



# SOCIETY FOR JUDGMENT AND DECISION MAKING

## Newsletter

Volume 33, Number 4, December 2014

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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 acceptable).

**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

Miguel Fonseca (M.A.Fonseca at exeter.ac.uk) writes:

We are happy to announce the winner of the 2014 Exeter Prize for the best paper published in the previous calendar year in a peer-reviewed journal in the fields of Experimental Economics, Behavioural Economics and Decision Theory.

The winner is Tomasz Strzalecki for his paper “Temporal Resolution of Uncertainty and Recursive Models of Ambiguity Aversion” published in *Econometrica*.

This paper elegantly brings together several important strands of behavioral literature that have each found important applications in finance and macroeconomics. Strzalecki shows that how we model ambiguity aversion has profound implications on economic agents’ preferences over the timing of the resolution of uncertainty. It is a paper that can convince other economists to use one model as opposed to another; few decision-theoretic papers are relevant in this way.

The winning paper was selected by the panel of Glenn Harrison (Georgia State University), Itzhak Gilboa (Tel Aviv University) and Shmuel Zamir (Hebrew University and the University of Exeter).

Tomasz will be visiting the University of Exeter in December 2014 to receive the award and give a public lecture. In addition, the University of Exeter Economics Department will organize a workshop themed to fit the topic of the prize-winning paper.

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The New York Times reports that Patrick Suppes, who is a pioneer in JDM research [has died at age 92](#). Stephen Link writes:

My old friend, one-time supervisor, and fantastic scientist, philosopher, inventor of great ideas passed away on Sunday Nov 16 2014. His founding of the Institute for Mathematical Studies in the Social Sciences at Stanford created a new field for the theoretical studies of psychological processes. His many other accomplishments are the basis for legends. At the time of his passing we were completing a book on his life and his selected papers.

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Echo Wang (kai.x.wang at nyu.edu) writes:

2015 NYU-Duke Neuroeconomics Summer Institute July 12-July 25, 2015 Location: NYU Shanghai Pudong Campus

<http://www.shanghai-neuroeconomics.org/summer-school-about/>

Call for applications: Deadline February 14 2015

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Amy Summerville (amy.summerville at miamioh.edu) writes:

With the annual meeting on the horizon, I'm hoping for your help in supporting our student members. Will you join your colleagues this year as a judge of the student poster competition? By helping to judge the student posters-which can be done \*completely apart from the actual poster sessions\* if you so choose-you are providing valuable feedback to our students and helping to ease the judging load for all judges (usually around 5-8 posters). As a token of appreciation, the Society will even buy you a drink at the evening poster session!

Please reply to me off-list (amy.summerville at miamioh.edu) to contribute to this important service.

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Arndt Bröder (broeder at uni-mannheim.de) writes:

The DFG Research Unit "Contextualized Decision Making" at the Universities of Mannheim, Heidelberg, and Tübingen announces an International Summer School 2015 on "Theories and Methods in Judgment and Decision Making Research" from August 9-15, 2015 at the Tagungszentrum Rummelsberg, Schwarzenbruck, Germany (close to Nuremberg).

For more details on the summer school and how to apply, please visit:

<http://decision-making.uni-mannheim.de/summerschool2015/>

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Dan Goldstein (dan at dangoldstein.com) writes:

I've done a brief analysis of the SJDM member directory, which tells us something about the academic fields and geographic regions represented in the society. It's written up in two blog posts at:

[Who we are: Part one](#)

[Who we are: Part two](#)

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Kai Jonas (K.J.Jonas at uva.nl) writes:

Comprehensive Results in Social Psychology: The first pre-registration only journal in social psychology now ready to take first submissions at <http://www.tandfonline.com/loi/rrsp20>

## 2 Conferences

The Nuffield Centre for Experimental Social Sciences of the University of Oxford (CESS) is pleased to announce the Second International Meeting on Experimental and Behavioral Social Sciences (IMEBESS) at the Institute for Advanced Study at Toulouse.

