



SOCIETY FOR JUDGMENT AND DECISION MAKING

Newsletter

Volume 35, Number 2, June 2016

Contents

| | | |
|---|------------------|----|
| 1 | Announcements | 3 |
| 2 | Conferences | 7 |
| 3 | Jobs | 10 |
| 4 | Online Resources | 16 |

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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>

Gretchen Chapman (gbc at scarletmail.rutgers.edu) writes:

THE HILLEL EINHORN NEW INVESTIGATOR AWARD FOR 2016

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, 2011). 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 encouraged. Both reprints of published articles and manuscripts that have not yet been published are acceptable. We ask for submissions with names, affiliations, and author notes removed for blind review.

There has been a change in policy so that a given paper can only be submitted for consideration once. This goes into effect in 2017, meaning that papers submitted in 2015 may be also submitted for consideration this year, but papers submitted this year cannot be submitted for consideration in future years.

Submissions will be judged by a committee appointed by the Society. To be considered, submissions must be received by 19 June, 2016. The committee will announce the results to the participants by 15 October 2016. The award will be announced and presented at the annual meeting <http://sjdm.org/> 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.

Link to this call <http://sjdm.org/awards/einhorn.html>

Make a submission <http://sjdm.org/awards/einhorn.html>

Michael R Dougherty (mdougher at umd.edu) writes:

The American Psychological Association has established a new Prize for Interdisciplinary Team Research [Prize for Interdisciplinary Team Research](#). The prize recognizes an interdisciplinary research team that includes at least one psychological scientist in a major role and has produced significant scientific work. The team selected for the prize will also receive \$5000 to help support its continued research.

See the Prize [announcement](#) for additional information. The application deadline is July 11, 2016.

Stephanie Carpenter (stedougl at umich.edu) writes:

I'd like to let members of the Society for Judgment and Decision Making know that registration for all ICPSR Summer Program courses is currently open.

The ICPSR Summer Program in Quantitative Methods of Social Research is recognized throughout the world as a leading source of basic and advanced instruction in a comprehensive range of research methodologies and analytic techniques. The ICPSR Summer Program emphasizes the integration of methodological strategies with the theoretical and practical concerns that arise in research on substantive issues.

In 2016, the ICPSR Summer Program is offering more than 90 courses on a variety of topics, including:

Process Tracing in Qualitative and Mixed Methods Research — May 23-25 — Ann Arbor, Michigan

Group-based Trajectory Modeling for the Medical and Social Sciences — June 6-8 — Amherst, Massachusetts

Applied Multilevel Models for Longitudinal and Clustered Data — June 6-10 —
Boulder, Colorado

Multilevel Models: Pooled and Clustered Data — June 13-17 — Chapel Hill,
North Carolina

Analyzing Intensive Longitudinal Data: A Guide to Diary, Experience Sampling,
and Ecological Momentary Assessment Methods — June 14-17 — Amherst, MA

Hierarchical Linear Models I: Introduction — June 20-24 — Amherst, MA

Structural Equation Models and Latent Variables: An Introduction — June 27-
July 1 — Ann Arbor, MI

Modern Causal Inference: Experiments, Matching, and Beyond — July 18-22 —
Boulder, CO

Egocentric Social Network Analysis — July 18-22 — Bloomington, Indiana

Longitudinal Data Analysis, Including Categorical Outcomes — August 8-12 —
Ann Arbor, MI

To view our full schedule and register, visit <http://icpsr.umich.edu/sumprog>

You can contact the ICPSR Summer Program at sumprog@icpsr.umich.edu or
(734) 763-7400.

Cinla Akinci (cinla.akinci@st-andrews.ac.uk) writes:

I would like to invite submissions to the Special Issue of Administrative Sciences dedicated to the subject of Decision Making. We are particularly interested in research that contributes to our understanding of decision making both in theory and practice. Authors are invited to submit manuscripts for consideration to be published in this Special Issue addressing the following and other relevant topics:

- Processes of decision making to improve organisational outcomes
- Management teams and collective decision making
- Intuitive versus data-based decision making
- Decisions under risk or uncertainty
- Complex dynamics and interactions involving decision making
- Alternative concepts, theories and methods that reflect specific decision contexts

We welcome submissions of theoretical and empirical papers that make a clear contribution to the field of decision making. The authors are encouraged to focus and elaborate on well-developed ideas or issues that will provide new insights and advance our understanding of decision making in organisational contexts.

Further information on this Special Issue can be found at [this link](#).

The deadline for submissions is 31st October 2016. Please direct any questions about the submission process to [admsci at mdpi.com](mailto:admsci@mdpi.com).

