



# 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

decisionjrb at gmail.com (Jerome Busemeyer) writes:

Please check out the first issue of the new journal *Decision*:

<http://psycnet.apa.org/index.cfm?fa=browsePA.volumes&jcode=dec>

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Alan.Reifman at ttu.edu (Reifman, Alan) writes:

I am pleased to announce the posting of my annual online compendium of summer statistics and methodology workshops being held across the U.S. and internationally in the coming months (see link below). Please bring this to the attention of any colleagues and students you think may be interested. Also, if you know of programs that I have not listed, please let me know.

[compendium of summer statistics and methodology workshops](#)

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jarecki.jana at gmail.com (Jana B. Jarecki) writes:

Summer Institute in Bounded Rationality

Application deadline: 16 March 2014

Apply now: <http://www.mpib-berlin.mpg.de/de/node/10423>

We invite graduate students and post-doctoral fellows to the Summer Institute on Bounded Rationality in Berlin, hosted by Gerd Gigerenzer and Ralph Hertwig. It will take place on June 10-17, 2014 at the Max Planck Institute for Human Development in Berlin, Germany.

This year's topic is the importance of simple solutions to the complex problems of the modern world. Participants will be given access to the fundamentals, methods, and most recent research on Bounded Rationality in talks and small-group workshops. The interactive format of the summer institute includes debate sessions and panel discussions, leaving plenty of room for exchanges between established researchers and fellow young scholars. Participants and the invited faculty will present research and learn, practice, and discuss how the simple can outperform the complex.

SPEAKERS Gerd Gigerenzer + Ralph Hertwig + Thorsten Pachur + Henry Brighton + Jan Woike + Shenghua Luan + Mirjam Jenny + Uwe Czienskowski + Hansjorg Neth + Odette Wegwarth + Juliane Kaemmer + Tim Pleskac + Jens Krause + Peter Todd + Florian Artinger + Till Gruene-Yanoff + Markus Feufel

COVERED EXPENSES We are honored to have the support of the Joachim Herz Foundation, <http://joachim-herz-stiftung.de/en/> Participants will be housed in an attractive hotel in the city and will be given a stipend to cover part of the travelling expenses. Intercontinental flights will be reimbursed up to 400 EUR ( 550 USD), European flights up to 200 EUR ( 260 USD) and train travel up to 100 EUR ( 130 USD).

INTERESTED? For more details on the Summer Institute and the application process see [the website](#)

Email us if you have any questions (si2014 at mpib-berlin.mpg.de)! Please pass this information onto interested young researchers.

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gloeckner at coll.mpg.de (Andreas Gloeckner) writes:

Call for Applications

The European Association for Decision Making (EADM) is pleased to announce its 2nd Judgment and Decision Making (JDM) Summer School for PhD Students.

The Summer School will take place from Friday 15 August to Saturday 23 August, 2014 at the Max Planck Institute for Research on Collective Goods in Bonn, Germany. The Summer School will consist of a weeklong program of courses covering issues of methodology in Judgment and Decision Making (JDM) research including hands on courses on Bayesian statistics, cognitive modelling and eye-tracking, as well as courses covering important current issues of social and anti-social decision making (details below). Courses will be taught by an international teaching staff: Carsten de Dreu (University of Amsterdam), Susann Fiedler (MPI Bonn), Andreas Glockner (University Gottingen), Frank Renkewitz (University Erfurt), Benjamin Scheibehenne (University Basel) and Shaul Shalvi (Ben Gurion University).

Additionally to the course work there will be keynote talks from leading experts in the field. Confirmed keynote talks will be conveyed by Mirta Galesic (MPI Berlin), Cilia Witteman (University Nijmegen), Arndt Broder (University Mannheim), David Budescu (Fordham University), and Michael Waldmann (University Gottingen). Participants will have the opportunity to meet the president of the EADM, Cilia Witteman. Furthermore, there will be informal meetings with the keynote speakers and the main teaching staff. Participants will have the opportunity to ask senior researchers and (current or previous) action editors of some of the main outlets for JDM research (JDM, JEP:LMC, JPSP, ExPsy) concerning their advice for research and for submitting their papers to these outlets.

Applications are invited from PhD students working on any area of JDM research or related field (e.g., social cognition, behavioral economics) from both inside and outside Europe. Applications are also accepted from researchers who have recently completed their PhD or from graduate students who are about to start the PhD. Participants will be selected by an academic board and preference will be given to applicants who are (or want to become) EADM members, and to applicants in the first two years of their PhD research.

Accepted participants take part at the Summer School free of charge due to the generous funding by the EADM. Accommodation, food and travel costs are not covered. Accommodation for eight nights is available and reserved at rates between 248 EUR (shared double room) and 416 EUR (single room).

To apply for the Summer School the following materials are required: (a) 2-page CV that gives details of your academic achievements, (b) summary of your PhD research (800-1000 words), (c) short letter of recommendation (maximum of one page) from an academic with knowledge of your research (e.g., supervisor). Please email these documents as attachments in pdf format to: [summerschool2014@eadm.eu](mailto:summerschool2014@eadm.eu) by April 5th, 2014 with EADM Summer School Application in the subject line.

We would be delighted if advisors and senior researchers could pass this call for application on to PhD students in their department that might be interested in participating.

Details and Requirements:

Summer School attendees are responsible for their own accommodation and for their own travel costs to and from the Summer School. The institute is easy to reach by plane (Köln/Bonn, Düsseldorf, about 1 hour, by directly connected train, and Frankfurt, about 1.5 hours, by directly connected by train). Places will only be offered to applicants who are willing and able to attend the entire Summer School. You will be expected to read 15-20 journal articles or book chapters in advance of the Summer School as preparation. English is the language of tuition for the Summer School. Participants will be selected by a scientific committee consisting of the organizer team and Barbara Summers (Leeds University), president-elect of EADM.

The Summer School Program:

The Summer School will consist of talks, tuition, practical exercises and discussion covering theory, applications and methods for JDM research. The sessions will be organized according to six main themes:

I.) Methodology in JDM Research (Frank Renkewitz, University of Erfurt): Current methodological debate, efficient research design & theory evaluation.

II.) Cognitive Modelling (Andreas Glockner, University of Göttingen): Understanding, implementing, and testing cognitive models of choice.

III.) Bayesian Approaches to JDM (Benjamin Scheibehenne, University of Basel): Bayesian models for judgment and choice, Bayesian statistics and model comparison for JDM research.

IV.) Anti-social Decision Making and Cheating (Shaul Shalvi, Ben Gurion University): Investigating what and how JDM research can teach us about people's (im)moral behaviors.

V.) Introduction to Eye-tracking (Susann Fiedler, MPI Bonn): Eye-tracking as a tool for investigating cognitive processes in JDM including hands on experience with the technology.

