## Society for Judgment and Decision Making Newsletter

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# Executive Board 2020–2021

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## Masthead



SJDM Newsletter Editor (Submissions & Advertisements) Dan Goldstein Microsoft Research dan@dangoldstein.com

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The SJDM Newsletter, published electronically four times a year 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.

## Announcements

Jon 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

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

This is my last official act as your (now former) president. Because we had a virtual conference this year, the leadership of SJDM did not host our usual Sunday breakfast business meeting. We hope to go back to our old routine in 2021, but for this year, I'm simply sharing the usual business meeting slides in digital form. You can view them here: http://bit.ly/2KG7QQw

Huge thanks are due to our amazing virtual conference committee (Chair: Julia Minson, Members: Shai Davidai, Daniel Feiler and Tim Pleskac).

Danny Oppenheimer is your new president and SJDM is in fantastic hands.

Please direct any questions you may have to Danny and/or other members of the Executive Board (visit www.sjdm.org and scroll down for everyone's contact information).

Warm wishes to all for a healthy, happy and restful holiday season,

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008711.html

#### Julia Alexandra Minson (julia\_minson at hks.harvard.edu) writes:

Thank you for your many contributions to making Virtual SJDM 2020 such a huge success! Since we are JDM nerds like you, we wanted to take this opportunity to share some statistics and gather some data.

In total, there were 798 registered attendees at the 2020 Virtual Society for Judgment Decision Making Meeting. Of those attendees 74 used the COVID-19 fee waiver and 69 used the diversity waiver. The average attendance at each talk (as indicated by unique views on Zoom) was 141.9 (SD = 25.7), indicating a 51% boost in attendance relative to 2018 when attendance was last tabulated. Turn out for the plenary events was also high. The keynote address had an attendance of 335 people, the presidential address had 372 people, and the Einhorn Award address had 186 people.

Thanks to all of you, we achieved our objective of gathering a large and engaged group of scholars to have a vibrant exchange of ideas!

As the society begins to look forward to 2021, we wanted to get your feedback on the conference. Please take a few minutes to fill out the survey below. None of the questions are required, so you can comment on only the aspects of the conference that you have feedback on.

https://harvard.az1.qualtrics.com/jfe/form/SV\_50SVylAz6NivE5n

Happy Holidays!

From Your 2020 Virtual SJDM Organizing Committee (Julia Minson, Shai Davidai, Dan Feiler & Tim Pleskac)

For more infomation, see: http://mail.sjdm.org/pipermail/jdm-society/2020-December/008718.html

Michael Lee (mdlee at uci.edu) writes:

I would like to draw your attention to the Presidents Postdoctoral Fellowship Program in the University of California system. The University of California Presidents Postdoctoral Fellowship Program was established in 1984 to encourage outstanding women and minority PhD recipients to pursue academic careers at the University of California. The current program offers postdoctoral research fellowships, professional development and faculty mentoring to outstanding scholars in all fields whose research, teaching, and service will contribute to diversity and equal opportunity at the University of California.

The Department of Cognitive Sciences at UC Irvine [https://www.cogsci.uci.edu/] is able to host promising cognitive scientists through this program and we encourage eligible recent PhDs to consider applying.

How to apply: https://ppfp.ucop.edu/info/how-to-apply/index.html

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-October/008624.html

Daniel Västfjäll (daniel.vastfjall at liu.se) writes:

We are organizing a special issue of Journal of Economic Psychology on Homo Ignorans: exploring when and why people neglect and deliberately misinterpret information. The deadline for manuscript submission is February 28, 2021. Please submit your best work to our issue!

Call for Manuscripts

Homo Ignorans: exploring when and why people neglect and deliberately misinterpret information

Special Issue of Journal of Economic Psychology

Guest Editors: Gustav Tinghög (gustav.tinghog at liu.se), Kinga Barrafrem (kinga.barrafrem at liu.se), Daniel Västfjäll (daniel.vastfjall at liu.se) Deadline: February 28, 2021

The Journal of Economic Psychology is inviting submissions for a special issue on the topic of Homo Ignorans. That is, empirical or theoretical work that advances our understanding of when and why people neglect and deliberately misinterpret information. People often choose not to know, even in situations where the costs of gaining more information are negligible and the potential benefits from good decision-making are large. The notion of humans as deliberately avoiding and neglecting information has been dubbed Homo Ignorans (neglecting man). Moreover people (including researchers) often use motivated reasoning to make sense information in a biased way to uphold certain beliefs about the state of the world.