Further details are on the conference web site:

<http://cess-web.nuff.ox.ac.uk/imebess/>

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Call for Papers

Consumer Financial Protection Bureau Conference: Research on Consumer Finance  
May 7-8th, 2015

Next spring, the Consumer Financial Protection Bureau will host its first Research on Consumer Finance (RCF) conference at the Bureau of Engraving and Printing (the Mint) in Washington, D.C.

We encourage submission of research that sheds light on: the ways consumers and households make decisions about borrowing, saving, and financial risk-taking; how various forms of credit (mortgage, student loans, credit cards, installment loans etc.) affect household well-being; the structure and functioning of consumer financial markets; and relevant innovations in modeling or data. (Authors may submit complete papers or detailed abstracts that include preliminary results.)

A deliberate aim of the conference is to connect the core community of consumer finance researchers and policymakers with the best research being conducted across the wide range of disciplines and approaches that can inform the topic. Disciplines from which we hope to receive submissions include, but are not limited to, economics, the behavioral sciences, cognitive science, and psychology.

All submissions should please be made in electronic PDF format to  
CFPB\_ResearchConference@cfpb.gov

by Friday, January 16th, 2015. Please remember to include contact information on the cover page for the corresponding author. Please submit questions or concerns to Cheryl.Cooper at cfpb.gov.

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The very first Mental Simulation Preconference will be taking place the day before the SPSP conference begins in Long Beach, CA.

To register for the preconference, and/or to learn more about applying to present a blitz talk or a poster, please follow this link: [http://www.spsp.org/?page=Precon\\_MentalSim](http://www.spsp.org/?page=Precon_MentalSim)

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Call for Papers

Behavioural Science & Policy

21–23 April 2015

University of Nottingham, Nottingham, United Kingdom

For any further information please visit the [conference website](#) or contact us at nibs2015 at nottingham.ac.uk

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Call for Papers

2015 Boulder Summer Conference on Consumer Financial Decision Making

May 31-June 2, 2015

St. Julien Hotel, Boulder, Colorado

Please save the dates, May 31-June 2nd 2015 for the Boulder Summer Conference on Consumer Financial Decision Making. Abstract Submission Deadline December 12, 2014

Please visit the [conference website](#) for more information.

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53rd Edwards Bayesian Research Conference

March 13–14, 2015

Cal State University, Fullerton

Please visit the [conference website](#) for more information.

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Judgment and Decision Making Preconference at SPSP

February 26th, 2015

Long Beach, California

For information regarding poster submissions, registration, and more, please visit:

<http://www.jdmpreconference.org/>

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The Society for Consumer Psychology (SCP) will hold its summer conference as part of the 123rd Annual Convention of the American Psychological Association (APA) from August 6th to 9th, 2015 in Toronto, Canada.

Please see the [Call for papers](#)

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Call for papers

Workshop on Social Norms and Institutions

May 10th-15th 2015

Ascona Switzerland

For more information, see: <http://www.socio.ethz.ch/sni2015>

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Call for Papers

Conference on Personal Identity and Decision Making

May 1-2, 2015

Gleacher Center, University of Chicago Booth School of Business

Submission deadline: February 1, 2015

Information about the conference can be found at the conference website:

<https://futureself.uchicago.edu>



### **3 Jobs**

The Institute of Cognitive Science at the University Colorado Boulder is seeking to hire a tenure-track professor at the Assistant level or a tenured professor at the Associate level. Institute research is focused in three strategic areas: Learning and Education: theories, communities, and technologies; Language Processing: computational and technological advances; Cognition and Cognitive Neuroscience: memory, executive function, language, affective, decision, social processes, brain-computer interaction.

Applications will only be accepted at <http://www.jobsatcu.com/postings/89482>

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The Department of Marketing in the College of Business at Iowa State University is inviting applications for a senior faculty position in marketing. Candidates with demonstrated research excellence and teaching experience will be considered for the position.

The successful candidate will have a PhD in marketing or a closely related field. The candidate will be expected to publish in high impact and in top-tier marketing journals, and be able to teach at the undergraduate and graduate levels, as well as to guide PhD student research. In addition to these expectations, applicants for senior tenured positions must meet the university's standards of outstanding research and teaching records appropriate for advanced positions.