VI.) Social Decision Making (Carsten De Dreu, University of Amsterdam): Investigating the basic structures of social dilemmas as they emerge in (small) groups of people and how this translates into (i) social decision, and (ii) negotiating agreement. Special attention will be given to cooperative choice and negotiation

strategies among representatives who navigate personal interests, those of their constituents (in-group), and those of the rivaling out-group.

For further information, and updates on the EADM Summer School, see: <http://eadm.eu/2nd-eadm-jdm-summer-school/>

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todd.gureckis at nyu.edu (Todd Gureckis) writes:

My lab has been developing some open source software to simplify the process of running online experiments (e.g., using mechanical turk). We are interested in getting feedback from researchers about what types of features would be useful in this software.

If you have an interest (or experience) running online experiments and have a moment please fill out this quick survey. Your responses might help use gear our software development effort in a way to maximize the utility for the overall community.

[\[survey link\]](#)

## 2 Conferences

Submissions for the BDRM 2014 conference and The Greater Good pre-conference are open.

The deadline for submissions for both events is 15 January, 2014. Please visit the website <http://bdrm2014.org/> for the Call for Papers and other conference related information.

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Call for papers

Research in Behavioural Finance Conference 2014

18-19 September

Rotterdam, the Netherlands

Keynote speakers: Itzhak Ben-David, David Hirshleifer, Alan Kirman

Paper submission procedure: We invite submissions of empirical and theoretical papers on all aspects of behavioural finance, to be considered for presentation at the first Research in Behavioural Finance Conference. We welcome papers that examine the financial decisions of individuals (in their role as consumers, investors, managers or advisors), the financial behaviour of groups and organisations (in the public and private sectors), the dynamics of markets, and the interaction among these different forms of aggregation.

Full papers and extended abstracts can be submitted online in PDF format until 31 May 2014. Notifications will be made in the first half of July. For more information check the conference website: [http://www.eur.nl/ese/conferences/behavioural\\_finance](http://www.eur.nl/ese/conferences/behavioural_finance)

Practical information: The conference will be held in Rotterdam, the Netherlands, at the campus of Erasmus University. The programme will consist of keynote speeches, parallel sessions, and a poster session.

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Registration for the BDRM 2014 Conference in London (17-19 July, 2014) is now open. Please click here <http://bdrm2014.org/bdrm2014-london-call-for-papers/registration/> to register. It would greatly help us in terms of organisation and logistics if you are able



to register early. Accordingly, discounted registration fees are available until 28 April 2014. The final registration deadline is 2 June.

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Applications for the Third European Summer School on 'Computational Modeling of Cognition with Applications to Society' are now invited.

The conference will take place 27 July - 10 August, 2014 in Laufen, Germany.

Most areas of cognitive psychology have recognized the power of computational and mathematical models and have embraced their benefits to rigorous theorizing. One illustration of this trend is the growing popularity of Bayesian approaches to cognitive modelling.

This Summer School is dedicated to introducing researchers to the basic techniques of computational and mathematical modelling from the ground up and in a hands-on manner. The instructors represent a broad range of expertise and are all research leaders in their field with extensive experience in teaching of modelling.

Thanks to generous funding from the Volkswagen Foundation, the complete cost is only 150 EUR including (a) twin share accommodation at the conference hotel from 27 July ? 10 August; (b) breakfast and dinner (but not lunch).

We invite applications from researchers at all levels (graduate students, post-docs, and faculty), from anywhere in the world. Visit <http://cmss2014.org/> for further details and to submit an application. Application deadline is 30 April 2014.

Faculty: Stephan Lewandowsky (University of Bristol, UK); Adele Diederich (Jacobs University Bremen, Germany); Jorg Rieskamp (University of Basel, Switzerland); Klaus Oberauer (University of Zurich, Switzerland); Lael Schooler (MPI Berlin, Germany); Amy Criss (Syracuse University); Casimir Ludwig (University of Bristol, U.K.); Gordon Brown (University of Warwick, U.K.); Bob French (CNRS, University of Burgundy, France); Joachim Vandekerckhove (University of California, Irvine); E. J. Wagenmakers (University of Amsterdam, Netherlands)

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June 22-24, 2014 in Zurich, Switzerland

Invited Speakers:

Colin Camerer (California Institute of Technology)

Ernst Fehr (University of Zurich)

David Laibson (Harvard University)

You are encouraged to submit papers in experimental finance - with a wide definition of finance, e.g. bubble formation, risk-taking, agent-based simulations, financial markets, market microstructure, etc.

Electronic Submission: Submit two files in PDF format: (1) An extended abstract (max. 500 words) or a full paper - with author details (name(s) of the authors(s), complete address, telephone numbers, and e-mail addresses for each author) and (2) An extended abstract or a full paper - without any author details. Please indicate which author will present the paper.

If your paper is accepted for presentation, you are expected to act as chair or discussant during the conference.

DEADLINE FOR SUBMISSION: March 15, 2014.

Authors will be notified by April 7, 2014. The presentation format of the conference includes a poster session and plenary oral presentations. Authors are able to submit for presentation only, presentation or poster, or poster only. Please submit at [www.ef2014.ch](http://www.ef2014.ch).

Organization: Thorsten Hens, Michael Kirchler and Stefan Zeisberger

The conference also serves as the annual meeting of the Society for Experimental Finance <http://www.experimentalfinance.org/> .

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XVI FUR (Foundations of Utility and Risk) conference:

Scope: Deviations from classical decision models

Submission deadline: March 15

Erasmus University, Rotterdam, the Netherlands

June 30 - July 2, 2014

updated website: <http://www.eur.nl/ese/fur2014/>

We bid you welcome in Rotterdam this summer!

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Sixth school of the Society for Imprecise Probability: Theories and Applications (SIPTA)

July 21-25, 2014

Montpellier, France

<http://www.lirmm.fr/SIPTAschool2014/>

The Society for Imprecise Probability: Theories and Applications (SIPTA) organizes the 6th edition of its school in Montpellier, France, during 21-25 July 2014, the local organizer is the Laboratoire d'Informatique de Robotique et de Microelectronique (LIRMM) of the university of Montpellier. The school venue is in the center of Montpellier, a historical French city on the Mediterranean coast.

The SIPTA school provides an introduction to imprecise probabilities for students and researchers. The basics and some advanced theoretical aspects will be covered. Of particular interest will be applications of imprecise probabilities. World experts in the different aspects of imprecise probabilities will teach about their area of expertise. An important part of the time is devoted to solving exercises and to the presentation of open application problems.

Topics & Lecturers

Imprecise probability is used as a generic term to cover all mathematical or statistical models which measure chance or uncertainty without sharp numerical probabilities. Imprecise probability models are needed in inference problems where the relevant information is scarce, vague or conflicting, and in decision problems where preferences may also be incomplete.

The topics covered this year will include:

- Coherent lower previsions - Other imprecise probability theories - Inference - Algorithms & approximation methods - Graphical models and information retrieval - Decision Making - Joint treatment of stochastic and epistemic uncertainties: applications in the field of environmental risks - Climate change impact

The full program can be found on the School website. It will be updated as details become available.