Alan Reifman ([Alan.Reifman at ttu.edu](mailto:Alan.Reifman@ttu.edu)) writes:

My annual compendium of summer statistics and research-methods courses is now live! Just click on the link below. Please forward to colleagues and students you think may be interested. [Compendium of summer courses](#). A kind request: Before sending me a request to add your program, please look over the list to see if it's already there!

2 Conferences

The Society for Judgment and Decision Making (SJDM) invites abstracts for the 2016 conference (oral presentations, posters). The deadline for submissions is June 20, 2016. The conference will be held November 18-21 in Boston, Massachusetts. The details are here:

<http://www.sjdm.org/programs/2016-cfp.html>

The Tel Aviv University School of Management will host a two-day workshop on Incentives and Behavior Change on July 3 and 4, 2016. The goal of the workshop is to bring together economists, psychologists, law, health science and other relevant researchers to discuss how we can use research insights to help people and organizations achieve a desirable behavior change.

The long term goal of this initiative is to build a leading Center for Behavior Change at the School of Management that will connect the science of behavior change with "real world" problems.

Please find the list of confirmed speakers below. We will also have short (12-minute) presentations and a poster session. If you are interested in participating (attending or presenting), please register [here](#). If interested to take part in the poster or presentation sessions, please submit a title and an abstract (up to 1 page).

Participation is free, but space is limited.

Confirmed speakers:

Shlomo Benartzi, Accounting, UC Los Angeles

Alexander Cappelen, Economics, Norwegian School of Economics

Gary Charness, Economics, UC Santa Barbara

Ido Erev, Psychology, Technion

Lorenz Goette, Economics, Bonn University

Eran Halperin, Psychology, IDC

Elizabeth Keenan, Harvard Business School

Jonathan Levav, Marketing, Stanford

Dino Levy, School of Management, Tel-Aviv University

John List, Economics, University of Chicago

Stephan Meier, Economics, Columbia University

Charlie Sprenger, Economics, Rady School of Management, UC San Diego
Bertil Tungodden, Norwegian School of Economics
Lise Vesterlund, Economics, Pittsburgh University
Marcel Zeelenberg, Psychology, Tilburg University

More [information](#) at this link.

THIRD INTERNATIONAL SYMPOSIUM ON DECISION MAKING AND BRAIN RESEARCH

The 3rd international symposium of decision making and brain research (DMBR 2016) will be held in Shanghai, China from July 21st to July 22nd, 2016.

Confirmed speakers:

Dan Goldstein, Microsoft Research
Irwin P. Levin, University of Iowa
X.T. Wang, University of South Dakota
Min Gong, Columbia University
John C. Dunn, University of Adelaide
Andreas Ortmann, University of New South Wales
Konstantinos Katsikopoulos, Max Planck Institute
Shenghua Luan, Max Planck Institute
Özgür Simsek, Max Planck Institute
Daniel Read, University of Warwick
Samuel M. McClure, Stanford University

For more information, please visit the website of the conference at <http://dmbr2016.csp.escience.cn>

The Society for Consumer Psychology (SCP) will be holding its Annual Winter Conference from February 16-18, 2017 at the Palace Hotel in San Francisco, California. The call for papers is now available on the SCP site. The conference website will be available for submissions between Monday, June 6, 2016, and midnight PST of the deadline, Friday, August 12, 2016. See the [call for papers](#)

the Tilburg Institute for Behavioral Economics Research is happy to announce the 15th TIBER Symposium on Psychology and Economics, to be held on August 26, 2016 at Tilburg University.

THE SYMPOSIUM

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

-Dan Goldstein from Microsoft Research (<http://www.dangoldstein.com/>) and
-Lise Vesterlund of the University of Pittsburgh (<http://www.pitt.edu/~vester/>)
as this year's keynote speakers.

Find more information about the the symposium on our website:

<http://www.tilburguniversity.edu/tiber15>

If you have any questions regarding the symposium, feel free to contact Arnoud Plantinga (a.plantinga at tilburguniversity.edu).

Kind Regards, Ilja van Beest, Rik Pieters, Jan Potters, and Marcel Zeelenberg, and Arnoud Plantinga

3 Jobs

Applications are invited for a Postdoctoral Fellow (Cognitive Psychology) in the School of Psychology at UNSW. The successful applicant will work on experimental and cognitive modelling approaches to the study of decision making. The research is funded by Australian Research Council grants held jointly between three members of the UNSW Cognition Lab: Professor Ben Newell, Dr Chris Donkin and Associate Professor Dan Navarro.

The salary is competitive and further funds will be available for conference travel. The position is full time for 12 months with possibility for a 12 month extension. Applicants must have completed (or be near completion of) a PhD in Psychology, Cognitive Sciences, Decision Sciences or a related discipline; high level skills in experimental design, statistical analysis; strong computational skills; the ability to work independently and as a member of a team. Knowledge of the judgment and decision making literature is highly desirable.