<https://www.iastatejobs.com/postings/7752>

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The Intelligent Systems Section at the Naval Research Laboratory seeks applications for a position of Postdoctoral Fellow in computational cognitive modeling. The postdoctoral fellow will work with Dr. Sunny Khemlani and Dr. Greg Trafton on computational models of deductive and explanatory reasoning.

The ideal candidate has (or will have) a Ph.D. in cognitive psychology, cognitive science, or computer science, with experience in higher level cognition, experimental design and data analysis, cognitive modeling, and a strong programming background (Lisp recommended). Experience in domains of reasoning (e.g., quantificational, sentential, spatio-temporal, causal, explanatory, and probabilistic reasoning) is highly desired. Postdocs will be hired through the NRC Research Associateship Program (RAP). Only US citizenship or green card holders are eligible for the program.

Applicants should send a letter of interest, curriculum vitae, relevant journal articles, and three reference letters. Review of complete applications will begin December 1st, 2014. For additional information, please contact Dr. Sunny Khemlani (sunny.khemlani at nrl.navy.mil) or Dr. Greg Trafton (greg.trafton at nrl.navy.mil).

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The Olin Business School at Washington University in St. Louis invites applications for a Post-doc Researcher in the area of Marketing/Consumer Behavior. The selected candidate will have the opportunity to develop his/her research and collaborate with the behavioral faculty in the marketing area at Olin. The two-year position will also have minor administrative duties to support research functions, such as running the behavioral lab, and/or will have teaching opportunities.

Please apply on the Washington University in St. Louis [jobs site](#) and search for Job ID 29630 by February 2, 2015.

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The Department of Managerial Decision Sciences at IESE business school seeks candidates to fill the position of assistant professor in judgment and decision making.

Candidates should have strong analytical and experimental skills. Their research programs should examine the decision-making processes of individuals or organizations and should aim at applying fundamental findings to managerial decision making. Teaching and research should support the Department's educational programs, whether the full-time MBA, executive education programs, or in-company programs. Experience in interacting with managers, executives and entrepreneurs will be highly considered. The appointment is expected to begin September 1, 2015

IESE Business School is an equal opportunity employer. Applicants should submit a letter of application stating research interests and teaching areas, curriculum vitae, one current research paper, and three letters of recommendation to:

Prof. Miguel A. Ariño, (maarino at iese.edu)

Applications received by December 5th are assured full consideration.

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The Woodrow Wilson School of Public and International Affairs at Princeton University seeks one distinguished senior scholar in behavioral policy from a discipline such as economics,

sociology, political science, psychology or the physical sciences. The faculty appointment would also be joint with a disciplinary department.

This position is subject to the University's background check policy.

Princeton University is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law. You may apply online at <http://jobs.princeton.edu>. The Requisition number for this position is 1400634.

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The Frank Batten School of Leadership and Public Policy at the University of Virginia seeks applications to fill one or more faculty positions to begin in the fall of 2015. Successful candidates will be leaders of teaching innovation at the School and will participate in peer observation, provision of resources and training for faculty, curricular development, and innovation beyond the traditional classroom setting. Candidates must have an established record of superior teaching and a demonstrated interest in pedagogy.

We welcome applications from scholars who have earned doctorates in economics, public policy, political science, quantitative social sciences, management and organizational behavior, psychology, or related fields. Candidates should be prepared to teach and mentor students at the graduate and undergraduate levels. We have a preference for candidates prepared to teach several of the following courses: Research Methods and Data Analysis, Economics for Public Policy, Applied Policy Project, Leadership in the Public Arena, Social Psychology for Leadership, and Strategies and Processes for Negotiation.

To apply, complete a Candidate Profile on-line at <https://jobs.virginia.edu> by searching on Posting Number 0615436. Candidates should submit a CV, cover letter, a reflective teaching statement, summary of student evaluations, and contact information of three professional references. Applications received prior to February 15, 2015 will receive priority. The position will remain open until filled.

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The department of Social and Decision Sciences (SDS) at Carnegie Mellon University is seeking applicants for full-time, tenure track, positions in:

- behavioral economics
- behavioral decision making

We are open to candidates with interests in theory and/or applied work, including lab experiments, field research, big data, and neuroscience. Applicants must have an outstanding research record or potential and candidates with interdisciplinary interests are encouraged to apply. We are especially interested in junior level candidates, but are open to applications from individuals at all levels. The appointment is expected to begin July 1, 2015.