\*Pre-registration\*

Since the number of participants is limited, it is necessary to inform us of your intent to participate as soon as possible. To do so, complete and submit the pre-registration form on the school website.

More information is available at the school website:

<http://www.lirmm.fr/SIPTAschool2014/>

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The United States Studies Centre at the University of Sydney in association with the New South Wales Government and Harvard University announced today that a world-first Behavioural Insights (BI) conference will take place in Sydney, Australia, on 23 June 2014.

Launched via the new Behavioural Exchange Sydney 2014 conference website ([www.bx2014.org](http://www.bx2014.org)) the two-day conference at the Four Seasons hotel, Sydney, will feature leading academics, government officials, and corporate practitioners from around the world in the field of BI.

In conjunction with the announcement and as a great show of support for the international event, Ernst & Young have come on board as a major sponsor for the conference. Their inclusion further strengthens the strong backing from government and the private sector.

The program includes speakers such as:

\* Professor Richard Thaler (University of Chicago) and Professor Cass Sunstein (Harvard University), co-authors of Nudge joining by video

\* Professor Max Bazerman, Professor David Laibson, and Professor Mike Norton, Harvard University's Behavioural Insights Group

- \* Dr David Halpern, head of the UK Government's Behavioural Insights Team
  - \* Dr Maya Shankar, advisor from the White House Social & Behavioural Science Team
  - \* Professor Michael Hiscox, director of the STAR Lab at the US Studies Centre, Clarence Dillon Professor of International Affairs and member of Behavioural Insights Group at Harvard University
  - \* Dr Thia Jang Ping, director of the Singapore Ministry of Finance
  - \* Mr Donald Low, associate dean and senior fellow, Lee Kuan Yew School of Public Policy
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We invite you to register for the 2014 Judgment and Decision Making Preconference, to be held before the European Association of Social Psychology (EASP) General Meeting in Amsterdam. The registration link is:

<https://sites.google.com/site/jdmpreconfeasp2014timevalueemo/>

The preconference will take place on July 8, 2014. The EASP General Meeting is July 9 - July 12 ( <http://www.easp2014.com>) We have an excellent lineup of speakers: Gabrielle Adams (London Business School), Natalia Karelaia (INSEAD), Yoel Inbar (Tilburg University), Clayton Critcher (University of California, Berkeley), Daniel Effron (London Business School), Leaf Van Boven (University of Colorado, Boulder), and a Keynote address by Thomas Mussweiler (University of Cologne). In addition attendees are invited to present their work in a 5-min speed-data session.

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Second Annual Workshop on Crowdsourcing and Online Behavioral Experiments, A workshop before the 15th ACM Conference on Electronic Commerce

<http://www.sigecom.org/ec14/>

June 8, 2014, Palo Alto

Submission Deadline: April 30, 2014

Notification Date: May 13, 2014

Workshop Date: June 8, 2014, 4pm - 6pm

Location: Stanford University, Palo Alto, California.

## OVERVIEW

The World Wide Web has resulted in new and unanticipated avenues for conducting large-scale behavioral experiments. Crowdsourcing sites like Amazon Mechanical Turk, oDesk, and Taskcn, among others, have given researchers access to a large participant pool that operates around the clock. As a result, behavioral researchers in academia have turned to crowdsourcing sites in large numbers. Moreover, websites like eBay, Yelp and Reddit have become places where researchers can conduct field experiments. Companies like Microsoft, Facebook, Google and Yahoo! conduct hundreds of randomized experiments on a daily basis. We may be rapidly reaching a point where most behavioral experiments will be done online.

This workshop seeks to bring together researchers and academics to present their latest online behavioral experiments. The main purpose of this workshop is to bring together researchers conducting behavioral experiments online to share new results, methods and best practices.

## TOPICS OF INTEREST:

Topics of interest for the workshop include but are not limited to:

Crowdsourcing

Online behavioral experiments

Online field experiments

Online natural or quasi-experiments

Online surveys

Human Computation

## PAPER SUBMISSION:

Submit papers electronically by visiting <https://www.easychair.org/conferences/?conf=cobe2014> logging in or creating an account, and clicking New Submission at the top left.

Submissions are non-archival, meaning contributors are free to publish their results subsequently in archival journals or conferences. There will be no published proceedings. Submissions should be 1-2 pages including references. Accepted papers will be presented as talks of roughly 20 minutes in length.

ORGANIZING COMMITTEE:

Daniel G. Goldstein, Microsoft Research NYC & London Business School

Winter A. Mason, Facebook

Siddharth Suri, Microsoft Research NYC

Program Committee:

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Randall Lewis, Google

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Sam Gosling, UT-Austin

Gabriele Paolacci, Erasmus University Rotterdam

Sean Taylor, Facebook

Andrew Mao, Harvard

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We are very pleased to announce that this year's Risk, Uncertainty and Decision (RUD) conference will be held on May 28-30, 2014 at Warwick Business School, University of Warwick. We hope to see many of you at the conference (there is no registration fee). Please email us at [rud.conference@gmail.com](mailto:rud.conference@gmail.com) if you are interested in participating so that we can add you to the conference mailing list. If you are interested in presenting at the conference please submit your paper in pdf format by emailing it at your earliest convenience to [rud.conference@gmail.com](mailto:rud.conference@gmail.com)

The deadline for submission is Wednesday, February 28, 2014. Acceptances/rejections will be communicated by April 4, 2014.

The conference web site at <https://sites.google.com/site/rudconference/2014> contains logistical details.

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We are pleased and excited to announce the seventh workshop for early-career judgment and decision-making scientists taking place at the University of Mannheim from the second to the fourth of July 2014! The workshop is organized by PhD students and is meant to bring early-career researchers interested in decision sciences together to share research, present ideas, and network. Further information on the workshop can be found at: <https://www.jdm.uni-mannheim.de/cms/workshop/>

This year's program will be comprised of oral presentations by participants as well as several workshops held by experts in our field. This year's workshops will cover the following topics:

- Frameworks for Process Models in Decision Science (Jana Jarecki & Arndt Broder)
- Simple Decision Aids for Better Medicine (Mirjam Jenny)
- Structured Academic Writing and Publication (Benjamin E. Hilbig)
- Writing Successful Grant Proposals (Edgar Erdfelder)

We kindly invite you to submit a proposal for an oral presentation. These presentations should address current empirical research and/or theoretical or methodological topics in JDM. Because the JDM workshop is designed to provide a forum to discuss new research designs and get fruitful, supportive feedback from colleagues, we especially encourage the submission of new research ideas and proposals for future research. The submission deadline is the 30th of April. Further information can be found at: <https://www.jdm.uni-mannheim.de/cms/workshop/submit/>

We are looking forward to seeing you in Mannheim this summer!

