



## **Newsletter**

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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

Jon Baron (baron at psych.upenn.edu) writes:

The current issue of the Society's journal *Judgment and Decision Making* is available at <http://journal.sjdm.org>

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Asa Palley (asa.palley at duke.edu) writes:

Version 2.2 of RegressIt, a free Excel add-in for linear regression and multivariate data analysis, has just been released at <http://regressit.com>. Its graphical output for regression is designed to be superior to what is provided by commonly used statistics packages and programming languages (and vastly superior to Excel's analysis toolpack), and it includes a number of unique features that help to teach and support best practices of data analysis. It's also fun to use. Regression output worksheets include many live formulas as well as interactive presentation-quality tables and charts. If you are a PC user who applies or teaches linear regression or descriptive data analysis to any extent, RegressIt will probably make a good companion, if not substitute, for some of the software you are currently using. Take it for a tour—it's offered for free as a public service—and please share the link with your own colleagues or students if you enjoy it.

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Jonathan Baron (baron at psych.upenn.edu) writes:

The Society for Judgment and Decision Making is inviting submissions for the Hillel Einhorn New Investigator Award. The purpose of this award is to encourage outstanding work by new researchers. Individuals are eligible if they have not yet completed their Ph.D. or if they have completed their Ph.D. within the last five years (on or after July 1, 2010). To be considered for the award, please submit a journal-style manuscript on any topic related to judgment and decision making.

In the case of co-authored papers, if the authors are all new investigators they can be considered jointly; otherwise, the new investigator(s) must be the primary author(s) and should be the primary source of ideas. Submissions in dissertation format will not be considered, but articles based on a dissertation are encour-

aged. Both reprints of published articles and manuscripts that have not yet been published are acceptable.

Submissions will be judged by a committee appointed by the Society. To be considered, submissions must be received by 30 June, 2015. The committee will announce the results to the participants by 15 October 2015. The award will be announced and presented at the annual meeting of the Society for Judgment and Decision Making. The winner will be invited to give a presentation at that meeting. If the winner cannot obtain full funding from his/her own institution to attend the meeting, an application may be made to the Society for supplemental travel needs.

This notice is here: <http://www.sjdm.org/awards/einhorn.html> with a link to the submission system here: <http://www.sjdm.org/awards/einhorn.upload.html>

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Zac Rólnik (zac.rolnik at nowpublishers.com) writes:

Now Publishers in association with the European Marketing Academy is proud to announce the launch of the *Journal of Marketing Behavior* edited by Klaus Wertenbroch @ INSEAD. You can find the first issue at our web site ([www.journal-marketing-behavior.com](http://www.journal-marketing-behavior.com)). This premier issue includes an interesting article by Itamar Simonson on the future of BDT and responses from John Lynch and Norbert Schwarz. This issue is freely available for you to enjoy. The Journal of Marketing Behavior seeks to become the world's premier outlet for behavioral research in marketing that has relevant and interesting practical implications for decision makers, be they managers, policy makers, or consumers. The Editor clearly states the rationale for this new journal in his editorial "An Opportunity for More Relevance from Broadening Behavioral Research in Marketing."

\* JMB targets theoretically grounded research that uncovers and/or explains human behavior in the marketplace, covering behavior by individuals or groups, be they consumers, managers, or organizations. Its behavioral focus and orientation toward substantive problems allow it to broadly encompass questions, theories, and methods from marketing, economics, psychology, behavioral decision research, or any other fields within the social and behavioral sciences.

\* JMB welcomes submissions covering behavioral decision research (BDT/JDM); managerial decision-making; behavioral economics; neuroeconomic, anthropological, and/or ethnographic analyses of consumer behavior; as well as, for example, specific marketing topics such as social media, advertising, customer satisfaction, or business-to-business marketing.

\* JMB encourages a wider range of research approaches and the combination of multiple methods (including, for example, laboratory experiments, controlled field experiments, survey research, quantitative analyses of secondary data, analytical models, and qualitative data). While emphasizing original empirical research, JMB also targets several other types of articles, including reviews, replications, and research notes. Please submit your best research articles to jmb at nowpublishers.com. If you have any questions, please do not hesitate to contact me.

