



SOCIETY FOR JUDGMENT AND DECISION MAKING

Newsletter

<http://www.sjdm.org>

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The SJDM Newsletter, published electronically four times a year (with approximate publication dates of Vol 1 in March, Vol 2 in June, Vol 3 in October, and Vol in 4 December), welcomes short submissions and book reviews from individuals and groups. Essays should: have fewer than 400 words, use inline citations and no reference list, not include a bio (a URL or email is ok). If you are interested in reviewing books and related materials, please email Dan Goldstein.

Advertising Rates: Advertising can be submitted to the editor. Inclusion of the ad and the space given to the ad is at the editor's discretion. The current charge is \$200 per page. Contact the editor for details.

Address Corrections: Please keep your mailing and/or email address current. Address changes or corrections should be sent Bud Fennema. Reports of problems in receiving or opening the pdf file should be sent to the editor.

Society membership: Requests for information concerning membership in the Society for Judgment and Decision Making should be sent to Bud Fennema.

1 Announcements

Chengwei Liu (chengwei.liu at wbs.ac.uk) writes:

We (Nick Chater, Jerker Denrell and Chengwei Liu at University of Warwick) have developed an on-line voting tool (using “All of Our Ideas”) for finding out the best journal articles published in Psychology. We have selected 60 articles in the voting pool (the top 3 most cited articles in the 20 Psychology journals which have the highest 5-year Impact Factors according to the 2010 Journal Citation Reports, see the list below).

Feel free to add your favourite articles to the pool by email Chengwei (chengwei.liu at wbs.ac.uk) or by clicking “Add your own idea” on the voting website. The suggested articles will be included in the pool as long as it’s from one of the 20 journal we selected (listed below). Here is what you need to do to express your views on the best article in Psychology:

First, log on <http://www.allourideas.org/bestpsycharticle> and begin voting. You will be presented with randomly selected pair-wise comparisons in the form of modified APA style for both articles. Keep voting for as long as you like.

Second, feel free to select “I can’t decide” in cases such as you are not familiar with the article(s) in the pair or you don’t believe there is significant difference between them.

Third, forward this email or the link to your colleagues and let them have their say on this issue

In case you have any questions, please email Chengwei Liu (chengwei.liu at wbs.ac.uk). We will announce the results in due course. We thank you for your attention and participation!

Nick Chater
Jerker Denrell
Chengwei Liu

==Journal List==

- 1 BEHAV BRAIN SCI
- 2 ANNU REV PSYCHOL

- 3 PSYCHOL BULL
- 4 TRENDS COGN SCI
- 5 ANNU REV CLIN PSYCHO
- 6 PSYCHOL REV
- 7 ADV EXP SOC PSYCHOL
- 8 PERS SOC PSYCHOL REV
- 9 AM PSYCHOL
- 10 MONOGR SOC RES CHILD
- 11 CLIN PSYCHOL REV
- 12 J PERS SOC PSYCHOL
- 13 PERSPECT PSYCHOL SCI
- 14 PSYCHOL MEN MASCULIN
- 15 DEV PSYCHOPATHOL
- 16 J EXP PSYCHOL GEN
- 17 J APPL PSYCHOL
- 18 J ABNORM PSYCHOL
- 19 PERS PSYCHOL
- 20 PSYCHOL SCI

Don Zhang (zdon at bgsu.edu) writes:

We are currently in the process of examining the DOSPERT scale and its factor structure. We would greatly appreciate your help in locating unpublished data to include in our meta-analysis.

For the meta-analysis, we are in need of the *correlation matrix* for the sub-scales of DOSPERT, as well as other general psychometric information such as *reliability*, and *standard deviation* of the measures.

Please send us any papers or data that included the requested statistics. This includes papers in press, student projects, conference presentations (abstracts, papers, posters), unpublished manuscripts, or published manuscripts that didn't include the sub-scale correlation, dissertations, theses, etc.

Please send information to, Don Zhang at zdon at bgsu.edu

If you have any questions, you may contact me or Scott Highhouse at shighho at bgsu.edu, and Christopher Nye at cdnye at bgsu.edu.

Craig Fox (craig.fox at anderson.ucla.edu) writes:

James Druckman and Jeremy Freese are pleased to announce that Time-Sharing Experiments for the Social Sciences (TESS) was renewed for another round of funding by NSF starting last Fall. TESS allows researchers to submit proposals for experiments to be conducted on a nationally-representative, probability-based Internet platform, and successful proposals are fielded at no cost to investigators. More information about how TESS works and how to submit proposals is available at <http://www.tessexperiments.org/>

Additionally, we are pleased to announce the development of two new proposal mechanisms. TESS's Short Studies Program (SSP) is accepting proposals for fielding very brief population-based survey experiments on a general population of at least 2000 adults. SSP recruits participants from within the U.S. using the same Internet-based platform as other TESS studies. More information about SSP and proposal requirements is available at <http://tessexperiments.org/ssp.html>