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On June 6-8, 2014, Stanford University together with Harvard Business School, University of Michigan, and Temple University, will host the 4th Annual Interdisciplinary Symposium on Decision Neuroscience at Stanford University campus.

WHY ATTEND? This symposium is unique in that it brings together all constituencies involved in the use of neuroscience techniques to understand consumer decision making - world renowned academics, neuroscience research companies, marketing research executives and industry leaders. It brings together experts over three days to present the latest break-



throughs on how to use neuroscience and physiological measures to understand consumer behavior and decision making.

**CONFERENCE FORMAT** The Conference begins with a special session involving practitioners and academics on Friday, June 6 followed by a Welcome Reception. On Saturday and Sunday, there will be a total of 8 sessions of 75 minutes each consisting of 3-4 presentations on topics related to decision making and decision neuroscience. One session will be dedicated to a panel discussion. Participants will also have the opportunity to participate and network at a social dinner on Saturday. Finally, graduate students and junior faculty will also have the opportunity to present their research in a poster/data blitz session to be held on Saturday.

Registration opens on Mar 25, 2014. Limited travel awards will be available to offset expenses for students and junior faculty. More details about the conference, registration and accommodations can be found at: [www.fox.temple.edu/neural/event/](http://www.fox.temple.edu/neural/event/)

#### ABSTRACT SUBMISSION

\*Deadline: Mar 21, 2014\*

The conference co-chairs will select papers for presentation at the symposium based on extended abstracts (one page, single spaced). Selected papers must ideally not be published prior to the conference. The abstract should state the study's objectives, briefly describe the methods, summarize the results obtained and state the conclusions. The body of the abstract should be no longer than 2300 characters, including punctuation (not spaces). \*All abstracts should be emailed to isdn14 at temple.edu jisdn14 at temple.edu, by 5 pm EST on Mar 21, 2014\*. Decisions about the abstracts will be communicated to the authors by Apr 10, 2014.

Selections will be based on quality, relevance to decision neuroscience, and contribution to breadth of topics and disciplinary approaches (Note that all abstracts do not necessarily require neuroscience data, but should have the potential to encourage discussions about a possible role for neuroscience). We consider not just the individual merits of the papers, but how they pair with other submissions from scholars in a different field to form a cohesive session. The organizers will invite authors of the abstracts not selected for presentation at the symposium to present their work at a poster session.

If you have any questions, please do not hesitate to contact us by email: isdn14 at temple.edu.

*\*Organizing Committee:\**

Angelika Dimoka Temple University

Uma Karmarkar Harvard University

Baba Shiv Stanford University

Vinod Venkatraman Temple University

Carolyn Yoon University of Michigan

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The Decision-making Group at Bristol University invites you to attend our second conference [Decision Making Bristol](#) on 9-12 September 2014. Following the success of the 2012 conference, this conference aims to embrace a breadth of research, appealing to those interested in all aspects of decision making.

We are pleased to announce that the following keynote speakers have been secured Gerd Gigerenzer, Tom Griffiths, Antonio Rangel and Jeffrey D. Schall.

These will be accompanied by invited talks from Nick Chater, Eric-Jan Wagenmakers and Daniel Wolpert.

Held in the beautiful city of Bristol, at one of the UK's leading science and discovery centres, [At-Bristol](#), the conference will promote interdisciplinary collaborations and welcomes attendance from both theoreticians and experimentalists.

For further information and how to register please see [this website](#). Registration will close on 30 June 2014.

The call for short abstracts (500 words) is now open and we invite you to submit your abstract to the following email address: DMB-2014 at bristol.ac.uk. The closing date for receipt is 31 March 2014. Please feel free to share this email with your colleagues and research students. We look forward to seeing you in September.

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Call for papers: 2014 LabSi Workshop on Behavioral and Experimental Finance  
September 12-13, 2014  
University of Siena

Siena (Italy)

Behavioral finance studies financial markets focusing on the behavioral and psychological factors that affect individual decision-making. Experimental economics has been widely used to test theories and models that predict actual behavior in financial markets. In recent years the interplay between these research fields has enhanced the understanding of financial markets and it has been very helpful for institutional design. The objective of the workshop is to provide an opportunity to researchers in both fields to share their latest researches. We invite submissions of papers discussing behavioral finance both experimentally and theoretically, as well as papers analyzing asset pricing, market microstructure, and corporate finance issues from an experimental or theoretical perspective. Experimental methods should be understood in a broad sense, inclusive both of laboratory and field experiments. Theoretical papers should be referred to decision-making in financial markets. The deadline for submitting an abstract is May 31th, 2014. Abstracts should be submitted by e-mail to [labsiconference@gmail.com](mailto:labsiconference@gmail.com). Acceptance decisions will be communicated to authors by June 10th, 2014. Keynote speakers: Michael Kirchler (University of Innsbruck), Charles Noussair (Tilburg University). Organizers: Marcello Basili, Valeria Faralla, Alessandro Innocenti, Luigi Luini. For any other information please consult the workshop website at: <http://labsiconference.org>

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TIBER, the Tilburg Institute for Behavioral Economics Research, is happy to announce the 13th Tiber Symposium on Psychology and Economics, to be held on August 22, 2014 at Tilburg University.

The goal of this series of symposia is to establish contact and discussion between Economists, Psychologists, Marketing researchers and others who work on Behavioral Decision Making, either in individual or interdependent settings. We look for empirical contributions from diverse fields, such as Individual Decision Making, Consumer Behavior, Bargaining, Social Dilemmas, Experimental Games, Emotions, Fairness and Justice, Rational Choice, and related subjects.

The symposium consists of two keynotes, a number of parallel sessions with presentations of 20 minutes, and a poster session. We are proud to have Richard Zeckhauser [http:](http://)

[//www.hks.harvard.edu/fs/rzeckhau/](http://www.hks.harvard.edu/fs/rzeckhau/) of Harvard University and Shane Frederick <http://som.yale.edu/shane-frederick> of Yale University as this year's keynote speakers.

#### CALL FOR ABSTRACTS

If you would like to contribute to TIBER by presenting your research, we invite you to submit an abstract of max. 250 words via our website <http://www.tilburguniversity.edu/tiber13>. On the basis of these abstracts we will select presenters for the symposium.

#### IMPORTANT DATES

7th of April Call for abstracts

18th of May Deadline for submission of abstracts

1st of June Selection of speakers

22nd of August Symposium at Tilburg University

More information about the program of the symposium and the keynote speakers, as well as the location of the symposium and the registration forms will soon be available here <http://www.tilburguniversity.edu/tiber13> .

If you have any questions regarding the symposium, feel free to contact Job Krijnen (j.m.t.krijnen@tilburguniversity.edu). Please use subject: "TIBER 13".