For this special issue, we call for papers that can provide a better understanding of information neglect and motivated reasoning in decision making in a variety of domains such as behavioral ethics, financial behavior, and others. We encourage submissions that fall broadly into one of the following areas, but submissions on related topics will also be considered:

- Information and decision avoidance
- Motivated reasoning
- Opportunity cost neglect and inattention to values in decision making
- Prominence thinking
- Fake news
- Pseudo-profound bullshit
- Individual and situational determinants of ignorance
- Mechanisms behind ignorance; motivated reasoning as feelings vs. analysis
- Nudging and boosting in relation to the topics above

Anyone with an interest in the issues detailed above is encouraged to submit a full paper to this special issue. Submission link: https://www.editorialmanager.com/joep/default.aspx

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-November/008661.html

David Budescu (budescu at fordham.edu) writes:

*Decision*: Call for Papers for a Special Issue on Judgment and Decision Research on the Wisdom of the Crowds

Submission Deadline: June 2, 2021

Guest Editors: Jack Soll (Duke University) and Yael Grushka-Cockayne (University of Virginia)

This is a Call for Papers for a special issue of the journal Decision dedicated to Judgment and Decision Research on the Wisdom of the Crowds to be published at the beginning of 2022. We invite submissions related to all aspects of Wisdom of Crowds research. These include, but are not restricted to, works that deal with several fundamental questions in this area:

- Who are the members of the crowd? How to reach them?
- How to best elicit the crowds opinions and estimates? How can we motivate and incentivize individuals to provide their truthful opinions?
- How to best aggregate the individual estimates and opinions?
- How to combine the crowds opinions with other relevant sources of information such as experts and / or statistical models and /or machine models?
- How do social and structural factors (e.g., network structure, crowd composition, communication patterns, information distribution) affect the crowds performance and the accuracy of the estimate?

We also welcome:

- Methodological contributions associated with each of these issues
- Special applications of Wisdom of Crowds principles in various domains
- Results of competitions between various models and/or crowds

In line with the interdisciplinary mission of the journal, we welcome submissions from decision theorists, economists, psychologists, computer scientists and other social scientists. We welcome original work that presents new theory or new empirical research addressing theoretical issues or both.

*Decision* publishes three types of articles: long articles that make major theoretical contributions, shorter articles that make major empirical contributions addressing important theoretical issues, and brief review articles that target rapidly rising theoretical trends or new theoretical topics in decision making. All three types of submissions are appropriate for the special issue.

Submissions are due no later than *Friday*, *June 2*, *2021*. To submit your manuscript for consideration in this special issue, please visit https://www.apa.org/pubs/journals/dec. Authors should note that they are submitting to the special issue on the Wisdom of Crowds in their cover letters. Invitation to submit to the special issue does not guarantee acceptance; all manuscripts will undergo the normal peer review process in the journals submission system (Editorial Manager).

Questions regarding this special issue may be directed to David Budescu, Editor (budescu at fordham.edu), or Guest Editors Jack Soll (jsoll at duke.edu) and Yael Grushka-Cockayne (GrushkaY at darden.virginia.edu).

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-November/008665.html

Esther Kaufmann (esther.kaufmann at gmx.ch) writes:

It's a great pleasure for us to announce that the annual Brunswik Society Newsletter 2020 is available for download at the Brunswik Society website: http://www.brunswik.org/newsletters/2020news.pdf.

For more infomation, see: http://mail.sjdm.org/pipermail/jdm-society/2020-November/008674.html

Antonio Rangel (rangel2 at icloud.com) writes:

Caltech is launching a new Social and Decision Neuroscience Seminar on December 3rd that might be of interest to some of you. If you are interested in receiving announcements and login information, please contact eschroder at caltech.edu to be added to the email list. We hope to create a community and forum for in-depth discussions for those working in this highly interdisciplinary field.

## UPCOMING TALKS:

- 1/21/2021 Yael Niv (Princeton)
- 2/4/2021 Camillo Padoa-Schioppa (U. Washington)
- 2/18/2021 Elizabeth Phelps (Harvard)
- 3/4/2021 Nathaniel Daw (Princeton)
- 3/18/2021 Tim Behrens (Oxford)
- 4/1/2021 Peter Dayan (Tubingen)
- 4/15/2021 Cendri Hutcherson (U of Toronto)
- 4/29/2021 Michael Shadlen (Columbia)
- 5/13/2021 Todd Hare (U Zurich)
- 5/27/2021 Laurence Hunt (Oxford)

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-November/008680.html

Claudia Gonzalez-Vallejo (clagonza at nsf.gov) writes:

Dear colleagues, passing along information about a NSF solicitation that you may find useful title Strengthening American Infrastructure (SAI) with the term infrastructure referring to not only physical, but also cyber, social. Quoting from announcement: "NSF is particularly interested in proposals that integrate a deep understanding of human cognition, perception, information processing, decision making, social and cultural behavior, legal frameworks, governmental structures, and related areas into the design, development, and sustainability of infrastructure. Infrastructure may be of any kind, including cyber, economic, educational, physical, and social." Full solicitation information found here:

https://www.nsf.gov/funding/pgm\_summ.jsp?pims\_id=505847

For more infomation, see: http://mail.sjdm.org/pipermail/jdm-society/2020-December/008687.html

Iris Žeželj (zezelj.iris at gmail.com) writes:

We thought some of you might be interested in submitting your work to this special issue as it deals with psychological processes or beliefs that lead to, among others, pseudoscientific health practices, vaccine avoidance or antibiotic overuse. Research linking these practices and so-called epistemologically suspect beliefs might be particularly relevant.