Applicants should upload a letter of application stating research interests and teaching areas, a curriculum vitae, one current research paper, and three letters of recommendation to:

<https://webapps.cs.cmu.edu/FacultyApplication/SDS/>

Applications received by November 1 are assured full consideration.

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Carnegie Mellon University's Department of Engineering and Public Policy (EPP) seeks a tenure-track faculty member familiar with diverse analytical and behavioral approaches to decision making, interested in collaborative research on diverse policy-related problems in EPP's unique collegial environment (<http://www.epp.cmu.edu/>). Please send a statement with your vision for work at EPP, resume, PDFs of three papers, and contact information for three references to epp-BehavioralDecisionSearch at [andrew.cmu.edu](mailto:andrew.cmu.edu). Carnegie Mellon is an EEO/AA (<http://www.cmu.edu/hr/eos/>).

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Faculty position in quantitative psychology at the Department of Psychology at the University of Michigan.

For information see the [listing](#)

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The Center for Adaptive Rationality at the Max Planck Institute for Human Development, Berlin, Germany, under the direction of Ralph Hertwig, seeks applicants for 1 Research Scientist Position.

This is a two-year position, with the possibility of extension. Salary depends on experience. The position is available from February 1, 2015, but later start dates are possible. We are searching for a research scientist (2 year position with a possibility of extension) interesting in studying models of bounded rationality.

Please see:

<https://www.mpib-berlin.mpg.de/en/research/adaptive-rationality/job-offers>

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Dr. Jennifer Mangels, Professor of Psychology at Baruch College, a senior college of the City University of New York, is recruiting a Postdoctoral Fellow for 2-year appointment (possibility of extension) to primarily contribute to two projects funded through the Army Research Laboratory Network Science Collaborative Technology Alliance ([www.ns-cta.org](http://www.ns-cta.org)). One project examines the social and cognitive factors underlying evaluation and trust of information accessible through social networks. The other focuses on the propagation of information through social networks and how the cognitive abilities of human nodes in the network influence the speed and quality of the information conveyed. These projects present exciting opportunities to be part of a large network of researchers in cognitive psychology, social psychology, computer science and military science. Additional opportunities for independent work in social cognitive neuroscience within Dr. Mangels's Dynamic Learning Lab ([www.mangelslab.org](http://www.mangelslab.org)) are also available.

Applicants should have a PhD in cognitive or social psychology or related field and an interest in interdisciplinary research that bridges basic and applied science. The ideal applicant will work well in a collaborative environment, and will possess strong statistical and computational skills. CUNY is an AA/EO/ADA Employer and encourages applications from women, racial and ethnic minorities, individuals with disabilities and veterans.

The position is available from November 2014 onward. Applications are under immediate review and will continue until the position is filled. Salary is comparable with NIH rates and provides additional funds for conference travel and travel to collaborators.

To apply, please go to [www.rfcuny.org](http://www.rfcuny.org) under REA-1761 (Postdoctoral Fellow FT). Applications should include a cover letter, statement of research interests, CV, up to 5 reprints and names of at least two recommenders in a single PDF file.

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The Operations and Information Management Department at the Wharton School is home to faculty with a diverse set of interests in decision-making, information technology, information-based strategy, operations management, and operations research. We are seeking applicants for a full-time, tenure-track faculty position at any level: Assistant, Associate, or Full Professor. Applicants must have a Ph.D. (expected completion by June 2015 is preferred but by June 30, 2016 is acceptable) from an accredited institution and have an outstanding re-

search record or potential in the OPIM Departments areas of research. The appointment is expected to begin July 1, 2015. The deadline for applications is November 26th, 2014

The official job ad is:

<https://opimweb.wharton.upenn.edu/faculty/faculty-recruiting/>

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Google's People Analytics team is looking for an I/O PhD with applied experience in the selection space (e.g., development/validation of selection tools and structured assessments). Please see attached for job description. Reach out to the hiring manager tmalm at google.com or apply online here (<http://goo.gl/z1uq70>).