### **3 Jobs**

The Risk Center at the ETH Zurich seeks to hire a Postdoctoral fellow to begin in the Summer 2014. The position is guaranteed for one year but the position can be extended multiple years based on performance. The topics of interest are risky and strategic decision making in asset markets, bubble formation, institutional mechanisms to mitigate bubbles, and laboratory based experimental methods related to strategic decision making. This line of work will add to the literature by developing and conducting experimental research explicitly designed to understand how strategic decision making and market design can promote or hinder the emergence of price bubbles, and moreover what interventions are both effective and efficient at reducing price volatility with real human decision makers.

The candidate should have a background in experimental economics, behavioral finance, quantitative psychology, or a closely related field. The candidate should have strong quantitative and analytic skills, experience with at least one computational programming language (e.g. MATLAB, R, Octave, SciPy), experience with behavioral experiments (including exposure to z-tree), and knowledge of formal/statistical modeling. The Postdoctoral fellow will join the ETH Risk Center, and will work closely with Professors Didier Sornette and Ryan Murphy and their teams. Laboratory experiments will be conducted at the ETH Decision Sciences Laboratory (DeSciL).

Individuals with a completed Ph.D by early Summer 2014 are encouraged to apply for this position via email. Applications should be received by April 1st at the latest. Applicants should send as PDF attachments: (1) a current CV, (2) a statement of research interests (two pages single space maximum), and (3) an example of original research work (published or unpublished) to: secretary at dbgt.gess.ethz.ch

Please use the subject line "Risk Center Postdoctoral fellowship"

Evaluations will start in early April and continue until the position is filled. Letters of reference will be requested as needed and interviews will likely be conducted in late April and May.

The ETH Risk Center's research is based upon an interdisciplinary approach where a cluster of specialists from the natural, engineering, social, economic, mathematical, and political sciences pool their knowledge and experience to develop innovative solutions for integrative risk management. More information about the center can be found online at <http://www.riskcenter.ethz.ch>

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Postdoctoral Associate Job Opportunity at the Wharton School The Operation and Information Management Department (OPIM) The Wharton School University of Pennsylvania Philadelphia, PA

Position Full-time PostDoctoral Associate, starting on or after June 1, 2014 for one to two years.

Job Description We are looking for a postdoctoral researcher to join Wharton's OPIM department to conduct research related to effects of social media and labor mobility on corporate performance and individual labor market outcomes. Professor Lorin Hitt and Professor Lynn Wu are the Principal Investigators of these projects and the position is supported by the Wharton Dean's Fund for Post-Doctoral Research. The primary focus of the post-doctoral researcher will be conducting research under the supervision of the Principal Investigators and make substantial contributions to publishing the results. The candidate is expected to conduct analytical and empirical research in social networks, adoption and diffusion of information technology, and their impacts on employment and labor markets using advanced econometrics and data mining techniques. The contract is for one year initially and is renewable based on performance.

Requirements Highly motivated postdoctoral researcher(s) with extensive experience in (1) data analytics, such as econometrics, machine learning, data mining and statistics; or (2) social network analysis. Experience in analytical modeling is a plus. Must be able to work well with academics and industry executives alike. English language skills (verbal and written) must be excellent. PhD in Computer Science, Economics, Management or Physics is ideal.

Salary Commensurate with experience, and competitive with similar positions.

To apply Please send a CV and research sample to Professor Lynn Wu: wulynn at wharton.upenn.edu. The deadline for full consideration for the position is April 1, 2014 although we will consider applications until the position is filled. <http://opim.wharton.upenn.edu/~wulynn/postdoc.html>

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The Chair of Marketing and Consumer Research at Technische Universität München (TUM School of Management), in Freising, Weihenstephan (Germany) offers a Postdoctoral Fellow Position starting July 1, 2014 or later. Initial appointment will be for three years (extendable to six years). Salaries are in accordance with the German State Regulated Public Service Salary Scale (TV-L E13). The job description of the postdoctoral fellow position includes research and teaching in Consumer Research /Consumer Economics, project supervision and related administrative duties. The position should add expertise in behavioural approaches to the group. Applicants with corresponding experience are preferred. Applicants should have a PhD in Consumer Research /Economics, good experience in statistical analyses, a developing bibliography of publications and clear potential to publish in leading journals.

The Chair of Marketing and Consumer Research has a history in research on food consumption and information behaviour of consumers. We offer a stimulating research environment that promotes creativity and collegiality. The position offers ample opportunities for independent research, collaborative work and further qualification, incl. 'habilitation'.

Applications are expected until March 31, 2014 or until the position is filled. Please send a cover letter that explains how this position fits your experience and goals, curriculum vitae, list of references, copies of key documents (transcripts, degree certificates) and up to two publications in electronic form to Ms. Helga Brandstetter (hbrandstetter at tum.de). For further information contact the head of the chair group, Professor Jutta Roosen (jroosen at tum.de or +49 8161 71-3318).

More information on the chair group and our activities is available at <http://www.mcr.wi.tum.de>.

As part of the Excellence Initiative of the German federal and state governments, TUM has been pursuing the strategic goal of substantially increasing the diversity of its faculty. As an equal opportunity and affirmative action employer, TUM explicitly encourages nominations of and applications from women as well as from all others who would bring additional diversity dimensions to the university's research and teaching strategies. Preference will be given to disabled candidates with essentially the same qualifications.

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The Social Security Administration's Office of Retirement Policy ( <http://www.ssa.gov/retirementpolicy>) is looking for a Social Science Research Analyst who will conduct and

review complex research on the behavioral and psychological factors that can influence retirement behavior, work effort, and wellbeing.

Through written papers, oral presentations, and participation in multidisciplinary workgroups, your contributions will inform Agency executives and external policymakers as they work to improve the retirement security of our beneficiaries and the administration of our programs.

For our current vacancy announcements, open from March 24th to April 4th, visit

<https://www.usajobs.gov/GetJob/ViewDetails/365189900>

<https://www.usajobs.gov/GetJob/ViewDetails/365190000>

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This is an advertisement for a full-time research assistant position at the Wharton School at the University of Pennsylvania: <http://jobs.hr.upenn.edu/postings/960> The start date for this one year position will be June 1st, 2014. This research assistant will assist Professors Katherine Milkman (of The Wharton School, <http://opim.wharton.upenn.edu/~kmilkman/>) and John Beshears (of The Harvard Business School, <http://www.hbs.edu/faculty/Pages/profile.aspx?facId=8943>) with various research projects. This position is ideal for individuals with an interest in pursuing a PhD in business or economics seeking to gain greater familiarity and experience with research before applying to graduate schools in the fall of 2014. Job responsibilities will include:

performing statistical analyses on large databases

designing and running experiments

managing large projects

Examples of the types of research we will request assistance with are as follows:

<http://www.pnas.org/content/early/2011/06/03/1103170108.full.pdf>

[http://opim.wharton.upenn.edu/~kmilkman/2013\\_Mgmt\\_Sci.pdf](http://opim.wharton.upenn.edu/~kmilkman/2013_Mgmt_Sci.pdf)

[http://opim.wharton.upenn.edu/~kmilkman/2009\\_JEB0.pdf](http://opim.wharton.upenn.edu/~kmilkman/2009_JEB0.pdf)

<http://faculty.som.yale.edu/jameschoi/peerinfo.pdf> and

<http://faculty.som.yale.edu/jameschoi/commitment.pdf>



The application deadline is February 15, 2014. The University of Pennsylvania is an equal opportunity, affirmative action employer. Women and minority candidates are strongly encouraged to apply.