*Studia Psychologica* will dedicate a Special Issue to Psychological roots of questionable health practices. A special issue is to be published in *March 2022*.

Non adhering to official medical recommendations increases mortality, threatens overall public health, and presents a financial burden to the health system. WHO listed vaccine hesitancy and antibiotic overuse in the top ten global health threats in 2019; the current public health crisis testifies to its importance.

Frequently viewed as harmless, questionable health practices (QHP) include complementary/alternative health practices that can lead to adverse effects, non-adherence to officially recommended treatments, or interaction with the official treatments.

This special issue aims to explore the psychological roots of questionable health practices (QHP) as that can help to tailor public health communications.

Detailed Call for Papers is available at the journals website:

https://www.studiapsychologica.com/.

We invite you to consider our journal as a tentative outlet for your work. Do contact me if you need additional info.

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008697.html

#### Rick Larrick (rick.larrick at duke.edu) writes:

As many of you know, a much-loved member of our community, Frank Yates, passed away a few weeks ago. I had the pleasure of taking Frank's JDM Ph.D. class at the University of Michigan around 1990, and will always be grateful for that amazing introduction. He was also a wise advisor to me at many points in my career. I know that Frank influenced many of us personally in his mentorship and teaching, and intellectually through his research and 50 years of support for our field.

In recent weeks, I have connected with many people who have expressed a wish to do something to remember and honor Frank. These conversations led to a proposal: To endow a student travel fund in Frank's honor that will help support underrepresented minorities attend the SJDM conference. I'll be donating seed funds along with a number of colleagues who also enthusiastically support the idea. I'm writing this email to invite you to support the new fund as well. Depending on the support we ultimately generate, our hope is that the endowment can fund several students a year.

I invite you to visit the SJDM website to make a donation to a through this link:

https://sjdm.org/join.html#yates

For more infomation, see: http://mail.sjdm.org/pipermail/jdm-society/2020-December/008698.html

#### Angelina Huber-Feely (angelina.huber-feely at springer.com) writes:

Marketing Letters is pleased to announce the team of Aparna Labroo, Natalie Mizik, and Russ Winer as incoming Editors-in-Chiefs starting January 1, 2021. They will handle submissions constituting the main track of papers for the journal-5000 word empirical papers designed to quickly disseminate interesting and provocative ideas into our discipline for discussion, debate, and to spur further research.

The outgoing Editors-in-Chiefs, Peter Golder and Sandy Jap, will continue to handle all manuscripts on which they made the initial editorial decision. They will also become co-editors of the journal's Idea Corner track, which emphasizes short 1500 word submissions that identify emerging trends.

We are also delighted to announce a new initiative for the journal and its editorial team. In 2021, we will launch Marketing Letters ' Replication Corner track under the co-editorship of Eric Bradlow, Joel Huber, Don Lehmann, and John Lynch.

For more details, read their editorial here: https://link.springer.com/article/10.1007/s11002-020-09551-7

For more infomation, see: http://mail.sjdm.org/pipermail/jdm-society/2020-December/008702.html

Miguel Fonseca (m.a.fonseca at gmail.com) writes:

We are happy to announce the winner of the 2020 Exeter Prize for the best paper published in the previous calendar year in a peer-reviewed journal in the fields of Experimental Economics, Behavioural Economics and Decision Theory.

The winners are J. Aislinn Bohren (University of Pennsylvania), Alex Imas (Carnegie Mellon University), and Michael Rosenberg (CarGurus) for their paper The Dynamics of Discrimination: Theory and Evidence, published in The American Economic Review.

This paper contains an original natural field experiment on a large online platform with a dynamic manipulation of beliefs and reputation about men and women's contributions. At the onset, members of the platform are invited to evaluate seeded contributions, differing in male and female characteristics and high or low subjectivity measures, yet containing no history qualification and thus no reputation. The authors find only discrimination against females in evaluations under high subjectivity measures, interpreted as stereotypical belief-based judgments. At a later date, new accounts for female and male members are planted with reputation data about ability through real evaluations from the platform members. Now a reversal takes place. Females with high enough reputation receive higher evaluations than their male counterparts, given high subjectivity measures. This switch is modeled through

the presence of two evaluators belief types: 1. gender-biased types who are unaware of biases and think that others have the same beliefs will evaluate similarly in both phases. 2. Gender-neutral types who believe that others are gender-biased. If the proportion of neutral evaluators is high enough, this will offset discrimination since these react with higher evaluations to those females with a high enough reputation in the second period offsetting the biases of the other types. Within the labor market, this can mean that women with good reputations have better possibilities to climb up the ladder than comparable man. Overcoming stereotypical biases does not work immediately with too little reputation but can flip over time. As a robustness check, the authors evaluate also the corresponding non-seeded data from the platform and find similar results.

