

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 \$250 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.

Chair, Department of Management Sciences, Faculty of Engineering University of Waterloo



Nominations and applications are invited for the position of Chair of the Department of Management Sciences at the University of Waterloo, home to 340 undergraduate students, 210 graduate students, and 26 faculty members. The Department offers a co-operative education undergraduate degree in management engineering, an option in management sciences for students enrolled in other engineering undergraduate programs, as well as Master of Applied Science (with course-based, thesis-based, and online options) and Ph.D. programs, attracting the best and brightest students from across Canada and around the world. Our faculty members conduct research in diverse areas, including applied operations research, information systems and management of technology. The Department is growing, and several new faculty hires over the past few years have rejuvenated the Department's research agenda with emerging research areas such as healthcare, data analytics, large-scale data processing, human computer interaction, and energy markets. The Department has been taking several new initiatives such as a new graduate diploma program in data analytics. The new Chair will have the opportunity to guide future hiring and plan new initiatives that the Department will take in education and research. The Department has ambitions to advance its position and profile, in educating first rate engineers and high calibre researchers in management sciences.

The University of Waterloo is located at the heart of Canada's Technology Triangle, just west of Toronto; researchers benefit from close connections with Canada's highest concentration of high-technology and manufacturing companies, as well as University of Waterloo's unique intellectual property policy, which vests the rights with the inventor. The Faculty of Engineering was recently recognized as the top engineering school in Canada by Business Insider, and is ranked among the top engineering programs internationally by the ARWU Shanghai Rankings.



Chair, Department of Management Sciences, Faculty of Engineering University of Waterloo



The Chair will lead the Department in implementing its strategic plan for education and research in the next four years, and will play a crucial role in shaping the direction of the Faculty of Engineering. The successful applicant will have: a PhD and the academic qualifications required for an appointment as a tenured full professor in the Faculty of Engineering; a distinguished record of teaching, research and university service; and demonstrated leadership ability. The successful applicant is expected to have or apply for an engineering license with the Professional Engineers of Ontario immediately upon appointment.

The salary range for the position is \$150,000 to \$200,000. Negotiations beyond this salary range will be considered for exceptionally qualified candidates. Applications and nominations should include a detailed curriculum vitae, a brief statement of administrative, teaching and research experience, and references. The successful candidate is expected to take office by September 1, 2018. The committee will begin to review complete applications upon receipt, however, to ensure full consideration, applications must be received by March 31, 2018. The Search Committee is committed to respecting the confidentiality of applicants. Send applications and nominations to:

Dr. Pearl Sullivan Dean, Faculty of Engineering University of Waterloo 200 University Avenue West Waterloo, Ontario Canada N2L 3GI eo.eng@uwaterloo.ca

The University of Waterloo respects, appreciates and encourages diversity and is committed to accessibility for persons with disabilities. We welcome applications from all qualified individuals including women, members of visible minorities, Aboriginal peoples and persons with disabilities. All qualified candidates are encouraged to apply; however, Canadian citizens and permanent residents will be given priority in the recruitment process.

Three reasons to apply: http://uwaterloo.ca/fauw/why. For more information about the Department of Management Sciences at the University of Waterloo, see https://uwaterloo.ca/management-sciences/.



1 Announcements

Jonathan Baron (baron at upenn.edu) writes:

The latest issue of the Society's journal, Judgment and Decision Making, is available at http://journal.sjdm.org

Milkman, Katherine L. (kmilkman at wharton.upenn.edu) writes:

Organizational Behavior and Human Decision Processes (OBHDP) is Featuring a Special Issue on Nudges and Choice Architecture in Organizations

Submit your work at [this link]