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Martin Meissner (mmeissner79 at gmail.com) writes:

PhD-course: Eye-tracking in social science research projects The qualifications and skills obtained during master programs often hardly prepare students to conduct eye-tracking studies, to avoid potential pitfalls when using the eye-tracking equipment and to analyze the complex eye-tracking datasets. Especially in the beginning of a PhD project these challenges appear to be overwhelming. PhD students completing the course will gain an overview of research in the field of bottom-up and top-down attentional process and search in decision-making. We will give an overview on latest developments in the field, including learning and contextual biases in decision sequences and the evaluation of decision theories. From a practical perspective PhD students will get insight in the process of setting up eye-tracking experiments, conducting a first empirical study on their own and analyzing an eye-tracking dataset. PhD students will have the opportunity to use remote eye-tracking devices together with their own laptops and use the provided software to analyze their datasets. Based on this experience, students will be able to critically reflect their experimental work and improve the planning of their own future experiments. Moreover, PhD students will learn about ways of analyzing eye-tracking data, for example using multi-level regression models. More information can be found at: <http://tinyurl.com/phdcourse-eyetracking>

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Christopher Olivola (colivola at andrew.cmu.edu) writes:

We are trying to determine the future of the SJDM book series ( <http://www.sjdm.org/books.html>). Cambridge University Press has approached us with an interest in publishing one or more books through the SJDM book series. However, we first need to know 2 things: 1) Are any JDM researchers interested in publishing one or more collections of chapters and/or papers built around specific JDM sub-topics? And, if so, what are these sub-topics? 2) Assuming there is sufficient interest in publishing collections of papers/chapters that cover specific JDM sub-topics, in what form should these be published - As edited books? Or should we consider creating a new journal dedicated to covering JDM sub-topics and/or reviews of the JDM literature? We have created a \*very short\* survey to gauge your opinions about these issues. Please take 5 minutes to complete the survey. [Here is the link](#). Many thanks (in advance) for your time! The SJDM Publication Committee (Chris Olivola, Gideon Keren, & Sandy Schneider)

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Tom Stewart (t.stewart at albany.edu) writes:

In honor of Ken Hammond's life and contributions to judgment and decision research, two documents are posted below. The first is a tribute that was posted on the FABBS website (updated for this post). The second is his obituary from the Boulder Daily Camera. At the end of the obituary is information about contacting his family and making a charitable donation in his name. I am collecting anecdotes, personal comments, photographs, and other remembrances as a gift to his family and for posting on the Brunswik website. Please send your contributions to me at t.stewart at albany.edu.

[In Honor Of Kenneth Hammond](#) Kenneth R. Hammond was Professor Emeritus of Psychology and former director of the Center for Judgment and Policy at the University of Colorado at Boulder. His path-breaking theoretical and empirical research extended the probabilistic functionalism of Egon Brunswik to the study of human judgment. Hammond proposed a general framework for the study of human judgment, Social Judgment Theory (SJT), which recognizes that uncertainty creates the need for judgments to be based on multiple fallible indicators, and explores the implications of judgment processes for interpersonal learning,

disagreement, conflict, and social policy. In a series of remarkable papers during the 1960s and 1970s, Hammond adapted and extended Brunswik's Lens Model to the study of individual judgment, interpersonal learning, and cognitive conflict, placing his own distinctive stamp on the field, but never failing to recognize and champion Brunswik's ideas. He edited the commemorative volume, *The Psychology of Egon Brunswik* in 1966 and in 1983 founded the Brunswik Society, which met annually until 2008 and is a forum for the discussion of work by hundreds of researchers from around the world. In 2001, Hammond co-edited *The Essential Brunswik: Beginnings, Explications, Applications*, which contains a collection of Egon Brunswik's papers together with commentaries. Building on Brunswik, Hammond introduced Cognitive Continuum Theory (CCT), which recognizes that intuition and analysis define a continuum rather than a dichotomy, proposes a parallel continuum for tasks, and links the two. CCT is the first comprehensive theory of the relation between task properties and cognition.

Ken Hammond demonstrated a commitment to scholarship and placing research on judgment and decision making in its proper context in the history of thinking about how people cope with complex, uncertain environments. This was matched by his commitment to integrating diverse research paradigms and to improving the methodological and theoretical foundation of work on judgment and decision making. His work was distinguished by an uncommon ability to recognize the practical implications of theory and research and by his attempts to apply research to the improvement of public policy decisions. His 1996 book *Human Judgment and Social Policy: Irreducible Uncertainty, Inevitable Error, and Unavoidable Injustice*, won the 1997 Outstanding Research Publication Award from the American Educational Research Association. In 2007, *Beyond Rationality: The Search for Wisdom in a Troubled Time* explored the tension between theories of correspondence, whereby arguments correspond with reality, and coherence, whereby arguments strive to be internally consistent. He argued for a middle approach – particularly in matters of policy – that draws from both modes of thought and therefore avoids the blunders of either extreme.