The paper makes an important contribution to a question of high social relevance. It highlights a need for studies of dynamics of performance and judgment within female discrimination literature. Furthermore, it demonstrates the importance of the presence of objective evidence regarding performance at early stages of the interaction to offset biases and prejudices an observation with important policy implication in many organizations.

The winning paper was selected by the panel of Nina Mazar (Boston University), Rosemarie Nagel (ICREA-UPF-Universitat Pompeu Fabra), and Eyal Winter (Hebrew University of Jerusalem and Lancaster University)

We will hold a virtual event to celebrate the award.

This year was again exceptionally competitive with a large number of outstanding nominations. In addition to the winner, this years shortlist was:

Abeler, J., Nosenzo, D., & Raymond, C. (2019). Preferences for truth-telling. Econometrica, 87(4), 1115-1153.

Coffman, L. C., Conlon, J. J., Featherstone, C. R., & Kessler, J. B. (2019). Liquidity Affects Job Choice: Evidence from Teach for America. The Quarterly Journal of Economics, 134(4), 2203-2236.

Enke, B., & Zimmermann, F. (2019). Correlation neglect in belief formation. The Review of Economic Studies, 86(1), 313-332.

Jha, S., & Shayo, M. (2019). Valuing peace: the effects of financial market exposure on votes and political attitudes. Econometrica, 87(5), 1561-1588.

Johnson, E. J., Meier, S., & Toubia, O. (2019). What's the catch? Suspicion of bank motives and sluggish refinancing. The Review of Financial Studies, 32(2), 467-495.

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008703.html

Krishna Savani (ksavani at ntu.edu.sg) writes:

The Financial Times is re-evaluating its list of journals. If you are a psychologist in a business school, or if you frequently publish in psychology journals, consider recommending them to include top psych journals (e.g., Psychological Science, JPSP, JEP General) in their list by completing this survey

https://survey.ft.com/jfe/form/SV\_8qBwlr4MLqwwQaV.

Perhaps you can also suggest that the very idea of having a journals list is outdated.

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008704.html

Övül Sezer (osezer at unc.edu) writes:

Very special thanks and congratulations to our Program Committee Julia Minson, Shai Davidai, Daniel Feiler and Tim Pleskac. SJDM 2020 was such a great reminder of why we all love this work so much and it was great to catch up with our friends.. I also would like to send a big thank you to all our amazing Poster Judges! Your help was so valuable, thank you all so much.

Now, it is time to announce the Student Poster Awards

• The Winner is: Yang Guo from University of Pittsburgh. Congratulations! Here is the poster that summarizes research by Yang Guo (University of Pittsburgh) and

Cait Lamberton (University of Pennsylvania): Signaling Status by Acquiring Ownership (vs. Access): http://www.sjdm.org/presentations/2020-Poster-Guo-Yang-accessownership-status~.pdf

 2nd place: Ariel Friedman from University of California San Diego. Congratulations! Here is the poster that summarizes research by Ariel Friedman (UCSD) and Rachel Gershon (UCSD): The Cost of Opposition: Harming Our Own Rather Than Helping an Opponent: http://www.sjdm.org/presentations/2020-Poster-Fridman-Arielpolarization-norms-identity~.pdf

### Honorable Mentions

- Shoshana Segal from New York University. Congratulations! Here is the poster that summarizes research by Shoshana Segal (NYU) and Joshua Lewis (NYU): Alleviating Risk Aversion to Uncertain Impact Donations: http://www.sjdm.org/presentations/ 2020-Poster-Segal-Shoshana-Uncertain-Impact-Donations~.pdf
- Fidhlim McGowan from Trinity College Dublin. Congratulations! Here is the poster that summarizes research by Fidhlim McGowan (Trinity College Dublin), Eleanor Denny (Trinity College Dublin) and Pete Lunn (Trinity College Dublin): Framing Numerical Sequences as Household Bills Partially Corrects Underestimation From Intuitive Summation: http://www.sjdm.org/presentations/2020-Poster-McGowan-Feidhlimunderestimation-framing-experiment~.pdf
- Samuel Skowronek from University of Pennsylvania. Congratulations! Here is the poster that summarizes research by Samuel Skowronek (University of Pennsylvenia): The Problem with (and a Solution to) the Dominant Behavioral Ethics Paradigms: http://www.sjdm.org/presentations/2020-Poster-Skowronek-Samuel-Ethics-Deception-Demand~.pdf

## Congratulations to all of you!

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008707.html

Scott Edward Highhouse (shighho at bgsu.edu) writes:

I am pleased to share with you the latest issue of Personnel Assessment and Decision shttps://scholarworks.bgsu.edu/pad/. This issue includes an editorial where I take stock of the first five years of the journal. This includes a survey of board members on the image of PAD within the research community.

Please share widely. Free for readers and contributors.

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008712.html

## Jobs

MindCORE Research Fellowship for Postdoctoral Scholars

MindCORE (Mind Center for Outreach, Research, and Education) seeks to recruit outstanding postdoctoral researchers for our Research Fellowship for Postdoctoral Scholars. Housed within the School of Arts & Sciences of the University of Pennsylvania, MindCORE is an interdisciplinary effort to understand human intelligence and behavior.