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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 the area of decision making.

The position is open to all academic ranks starting from assistant professor. It is partially funded by a grant from the Israel Science foundation, as part of its Israel Centers Of Research Excellence (ICORE) program. We are looking for someone whose expertise is in decision making and has the potential to conduct applied research.

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. We plan to conduct interviews in the forthcoming meeting of the Society for Judgment and Decision Making at Long Beach.

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

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Opening: Full Time Lab Manager @ Yale's Human Cooperation Laboratory

David Rand's Human Cooperation Laboratory <http://davidrand-cooperation.com/lab> at Yale University is currently seeking a new full-time lab manager for a two year appointment starting summer 2014. The ideal candidate is a highly motivated college senior or post-grad with exceptional organizational skills and interest in understanding human behavior using approaches from psychology and economics.

A central element of the position is running online studies, so priority will be given to candidates that have experience with Qualtrics and Amazon Mechanical Turk. Proficiency with computer programming more generally (e.g. MATLAB, Java, Python, R) is also highly

valued, but not required, as is other relevant research experience in psychology and/or economics.

The lab manager's primary role is to provide research and organizational support to the lab. Duties include but are not limited to: plan, design and run experiments online and in the lab; create summaries using statistical techniques; contribute to presentation of study results and manuscript preparation; oversee subject reimbursement and lab expenses; identify and assist in writing grants; monitor grant expenses; schedule lab activities and outside speakers; perform software updates and other routine computer maintenance; compose correspondence for internal and external circulation; order office and lab supplies; perform miscellaneous administrative tasks.

Our lab focuses on human cooperative behavior, investigating why people are (usually) willing to incur individual costs to provide social benefits, and what we can do to promote cooperation in the world around us. To answer these questions, the lab takes into account interactions across different scales, and integrates approaches from numerous disciplines. We ask (i) what prosocial and antisocial decisions people will make in particular situations and social environments; (ii) the cognitive mechanisms that determine how these decisions are actually made; and (iii) the ultimate explanations for why our decision-making processes have come to function as they do. We combine empirical observations from behavioral experiments with predictions generated by math models and computer simulations using evolutionary game theory. We draw on approaches from psychology as well as economics and evolutionary biology, and are interested in applications including law, management and public policy. Our lab is housed in Yale's Psychology Department, and is also formally affiliated with the Economics Department and the School of Management.

Applications will be reviewed on a rolling basis, if you're interested, please submit by April 1. To apply: please send a CV and cover letter to the current lab manager Gordon Kraft-Todd, gordon.krafttodd at gmail.com, and arrange to have one letter of recommendation sent to David Rand, david.rand at yale.edu.

IMPORTANT: when submitting documents, please use the following naming convention: Lastname.Firstname.Doctype - e.g.  
Schmoe.Joe.CV <http://schmoe.joe.cv/> or  
Schmoe.Joe.Cover or Schmoe.Joe.RecLetter

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Rotman School of Management: Lab Manager Post-Doctoral Fellow

The Rotman School of Management at the University of Toronto is seeking applications for a Post-Doctoral Fellowship. The position will begin July 1, 2014 for a two-year appointment (with a possible one year extension). Applicants should have a Ph.D. in psychology, marketing, organizational behavior, or the equivalent as of 2014 (before applying for the position). The ideal candidate will have rigorous theoretical and methodological training with a demonstrated capacity for publishing research in leading scholarly outlets. The Post-Doctoral Fellow will be expected to play an active role in the research environment at the Rotman School and pursue research opportunities with faculty members in Marketing and/or Organizational Behaviour. The Post-Doctoral Fellow will also be responsible for managing the Behavioural Research Lab and the participant pools at the Rotman School. The fellowship position does not include teaching responsibilities, but such opportunities are available.

The Rotman School of Management offers a vibrant and collaborative research environment that supports a productive community of researchers. The Financial Times has recently ranked the Rotman School among the top ten business schools in the world for faculty research. Faculty members in Marketing and Organizational Behaviour are conducting groundbreaking research in many areas including: affect and emotion, attitudes and persuasion, behavioural economics, consumer-brand relationships, embodied cognition, group and organizational power, judgment and decision making, leadership, morality and ethics, motivation and goals, negotiations, neuroscience, non-conscious processes, organizational learning, personality, social cognition, and social networks. The Rotman School offers a wide range of formal and informal opportunities to interact with faculty members, doctoral students, and leading scholars from around the world in the regular workshops and seminars highlighting the latest ideas, theories, and methods in behavioural research. The Post-Doctoral Fellow will be expected to engage in research with behavioural faculty members at the Rotman School and to contribute to workshops and seminars as a presenter and a participant.

The Behavioral Research Laboratory at the Rotman School of Management is a state-of-the-art, dedicated research facility that allows faculty members and doctoral students to investigate various aspects of human behavior in a management context. Much of the behavioural research conducted at the Rotman School relies upon the participation of students, who complete research studies for course credit or cash payment. These participant pools

currently provide researchers at the Rotman School with about 10,000 student-hours annually.

The Post-Doctoral Fellow will be expected to develop and pursue a vision for the improvement of behavioural research resources at the Rotman School. This individual will be responsible for the overall structure and functioning of the Behavioural Research Lab and participant pools. The candidate should be very knowledgeable about the design and administration of behavioural research and should be familiar with current standards and practices for the ethical conduct of research. It is also important that the candidate have expertise and experience with a wide range of the latest behavioural research methodologies.

The Post-Doctoral Fellow must be: effective in managing a diverse set of responsibilities, highly motivated, an organized self-starter, and able to meet deadlines. The Lab Manager should also have strong interpersonal skills in order to communicate effectively with faculty members, researchers, and student participants and have the ability to work effectively with the various administrative groups that support operational or policy issues in the Lab (e.g., Information Technology, Building Operations). Finally, the Lab Manager must have significant experience in a research lab setting (either as a researcher or as a supervisor or lab manager). A detailed description of the Lab Manager responsibilities is available upon request.

Applicants must submit (email preferred): (1) a cover letter explaining their qualifications for the position, (2) a current curriculum vitae, (3) a set of representative publications, and (4) a list of at least three academic references with contact emails and phone numbers. Review of applications will begin immediately and will continue until the position is filled. To request information or submit an application for the Lab Manager Post-Doctoral position please contact:

Professor Scott Hawkins  
Joseph L. Rotman School of Management  
University of Toronto  
105 St. George Street  
Toronto, ON M5S 3E6  
hawkins at rotman.utoronto.ca

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The Center for Decision Sciences at Columbia University is currently recruiting full-time and part-time research assistants.