Ken Hammond was born in San Francisco, California in 1917. He received his BA, MA, and PhD from the University of California, Berkeley. In 1948, he accepted an appointment in the Department of Psychology at the University of Colorado, Boulder, where he taught until his retirement in 1987. There, he co-

founded the Institute of Behavioral Science and founded the Center for Research on Judgment and Policy. He was a visiting professor at the Universities of Hawaii, Berkeley, and Arizona, as well as a visiting scholar at the International Institute for Applied Systems Analysis and the Rockefeller Foundation Bellagio Center. His research was supported by the National Science Foundation, the U. S. Public Health Service, the Army Research Institute, the Office of Naval Research, the Commonwealth Fund, and other private foundations. In 1982, he was awarded an honorary doctorate from the University of Uppsala, Sweden. In 1987-88, he served as the second President of the Society for Judgment and Decision Making.

Over the course of his illustrious career, he published over 100 articles, written seven books, and edited five. The importance of his contribution to cognitive theory continues to be manifest in the work of his students and colleagues in such disparate fields as medical decision making, human factors, public policy analysis, group decision and negotiation, educational research, social work, human technology interaction, and weather forecasting.

Second article available at the [Boulder Daily Camera](#)

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Claire Gabriel (claire at rsage.org) writes:

Visiting Scholar Program at the Russell Sage Foundation - The RSF Visiting Scholar Fellowship provides a unique opportunity for select scholars in the social, economic and behavioral sciences to pursue their research and writing at the Foundation's New York headquarters. The Foundation annually awards up to 17 residential fellowships to select scholars in the social sciences who are at least several years beyond the Ph.D. Visiting Scholar positions begin September 1st and run through June 30th. Scholars are provided with an office at the Foundation and supplemental salary support of up to 50 percent of their academic year salary (up to a maximum of \$110,000). Scholars who reside outside the greater New York City area are also provided with a partially-subsidized apartment near the Foundation. Applications for the 2016-2017 RSF Visiting Scholar Fellowship are due by June 30, 2015. A number of changes to the program have recently occurred, such as allowing prior scholars to return for a second visit. More detailed information on the program, along with links to the application



portal, eligibility requirements and guidelines, and frequently asked questions can be found here (<http://www.russellsage.org/how-to-apply#scholars>). Questions about the program can be directed to Senior Program Officer James Wilson (james at rsage.org).

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Michael Smithson (michael.smithson at gmail.com) writes:

After a year of preparation and hard slog, together with my colleague Gabriele Bammer, I've prepared a MOOC (Massive Open Online Course) on Ignorance. The MOOC is based on my work on this topic. Gabriele's contributions focus on the roles of ignorance in complex problems.

The course presents a comprehensive framework for understanding, coping with, and making decisions in the face of ignorance. Course participants will learn that ignorance is not always negative, but has uses and benefits in domains ranging from everyday life to the farthest reaches of science where ignorance is simultaneously destroyed and new ignorance created. They will discover the roles ignorance plays in human relationships, culture, institutions, and how it underpins important kinds of social capital.

In addition to video lectures, discussion topics, glossaries, and readings, I've provided some html-5 games that give hands-on experience in making decisions in the face of various kinds of unknowns. The video lectures have captions in Chinese as well as English, and transcripts of the lectures are available in three languages: English, Simplified Chinese and Traditional Chinese. There also are Wiki glossaries for each week in both English and Chinese. It's free and open to everyone. I've designed the course to be short enough that other instructors can include it as a component in their own course, and fill the rest of their course with material tailored to their own discipline or profession.

The course will be provided in two five-week blocks. The first one begins on June 23, 2015 and the second on September 22, 2015. There are a lot of MOOCs out there, but there is no other course like this in the world. And ignorance is everyone's business. You can watch the promo video here <https://youtu.be/i6Y0j07zEFY> or you can go straight to the registration page here <https://www.edx.org/course/ignorance-anux-igno101x>.

## 2 Conferences

IARPA announced a Proposers' Day for CREATE (Crowdsourcing, Evidence, Argumentation, Thinking and Evaluation) to be held on June 30th in the Washington, DC area. [[link 1](#)] [[link 2](#)]

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Call for Workshop Proposals

10th Triennial Invitational Choice Symposium

May 14-17, 2016

Lake Louise, Alberta, Canada

[www.choicesymposium.com](http://www.choicesymposium.com)

The 10th Triennial Invitational Choice Symposium will be hosted by the University of Alberta School of Business in May of 2016. It will be co-chaired by Gerald Häubl and Peter Popkowski Leszczyc. The event will begin with a welcome reception and dinner in the evening of Saturday, May 14, and conclude with a dinner and social event in the evening of Tuesday, May 17. It will be held at the Fairmont Chateau Lake Louise located in Alberta's Banff National Park in the heart of the Canadian Rockies.