Designed for individuals who have recently obtained a PhD degree in psychology, linguistics, neuroscience, philosophy or other cognitive science discipline, the MindCORE Fellowship is a springboard for young researchers as they establish their own research program. Fellows are also encouraged to pursue collaborative research with faculty working across disciplines at Penn.

Benefits: Fellows receive a competitive salary, relocation allowance, health insurance plus a modest research budget. Fellows also benefit from access to the greater community of academics including visiting scholars plus leading research facilities equipped with cutting-edge instrumentation all on an urban campus in a vibrant city. Fellows are invited to join regular working group meetings within their field plus career development workshops aimed at young researchers, and will be provided with a mentoring committee. Funding is provided in one year terms renewable for up to three years.

Applicants must have formally completed all requirements of the PhD degree and provide a copy of their diploma at the time of appointment. Candidates must submit 1-2 page research statement that identifies at least three MindCORE faculty at Penn with whom the applicant would be interested in collaborating, along with a CV and contact information for two referees.

Submitted documents should be saved with candidates Lastname\_Firstname.PDF in one PDF file in this order: research statement, CV, referees (name, affiliation, email address). Complete applications should be submitted through the form on our website:

https://web.sas.upenn.edu/mindcore/post-doctoral-research-fellowship/.

Questions can be emailed to pennmindcore at sas.upenn.edu.

Applications due January 14, 2021.

MindCORE awards ~2 post-doctoral Fellowships per year. Positions may start as early as July 1, 2021.

Penn adheres to a policy that prohibits discrimination on the basis of race, color, sex, sexual orientation, gender identity, religion, creed, national or ethnic origin, citizenship status, age, disability, veteran status, or any other legally protected class. Background check required after a conditional job offer is made. Consideration of the background check will be tailored to the requirements of the job.

For more infomation, see: http://mail.sjdm.org/pipermail/jdm-society/2020-November/008667.html

Faculty Opening in Psychology, Northeastern University: Assistant / Associate Professor Specializing in Environmental Cognition

The Psychology Department at Northeastern University (www.northeastern.edu/cos/psychology/) invites applications for a tenure-track Assistant or Associate Professor position in psychology to start in the fall of 2021. We seek applicants with a research focus on cognitive approaches to issues underlying climate change and sustainability. Research areas could include, but are not limited to: mental models, bias and decision making, cooperation and self-regulation, and data visualization, as applied to issues of climate change, sustainability, and/or other environmental concerns. Responsibilities will include teaching undergraduate and graduate courses, conducting a nationally recognized, independent, externally funded research program, and contributing to a new cross-disciplinary research initiative on environmental

cognition, stewardship, and sustainability between the Psychology Department, Department of Marine and Environmental Science and School of Public Policy in collaboration with local, national and international stakeholders. A cross-college appointment will be considered where appropriate. Candidates should have a PhD in psychology or a related field by the appointment start date. Inquiries about the position may be directed to Professor John Coley (j.coley at northeastern.edu), Search Committee Chair. Review of applications will begin January 3, 2021 and will continue until the position is filled.

You can find out more about the position, and submit materials here: https://bit.ly/2KdBVXe

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-November/008669.html

The Department of Psychology at Butler University invites applications for a tenure track Assistant Professor beginning August, 2021.

We seek a colleague who is committed to and has a track record of exemplary teaching and high-quality research with undergraduate collaborators. Specifically, we are seeking a psychologist from an applied cognitive sub-discipline, such as animal cognition or forensic psychology. The successful applicant will be broadly trained in psychology, be ready to teach in a multidisciplinary core curriculum, and be committed to fostering diversity, equity and inclusion through their teaching and research.

The ideal candidate will have demonstrated excellence in teaching undergraduate Research Methods and Statistics, Cognitive Psychology, and the ability to contribute to building inclusive learning environments for an increasingly diverse student population. Experience teaching Learning and the ability to contribute to Butlers Neuroscience Minor will further distinguish candidates. Depending on the candidates research program, the Indianapolis Zoo may allow access to their animal collection. Standard teaching load is nine (9) credit hours per semester plus an active program of research involving undergraduate collaborators. Position requires a Ph.D. in psychology at time of appointment.

To apply, please submit a cover letter, CV, statements of teaching and research interests, a

statement explaining your contributions to diversity, equity, and inclusion, including comment on mentoring underrepresented populations, evidence of teaching effectiveness, copies of transcripts, and three (3) letters of reference to R. Brian Giesler, PhD., Chair of Psychology, at psychfacultysearch at butler.edu Complete applications must be received by January 8, 2021 to be assured consideration. Hiring decisions will be made subject to final budgetary approval.

Butler University is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive and equitable environment for all employees. We welcome applications from all individuals, regardless of age, gender, gender identity, sex, race, religion, color, disability, protected veteran status, sexual orientation, national origin, individuals with a disability, or any other legally protected category.