Deadline for submissions: June 1, 2018

Scope of special issue: Appropriate papers should present field experiments (alone or in combination with laboratory experiments) that explore the efficacy of nudging and choice architecture in organizations. By "field experiment", we mean a study with random assignment of participants to conditions and participants who engaged in the tasks under study in an environment where they naturally undertake these tasks. We are most interested in experiments (a) whose outcomes are measures of actual behavior (rather than self-report), (b) that include participants who are not MTurk workers, undergraduates in a laboratory, or survey panelists from services like Qualtrics and ClearVoice, and (c) that were conducted in real-world organizational settings. We adopt the following definition of a nudge: nudges "aim to change 'people's behavior in a predictable way without forbidding any options or significantly changing their economic incentives. To count as a mere nudge, [an]...intervention must be easy and cheap to avoid. Nudges are not mandates' (Thaler & Sunstein, 2008). Nudges do not impose material costs but instead alter the underlying 'choice architecture,' for example by changing the default option to take advantage of people's tendency to accept defaults passively. Nudges stand in contrast to traditional policy tools, which change behavior with mandates or bans or through economic incentives (including significant subsidies or fines)." (Benartzi et al., 2017)

We particularly seek manuscripts that have several of the following features: introduce new tools of choice architecture, shed light on important ongoing de-

bates in the literature, yield important new empirical or theoretical insights about previously-studied nudges, are of policy importance, or open up promising directions for future research.

An illustrative, but not exhaustive list of topics that fall within the scope of this special issue is provided below:

- 1. Field validation and testing of nudges or choice architecture techniques in organizations that have previously only been tested in the laboratory or in limited field contexts.
- 2. Field validation and testing of novel, untested nudges or choice architecture techniques in organizations.
- 3. Comparisons of effect sizes or cost effectiveness of multiple nudges and/or economic levers related to managerially relevant outcomes.
- 4. Field results that shed light on novel mechanisms underlying nudges or choice architecture

To learn more or submit a manuscript, visit: [this link]

Guest editors: Katherine L. Milkman, University of Pennsylvania (Managing Guest Editor); Gretchen Chapman, Carnegie Mellon University; David Rand, Yale University; Todd Rogers, Harvard University; Richard H. Thaler, University of Chicago

Giuseppe Attanasi (giuseppe.attanasi at univ-lille1.fr) writes:

You can find the Fall 2017 issue of the newsletter of the Society for Advancement of Behavioral Economics at the following link, together with previous SABE newsletters: [this link]

Rottenstreich, Yuval (yuval at rady.ucsd.edu) writes:

A message on this forum noted that "As of January 1, 2018, Management Science - one of the world's top academic journals ... has announce[d] the elimination of the Behavioral Economics and Judgment and Decision Making departments."

I'd like to provide a good-news update: there will continue to be a JDM unit at Management Science. In particular, JDM is now part of a newly-structured Decision Analysis department whose editorial mission encompass any paper that promotes understanding of how decisions are and should be made.

We have a JDM editorial team of eight. I am serving as one of the department editors within Decision Analysis, focusing on JDM. Associate editors focusing on JDM are Rick Larrick, Robyn LeBeouf, Joe Simmons, Uri Simonsohn, Neil Stewart, Paul Windschitl, and George Wu.

The new set-up also mandates that published papers be clearly managerially-relevant. Many core JDM topics may have managerial relevance, including prediction; assessments of confidence; perceptions of randomness; judgments of covariation and causation; hypothesis testing; counterfactual reasoning; optimism and pessimism; risk perception; choice under risk and uncertainty; intertemporal choice; self-control and self-regulation; resolution of tradeoffs or conflicting objectives; the evaluation of outcomes and decisions; the role of reference points; well-being; small group dynamics; negotiation and strategic interaction; power and status; morality, fairness, ethics, and justice.

Reifman, Alan (Alan.Reifman at 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.

[link]

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

The Behavioral Science & Policy Association (BSPA) invites nominations for its first annual award for innovation in Behavioral Policy. BSPA's Behavioral Policy award recognizes research that advances rigorous application and development of behavioral/social science to policy and practice in public, private and non-profit sectors. Its goal is to encourage work that has potential to improve the quality of life of individuals and/or organization. We will consider all research published, in journals or as books, in the years 2015-2017. The date must be the in-print

date rather than the on-line date. You may send nomination via an email to the following address: awards at behavioral policy.org. Please write BSPA Prize Nomination in the subject line. Note that you are allowed to nominate your own work.