TESS's Special Competition for Young Investigators is accepting proposals from June 15th-September 15th. The competition is meant to enable younger scholars to field large-scale studies and is limited to graduate students and individuals who are no more than 3 years post-Ph.D. More information about the Special Competition and proposal requirements is available at <http://tessexperiments.org/yic.html>

For the current grant, the principal investigators of TESS are Jeremy Freese and James Druckman of Northwestern University, who are assisted by a new team of over 65 Associate PIs and peer reviewers across the social sciences. More information about our APIs is available at <http://www.tessexperiments.org/associatepi.html>

Neda Kerimi (neda.kerimi) writes:

We want to tell you about what has been happening at [IndecisionBlog.com](http://indecisionblog.com) in the last month. We have continued our “Research Hero” series with Peter Ayton, Paul Slovic, Robin Hogarth, and Barry Schwartz, and others such as Max Bazerman are coming in during May: <http://indecisionblog.com/research-heroes/>

In addition, we have also continued our other series In The Wild with pricing expert [Leigh Caldwell](#) as well as viewpoints from [Troy Campbell](#).

Finally, last month we also posted a talk by the Society for Consumer Psychology president, Michel Tuan Pham, on The Seven Sins of Consumer Psychology [a critique of the state of the field today](#).

In the next month, we will also launch a new series called the Inside Story where we interview editors from leading journals to get their views on how to successfully publish. Examples of journals we’ve interviewed include *Frontiers of Psychology*, *J of Medical Decision Making*, *Judgment and Decision Making*, *J of Behavioral Decision Making*, *Psychological Review*, *J of Experimental Psychology*, *Behavioral and Brain Sciences*, and *J of Consumer Psychology*.

With over 30,000 views in four months since launching, we’re extremely pleased that so many people find the content interesting. We hope you’ll continue to enjoy the blog and, as always, we welcome your suggestions and feedback on how to make it better.

Neda and Elina
Editors of [IndecisionBlog.com](http://indecisionblog.com)

Jason Matheny ([jason.matheny at iarpa.gov](mailto:jason.matheny@iarpa.gov)) writes:

IARPA announces the release of the Strengthening Human Adaptive Reasoning and Problem-solving (SHARP) Broad Agency Announcement (BAA). The BAA is expected to be open for one year, but in order to be considered in the first round of proposal reviews, submissions have to be received by 5 pm Eastern Time on Tuesday, July 16, 2013.

The SHARP Program is seeking to fund rigorous, high-quality research to test and validate evidence-based interventions that have the potential to significantly improve adaptive reasoning and problem-solving for high-performing adults in information-rich environments. The research funded in this program will use innovative approaches from a variety of fields with an emphasis on collecting data from a set of cognitive, behavioral, and biological outcome measures in order to determine convergent validity of successful approaches.

The announcement and all necessary documentation can be found on FedBizOpps.gov at [this link](#)

Questions about the SHARP Program should be submitted to the email address in the BAA.

Daniel Read (Daniel.Read at wbs.ac.uk) writes:

On behalf of both the Society for Judgment and Decision Making and the European Association for Decision Making., we invite applications for awards from the Jane Beattie Memorial Fund. This fund was established in memory of SJDM and EADM member Jane Beattie and her contributions to judgment and decision research. The purpose of the fund is to provide scholarships to subsidize travel to North America or Europe for purposes of scholarly activity by a foreign scholar in the area of judgment and decision research, broadly defined. Attendance at the annual SJDM meeting or SPUDM meeting is one example of an activity that would be appropriate for support, but by no means the only one. All scholars outside of the destination are eligible to apply.

Applications will be accepted until 21 June, 2013, for travel to SPUDM, and until 3 days after notification of paper/poster acceptances for the SJDM meeting or any other purpose. The JBMF Committee plans to make all award decisions concerning SPUDM by July 1, and all other decisions by August 31. The committee anticipates making two awards one for SPUDM, in amounts ranging from approximately 400-750 U.S.

Further information is available at <http://www.sjdm.org/awards/beattie.html>
The required application form can be downloaded here <http://www.sjdm.org/awards/BeattieForm.rtf>

The committee for this year's award consists of Daniel Read, Anton Kuehberger, and Marcel Zeelenberg.