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008693.html

Stanford's Polarization and Social Change Lab (PI: Robb Willer) has an opening for a postdoctoral researcher, to begin in Fall of 2021. For details on the position and how to apply, please see:

https://postdocs.stanford.edu/prospective/opportunities/open-postdoctoral-position-faculty-mentor-robb-willer

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008699.html

The Georgetown University McDonough School of Business invites applications for a Visiting Assistant Professor position in the Management Area. Successful candidates will be accomplished researchers committed to continued high-quality scholarship and effective teaching. The position provides a one-year contract with the possibility of renewals based on on-going curricular and programmatic need, and positive performance evaluation. We seek candidates to begin teaching in Fall 2021.

### Application Deadline: January 15, 2021

Application Procedure: Submit cover letter, CV, papers, a summary of teaching evaluations, and relevant syllabi to interfolio: http://apply.interfolio.com/81547. You may also submit questions about the position to this email address MSBMgmtfacrecruiting at georgetown.edu.

Georgetown University is an Equal Opportunity/Affirmative Action Employer fully dedicated to achieving a diverse faculty and staff. All qualified applicants are encouraged to apply and will receive consideration for employment without regard to race, color, religion, national origin, age, sex (including pregnancy, gender identity and expression, and sexual orientation), disability status, protected veteran status, or any other characteristic protected by law.

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008708.html

Postdoctoral Research Associate in Psychology at Princeton

The Department of Psychology at Princeton University (in collaboration with The Princeton School of Public and International Affairs) invites applications for a postdoctoral research or more senior position from individuals with a PhD degree in Psychology or related disciplines with behavioral and policy relevance, with an interest in conducting behavioral research relevant to decision making, poverty and/or inequality.

The position is offered for one year, with the possibility of renewal, contingent upon funding and satisfactory performance. In addition to carrying out independent research, the appointee often collaborates with one or more faculty members.

Applicants must apply online:

https://www.princeton.edu/acad-positions/position/18861

and submit a cover letter, C.V., one or at most two research papers, and two reference letters. The deadline for submission is February 15, 2021, 11:59 pm EST for full consideration. The position will start on or approximately around September 1, 2021. This position is subject to the University's background check policy.

This position is subject to the University's background check policy. Princeton University is an Equal Opportunity/ Affirmative Action Employer and all qualified applicants will receive consideration for employment without regard to age, race, color, religion, sex, sexual orientation, gender identity or expression, national origin, disability status, protected veteran status, or any other characteristic protected by law.

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008714.html

Postdoc in Ethics and Morality at Northwestern

The Management and Organizations (MORS) Department of the Kellogg School of Management at Northwestern University seeks a postdoctoral researcher interested in ethics and morality.

The primary criterion for acceptance is research excellence relevant to ethics and morality, broadly defined. Maryam Kouchaki will manage the position and collaborate with the postdoctoral researcher. In addition to working with the supervising faculty, the candidate will be encouraged to develop and pursue his or her research as well. The position will carry with it a competitive stipend as well as funds for carrying out research. The term of this position is one year with the possibility to renew for an additional year.

Applicants must have completed a PhD in a social science discipline (e.g., organizational behavior, sociology, psychology, economics) prior to the beginning of the fellowship.

Applications will be considered on a rolling basis beginning Jan 18, 2021. You will be asked to submit (1) a current CV and (2) a research statement that makes clear how your work is relevant to morality, and (3) up to two publications or manuscripts. You will also be asked to provide the name and contact information for 2-3 people who will submit recommendation letters on your behalf. Note: You can apply to multiple postdoctoral position within Kellogg School of Management at Northwestern University; if available, please apply for each separately.

Please apply at:

https://facultyrecruiting.northwestern.edu/apply/ODE4

Inquiries and questions: MORSrecruiting at kellogg.northwestern.edu

Northwestern University is an Equal Opportunity, Affirmative Action Employer of all protected classes, including veterans and individuals with disabilities. Women, racial and ethnic minorities, individuals with disabilities, and veterans are encouraged to apply. Hiring is contingent upon eligibility to work in the United States.

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008715.html

Postdoc in Decision Making at UCLA

UCLA Anderson anticipates hiring a postdoctoral fellow to join the Behavioral Decision Making area in the summer of 2021, in an initiative established in 2019 to promote career growth and broad impact for scientists interested in innovative, rigorous, and applied behavioral science research. Each fellowship will have a term of up to 3 years, conditional on satisfactory annual evaluations of research activity.

Review of candidates for the positions will begin on January 22. Applicants should submit a curriculum vitae, two letters of recommendation, a representative manuscript, and a research statement describing their interests (including any specific faculty collaborators and/or projects they would like to pursue as part of the fellowship). In order to receive full consideration, please submit your application materials online at https://recruit.apo.ucla.edu/JPF06062.