The purpose of the Triennial Invitational Choice Symposium is to provide a forum for in-depth interaction among leading scholars (from various scientific disciplines) in the domains of human choice behavior and decision making, broadly defined. The Choice Symposium is designed to facilitate discourse that will lead to advances both in our theoretical/substantive understanding of how people make choices and in the methods for studying choice behavior. The Symposium entails a number of parallel workshops on specific, well-defined themes. Each of the workshops is (a) organized by two or three thought leaders on a theme that they propose and (b) attended by about 10-12 additional participants who are invited by the workshop organizers.

Scholars who are interested in organizing a workshop on a specific theme for the 2016 Choice Symposium may submit a proposal by September 15, 2015 (see below for details). Priority will be given to workshop proposals that focus on topics that are of broad relevance and that span multiple academic disciplines. Workshop organizers are responsible for recruiting a roster of participants for their proposed session. Ideally, this group will include individuals with diverse backgrounds and from a variety of disciplines. Workshop participants should be scholars who have made significant contributions to the topic area or who, based on

their work in cognate or related areas, can be expected to make such contributions in the future.

The co-organizers of accepted workshops develop an agenda for their workshop sessions prior to the Symposium. All participants are expected to attend the entire event and actively participate in the discussions in their workshop. Each workshop group produces a brief report summarizing its discussions. These reports will be made available to all Choice Symposium attendees to facilitate the sharing of ideas and insights across workshops. Moreover, the Symposium co-chairs will explore the possibility of co-editing a special issue of a journal (*Marketing Letters*) featuring a collection of short review/position papers based on some of the workshops.

Workshop proposals should include the following:

- The theme of the proposed workshop.
- The names of the workshop co-organizers (no more than 4), along with their affiliations and contact information.
- A description of the proposed workshop theme, including a brief characterization of the current state of knowledge in the relevant domain(s), as well as a vision statement outlining how the workshop is expected to stimulate, and set the course for, important new research related to the theme. (This part must not exceed 400 words in length.)
- A (short) list of key references.
- A list of workshop participants, along with their affiliations and contact information, as well as an indication of who has already committed to attending the Symposium if the workshop proposal is accepted. This list should include at least 8 and no more than 13 individuals (not counting the workshop co-organizers).

Workshop proposals must be submitted (in PDF format) to [choicesymposium@gmail.com](mailto:choicesymposium@gmail.com) by September 15, 2015. Submitted workshop proposals will be reviewed and evaluated by members of the Program Committee (see below). Decisions about acceptance/non-acceptance will be based on the input from the Program Committee, and communicated to the corresponding co-organizers of the workshop proposals by November 1, 2015. In order for an accepted workshop to be included in the Choice Symposium program, all of its participants must register for the event by January 31, 2016.

Program Committee: Greg Allenby (Ohio State University) Ulf Böckenholt (Northwestern University) Simona Botti (London Business School) Bart Bronnenberg (Tilburg University) Randy Bucklin (UCLA) Darren Dahl (University of British Columbia) Benedict Dellaert (Erasmus University) Ravi Dhar (Yale University) Jean-Pierre Dube (University of Chicago) Tulin Erdem (New York University) Avi Goldfarb (University of Toronto) Rebecca Hamilton (Georgetown University) Ernan Haruvy (University of Texas at Dallas) John Hauser (MIT) Ralph Hertwig (Max Planck Institute, Berlin) Joel Huber (Duke University) Jeff Inman (University of Pittsburgh) Chris Janiszewski (University of Florida) Eric Johnson (Columbia University) V. Kumar (Georgia State University) Robert Meyer (University of Pennsylvania) Barry Schwartz (Swarthmore College) Eldar Shafir (Princeton University) Itamar Simonson (Stanford University) Joffre Swait (University of South Australia) Michel Wedel (University of Maryland)

We look forward to receiving many interesting workshop proposals on a broad range of themes related to human decision making and choice behavior.

Gerald Häubl & Peter Popkowski Leszczyc University of Alberta

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New Perspectives on Consumer Behavior in Credit and Payments Markets

October 1-2, 2015, Federal Reserve Bank of Philadelphia

A Conference Cosponsored by the Research Department and Payment Cards Center of the Federal Reserve Bank of Philadelphia

Submission Deadline: June 30, 2015

The Payment Cards Center and the Research Department are co-organizing their eighth biennial conference focusing on new research in consumer credit and payments.