Scott Highhouse (shighho at bgsu.edu) writes:

Some of you may be interested in a new edited book on the intersection of industrial-organizational psychology and JDM. The book is called *Judgment and Decision Making at Work* <http://www.psypress.com/books/details/9780415886864/> and includes a number of chapters written by active members of SJDM:

Chapter 1. Introduction to Judgment and Decision Making Scott Highhouse
Reeshad S. Dalal, Eduardo Salas

Chapter 2. Performance Appraisals as Heuristic Judgments Under Uncertainty
Jochen Reb, Gary J. Greguras, Shenghua Luan, Michael A. Daniels

Chapter 3. The Problem of Recognizing One's Own Incompetence: Implications
for Self-Assessment and Development in the Workplace David Dunning

Chapter 4. Employee Selection Decisions Jerel E. Slaughter, Edgar Kausel

Chapter 5. Individual Differences in Decision Making Skill and Style Reeshad S.
Dalal, Margaret E. Brooks

Chapter 6. Job Search and Choice Cynthia Stevens

Chapter 7. Goals and Decision Making Lisa Ordonez, George Wu

Chapter 8. Leadership and Decision Making: Defining a Field Daan van Knip-
penberg

Chapter 9. Judgments about Pay Kristine Kuhn

Chapter 10. Combining Information and Judgments Silvia Bonaccio, Lyn Van
Swol

Chapter 11. Decision Making in Teams Eduardo Salas

Chapter 12. Decision Making in Multiteam Distributed Systems Marissa Shuffler

Chapter 13. Decision Making under Stress Tripp Driskell, James Driskell, Ed-
uardo Salas

Chapter 14. Enhancing Naturalistic Decision-Making and Accelerating Expertise
in the Workplace: Training Strategies that Work Rebecca Grossman, Jacqueline
M. Spencer, Eduardo Salas

Chapter 15. Assessing Decision-Making Competence in Managers Christopher J.
Lake, Scott Highhouse

Chapter 16. Apollo, Dionysus, or Both? The Evolving Models and Concerns of

JDM Kevin R. Murphy

You can save 20 by using the online discount code IRK71.

Michael Hannon writes:

Fordham University invites proposals for the New Perspectives on the Psychology of Understanding funding initiative.

Our aim is to encourage research from both new and established scholars working on projects related to understanding in its many forms. This 1.2 million RFP is intended to support empirical work in cognitive, developmental, educational, and other areas of psychology. Proposals can request between 50,000 and 225,000 for projects not to exceed two years in duration. We intend to make 7-8 awards.

For more information, please visit: www.varietiesofunderstanding.com

Letter of Intent Deadline: November 1st, 2013.

The Varieties of Understanding project is supported by a grant from the John Templeton Foundation, with additional support from the Henry Luce Foundation, Fordham University, and the University of California-Berkeley. Fordham University

2 Conferences

The European Association for Decision Making invites you to attend its next biannual 24th Subjective Probability, Utility, and Decision Making Conference (SPUDM 24), which will be held at IESE Business School - University of Navarra in Barcelona, Spain, on August 18-22, 2013. We are pleased to announce that the registration for the conference is already open and available at: [this link](#)

The conference will feature the following invited speakers:

Timothy D. Wilson, University of Virginia, USA

Colin F. Camerer, California Institute of Technology, USA

Robin Hogarth, Universitat Pompeu Fabra, Spain

Ralph Hertwig, Max Planck Institute for Human Development, Berlin, Germany

Attending this meeting will also be an opportunity to discover Barcelona, one of the most unique and architecturally distinctive cities of the world. Barcelona is the capital of Spain's Catalan region, which has produced a number of the world's most prominent artists including Pablo Picasso and Salvador Dali. The architect Antoni Gaudi also left his indelible mark on the city through a number of remarkable buildings. We look forward to seeing and welcoming you in Barcelona!

The local organizing committee: Elena Reustkaja (IESE, Spain); Mario Capizzani (IESE, Spain), Franz Heukamp (IESE, Spain), and Robin Hogarth (UPF, Spain).

The 1st Multidisciplinary Conference on Reinforcement Learning and Decision Making

(RLDM2013) www.rldm.org

Oct 25-27, Princeton University

Submissions to RLDM2013 are now being accepted at: <https://cmt.research.microsoft.com/RLDM2013>

Deadline: 16 June 2013, midnight UTC-11

We invite extended abstracts for contributed poster presentations. We welcome submissions of original research related to "learning and decision making over time to achieve a goal", coming from any discipline or disciplines, describing empirical results from human, animal,

robot or artificial agent experiments, and/or theoretical work, simulations and modeling. Contributions should be aimed at an interdisciplinary audience, but not at the expense of technical excellence. This is an abstract-based meeting, with no published conference proceedings. As such, work that is intended for, or has been submitted to, other conferences or journals is also welcome, provided that the intent of communication to other disciplines is clear.

Submissions should consist of a summary (max 2000 characters; text only), and an extended abstract of between one and four pages (including figures and references). LaTeX and RTF templates, and sample submissions, are available from www.rldm.org/submit.html

To submit your abstract please go to <https://cmt.research.microsoft.com/RLDM2013>

Submissions will be reviewed for relevance to the topic and for quality. Exceptional abstracts will be selected for poster spotlight presentations, and for a best poster talk.