For questions about any of these positions, please contact the BDM Area Admin Office at bdm.admin at anderson.ucla.edu

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008716.html

Behavioral Research Scientists at Fidelity

How do investors think and feel about money? We are building a behavioral economics research team at Fidelity to deepen our understanding of the psychology behind financial decisions. We are looking for someone who is passionate about behavioral research to share your unique perspective on how to help millions of people make better choices when it comes to their wealth, health, and happiness. If this sounds like a great fit, come join our team!

https://jobs.fidelity.com/ShowJob/Id/1021527/Director,-Behavioral-Research-Scientist/

The Value You Deliver:

- Work closely with partners as we craft experiments to explore how we can present information to investors in ways that optimize their decisions and lift key business metrics. Rethinking the structure of decisions to help people navigate, process, and act upon complex information.
- Support the creation of stimuli (e.g., messages, content, etc.) for pre-market experiments and in-market tests, based on key frameworks and research insights on behavioral biases.
- Help us develop and validate new ways to measure psychological traits and states, including emotional, cognitive, and motivational factors.
- Collaborate on the design of new experiences, products, and services to improve people's financial well-being.
- Serve as a multiplier of business impact by teaching designers, marketers, and product owners fundamental principles and techniques of behavioral design to improve critical business metrics. Sample insights include the power of decision aids and defaults to make decisions easier.

The Expertise You Have:

- MA/MS in Psychology, Behavioral Economics, or related field (Ph.D. preferred)
- 5+ years research experience in behavioral economics, judgment and decision making,

affective science, or a related field

- Proven experience applying behavioral science to improve behavioral outcomes, product adoption, and/or marketing effectiveness for one or more companies or non-profits
- Financial services / FinTech experience highly preferred

The Skills You Bring:

- Ability to partner closely with a diverse set of business partners to identify needs and deliver solutions
- Capture and analyze large amounts of information expeditiously. Develop compelling and insightful recommendations to inform strategic business decisions by leaders and teams.
- Improving the diversity of the broader research and insights team through your background and/or experience
- Proven expertise synthesizing and presenting research findings to diverse audiences

Deep knowledge of the following:

- How to harness biases and heuristics to drive behavior change using techniques like nudging, choice architecture, and message framing
- Theoretical frameworks and measurement techniques for studying emotion and personality
- Statistical techniques (e.g., t-test, ANOVA, multiple regression) to analyze experimental and survey data using standard statistical packages (e.g., R, SPSS, Stata)
- How to tell research stories using creative, engaging, and interactive data visualizations (e.g., Tableau dashboards)

Your Unique Capabilities:

- Deep empathy for the needs and preferences of diverse populations
- Sound discernment and a strategic mentality vis–vis the broader context of your research
- Thrives in a fast-paced, agile business environment
- Leads execution against recommendations quickly and accurately.
- Prioritizes pace over perfection and is comfortable in the face of changing circumstances

and business priorities

- Excited by complex and high-impact research questions
- Approaches every project with passion, conscientiousness, and inclusiveness
- Intellectually curious and open to new experiences, challenging the status quo
- Has fun at work and brings joy to the team with a positive attitude and humor!
- Enjoys teaching, mentoring, and building relationships with partners across the organization.

## Company Overview

At Fidelity, we are focused on making our financial expertise broadly accessible and effective in helping people live the lives they want. We are a privately held company that places a high degree of value in creating and nurturing a work environment that attracts the best talent and reflects our commitment to our associates. We are proud of our diverse and inclusive workplace where we respect and value our associates for their unique perspectives and experiences. For information about working at Fidelity, visit FidelityCareers.com.

Fidelity Investments is an equal opportunity employer. Fidelity will reasonably accommodate applicants with disabilities who need adjustments to complete the application or interview process. Please email us at accommodations at fmr.commailto:accommodations at fmr.com or 800-835-5099, prompt 2, option 2 if you would like to request an accommodation.

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-November/008672.html

### Behavioral Researcher at Morningstar

Link: https://morningstar.wd5.myworkdayjobs.com/Americas/job/Chicago/Behavioral-Researcher--Investors-and-Society\_REQ-017932-1.

The Group: The Behavioral Insights Team aims to help investors achieve their goals more effectively through original research about financial behavior. We study what works and publicize the results broadly. The Role: Understand the interaction between investors and society, as investors formulate and express their preferences on corporate behavior, sustainability, and the economy.

Morningstar is looking for a behavioral researcher to help build out a new area of research on investor preferences and behavior. In particular, we're interested in the role that investors currently play - and can play - in their societies. At its heart, investing directs capital towards and away from companies, changing the cost of doing business; investors thus have a broad impact beyond their own finances. For example, some investors direct their capital in intentional ways to mitigate potential climate change risks in their portfolio, while others pursue impact investing to support diversity equity and inclusion in society.

In this role, you'll conduct statistical analyses and field experiments to understand this dynamic, the specific obstacles that investors face to translating preferences into action, and how to help investors overcome them. Our goal is not to write theoretical papers - rather, we are developing practical, field-tested guidance for investors and the professionals who serve them.

Most of our team is based in Chicago, but we are open to other US locations, with travel to Chicago.