The landscape of household finance and consumer payments has been evolving at a rapid pace in recent years, and this conference seeks to capture the latest research. We encourage researchers to submit theoretical and empirical studies that reflect the entire range of approaches and methodologies. We also encourage submissions that address the design and efficacy of regulations for consumer credit markets.

TOPICS: The following list of topics is not intended to be exclusive: - Contractual and informational issues in consumer credit markets - Behavioral approaches to household decision-making - Mortgage defaults and foreclosure - Consumer default and bankruptcy - The design

and regulation of payments networks - Regulation of household credit - Consumer credit and the real economy

PAPER SUBMISSION PROCEDURE: Please e-mail an electronic copy (PDF only) of your paper to philpccp2015 at phil.frb.org by June 30, 2015.

FURTHER INFORMATION: The conference will be held at the Federal Reserve Bank of Philadelphia on October 1-2, 2015. Accommodations and partial financial support for travel expenses will be provided to the presenting author of each paper accepted for the program. If you have any questions, please contact the conference organizers at philpccp2015 at phil.frb.org

CONFERENCE ORGANIZERS: Manuel Adelino, Duke University; Mitchell Berlin, Federal Reserve Bank of Philadelphia; Ronel Elul, Federal Reserve Bank of Philadelphia; Robert Hunt, Federal Reserve Bank of Philadelphia; Slava Mikhed, Federal Reserve Bank of Philadelphia

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The Annual Consumer Neuroscience Symposium is taking place at the University of Miami on September 24, 2015 from 11:30 till 5:30 pm.

The purpose of the symposium is to take stock of the current knowledge at the intersection of business school research and neuroscience, provide ideas for future research, and allow interested researchers to meet and discuss research ideas. This is the pre-conference event for the Annual Society for NeuroEconomics Conference held at Conrad Miami Hotel, Sept 25-27: <http://neuroeconomics.org/conference/>

Confirmed Speakers: Joel Huber, Duke University; Camelia Kuhnen, Duke University; Drazen Prelec, MIT

The event is free but the number of seats is limited; registration is now open at consumer-neuro-miami.eventbrite.com <http://consumer-neuro-miami.eventbrite.com>

Call for Abstracts: Talks and Data Blitz due July 10

We will accept several talks and data blitz presentations. The same abstract should be submitted for both categories.

A) Abstracts should describe novel theoretical, computational or empirical results. B) The abstract should (ideally, these sections will be indicated explicitly): 1. state the study's objective, 2. briefly describe the methods used, 3. summarize the results obtained, and 4.

state the conclusions. C) Abstracts should either 1. emphasize the significance of results to business school research and general principles or 2. provide an insight into novel methods and procedures. D) The body of the abstract should be no more than 2,300 characters, including punctuation (not spaces). E) Abstracts must include title, authors, presenting author, institutions, contact information for corresponding author, and abstract text. F) Use Abstract Submission in the email subject.

Please email your abstracts by July 10 to consumerneuro at bus.miami.edu

Travel Stipends for PhD Students. Thanks to generous support from the Association for Consumer Research we will provide up to five \$300 travel stipends to support travel of PhD students to the event. The grants will be awarded to graduate students whose programs do not support travel and/or to those who have not attended the event previously and are interested in learning about neuroscience methods. To apply please email us with: A) Travel Stipend in the email subject. B) 1-2 paragraphs of why you are interested in attending the event and what you hope to gain C) What \$300 will be used for.

Please email us by July 10 at consumerneuro at bus.miami.edu

We look forward to seeing you in Miami, Milica Mormann, University of Miami; Brian Knutson, Stanford University; Henrik Cronqvist, University of Miami

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The 15th International Facet Theory Conference will take place on August 16 th-19th, 2015 at the Lincoln Center Campus of Fordham University in New York City.

Facet Theory (FT) is a comprehensive research strategy that integrates formal design of empirical observations, with intrinsic data analysis procedures, such as the Guttman Scale, Partial-Order Scalogram Analysis, Smallest Space Analysis / Multidimensional Scaling, and Unfolding, for the discovery of lawfulness in complex systems.

On Sunday August 16, 2015 there will be a daylong introductory Pre-Conference workshop on facet theory conducted by Ingwer Borg (U of Münster, Germany) and Patrick Mair (Harvard University, USA). We invite graduate students, postdocs and faculty to register at <http://fordham.bepress.com/ftc/>

Registration to the Pre-Conference workshop is \$80 (the fee includes lunch and coffee breaks).

Information about the workshop and application for support can be downloaded at [this link](#).