Submissions open: 1 May 2013

Submissions close: 16 June 2013, midnight UTC-11 (American Samoa Time)

Notification of acceptance: by early August, 2013

Early registration: 31 August 2013

Meeting: 25-27 October 2013, Princeton, NJ

To ensure that you receive future announcements about RLDM2013 please join our mailing list at <http://tinyurl.com/RLDMlist> (you must log in to google to see the "join list" button, and choose 'all emails' in the options).

RLDM2013 confirmed speakers: <http://rldm.org/rldm2013/list-of-speakers/>

RLDM2013 Programme Committee: <http://rldm.org/rldm2013/committees/rldm2013-pc/>
(TBD)

We would like to invite up to 15 researchers and PhD/Doctoral students to a workshop on (psychological) ownership and economic decision making that will take place at the Vienna University of Economics and Business on September 26th-27th, 2013. One of the goals of this interdisciplinary gathering is to elucidate the psychological and economic mechanisms of (perceived) ownership and its consequences on decision making and economic behaviors. Invited speakers include (among others) Prof. Russell Belk, Prof. Jon Pierce, and Prof. Floyd Rudmin.

Participation is free of charge. All disciplinary backgrounds are welcome.

Interested (postdoctoral) researchers and PhD/Doctoral students are invited to apply for the workshop with a short informal application (200 words max). The application should include a personal introduction, research interests and experience as well as a brief statement on how the applicant could benefit from the workshop. All applications will be considered on an ongoing basis with priority given to applicants benefiting from the workshop the most.

Applications should be sent to Ruta.Ruzeviciute at wu.ac.at by July 21, 2013.

The workshop is sponsored by IAREP/SABE/ICABEEP and the Vienna University of Economics and Business.

More information: <http://www.wu.ac.at/mcore/workshop>

Bernadette Kamleitner, Stephan Dickert, Ruta Ruzceviute

Workshop organizers

CONSUMER NEUROSCIENCE SYMPOSIUM

Satellite Symposium of the Annual Meeting of the Society for Neuroeconomics

<http://www.bus.umich.edu/Conferences/Consumer-Neuroscience-Symposium/>

The symposium will be held on September 26, 2013, at HEC Lausanne, Switzerland, before the Society for Neuroeconomics Annual Meeting.

This is a half-day event, consisting of invited and reviewed talks by top researchers, followed by the panel consisting of marketing, psychology, and neuroscience experts.

The purpose of the symposium is to continue to build community and foster sharing of research ideas and findings among researchers working at the intersection of marketing, psychology, economics and neuroscience. We invite submissions that demonstrate the power and promise of using neuroscientific knowledge and methods to answer important marketing questions. Deadline for submissions is July 25, 2013.

We are pleased to announce that the Journal of Marketing Research (JMR) is interested in assembling a special section of papers on Neuroscience and Marketing, with Colin Camerer and Carolyn Yoon serving as Guest Co-Editors. All submissions to the symposium will

automatically qualify for consideration in the JMR special section. Please see additional information on the symposium's website.

Registration is free. Space is limited to 50. We encourage you to submit a paper to the symposium; however it is not a requirement for attendance. Save your seat NOW by registering on the symposium's website.

Confirmed and tentative list of speakers and panelists include Colin Camerer, Paul Glimcher, Eric Greenleaf, Scott Huettel, Robert Meyer, Drazen Prelec, Ale Smidts, and Miguel Brendl.

Symposium Organizing Committee:

Ulrich Hoffrage, HEC Lausanne, Switzerland

Eric Johnson, Columbia University, USA

Hilke Plassmann, INSEAD Ecole Normale Superieure, France

Carolyn Yoon, University of Michigan, USA

Event Sponsors: BVA <http://www.invivo-bva.com/en/home/>

INSEAD's Center for Decision Making and Risk Analysis

<http://centres.insead.edu/decision-making-and-risk-analysis/>

Submissions for the 2013 SJDM conference (oral presentations, posters, and symposia) and the Einhorn New Investigator Award are due next Monday, June 17th. The conference will be held November 15-18, 2013 in Toronto.

The call for abstracts is available at: <http://www.sjdm.org/programs/2013-cfp.html>

Registration for the this year's TIBER XII Symposium on Psychology and Economics is now open. Visit our website <http://tiberxii.wordpress.com/> to register.

TIBER XII will be held on August 16, 2013 at Tilburg University. The symposium aims to bring together Economists, Psychologists, Marketing researchers and others who work on Behavioral Decision Making, either in individual or interdependent settings.

This year we are happy to have economist John List <http://home.uchicago.edu/jlist/> and behavioral scientist George Wu <http://faculty.chicagobooth.edu/george.wu/> both

of the University of Chicago, as keynote speakers. More information on the symposium can be found on our website <http://tiberxii.wordpress.com/>

Please mark your calendar for the 2014 Boulder Summer Conference on Consumer Financial Decision Making, to be held May 18-20, 2014 at the St. Julien Hotel Spa in Boulder. This conference is the most interdisciplinary venue for research on consumer financial decision making, with lively discussion by scholars, regulators, financial service professionals, and consumer advocates. We hope you will plan to join us in 2014. Please watch for our call for papers in November.