The deadline for submitting a nomination is April 2, 2018.

Winner(s) will be announced at BSPA's annual conference, May 18, 2018 in Washington D.C. For more information on the annual conference see [this link]

BSPA is a global community of behavioral scientists, public and private sector policy makers and other practitioners whose mission is to promote the thoughtful application of rigorous behavioral science research in ways that serve the public interest. BSPA sponsors workshops, conferences, and publications, including Behavioral Science & Policy and the Behavioral Scientist blog. For more information on BSPA see [this link]

2018 BSPA Publication Awards Committee:

Eric Johnson (Chair) Brian Gill Carrie Leana Brigitte Madrian Paul Slovic

Jack Soll (jsoll at duke.edu) writes:

Call for Nominations: DAS Publication Award

Submission deadline: June 1, 2018

We are accepting nominations for the Decision Analysis Society's Publication Award. Papers or books published in 2016 are eligible. Please submit your nomination(s) through the link below by June 1.

Submit Nomination [link]

A complete nomination consists of the following:

- Author's name(s)
- Full journal citation or book title
- Copy of the publication, preferably in electronic form
- Strongly encouraged: A short statement (1 page or less) summarizing why the publication should be considered for the award

• Optional: Testimonials by those who have benefited from the work

Self-nominations are permissible. The Publication Award Committee members (Erin Baker, Canan Ulu, Alec Morton, Jack Soll) may also nominate publications. For more details on the award, see below.

The Decision Analysis Society Publication Award is given annually to the best decision-analysis journal article or book published in the second preceding calendar year, as judged by an award committee. For example, publications appearing in the year 2016 are eligible for consideration in the year 2018. For this award, decision analysis is defined as a prescriptive approach to provide insight for decision making based on axioms that are logically consistent with the axioms of von Neumann and Morgenstern and of Savage. Key constructs of decision analysis are utility (to quantify one's risk preferences) and probability (to quantify the state of one's knowledge).

The intent of the award is to recognize the best publication in decision analysis. Contributions could include, but are not limited to, theoretical, methodological, and procedural contributions to decision analysis, descriptions of applications, and experimental studies. Publications addressing behavioral aspects of decision making are eligible if the relevance to the theory or practice of prescriptive decision analysis is clear.

Nominated publications will be judged for significance, relevance, originality, and readability. The award includes an honorarium of \$750 and a plaque.

Summer Institute Team (si2018 at mpib-berlin.mpg.de) writes:

We are delighted to announce that the 2018 Summer Institute on Bounded Rationality will take place on June 19 - 27, 2018, at the Max Planck Institute for Human Development in Berlin, Germany.

The Summer Institute brings together talented young researchers and renowned scientists from around the globe and aims to spark a dialogue about decision-making under the real world constraints of limited time, information, or computational power.

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It offers a forum for young scholars from various disciplines to share their approaches, discuss their research, and to inspire each other. The program will cover the fundamentals, methodology, and recent findings on bounded rationality.

This year's Summer Institute returns to its roots by focusing on how intelligent behavior arises from the interaction between of the structure of the environment combined with cognitive strategies used by the organism.

The keynote address will be given by Ulrike Hahn, Professor at Birkbeck, University of London.

On behalf of the directors of the Summer Institute, Gerd Gigerenzer and Ralph Hertwig, we invite young decision-making scholars from all fields to apply.

Participation will be free, accommodation will be provided, and travel expenses will be partly reimbursed.

Applications are open until March 12, 2018.

Apply here: [here]

Website: [link]

Please feel free to email any questions you might have to si2018 at mpib-berlin.mpg.de.

Vojtech Zika (vojtech.zika at cebex.org) writes:

The CEBEX Summer School is a one-week long academic program focused on behavioral sciences held in Prague from July 28 to August 4 2018

The program offers three different tracks of study: Behavioral Public Policy, Evidence-Based Management, and Evolutionary Behavioral Economics.