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The Kiel Institute for the World Economy (IfW), with support from the Young Scholars Initiative of the Institute for New Economic Thinking (INET YSI), is excited to announce the first Social and Biological Roots of Cooperation and Risk Taking Workshop (SBRCR 2015). The conference is organized by the research group “Social and Behavioral Approaches to Global Problems” at the Institute for the World Economy in Kiel. The workshop will be held in Kiel, Germany from August 27 to 29, 2015.

We are delighted to have Giorgio Coricelli (University of Southern California), Herbert Gintis (Santa Fe Institute), Uri Gneezy (University of California San Diego), and Rosemarie Nagel (Universitat Pompeu Fabra) present their work at SBRCR 2015.

The workshop will start in the evening of Thursday, Aug. 27 and go through the afternoon of Saturday, Aug. 29. More information will be posted soon. The deadline for submission is Friday, 10 July and the deadline for registration will be Friday, 24 July. Please send participation or submission requests (along with abstract) to SBRCR.Kiel at gmail.com. The conference registration fee is 250 EUR, but PhD students may register for 150 EUR. A limited number of students may qualify for free registration. Participants must arrange their own travel to and accommodation in Kiel. Please feel free to forward this call to colleagues you think may be interested in the workshop.

Scope of the workshop. Many of the global problems faced by human society are caused by either insufficient cooperation (e.g. carbon abatement, poverty reduction) or excessive risk taking (e.g. financial crises). Traditional economic policy recommendations have thus far failed to solve these problems. By failing to account for the rich processes by which people arrive at these decisions, policies that work through pecuniary incentives may be ineffective. The workshop’s agenda is therefore to explore the underlying individual and social determinants of cooperation and risk taking behavior, including interactions between these levels. Our approach draws on recent research in experimental economics and evolutionary biology suggesting that the successful emergence of cooperation within groups depends on the specific characteristics of culture-specific social norms, moral values, and individual preferences, which become established in a society. We seek work that synthesizes insights from cognitive sciences, physiology and (epi-)genetics with empirical or theoretical social science. We welcome all submissions that explore the interface between economics and both the social and biological roots of human decisions or which use methodologies from any of the life or social sciences to investigate economic questions. Submissions can use experiments, observation, or theory to expand our understanding of cooperative and risk-taking decisions. These include,

but are not limited to behavioral and evolutionary game theory, psychology, sociology, and experiments utilizing fMRI, SCR, pulse and blood pressure readings, eye tracking, genetic analysis, hormone studies and pharmaceutical or other medical treatment interventions. We particularly seek work that integrates these disparate insights by studying the interaction between social and individual determinants of behavior.

We intend the SBRCR workshop to foster communication across disciplines that may not otherwise interact. The workshop therefore aims to advance scientific knowledge in two ways: firstly by providing a platform for researchers to share bold new thinking on the biology of human decision making and how this interacts with social institutions broadly defined (e.g. social norms, values, cultural traits, social, political, and economic institutions); and secondly by fostering new collaborations that synthesize these insights.



### **3 Jobs**

Research Fellowship in Behavioural Neuroscience and Imaging

Queensland University of Technology

Closing Date: 29 June 2015

Salary 86,657 AUD to 122,424 AUD per annum, depending on skills & qualifications

The Queensland University of Technology is offering a Vice Chancellor Research Fellowship in the field of behavioural neuroscience and imaging. The position comes with a 20,000 AUD research support grant in the first year. This is a 3 year, pure research position.

The university hosts one of the largest group in behavioural economics in Australia (QuBE) and Brisbane benefits from a network of high quality research groups in behavioural neuroscience. Details of the application process can be found here: <https://goo.gl/wCr9eH>

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University of Minho, in Braga, Portugal, is offering a post-doctoral fellowship. Their aim is to have a strong candidate in the field of Psychology of Decision Making. This fellowship is on a full-time basis. It will have an initial duration of 12 months, starting on September 1st 2015, and it can be renewed up to a maximum of six years. More information can be found at: [this link](#). Or, alternatively, google "eracareers", the Portuguese Researchers Mobility Portal, and look for this reference: CIPSI-PD-CH-01

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The Department of Marketing in the Questrom School of Business at Boston University anticipates the possibility of one or more full-time tenure-track positions at the Assistant or Associate Professor level starting Fall 2016, contingent on Provost approval. The department has expanded considerably in the past five years. We seek to identify outstanding candidates that would further expand the depth and breadth of its research expertise. Applicants must possess a Ph.D., D.B.A., or A.B.D. in Marketing or a related field, proven or potential capability for conducting high quality and impactful research, and the qualifications to teach at the undergraduate, master's and/or doctoral levels. Interested candidates are encouraged to send a resume, letters of reference, and no more than three research papers electronically to mkjobs at bu.edu, if possible, prior to July 1, 2015. We plan to meet with competitive junior applicants at the August 2015 AMA Summer Educators conference in Chicago. Applications will be accepted until September 1, 2015. Boston University is

an Equal Opportunity/Affirmative Action employer. Women, minority candidates, veterans and individuals with disabilities are strongly urged to apply.