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The Darden School of Business at the University of Virginia invites applications for a tenure-track or tenured faculty position in Quantitative Analysis, beginning in the fall of 2015. Applicants must have a PhD in Decision Sciences, Management Science, Operations Research, Statistics, or related areas by the date of appointment (ABD will be considered), the ability to teach successfully in our MBA and Executive Education formats, and a strong research record.

The Quantitative Analysis area at Darden specializes in teaching and research in the fields of management science and operations research, broadly defined. The area offers MBA students a concentration in business analytics. Faculty in the area teach courses in decision analysis, data analysis, optimization, advanced decision modeling, forecasting, and project management. Faculty also teach these topics in Executive Education programs.

To apply, go to <http://jobs.virginia.edu> search for posting number 0614790 and complete a Candidate Profile on-line.

Please submit a CV (and a graduate transcript if you are currently a PhD student), a cover letter, three letters of recommendation, and copies of publications or working papers. Under separate cover, please send a curriculum vitae to: QAapply at darden.virginia.edu.

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We are seeking to recruit a Post-Doctoral Researcher in Psychology to join a team at the University of Reading on an Economic and Social Research Council (ESRC) funded project on Cognitive Biases and Behavioural Segmentation of Food Demand. The project is a multi-disciplinary one, with work already in progress to develop a novel approach to segmentation of

consumers based on their dietary preference patterns to facilitate better targeting of dietary interventions. The successful candidate for this post will seek to explain the preferences and consumption patterns seen earlier in the study based on factors derived from research on decision-making and behavioural economics. They will assist in the design and the day-to-day co-ordination of a questionnaire-based survey of 1000 households to explore the range of social and cognitive factors that explain the susceptibility to biases influencing food choice. They will then use these insights to develop experimental manipulations aimed at changing the behaviour of some of the key sub-groups based on their susceptibility to cognitive biases and associated food preference patterns.

Further details of the post are available here:

<http://www.jobs.ac.uk/job/AJV747/research-fellow/>

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Ohio State University plans to support 3 postdoctoral fellows who are either from an historically under-represented background or who study such issues; diversity is broadly defined. If any JDM folk might be interested in working with me or with one or more of our other Decision Psychology faculty (<http://www.psy.ohio-state.edu/programs/decision/>) please contact the relevant faculty member directly first to discuss mutual interests.

More detailed information is [available here](#).

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Bilkent University invites applications for two positions in the Department of Psychology: chairperson and professor. We seek established scholars who apply a cognitive, interdisciplinary approach to developmental, social, I/O, or evolutionary psychology, or neuroscience or traditional content areas of cognition (e.g., learning, memory, perception).

**Qualifications and Responsibilities:** Applicants should have a PhD in psychology or related discipline, and should have an excellent publication record. A demonstrated ability to secure external research funding will be a strong advantage. Faculty members are expected to maintain productive research programs. Successful applicants will teach undergraduate and graduate courses and supervise PhD, Master's, and senior thesis students.

**Appointment:** These full-time appointments will begin in September 2015. Salary will be internationally competitive and commensurate with qualifications and experience.

Applicants should submit 1) a cover letter, 2) CV, 3) research statement, 4) teaching statement, and 5) contact information for 3 professional references to Ergin Atalar, [ergin at ee.bilkent.edu.tr](mailto:ergin@ee.bilkent.edu.tr), +90 312 2903272. Review of applications will commence on November 1, 2014 and continue until the position is filled.

Inquiries about the department and university should be directed to Associate Professor Michelle Adams, at [michelle at bilkent.edu.tr](mailto:michelle@bilkent.edu.tr) or +90 312 290 1090. For more information, please visit the following websites: [psy.bilkent.edu.tr](http://psy.bilkent.edu.tr), [neuro.bilkent.edu.tr](http://neuro.bilkent.edu.tr), [fe-ass.bilkent.edu.tr](http://fe-ass.bilkent.edu.tr), [bilkent.edu.tr](http://bilkent.edu.tr)

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The Psychology Department (<http://psy.ucsd.edu/>) within the Division of Social Sciences at UC, San Diego invites applications for a tenure track Assistant position in the areas including Cognition and Sensation/Perception.