The School of Psychology at UNSW is located in the Faculty of Science and has approximately 40 academic staff, 1600 undergraduate students and 150 postgraduate students. The School earns more competitive research funding and publishes more Tier 1 journal articles per academic than any other School in Australia. Our academics are very well connected within Australia and internationally. Historically, the School has played a leadership role in research, teaching and professional issues. The School has an academically rigorous but supportive culture, excellent research facilities, and offers great opportunities for students, visitors and collaborators. Sydney is a superb international city and a fantastic place to live and work. Information on how to apply and more details can be found [here](#).

Application close: 16 June 2016

Do not hesitate to contact Ben Newell (ben.newell at unsw.edu.au) for further information.

Postdoc at INSEAD in advanced football (soccer) analytics

Football is the world's largest sports, but is lagging behind in the data revolution that we have seen in many other fields. We have collected and prepared a large dataset consisting of events data (characterizing every player's involvement with the ball) and player tracking (x,y-coordinates on the field updated 10 times per second). By using this unique data set we expect to provide the first advanced analytics models of football. In addition to contributing

to football as a field, we are launching several projects using football analysis to study topics such as individual decision making, behavioral economics, and team dynamics. We believe this is one of the most amazing existing data analytics opportunities and we expect to publish a series of papers in top journals in various fields.

We are seeking a post doc to join a team (including Nils Rudi, Henrich Greve, Enrico Diecidue, Miguel Lobo and others) working on advanced football analytics. The candidate should have excellent technical background either in econometrics, quantitative economics, data science/machine learning, operations, statistics or related disciplines. Excellent skills in programming are required; good knowledge of R-programming will be an advantage. The position is for one year with the possibility of a renewal for one additional year. Location is on one of INSEAD's campuses - Fontainebleau (France), Abu Dhabi (UAE) or Singapore.

Successful applicants will have strong methodological and statistical training, and a track record of completing outstanding research. A Ph.D. must be completed prior to starting this position. Start date is flexible. Salary will be competitive and will depend on experience and qualification of the applicant.

Applicants should email a CV, brief research statement, relevant working papers or publications, and contact details for three references to nils.rudi@insead.edu and enrico.diecidue@insead.edu.

Post-Doctoral Researcher, Center for Decision Sciences, Columbia University

The Center for Decision Sciences (CDS), is seeking an outstanding researcher for a Post-Doctoral Researcher position starting in the summer of 2016, or earlier, if feasible. CDS is an interdisciplinary center that facilitates research and understanding on consumer behavior, the implications of decision making on public policy, and the neurological underpinnings of judgment and decision making. This appointment will be in Columbia's Graduate School of Business.

The post-doctoral researcher will report to the center's PIs Eric J. Johnson and Elke U. Weber, and will collaborate with other center researchers, post-docs, and graduate students across disciplines. The incumbent will be responsible for planning and carrying out web-based surveys, lab research, and field studies, and analyzing general patterns of responses as well as individual and cultural differences. S/He we will be expected to employ a combination of approaches, from the identification and analysis of existing real-world data sets arising

as the result of natural experiments, to the design and analysis of field or lab intervention studies that collect process and outcome measures related to decision making in various domains.

Other duties include contribution to other ongoing center projects, preparation of and participation in CDS workshops, and drafting reports and papers for publication.

Required qualifications:

- Ph.D. in psychology (cognitive, social, or other relevant subdisciplines), consumer behavior, behavioral economics, decision sciences, or another relevant discipline.
- Familiarity with normative and descriptive theories of decision making.
- Skilled in the use of laboratory-based experiments.
- Data analysis and modeling skills using statistical software packages (preferably R) and econometrics.
- Proficiency in web-based computer programming (online experimentation and surveys, use of Google Adwords for subject recruitment).

Desired qualifications:

- Publications
- Experience working as a member of interdisciplinary teams.
- Familiarity with various forms of field work (survey and interview techniques).
- Some familiarity with econometrics and modeling.
- Proficiency in use of process tracing software (e.g., MouseLab/Web and/or eye-movement packages).

Duration: This is a one-year position with possibility of renewal for a second year conditional on performance.

Please submit applications electronically to Brian Huh at: [brian at decisionsciences.columbia.edu](mailto:brian@decisionsciences.columbia.edu)

Application Materials:

- Cover letter
- CV
- 2 publications or writing samples
- 2 recommendation letters (to be submitted directly by references)

JOB OPPORTUNITY AT DISNEY RESEARCH

Positions: Research Associate

Location: Disney Research Pittsburgh

The Behavioral Economics group at Disney Research is seeking a Research Associate. This opportunity is at our Pittsburgh lab, which is co-located with Carnegie Mellon University.