3 Jobs

FULL-TIME FACULTY POSITIONS IN OBHR LEE KONG CHIAN SCHOOL OF BUSINESS SINGAPORE MANAGEMENT UNIVERSITY

Singapore Management University is seeking applications for positions in the Organizational Behavior and Human Resources area. We seek applications from all ranks, but particularly encourage senior assistant professors and above to apply. We seek candidates who are conducting rigorous, impactful, and interesting research and have high-quality publishing records commensurate with their rank. We especially encourage candidates with research and teaching interests in Human Resources, Leadership, or Behavioral Decision Making, to apply. Successful candidates can expect excellent conditions for research and teaching, a collegial and supportive environment, and the experience of living in a dynamic and exciting region of the world.

SMU offers an internationally competitive compensation and research support package including relocation benefits and child education funding. Please see below for details about Singapore Management University, living in Singapore, and application procedures. Further information about SMU can be viewed at <http://www.smu.edu.sg/> and further information about the OBHR group can be viewed at [this link](#)

APPLICATION PROCEDURES

Applications are due by 31 August 2013 or until the positions are filled. Interested candidates should send a full set of application materials (cover letter, CV, research and teaching statements, sample publications, 3 reference letters) via e-mail to Jochen Reb at jreb@smu.edu.sg.

Associate Professor Jochen Reb
Lee Kong Chian School of Business
Singapore Management University
50 Stamford Road
Singapore 178899

SINGAPORE MANAGEMENT UNIVERSITY

Singapore Management University's vision is to become a premier university, internationally recognized for its world-class research and distinguished teaching. Formed in January 2000,

SMU is a US-style research university situated in a downtown Singapore campus. The OBHR faculty members study topics such as negotiation, culture, performance measurement, trust, organizational justice, job attitudes, knowledge management, workplace emotions, work-life balance, organizational citizenship, and behavioural decision making, and they publish their research in the top OBHR journals. As a new university, teaching focus has been on undergraduates, however we are now expanding post-graduate and executive programs, including a Ph.D. programme in OBHR. Our teaching has already been recognized as distinctive within Asia owing to our relatively small class sizes, our emphasis on experiential learning across the entire curriculum, and our emphasis on the building of leadership and organizational skills in addition to more technical skills.

LIVING IN SINGAPORE

Singapore is a vibrant, safe, modern, and cosmopolitan city-state with a multi-ethnic population of five million. English is the language used for education, business, and government, with large segments of the population speaking Mandarin, Malay, and Tamil as second languages.

Singapore is a vibrant hub for business, with many of the Global 500 companies having located their Asia-Pacific headquarters in Singapore. Singapore is also considered a very family-friendly city, with excellent private and public schools. Being at a crossroads within Asia, Singapore offers a broad range of regional recreation and travel opportunities. Finally, and notably, Singapore is a culinary delight! More information on living and working in Singapore can be found at <http://www.contactsingapore.org.sg>

The Marketing group in the Tepper School of Business at Carnegie Mellon University seeks applicants for a postdoctoral position. The postdoc would be a one-year appointment beginning on August 1st, 2013. The postdoc would be expected to do teaching and research. The teaching requirements would be one half semester-length course and one semester-length course in the fall semester, Marketing Communication and Buyer Behavior and Advertising and Marketing Communications, respectively.

Applicants with a PhD in Marketing or related fields such as Psychology or Economics who are interested in collaborative research with at least one member of the faculty are strongly encouraged to apply. Please submit a CV, cover letter, and at least two letters of recommendations to Rosanne Christy (rosanne at andrew.cmu.edu) by June 1st to be guaranteed consideration for the position.

The Behavioral Science area at the Technion - Israel Institute of Technology, (Faculty of Industrial Engineering and Management) invites applications for a Tenure track position in Judgment and Decision Making and the Law starting as soon as possible. The position is open to all academic ranks starting from assistant professor. The position will be partially funded by a grant from the Israel Science foundation, as part of its Israel Centers Of Research Excellence (ICORE) program. The position is in the Center for Empirical Studies of Decision Making and the Law, a joint center for Hebrew University and the Technion.

As part of the generous funding of the ICORE program, the chosen candidate will receive a research grant of about NIS 160,000 a year which will be renewed annually until 2018. This amount is in addition to the institutional salary and startup grant. The ICORE supports only returning Israeli citizens.

Applications from scientists with a research focus in several of the following areas are especially encouraged: Decision making, Legal studies, Neuroeconomics, Behavioral Finance.

Applicants should submit

- 1) A cover letter describing their research interests.
- 2) A curriculum vitae.
- 3) Names and contact details of three recommenders.