Reporting to the Principal Investigators Professor Elke Weber and Professor Eric Johnson, as well as the Associate Directors of the Center for Decision Sciences, the Research Staff Assistant will have the following responsibilities:

- (1) Recruiting and scheduling participants
- (2) Design web-based surveys including programming, developing, testing and implementing of online studies
- (3) Collecting, cleaning, coding, and analyzing data, as well as writing up results
- (4) Perform literature reviews and compile citations
- (5) Maintain online participant database
- (6) Maintain communication with the IRB, submit modifications, renewals, etc.
- (7) Assist with Grant proposals and proofreading
- (8) Other administrative tasks as assigned (i.e. participant payments and reimbursements)
- (9) Update and maintain CDS website
- (10) Monitor CDS finances

Requirements: Applicants must attach a resume listing educational accomplishments, coursework and work experience as well as contact information for three academic and/or work references.

Degree (B.A. or B.S.) in Psychology or related field and some graduate training in psychological research (i.e. working towards a Ph.D.).

Strong computer skills, including R, MS Office, experience with at least one programming language and an understanding of database maintenance preferred. Knowledge of online databases: JSTOR, PsycInfo, PsycArticles, EBSCO, Web of Science, presentation skills (outreach) and experience with accounting is helpful.

Interested applicants should e-mail a brief description of your educational background and interests to intern-info at [decisionsciences.columbia.edu](mailto:decisionsciences.columbia.edu).

Please pass along to students or recent graduates interested in gaining research experience.

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Harvard School of Public Health  
Department of Health Policy and Management  
Assistant or Associate Professor of Decision Science

The Department of Health Policy and Management at the Harvard School of Public Health seeks candidates for the position of assistant or associate professor in the area of health decision science. This is a tenure-ladder position, with the academic rank to be determined in accordance with the successful candidate's experience and accomplishments.

The successful candidate will be expected to develop an independent research program, play a central role in the department's research and teaching programs, and to fully engage as an active community member in the Center for Health Decision Science (CHDS). S/he will teach in the decision science curriculum, advise masters and doctoral students, and direct doctoral students in their dissertation research.

The successful candidate will hold a doctoral degree in health policy, economics, public policy, operations research, or other related disciplines, with evidence of a concentration or expertise in decision sciences. Because of the heterogeneity of the department, the position is open to individuals with a variety of applied research interests.

Faculty in the Department of Health Policy and Management conduct research in the broad areas of decision science, health economics, law and public health, management, political policy, and public health policy.

The Center for Health Decision Science (CHDS) aims to use the theory and practice of decision science to promote informed and systematic decision making involving health-related technologies and public health practices. CHDS is committed to enabling the real-world impact of health decision science research by actively engaging with policy communities and decision makers. Please apply to: <http://academicpositions.harvard.edu/postings/5221>

For questions, please contact:

Cindi Melanson, Director of Administration  
Department of Health Policy and Management  
Email: Cmelanso at hsph.harvard.edu

Harvard University seeks to find, develop, promote, and retain the world's best scholars. Harvard is an Affirmative Action/Equal Opportunity Employer. Applications from women and minority candidates are strongly encouraged. Information on resources for career development and work/life balance at HSPH can be found at: <http://hsph.me/resources-career-development-and-work-life-balance>

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The Center for Decision Research at The University of Chicago Booth School of Business anticipates hiring up to 3 postdoctoral researchers, each for a period of one year (renewable for a second year), with a starting date of July 2014.

Position 1: Supported by a gift from Howard and Nancy Marks to the Center of Decision Research, this position is designed to foster research that is on the boundaries of psychology, economics, and finance. We are seeking candidates who have recently earned their Ph.D. in one of those fields (or are expecting their degree in 2014) and would like to broaden and deepen their knowledge in one of the neighboring disciplines. The primary goal for the person who fills this position will be to broaden cross-disciplinary research skills and conduct research. To this end, the postdoc will receive a research budget and is encouraged to collaborate on projects of mutual interest with faculty in all faculty groups at the Booth School as well as units at the University of Chicago. The only other responsibilities of this postdoc will be to serve as the coordinator of the center's brownbag series, and assist with other center programs and events as needed. Depending on the candidate's qualifications and interests, the position may also offer teaching opportunities.

Positions 2 and 3: Postdocs in these positions will serve as research scientists funded by a grant from the John Templeton Foundation (see the grant project website at [www.newpathstopurpose.org](http://www.newpathstopurpose.org) <http://www.newpathstopurpose.org> ) and will work on research projects with faculty funded by the grant. In addition, the postdocs will assist in outreach, the development of curricula and websites designed to advance the goals of the grant, and the preparation of reports tracking research progress. Preference will be given to candidates with expertise and interest in working with a faculty member in one of the following research areas, broadly defined: goals and motivation; abundance and scarcity of resources (e.g., time, money); volunteerism; happiness and well-being. Both positions are open to candidates who have recently earned their Ph.D. (or who are expecting their degree in 2014) in any area of psychology or behavioral science. Close familiarity with methods of experimentation is

important. In particular, experience in conducting computer, web-based, and interpersonal interaction-based experiments is desirable.

Applicants should submit a curriculum vita, two letters of recommendation, and a cover letter describing their research interests. Applicants to Position 1 may also wish to detail their thoughts regarding the potential contribution of this position to the progress of their disciplinary training and academic career. Applicants to Positions 2 and 3 may wish to detail experience relevant to the non-research duties described for the positions. Selection will be based largely on the applicant's ability to work collaboratively on research with one or more of the Center for Decision Research faculty members. Thus, the applicant should indicate one or two faculty members with whom they would be most interested in collaborating.

In order to receive full consideration, materials should be submitted electronically by Friday, February 21, 2014.

To apply to Position 1 (postdoc funded through a gift from Howard and Nancy Marks), visit: <https://jobopportunities.uchicago.edu/> and Search Postings for Requisition Number: 094418

To apply to Positions 2 and 3 (postdoc funded through John Templeton Foundation grant), visit: <https://jobopportunities.uchicago.edu/> and Search Postings for Requisition Number: 094409

For questions about any of these positions, please email Heather.Caruso at [chicagobooth.edu](mailto:chicagobooth.edu)

The Center for Decision Research at University of Chicago includes a group of researchers interested in the study of judgment and decision making, social psychology, marketing, and behavioral and experimental economics (Daniel Bartels, Eugene Caruso, Nicholas Epley, Ayelet Fishbach, Reid Hastie, Christopher Hsee, Ann McGill, Devin Pope, Jane Risen, Anuj Shah, Abigail Sussman, Richard Thaler, Oleg Urminsky, Bernd Wittenbrink, and George Wu). The group runs weekly workshop and brownbag seminars. More information on the group and our activities is available at: [www.chicagocdr.org](http://www.chicagocdr.org) <http://www.chicagocdr.org>. There are also numerous workshops, brownbags, and seminars in economics and finance at Booth and elsewhere on campus.