Apply before March 15 and save up to 20% from the program fee. More information available at [this link]

2 Conferences

The Barcelona GSE Summer Forum workshop on external validity, generalizability and replicability of economic experiments that will take place in Barcelona on June 19-20, 2018. For more information, please check the workshop's website at [this link].

2018 NeuroPsychoEconomics Conference

Submit your best work to the 14th NeuroPsychoEconomics Conference from May 24-25, 2018 in historic and beautiful Zurich, Switzerland. The conference will be held on at the Zurich Marriott Hotel. Keynote speakers will be Professors Sam McClure (Arizona State University) and Alan Sanfey (Donders Institute for Brain, Cognition and Behaviour). We are looking forward to an exciting conference with diverse items including key notes by leading scholars in the field, plenary sessions, poster sessions, and social events including a reception, lunch, and dinner. Themes will include consumer neuroscience, behavioral economics and neuroscience, as well as neurofinance.

Submission deadline March 20, 2018

Please read the Call for Papers at [this link]

Research in Behavioral Finance Conference (RBFC) 2018

20 - 21 September 2018, VU Amsterdam, the Netherlands

Online submission is open. Full papers and extended abstracts can be submitted in PDF format until 30 April through the conference website [link]

Eighth International Symposium on Biology of Decision Making (SBDM), Paris, May 21-23th 2018.

Registration and abstract submission for poster presentation are now open at [this link].

The deadline for poster submission is: April 15th 2018. The deadline for registration is: May 8th 2018.

The 11th JDM 2018 meeting for early-career researchers will take place from June 6-8, 2018 at the University of Konstanz. Germany

You can apply for the JDMx Meeting by submitting an abstract for a talk from now on until March 30th 2018 at [this link].

International Workshop and Symposium on Probabilistic Specification and Quantitative Testing of Decision Theories

July 21-22, 2018 in Madison, WI, USA

Co-organizers: Clintin Davis-Stober and Michel Regenwetter

Synopsis: What is noise in scientific data and how could it come about? Consider an analogy: A bunch of pianists playing many pianos at once can generate a cacophony of sounds because, even though they all play the same Bach fugue, every one of them makes countless mistakes. Alternatively, each single pianist might play flawlessly, but switch around different Bach pieces at random moments. What is noise in decision making data? Are we all playing the same tune? Is a given person consistently playing one tune? Is the noise caused by "mistaken" behaviors? Is it inaccurate measurement? Or rather, are we playing different tunes and/or changing tunes, while, all along playing tunes of the same composer? Behavioral decision research faces the formidable task of having to determine simultaneously what is deterministic (constant and same), while also determining what is probabilistic (uncertain and variable). These questions arise both between and within individuals.

Workshop participants will learn about state-of-the-art modeling and order-constrained statistical inference using the open source, public domain, QTEST software package ([link]). Reference: Regenwetter, M., Davis-Stober, C.P., Lim, S.H., Cha, Y.-C., Guo, Y., Messner, W., Popova, A., and Zwilling, C. (2014). QTEST: Quantitative Testing of Theories of Binary Choice. Decision, 1, 2-34.

This event will be held in conjunction with the 51st Annual Meeting of the Society for Mathematical Psychology [link], and with the 16th Annual Meeting of the International Conference on Cognitive Modeling [link] that will meet jointly at the University of Wisconsin in Madison, July 21-24. Those meetings will be followed by CogSci [link], July 25-28 in Madison.

Registration: Attendance is free of charge, but you need to register by email at mathpsychqtest2018 at gmail.com. Registrations are accepted until we reach room capacity. Presentations: Scholars interested in presenting related work in the Symposium should send a title and abstract to mathpsychqtest2018 at gmail.com by March 15th, 2018.