Review of applications will be on a first come - first reviewed basis and will continue until the position is filled.

Applications should be sent to: Prof. Eldad Yechiam at yeldad@tx.technion.ac.il

For any further information please contact Prof. Eldad Yechiam at yeldad@tx.technion.ac.il or Prof. Ido Erev at: erev@tx.technion.ac.il

The ESRC-funded Network for Integrated Behavioural Science, involving the Universities of Nottingham, East Anglia and Warwick, is seeking to appoint up to six Research Fellows.

As a successful candidate, you will work with an internationally renowned team of economists, psychologists, computer scientists and complexity scientists, developing and testing models

of human behaviour and behaviour change, drawing out implications for public policy formulation and evaluation.

The tasks include the development of behavioural theory and the designing, programming, and running of experiments aimed at understanding individual, social and interactive behaviour and behaviour change, exploring the behavioural foundations of policy design, and informing policy design. You will be encouraged to contribute at all stages of research (inception, design, analysis and dissemination).

You will be employed by, and work mainly at, one of the three Universities, and your day-to-day work will be supervised by a senior researcher at that institution. However, your overall work programme will be set by the Network's Management Group and its Director, Professor Chris Starmer of the University of Nottingham. You will participate in Network-wide conferences and workshops and will be encouraged to develop links across institutions and disciplines, for example by research visits to our international partner institutions in continental Europe and the USA.

Candidates are expected to have a PhD (or be demonstrably close to completing and submitting) in economics, econometrics, psychology or a cognate discipline (or equivalent). Candidates are encouraged to apply to all three Universities and shortlisted candidates who do so will be considered for employment at any of the three institutions involved, dependent on the match of the candidates' skills, current research interests and the project-related work on-going at the respective institutions. However if you wish to be considered only for a post at a specific University, please apply only to that institution. All interviews will take place at the University of Nottingham.

These posts are available from 1 September 2013 for a period of three years

Informal enquiries may be addressed to Professor Chris Starmer, tel: +44 115 84 66067 or email:chris.starmer at nottingham.ac.uk Please note that applications sent directly to this email address will not be accepted.

You can read the further details on these posts, including details on how to apply, at

<http://www.nottingham.ac.uk/jobs/currentvacancies/ref/NWEA>

The Marketing group at Yale School of Management is searching for one or more junior marketing faculty for academic year 2014-15. We are seeking applications from graduating

students, post-docs and others who have the potential to become outstanding scholars. Candidates from business schools as well as related disciplines, such as psychology and economics are strongly encouraged to apply.

Applicants must have a Ph.D./Ph.D. equivalent (or must be in the final stages of dissertation) in Marketing, Economics, Psychology or a related field. To apply, visit <http://mba.yale.edu/faculty/facultyopenings.shtml>

Applicants should submit a cover letter, curriculum vitae, writing sample and contact information for three letters of reference. Request for references will be immediately sent via e-mail request. A research statement is strongly recommended.

Review of applications will begin immediately and will continue until July 31, 2013, or until the position has been filled. Reference letters should be submitted no later than July 31. Start Date: July 2014

School of Business Administration University of California, Riverside

Multiple positions in the marketing and management areas (Open Rank)

Subject to final approval, the School of Business Administration at the University of California, Riverside, anticipates multiple faculty positions (Open Rank) opening in the marketing and management areas to begin on July 1, 2014. Our priority is to recruit at the Advanced Assistant or Associate Professor levels, however, other ranks will also be considered. Research area is open. We seek candidates with strong research training who have achieved or have the potential to achieve scholarly distinction. Candidates must have a Ph.D. and demonstrate a strong record of, and continuing potential for, quality research and teaching. Candidates are expected to teach at both the graduate and undergraduate levels.

Screening of candidates will commence immediately and will continue until the position is filled.

Interested candidates should send by email a cover letter, CV, and names and contact information of three references to:

Mr. Leo Gonzalez, Academic Personnel Manager

leo.gonzalez at ucr.edu

School of Business Administration

University of California, Riverside

Telephone: 951-827-2504

Inquiries may also be made to Rami Zwick at ramiz at ucr.edu.

The School of Business Administration is an AACSB-accredited school and shares the mission of its sister campuses in the University of California system to be known as a leading center of excellence for research and teaching.

Please see our website for further information about the School and the University: <http://soba.ucr.edu>

The Marketing Division in the Leeds School of Business at the University of Colorado at Boulder seeks a non-tenure track senior instructor/instructor to teach undergraduate marketing courses beginning spring semester (January), 2014 onward. We are seeking an instructor with the ability to teach a variety of high quality undergraduate courses such as product strategy, promotion strategy, pricing and channel strategy, marketing research, and the senior marketing capstone course. The ability to teach in the MBA program is a plus. The successful candidate will have demonstrated (a) strong commitment to teaching marketing, (b) prior teaching success, and (c) collegiality and teamwork. Candidates must provide current curriculum vitae, a one-page statement of teaching philosophy, evidence of teaching success, and the names of three professional references who have direct experience with the candidate's teaching performance. Reference contact information must include mailing address, phone number(s), and email address. Review of application will begin July 1, 2013 and continue until the position is filled. The anticipated start date is January 6, 2014.