To Apply: Candidates should submit a cover letter, curriculum vitae, research statement, teaching statement, reprints, names of three to five referees, and a personal statement that summarizes their past or potential contributions to diversity (see [here for further information](#)) electronically via UCSD's Academic Personnel On-Line RECRUIT at [this link](#). Please apply to the following job posting: Assistant Professor (10-851) - Cognition/Perception, Department of Psychology.

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HelloWallet is looking for a behavioral researcher to join our team: someone who can design behavioral experiments and work with leading behavioral economists and psychologists from around the country to identify interventions that will help our members manage their money more effectively. You'll work directly with our Principal Scientist and our Academic Advisory Board to design, execute, and write about our research. Requirements: Post-graduate training in the behavioral social sciences (JDM psych, behavioral econ., etc), or equivalent professional experience; Professional experience in applied consumer research is ideal, especially with consumer financial behavior; Demonstrated ability writing about behavioral research for a general audience is also ideal; At least two years of experience using R or STATA to analyze complex datasets and panel data (academics: yes, GRAs count); Experience doing data processing and analysis in SQL in a big plus.

Contact [sawendel at hellowallet.com](mailto:sawendel@hellowallet.com) with your CV. Equal opportunity employer. We're located in the DC area, and we need you to be too.



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A two-year postdoctoral research and teaching fellowship is available in the Psychology Department at Wesleyan University. The postdoctoral fellow will work with Dr. Hilary Barth and Dr. Andrea Patalano on behavioral studies related to perceiving and understanding time, space, number, and probability.

To apply, please forward curriculum vitae, statement of research interests, statement of teaching interests and experience, and two letters of reference to <http://careers.wesleyan.edu/postings/4631>. Review of applications will begin November 15 and will continue until the position is filled. If you are interested in this position and wish to discuss it further, please feel free to contact Andrea Patalano [apatalano@wesleyan.edu](mailto:apatalano@wesleyan.edu)

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The Department of Psychology at the University of Oklahoma invites applicants for a tenure-track position in decision sciences at the rank of assistant professor. The successful applicant must demonstrate a substantive fit with one of the graduate areas in the department, with a preference for those in the cognitive area. The successful candidate must be qualified to teach undergraduate and graduate courses in judgment/decision making, and have a commitment to excellence in teaching. A teaching load of two courses per semester is expected. A strong record of productivity is required and a program of research that is attractive to external funding agencies is a plus. Candidates must have a Ph.D. in Psychology by the time of the appointment. The University of Oklahoma is especially interested in candidates who can contribute to the diversity and inclusive excellence of the academic community through their research, teaching, and service.

Please submit a curriculum vitae, at least three letters of recommendation, reprints/preprints of published research, a statement of research interests, and a statement of teaching philosophy and interests. In both statements, applicants should indicate how their research and teaching will be integrated into one or more of the programs with which they propose to collaborate. All application materials should be submitted electronically using the OU Career [web site](#).

Questions about the position should be directed to Scott Gronlund ([sgronlund@ou.edu](mailto:sgronlund@ou.edu)).

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The Department of Social Policy at LSE is recruiting two outstanding candidates in Be-

havioural Science at the level of Assistant Professor. To learn more and apply please visit [this link](#)

## 4 Online Resources

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<b>SJDM Web site</b>	<a href="http://www.sjdm.org">www.sjdm.org</a>
<b>Judgment and Decision Making</b> – The SJDM journal, entirely free and online	<a href="http://journal.sjdm.org">journal.sjdm.org</a>
<b>SJDM Newsletter</b> – Current and archive copies of this newsletter	<a href="http://www.sjdm.org/newsletters">www.sjdm.org/newsletters</a>
<b>SJDM mailing list</b> – List archives and information on joining and leaving the email list	<a href="#">SJDM mailing list</a>
<b>Decision Science News</b> – Some of the content of this newsletter is released early in blog form here	<a href="http://www.decisionsciencenews.com">www.decisionsciencenews.com</a>
<b>Decision Science News by email</b> – One email per week	<a href="#">DSN by email</a>

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