Disney Research is a unique environment, rewarding both basic and applied research. Research Scientists often focus on work that is relevant for The Walt Disney Company, and are strongly encouraged to do research that results in journal articles. The Behavioral Economics group at Disney Research focuses mainly on decision-making and persuasion. The Research Associate will work on projects - led by a Research Scientist - that span from basic social science to directly applied consumer behavior research.

The ideal Research Associate should

Be familiar with the following: Experimental research, including field studies Qualtrics, Amazon Mechanical Turk R statistical programming, SPSS Writing IRB documents Lab management Be fluent in English Have a master degree (preferred) or bachelor degree in behavioral science The position is for 6 to 12 months.

Important Application Information:

To apply, please submit a current CV along with a cover letter to [careers @ disneyresearch.com](mailto:careers@disneyresearch.com). Please identify DRP Behavioral Group RA in the subject field.

Adjunct Professor (Non-Tenure Track), Sports Management Program, University of Arizona

The Sports Management Program is seeking applicants for an Adjunct Lecturer position. The selected applicant will be expected to teach one course for the Sports Management Program as needed by the department beginning with the Fall 2016 semester. Course content is flexible, but preference will be granted to a candidate who can teach sports analytics or sports public relations.

The Sports Management Program <http://sports.eller.arizona.edu/> was established by the Department of Management and Organizations in response to a growing demand for courses related to sports industries. Completion of these classes will provide a résumé differentiator and facilitate job opportunities in the sports industry.

Apply for the position via the following website:

<https://uacareers.com/postings/10626>

At the University of Arizona, we value our inclusive climate because we know that diversity in experiences and perspectives is vital to advancing innovation, critical thinking, solving complex problems, and creating an inclusive academic community. We translate these values into action by seeking individuals who have experience and expertise working with diverse students, colleagues, and constituencies. Because we seek a workforce with diverse perspectives and experiences, we encourage minorities, women, veterans, and individuals with disabilities to apply. As an Employer of National Service, we also welcome alumni of AmeriCorps, Peace Corps, and other national service programs.

UNIVERSITY OF CALIFORNIA, RIVERSIDE SCHOOL OF BUSINESS ADMINISTRATION

Assistant/Associate/Full Professor of Teaching (PSOE/SOE) in Management

The School of Business Administration (SoBA), home of the A. Gary Anderson Graduate School of Management (AGSM) at the University of California, Riverside, invites applications for full-time Assistant/Associate/Full Professor of Teaching in Management. Full-time Assistant/Associate/Full Professor of Teaching in the University of California are members of the Academic Senate and are expected to engage in teaching, professional activities and University and public service. An appointee in this series is assigned a heavier instructional load in recognition of the fact that research activity is not required. Associate and Full Professor of teaching have the equivalent of tenure. These appointments are similar to clinical professor appointments at other universities.

We seek faculty members with demonstrated excellence in teaching, an interest in program administration, and a continuing interest in pedagogical academic research.

Candidates must have a Ph.D. in Management or in a relevant discipline. New Ph.D. candidates must have completed all Ph.D. requirements prior to appointment. Candidates are expected to teach at both the graduate and undergraduate levels.

Screening of candidates will commence immediately and will continue until the positions are filled. Deadline to submit application is June 6, 2016.

Interested candidates should upload a cover letter, CV, evidence of teaching and service excellence and three reference letters to:

Assistant Professor of Teaching in Management

<https://aprecruit.ucr.edu/apply/JPF00530>

Associate/Full Professor of Teaching in Management

<https://aprecruit.ucr.edu/apply/JPF00531>

Inquiries may also be made to John Haleblian, Search Committee Chair at john.haleblian@ucr.edu

The School of Business Administration <http://soba.ucr.edu> is an AACSB-accredited school and shares the mission of the University of California system to be known as a leading center of excellence for research and teaching. UCR is a world-class research university with an exceptionally diverse undergraduate student body. Its mission is explicitly linked to providing routes to educational success for underrepresented and first-generation college students. A commitment to this mission is a preferred qualification. Advancement through the faculty ranks at the University of California is through a series of structured, merit-based evaluations, occurring every 2-3 years, each of which includes substantial peer input. The University of California is an Equal Opportunity/Affirmative Action Employer. All qualified applicants with a Ph.D. will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, protected veteran status, or any other characteristic protected by law.

4 Online Resources

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|---|--|
| SJDM Web site | www.sjdm.org |
| Judgment and Decision Making – The SJDM journal, entirely free and online | journal.sjdm.org |
| SJDM Newsletter – Current and archive copies of this newsletter | www.sjdm.org/newsletters |
| SJDM mailing list – List archives and information on joining and leaving the email list | SJDM mailing list |
| Decision Science News – Some of the content of this newsletter is released early in blog form here | www.decisionsciencenews.com |
| Decision Science News by email – One email per week, easy unsubscribe. | DSN by email |