Special Instructions to Applicants

Consideration of applications will begin July 1, 2013 and will continue until the appointment is made. Applications for this position is accepted electronically at <https://www.jobsatcu.com> On the website, search for job posting number F00401 in the keyword search box. All applications must be submitted online – mail or email submissions cannot be accepted. Quick link to job posting:

<http://www.jobsatcu.com/postings/64410>

Applications must include:

- A cover letter
- Curriculum vitae
- Statement of teaching philosophy

-Evidence of teaching success

-The names of three professional references that have direct experience with the candidate's teaching or related performance. Reference contact information must include mailing address, phone number(s), and email address.

Please direct inquiries to:

Corlin Ambler

Leeds School of Business

419 UCB

Boulder, CO 80309-0419

Corlin.ambler at colorado.edu

The University of British Columbia Sauder School of Business

The Marketing Division of the Sauder School of Business at the University of British Columbia invites applications for up to three open faculty positions. Rank is open across Assistant, Associate, and Full professor. Applicants must have a record of research commensurate with the rank and a demonstrated successful experience in teaching. Senior-level candidates should have accomplished excellence in research in Marketing. Entry-level candidates should demonstrate an interest in and potential to conduct high-quality research in Marketing and be very close to completing or have completed a Ph.D. in Marketing, Psychology or Economics. Applications are invited from highly qualified candidates with outstanding research or research potential in the areas of quantitative marketing modelling, applied econometrics, economics of industrial organization, game theory, consumer psychology, judgment and decision making and/or experimental design. The successful candidate will be appointed at the rank appropriate to their qualification and experience.

Duties include developing and maintaining an active research program aimed at making a significant contribution to the profession, teaching in the undergraduate, MBA and Ph.D. programs, supervising Ph.D. students, as well as contributing to other teaching and administrative initiatives of the Marketing Division and the Sauder School of Business. Candidates at the senior level will be expected to provide leadership that will enhance the reputation of the Marketing Division and the School. Teaching and service requirements are similar to other research-intensive universities.

Subject to budgetary approval, the positions start July 1, 2014. UBC hires on the basis of merit and is committed to employment equity. We encourage all qualified persons to apply. We especially welcome applications from members of visible minority groups, women, Aboriginal persons, persons with disabilities, persons of minority sexual orientations and gender identities, and others with the skills and knowledge to engage productively with diverse communities. However, Canadians and permanent residents of Canada will be given priority. Information regarding hiring is available on our website at: <http://www.sauder.ubc.ca/Faculty/People/FacultyOpenings>

A completed application will include a cover letter, curriculum vitae, research papers (i.e., one or two recent published research papers or current working papers), a teaching dossier or record of teaching effectiveness, if applicable and three reference letters. Applications should be sent to: Kate White, Chair, Marketing Division via e-mail to Katherine.White@sauder.ubc.ca. The application deadline is July 1, 2013.

The Tepper School of Business, Carnegie Mellon University is recruiting for a junior tenure-track faculty member in Marketing beginning in Fall 2014. Applicants should demonstrate achievement of, or potential for, excellence in research in Marketing and in teaching MBA, doctoral, and undergraduate students, and should have completed or be nearing completion of a Ph.D. Candidates in all research streams of Marketing will be considered. The Tepper School has a special interest in those whose research is related to Business Analytics.

To apply, please submit application letter, vita, up to three published or unpublished research papers, and three recommendation letters to mktgroup@andrew.cmu.edu. Materials may also be sent via the Postal Service to Ms. Rosanne Christy, Faculty Search Coordinator for Marketing, Carnegie Mellon University, Tepper School of Business, Posner 233, 5000 Forbes Avenue, Pittsburgh, PA 15213.

To receive consideration, an application must be complete by July 15, 2013. For more information about the Marketing group please visit our webpage at <http://www.tepper.cmu.edu/doctoral-program/fields-of-study/marketing/index.aspx>

The Marketing group in the Booth School of Business at the University of Chicago seeks applicants for a full-time Research Professional position. This is expected to be a two-year position, beginning on July 1st, 2013, and includes a full-time salary and health benefits.

The main responsibility is to support empirical research activities related to human judgment and decision making, intertemporal choice and financial decisions. The successful candidate will assist in conducting laboratory research, field studies and compiling secondary data, as well as perform administrative functions and grant support for grant-funded research. The person would be working primarily with faculty members Oleg Urminsky and Dan Bartels. This position is ideal for (although not restricted to) any recent or impending college graduates with behavioral research experience who intend to apply to related graduate programs in the future.