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#### Postdoctoral Research Associate Position

##### Princeton Social Neuroscience Lab

The Princeton Social Neuroscience Lab invites applications for a Postdoctoral Research Associate position focused on the study of imagination and social cognition, to begin in Fall 2015. This project will involve recruiting experts in these domains and studying their capacity for simulation using neuroimaging, behavioral, and machine learning techniques. Primary responsibilities will include designing and programming experiments, recruiting experts and control participants, analyzing behavioral, fMRI, and linguistic data, and preparing conference presentations and scientific publications. The successful candidate will work with Drs. Diana Tamir, Adam Waytz (Northwestern), and Hal Hershfield (UCLA), and will be encouraged to pursue independent research projects within the domain of social neuroscience. Qualifications: - Doctoral degree in psychology, neuroscience, computer science, statistics, or related fields - Excellent organizational, interpersonal, and communication skills - Experience analyzing neuroimaging data (SPM, FSL, AFNI, or similar platforms). - Experience conducting research in the domain of social cognition or imagination - Strong background in programming and statistics (e.g. Matlab, Python, C/C++, Java, shell scripting, etc.) To apply, go to <https://jobs.princeton.edu> and search for requisition #1500398. Applications should include (1) a letter of application indicating research interests and experience, (2) a curriculum vita, and (3) names and contact information for three professional references. Review of applications will begin immediately and continue until the position is filled. For more information, contact Dr. Tamir (dtamir at princeton.edu). This position is fully funded at NIH salary levels and includes funds for research expenses. Initial appointment is for one year with possibility for renewal pending satisfactory performance and funding availability. This position is subject to the University's background check policy. Princeton University is an equal opportunity employer. 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.

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The Playable Innovative Technologies (PLAIT) Lab at Northeastern University is seeking a Post Doctoral Research Associate (Post Doc) to join our fast-growing game research group (see [www.northeastern.edu/games](http://www.northeastern.edu/games)). The research position involves assisting in empirical

studies, developing games for impact, and writing research papers on the main topic of gaming and decision making. Additional responsibilities include grant proposal preparation and laboratory management.

Playing games is about making decisions. The Post Doc will be involved in advancing the use of games as a research environment to study how people make decisions as well as to improve their decisions and develop tools to assist in this. The Post Doc will help in writing review articles and grant proposals on these topics. The main responsibilities will be to help make ongoing research projects successful and publishing about this. The Post Doc will get the opportunity to become involved in the development of games for impact and to supervise graduate and undergraduate students.

Current game projects are: a crowdsourcing game where players can participate in and create social experiments ([www.northeastern.edu/madscience](http://www.northeastern.edu/madscience)), a puzzle game to teach computational thinking ([www.northeastern.edu/gramshouse](http://www.northeastern.edu/gramshouse)) supported by NSF, see also <https://neu.peopleadmin.com/postings/33072>) a simulation game about urban heat islands, a simulation game about dealing with disruptions in ports, a mixed reality game to prepare the next generation of civil engineers (supported by NSF), a casual game for teaching about changing ecosystems in oceans. The work will be performed under the guidance of Dr. Casper Harteveld, an Assistant Professor of Game Design. As most projects will involve collaborations with other PLAIT members and faculty from across Northeastern University (Computer Science, Engineering, School of Law, School of Public Policy, and Marine Science Center), the Post Doc will experience a wide variety of interactions with researchers and students.

This is a 1-year position with the possibility of 1 year renewal contingent on funding and performance. We hope to fill this position as soon as possible and we will review applications as they arrive. The position is open until filled.

For more information, please contact Dr. Casper Harteveld ([c.harteveld@neu.edu](mailto:c.harteveld@neu.edu)). You can apply here: <https://neu.peopleadmin.com/postings/35746>

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The University of St. Thomas in Minneapolis/St. Paul, Minnesota is seeking applications for a tenured/tenure-track faculty opening in the Marketing Department at the Opus College of Business. This position is open rank depending on the individual's qualifications. Ph.D. or D.B.A. in Marketing or related discipline (or ABD status) is required. We welcome applications from candidates of all research and teaching specialties, but we have partic-

ular needs for individuals interested in teaching marketing/business communications and marketing research. A desire to engage with the business community is a plus.