Funding: This workshop/symposium is supported by NSF grant SES-DRMS-14-59866. Graduate students and junior scholars up to 5 years post PhD can apply for funding support (no more than \$750 per person). Applicants for funding support should (in addition to registering) send a current CV and a statement of interest (300-500 words) to mathpsychqtest2018 at gmail.com by March 15. Funding priority will be given to members of groups who are underrepresented in STEM fields, including to women.

Note: The workshop will not conflict with the Women in Mathematical Psychology event on July 21. The tentative meeting plan for the Workshop on July 21 is 8am-noon and 4:30pm-7pm.

MathPsych/ICCM 2018, the joint gathering of the 51st Annual Meeting of the Society for Mathematical Psychology and the 16th International Conference on Cognitive Modeling (ICCM) University of Wisconsin, Madison

July 21st-24th, 2018

Submissions are due March 15th, 11.59pm EDT.

More information can be found on our website at [this link]

The Oklahoma/Kansas Judgment and Decision Making Group will have its annual all day workshop on Saturday, April 28, 2018 at Kansas State University. This workshop provides an informal, multidisciplinary forum to discuss research on decision making and human performance with professionals, practitioners, and students from the region. The one-day workshop will include research presentations, a research poster session, a panel discussion, and an informal social event after the workshop. Registration is free.

Further information, submission, and registration links are available at [this link]

Please feel free to forward this information to interested people in your department or workplace. The deadline for registration and for submitting a talk or poster is April 12th

3 Jobs

The Management and Organizations Area of Duke University's Fuqua School of Business invites applications for a 2 year post-doctoral fellowship (there will be a renewal process at the end of year 1) to begin at the earliest July 1, 2018. The post doc will conduct research in collaboration with one or more faculty, and will also have to opportunity to teach at least one class per year. Faculty interests include motivation and goals, inequality, diversity, ideology, judgment and decision making, groups and teams, and leadership.

The Fuqua School of Business provides an outstanding environment for research. The post-doctoral fellow will be expected to contribute to the intellectual environment of the Fuqua School of Business. The salary is \$75,000/year plus benefits and a \$6,000 per year fund for travel and independent projects.

Successful candidates must have completed requirements for a PhD degree by July 2018. The post-doctoral fellowship is exclusively for recent Ph.D. graduates. Eligible candidates need not have previously held a faculty or postdoctoral position.

Applicant should submit their materials, including letters of recommendation, via Academic Jobs Online using the link below:

[this link]

The candidate's advisor will be asked to verify the date of Ph.D. completion. Review of applications will begin March 15, 2018.

Duke University is an Affirmative Action/Equal Opportunity Employer committed to providing employment opportunity without regard to an individual's age, color, disability, gender, gender expression, gender identity, genetic information, national origin, race, religion, sex, sexual orientation, or veteran status. Duke also makes good faith efforts to recruit, hire, and promote qualified women, minorities, individuals with disabilities, and veterans.

Dr. Michael Morris at Columbia Business School and Dr. Krishna Savani at Nanyang Business School, Singapore, are recruiting a Postdoctoral Scholar for a project on social norms and sacred values. This project extends Dr. Morris and Dr. Savani's existing program of research on culture, norms, and decision making to investigate the psychological basis of sacred values. The postdoc would be based in New York City and closely collaborate with Dr. Katrina Fincher (a current postdoc at Columbia).

The postdoc's responsibilities would include working with the research team to help conduct the research proposed in the grant, along with developing new research ideas on related topics. Researchers with an interest in topics related to morality, values, norms, and culture would be well-suited for this project. There are no teaching or administrative responsibilities involved.

This fellowship will be a two-year position beginning July 1, 2018. Applicants must be trained in conducting experimental social psychological research, and must have completed a PhD in a social science discipline (psychology, organizational behavior, or marketing) prior to beginning the fellowship. Salary is competitive and commensurate with New York City living standards.

The Management Division at Columbia Business School is a dynamic center for behavioral research, with faculty, postdoctoral and visiting scholars, and doctoral students taking a wide range of approaches to basic social science research with applied implications. More information about the Management Division can be found at: [this link].