We welcome applications from individuals who have a minimum of a Bachelor's degree, a concentration in behavioral research (ideally cognitive psychology, social cognition, judgment and decision making, behavioral economics or marketing), familiarity with statistical analysis, and one year of research experience.

For additional information or to apply, please see the job posting listed at: <https://jobopportunities.uchicago.edu/applicants/Central?quickFind=219527>

The Center for Research on Environmental Decisions (CRED) invites applications for an Associate Research Scientist position starting on July 1, 2013. Candidates are expected to have PhD in psychology (cognitive, social, consumer behavior, behavioral economics, decision sciences, or another relevant discipline). The Associate Research Scientist will report to the center's PIs Eric J. Johnson and Elke U. Weber and will conduct research on Decision Architecture related to environmentally-relevant decisions, in particular decisions related to energy consumption, addressing both curtailment and efficiency, from a psychological and decision-theoretical perspective.

CRED is an interdisciplinary center affiliated with Columbia's Earth Institute and studies decision making under climate uncertainty and in the face of other environmental risks. For more information about CRED, please visit: <http://www.cred.columbia.edu/>.

Please visit our online application site at <http://academicjobs.columbia.edu/applicants/Central?quickFind=57657>

POSTDOCTORAL FELLOW

Starting on September 2013

Dynamic Decision Making Laboratory

www.cmu.edu/ddmlab
Carnegie Mellon University

The Dynamic Decision Making Laboratory (DDMLab) in the department of Social and Decision Sciences at Carnegie Mellon University (CMU) is expecting to have one and possibly two openings for a Postdoctoral fellowship position to be part of an interdisciplinary research project focused on the study of credibility and trust in large networked data sources. This will be a one-year position from September 2013 to August 2014.

The ideal candidate should have a strong technical background (cognitive/computational modeling, machine learning, data mining), as well as a strong behavioral background (experimental and cognitive psychology, decision sciences). Technical skills in Matlab and R are required. Knowledge of programming skills in Java and PHP are desired. Demonstrated writing abilities of research manuscripts is required.

The position will involve interacting with faculty of diverse backgrounds (computer scientists, human factors engineers) at Carnegie Mellon and at other universities. Candidates are expected to be capable of working under limited supervision, be highly productive, creative, and enthusiastic for interdisciplinary research. Prospective candidates are expected to be familiar with literature in all of these areas:

- 1) Cognitive modeling/cognitive psychology
- 2) Decision Sciences
- 3) Human Factors and technical areas such as data mining and machine learning

Applicants should send their curriculum vitae, relevant journal articles, and the names and contact of three references before July 15, 2013. A decision is expected to be made by July 31st. Electronic applications are encouraged. Please send electronic documents (Word, PDF) to coty at cmu.edu or forward paper documents to:

Prof. Cleotilde Gonzalez
Dynamic Decision Making Laboratory
Social and Decision Sciences Department
Carnegie Mellon University
5000 Forbes Ave - Porter Hall 208
Pittsburgh, PA 15213

Ben-Gurion University of the Negev's Guilford Glazer Faculty of Business and Management invites applicants for a full-time, tenure-track faculty position in the Department of Management. Candidates with research expertise in Finance, Strategy, or Marketing will be considered. Expected starting date is October 2014. Applicants must hold a Ph.D. in one of the aforementioned fields or a related field, and should provide evidence of outstanding research record or potential, as well as strong teaching ability.

Job duties include research, teaching, and service to the University and the profession. Teaching at Ben-Gurion University is primarily in Hebrew. However, selected courses can be taught in English, and for promising non-Hebrew speaking candidates, teaching in English for the first two years is conceivable.

Guilford Glazer Faculty of Business and Management is a research institution committed to high-quality research as well as to educating tomorrow's leaders. Ben-Gurion University is among the leading research universities in Israel and the fastest growing one. Faculty members are extremely active and productive in research, publishing in leading journals. The Faculty of Business and Management is well known for its young and dynamic faculty members, highly supportive environment, and friendly atmosphere.

Ben-Gurion University of the Negev values diversity and is committed to equal opportunity in employment. Women and men, and members of all racial and ethnic groups, are encouraged to apply.

Qualified candidates should submit a letter of application, detailed curriculum vitae, sample manuscripts, and the name, email and address of three potential references, as well as any other relevant materials, to Ms. Ifat Ben-Simon at: MGTSec at som.bgu.ac.il, no later than November 1, 2013.

4 Online Resources

SJDM Web site

www.sjdm.org

Judgment and Decision Making – The SJDM journal, entirely free and online

journal.sjdm.org

SJDM Newsletter – Current and archive copies of this newsletter

www.sjdm.org/newsletters

SJDM mailing list – List archives and information on joining the email list

www.sjdm.org/mailman/listinfo/jdm-society

Decision Science News – Some of the content of this newsletter is released early in blog form here

www.decisionsciencenews.com