Candidates must apply online [according to instructions](#). In addition, please have three letters of recommendation sent to the Chair of the Search Committee, Mark Spriggs, via email at [mtspriggs@stthomas.edu](mailto:mtspriggs@stthomas.edu). Position(s) will remain open until filled. Full consideration will be given to applications received prior to July 1, 2015. We plan to schedule meetings with competitive junior applicants at the August AMA conference in Chicago.

The University of St. Thomas is an Equal Opportunity Employer and has a strong commitment to the principles of diversity and inclusion, to equal opportunity policies and practices, and to the principles and goals of affirmative action. In that spirit, the University welcomes nominations and applications from a broad and diverse applicant pool.

Information about the Opus College of Business can be found at <http://www.stthomas.edu/business/>. Information about the Marketing Department can be found at <http://www.stthomas.edu/business/academic-departments/listing/marketing/>

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The Department of Psychology at Kingston University London is advertising two lectureships [one in psychology](#) and one in [forensic psychology](#). Successful applicants could join BIDS <http://gvalleeturangeau.wix.com/bids>, our research group focussing on judgement, decision-making and thinking and contribute to research-informed teaching on our new MSc in Behavioural Decision Science <http://sco.lt/5845vV> .

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The Department of Psychology of the University of Basel, Switzerland (Center for Economic Psychology), is seeking applicants for a Ph.D. position. Successful candidates will get the opportunity to work towards their Ph.D. in Psychology within a project funded by the Swiss National Science Foundation (Schweizerischer Nationalfond, SNF). The project investigates learning processes underlying judgment and decision making with a focus on the role of memory.

The ideal candidate would have a M.Sc. in psychology, cognitive science, or a related field, solid knowledge in cognitive psychology and research methods and an interest in applying these skills to understand human decision making. Experience with mathematical modelling and programming is desirable. The position allows focusing entirely on conducting research related to the doctoral thesis. Applicants will be part of an international work group and

an English-speaking environment. The salary will be about 45,000 Swiss Francs. Additional resources to fund experiments and conference travel are available.

Review of applications will start on the 1st of June and will continue until the position is filled. Please submit applications (consisting of a cover letter describing research interests, curriculum vitae, a transcript of records, and a letter of recommendation) to Dr. Bettina von Helversen, [bettina.vonhelversen@unibas.ch](mailto:bettina.vonhelversen@unibas.ch), or to Dr. Janina Hoffmann, [janina.hoffmann@unibas.ch](mailto:janina.hoffmann@unibas.ch). The position can begin as soon as September 1st 2015, but later start dates are possible.

The Center for Economic Psychology is directed by Prof. Dr. Jörg Rieskamp. The lab is part of the growing Department of Psychology at the University of Basel, one of the leading research universities in Europe. Basel is situated at the river Rhine right at the border to France and Germany. Health care, quality of life, and public transportation meet the highest international standards. Please do not hesitate to send us an email for further inquiries. We are looking forward to your application!

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Morningstar is building a team of behavioral researchers to help millions of people invest and manage their money more effectively.

[Apply and learn more here.](#)

**The Group:** On the Behavioral Insights Team, we use behavioral science to help people engage with and improve their finances. We then run rapid, digital experimental studies to determine what works, and what doesn't, and publicize the results.

**The Role:** Help millions of people retire with dignity and in comfort. Morningstar is looking for an applied behavioral scientist, to help understand and overcome the behavioral obstacles that individuals face to financing their retirement. You'll pursue original research alongside a team of like-minded behavioralists and leading academics from around the country. This position is based in our Chicago office.

**Responsibilities:** - Lead our retirement-focused initiatives, developing our strategy to better understand and to apply lessons about financial decision-making behavior. - Design, execute, and analyze large-scale randomized control trials (Morningstar interacts with millions of individual investors, their advisors, and their employers). - Work with the marketing, product, and research teams to identify their pressing questions around retirement behavior and assist them in designing and running experimental studies. - Coordinate with our

Behavioral Science Advisory Board – amazing and thoughtful researchers from around the country – to develop new interventions, and measure their real-life impact. - Publicize your findings in the media, papers, and at conferences.

Requirements: - Postgraduate training in behavioral social science, especially on financial decision making, or equivalent professional experience required. - Professional experience in applying behavioral interventions specifically to improving retirement outcomes is ideal. - Demonstrated ability writing about behavioral research for a general audience. - Experience with digital communications (marketing, software products), and A/B testing tools for them, is a big plus. - 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 is also a plus.

In your cover letter, mention how you'd approach the issue of helping people prepare for retirement. Morningstar is an equal opportunity employer.

## 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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