To apply, please e-mail the following documents to mgmtjobsearch at gsb.columbia.edu: (1) your CV, (2) one or two first-authored manuscripts, (3) two letters of recommendation (these can be emailed directly by the letter writers), and (4) a cover letter describing how your background, experience, and interests fit with the program of research described above. Please include "ARI Postdoc Applicant" in the subject line.

Applications that are received by March 15, 2018 will receive full consideration. However, we encourage applicants to submit their material as soon as possible as we are interviewing applicants on a rolling basis.

Executive Director search at the Chicago Booth Center for Decision Research The Center for Decision Research at The University of Chicago Booth School of Business has initiated a search for its next Director, to support Faculty Director Nicholas Epley and the center's distinguished slate of faculty affiliates [this link]. Start date is expected to be approximately June 15, 2018.

The central priorities for this position are management and implementation of all administrative services for the center. This responsibility includes the design, production, and assessment of initiatives aimed at: cultivating excellence in the center's research facilities and activities; facilitating external partnerships to broaden the center's impact and access

to resources, and organizing outreach efforts to engage and inform key constituencies. You can view the full job posting at [this link]

Interested applicants should submit a curriculum vita, with a cover letter describing how their experience (in research administration, behavioral science, or any other relevant area of training) aligns with the interests of the CDR, one of the leading behavioral science research centers in the world. In addition, applicants are strongly encouraged to have two letters of recommendation emailed to the search committee (c/o Vicki Drozd, vicki.drozd at chicagobooth.edu) in support of their applications. Selection will be based largely on the applicant's ability to ensure that center researchers are continuously supported with state-of-the-art research infrastructure. This will involve oversight of CDR Labs (the center's suite of empirical research facilities), support for field research partnerships, event planning, outreach to students and alumni, and fundraising.

Review of applications will begin on April 1. In order to receive full consideration, please submit your application materials electronically in the following way:

Review the job posting [link], and click on the relevant Apply button

Arrange for two letters of recommendation to be emailed to the CDR Admin Office, c/o Vicki Drozd (vicki.drozd at chicagobooth.edu)

For questions about this position, please email the current Executive Director, Heather Caruso (Heather.Caruso at chicagobooth.edu).

Postdoctoral Scholar in Psychology and Economics

The Division of the Humanities and Social Sciences at the California Institute of Technology invites applications for an outstanding candidate for a one-year Postdoctoral Scholar under the direction of Professor Colin Camerer. The project is in conjunction with Professor Neil Stewart and Dr. Tim Mullett at Warwick and Professor Chris Starmer at Nottingham (England).

The project will combine laboratory and field experiments to build a new model of attention and deliberation. This post will be based at Caltech supervised by Professor Colin Camerer with an exchange visit to Warwick, England. The major technique is eyetracking of visual attention, measured on a millisecond level, as people look at food images to choose between

them. Computational models of evidence accumulation (also called "drift diffusion") will be fit to the combination of choices, subjective values, and visual attention paths.

A Ph.D. in neuroscience, computational psychology, economics, or some closely related field, is required. Outstanding programming skills are required; a high degree of expertise in a combination of Java, Python, and MatLab are highly desirable. Familiarity or established expertise in one eyetracking (Mouse-based or Tobii/Mobile Eyelink) are also highly desirable. Funding is guaranteed for 1-year; candidates eager to co-apply for further funding after one year are preferred.

Caltech is an excellent multi-disciplinary research environment with excellent resources in fMRI, EEG, lesion and select clinical populations, and in many areas of experimental and behavioral economics, and an excellent record of publication in competitive peer-reviewed journals.

Prospective candidates should send a letter of application and statements of research interests († 2 pages), vita, and names of three recommenders (do not send papers or letters until they are requested) by email to: pdsneuro at caltech.edu or mailed to: Postdoctoral Scholar Search, Division of the Humanities and Social Sciences, MC 228-77, California Institute of Technology, Pasadena CA 91125. Application review will begin immediately and continue until the position is filled.

4 Online Resources

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