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POSTDOCTORAL POSITION

Wake Forest University Psychology Department

Winston-Salem, North Carolina

[www.wfu.edu/psychology](http://www.wfu.edu/psychology)

Starting date: Late summer 2014 (starting date is flexible)

*\*Personality/Social Psychology\**

This position is with a project examining the nature of character and the associations between character traits and beliefs, desires, identities, relationships, emotions, behavior, and situations. Key directions of research include the consistency of character, its internal causal structure, and its relationship to normal personality; the role of virtue in self- and other-knowledge; and the role of identity emulation in virtuous behavior. Funded by the Templeton World Charity Foundation, this collaborative project will offer substantial opportunity for a candidate to help with writing for publication, shaping the research questions and designs, and statistical analyses. The researcher in this position will work collaboratively with Will Fleeson, Mike Furr, Eranda Jayawickreme and Christian Miller (Philosophy) and will have interests in virtue, character, and moral psychology. See [www.thecharacterproject.com](http://www.thecharacterproject.com) for more information about this project. This position is a one-year position.

To Apply:

- +Review will begin immediately and continue until position is filled
- +Visit [www.wfu.edu/hr/careers](http://www.wfu.edu/hr/careers) and supply a curriculum vitae and a statement of research
- +Please arrange for three letters of reference to be submitted
- +Please feel free to email Will (FleesonW at wfu.edu) or Mike (FurrRM at wfu.edu) with any questions

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The Faculty of Business at the University of Leeds, UK, is seeking to appoint a Lecturer in Business Analytics and Decision Science, working in the Centre for Decision Research. This post is intended to deepen the Centre's research and teaching capability in business analytics and decision science. You will have a strong commitment to using data analyses to support decision making. Especially welcome will be candidates who have experience with 'big data' approaches. You will be expected to contribute to teaching in business analytics

and decision science, to conduct cutting-edge research, to raise the profile of the Centre for Decision Research, and to attract funding from external resources. You will have or soon expect to have a PhD in Business Analytics, Decision Science, Management Science, or a related discipline.

This post links to the Centre for Decision Research, which was founded in 1996 and has grown into a leading research centre. Our research builds on basic and applied approaches to understand and support real-world decisions. Centre members in the Business School include Professor W?ndi Bruine de Bruin, Professor Bill Gerrard, Professor Alan Pearman, Emeritus Professor John Maule, Senior Lecturers Dr Nicola Bown and Dr. Barbara Summers, Lecturer Dr. Yasmina Okan, Marie Curie Fellow Dr. Caezilia Loibl, Post-docs Dr. Carmen Lefevre, Dr. Simon McNair, and Dr. Andrea Taylor, as well as PhD students. The Centre hosts regular research meetings and seminars that are attended by researchers from across the university. The Centre additionally maintains active international interdisciplinary research collaborations, and regularly hosts international visitors. Information about the Centre for Decision Research can be found on its homepage: <http://www.leeds.ac.uk/decision-research/>

Further information about the Faculty is available using the following web link: <http://www.business.leeds.ac.uk/>

Details of the posts are given below:

Lecturer in Business Analytics and Decision Science  
University Grade 8 (37,756 - 45,053 GBP p.a.)

For informal enquiries about this post, please contact Professor Wandi Bruine de Bruin at [w.bruinedebruin@leeds.ac.uk](mailto:w.bruinedebruin@leeds.ac.uk). If you have any specific enquiries about your online application please contact the Faculty HR Team jobs at [lubs.leed.ac.uk](mailto:lubs.leed.ac.uk).

Full details of this post can be read in the document at: [this website](#). Closing Date: 2nd March 2014

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The Department of Psychology, University of Nebraska-Lincoln seeks applications for a full-time post-doctoral associate in quantitative psychology; appointment may start between June 1 and August 1, 2014. Responsibilities include teaching courses in quantitative meth-

ods/statistics and consulting/collaborating with faculty and graduate students across the Department. Area of specialization and teaching interests are open but should complement existing departmental strengths. Qualifications include a PhD in quantitative methods or related area, although applicants with ABD status will be considered. Interested applicants are encouraged to contact David DiLillo, PhD, chair of the search committee (ddilillo at unl.edu), with questions. Review of applications will begin immediately and continue until the position is filled. Applicants should submit a cover letter addressing teaching experiences and interests, curriculum vitae, up to three relevant publications, and contact information for three letters of reference to Dr. DiLillo at the above email address. The University of Nebraska is committed to a pluralistic campus community through affirmative action, equal opportunity, work-life balance, and dual careers.

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The Center for Adaptive Rationality (ARC) at the Max Planck Institute for Human Development, Berlin, under the direction of Ralph Hertwig, seeks applicants for 3 Postdoctoral Fellowships:

2 Postdoctoral Fellowships with a focus on cognitive modeling

The positions are available from May 2014 onwards, but later start dates are possible. Candidates should be interested in studying the mechanisms underlying decision making and the computational modeling thereof. For further inquiries about the positions, please contact Thorsten Pachur (pachur at mpib-berlin.mpg.de)

1 Postdoctoral Fellowship with a focus on developmental/decision neuroscience

The position is available from April 2014 onwards, but later start dates are possible. Candidates should be interested in studying the neural mechanisms underlying decision making. For further inquiries about the position, please contact Wouter van den Bos (vandenbos at mpib-berlin.mpg.de).

The Center for Adaptive Rationality takes an interdisciplinary approach to cognitive science and decision making. Candidates should be interested in using behavioral and computational methods to study the processes of decision making. Prior experience with computational modeling is highly recommended. The Max Planck Institute for Human Development ([www.mpib-berlin.mpg.de](http://www.mpib-berlin.mpg.de)) offers an excellent infrastructure including support staff and equipment for conducting experiments (e.g., behavioral laboratory, fMRI, EEG, TMS). It provides an international research environment, with English being the working language.

The Max Planck Society is committed to employing more handicapped individuals and especially encourages them to apply. The Max Planck Society seeks to increase the number of women in those areas where they are underrepresented and therefore explicitly encourages women to apply.

The Postdoctoral Fellowships are for two years (plus two six-month extensions). Applications (consisting of a cover letter describing your research interests, a curriculum vitae, up to five reprints, and two letters of recommendation) should be sent as a single PDF file, with your name as the file name, to Monika Oppong (oppong at mpib-berlin.mpg.de; Max Planck Institute for Human Development, Lentzeallee 94, 14195 Berlin).

Applications for both positions must be submitted by March 21, 2014, to ensure consideration. However, review of applications will continue until all available positions are filled.

## 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 the email list	<a href="http://www.sjdm.org/mailman/listinfo/jdm-society">www.sjdm.org/mailman/listinfo/jdm-society</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>

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