#### Responsibilities

- Lead our research on investors and society developing empirically grounded models of investor preferences and how those preferences are translated into action.
- Conduct detailed analyses of large individual-level datasets, such as the PSID.
- Measure the preferences of investors, especially around corporate behavior. This includes but is not limited to: the environment, diversity, and political involvement.
- Through both qualitative and quantitative analyses, identify potential obstacles to investors expressing those preferences in their investments and other engagements with companies.
- Design, execute, and analyze large-scale randomized control trials to test your ideas; Morningstar interacts with millions of individuals and their advisors.
- Based on your research, serve as in-house expert on investor interactions with society,

understanding and expressing the opportunities we have for empowering investors and outlining their systemic consequences.

• Publicize your results - in papers, in the media, and at conferences.

### Requirements

- A PhD or a Masters with appropriate professional experience. This role is particularly appropriate for someone in economics, behavioral economics, quantitative psychology, or data driven public policy, but others with these skills are welcome as well.
- At least two years of experience using Python, R, STATA, (No)SQL or Matlab to analyze complex individual-level datasets (academics: yes, GRAs count).
- Professional experience measuring individual intent and developing and field-testing behavioral interventions to close the intention-action gap is strongly preferred.
- Demonstrated ability writing about behavioral research for a general audience.
- Experience in and enjoyment of public speaking.
- A strong professional and/or personal interest in investing.
- Authorization to work in the U.S.

Morningstar is an equal opportunity employer.

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-November/008675.html

Behavioural Economics Manager role at the Commonwealth Bank of Australia

Link: https://cba.wd3.myworkdayjobs.com/Private\_Ad/job/Sydney-CBD-Area/Manager--Behavioural-Science---Expression-of-Interest\_REQ120872#path=

In this Manager, Behavioural Economics role at the Commonwealth Bank of Australia, you will be responsible for applying behavioural science to improve the financial wellbeing of our customers and communities.

See yourself in our team. The Behavioural Economics team is responsible for bringing the latest behavioural science research into the CBA Group, and maximising the impact of these insights through rigorous empirical methods. Unique to CBA, the Behavioural Economics team works almost exclusively on problems where we can both improve customers' decisions and drive commercial outcomes. This isn't always easy, but our team is intrinsically motivated by doing what's right for our customers, our people, and our community. See some examples of our work herehttps://www.commbank.com.au/about-us/financial-wellbeing-research.html.

On any given week you could be:

- Identifying opportunities where behavioural science can help improve everyday financial decisions
- Designing and executing large-scale randomised controlled trials
- Producing and presenting rigorous research outputs
- Serving as a subject matter expert for business units across the Group
- Communicating scientific insights and project outputs to executive leaders and the wider financial services industry

We are interested to hear from people who have:

- Strong familiarity with behavioural science / economics literature
- Technical understanding of empirical methods used in social sciences (e.g. statistics; econometrics; RCTs)
- Professional experience (financial services or management consulting experience is a plus)
- Project management experience (people management and experience supporting research projects preferred)
- Proven ability to communicate scientific insights clearly and concisely to industry audience
- Demonstrated ability to use statistical programming software (R or Python preferred)
- Extensive professional experience with Undergraduate or Masters level credential in behavioural and economic sciences (including psychology, economics, neuroscience)
- Or some professional experience with Masters or Doctoral level credential in behavioural and economic science

International candidates will be considered for this position.

Recruitment will begin January 2021.

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-November/008682.html

Behavioral Science Consultants / Part Time Behavioral Scientists at Behavioral Science Group LLC

Namika Sagara (Namika.Sagara at BeSciGroup.com) writes: I am seeking Behavioral Scientists to join my team as consultants or part-time Behavioral Scientists! I'm part of a Behavioral Science and Behavioral Finance (BeSci/BeFi) Tech start-up, and am responsible for building and leading a consulting team focusing on applied behavioral science. Our ultimate goal is to help improve our client well-being from various aspects including but not limited to finance and workplace.

We have multiple positions available, so, if you are interested in any of the following, please contact me!

- Applying BeSci in consumer research and market research
- Helping organizations learn and apply BeSci in their business
- Building and optimizing quant models to measure individual differences and other constructs
- Simply learning how you can apply your academic experience into industry work

### Qualifications:

Ideal candidates have extensive knowledge and expertise in Behavioral Science (e.g., Social Psychology, Consumer Behavior). The number of hours required for this position can be on an "as-needed" basis (e.g., a couple of hours a week) to a more ongoing basis (e.g., 10-20hrs a week). If you are either a tenured professor who is interested in providing consulting services or you are a Ph.D. student who is interested in gaining applied research experience, this can be a great opportunity for you to work with a mix of Ph.D. behavioral scientists and industry

folks.

If interested, please contact me at Namika.Sagara at BeSciGroup.com with your CV and brief note discussing your interest and availability (e.g., available for as-needed basis or more ongoing basis).

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008720.html

## Conferences

2021 Virtual Boulder Summer Conference on Consumer Financial Decision Making

Abstract Submission Deadline: January 7th, 2021

Conference Dates: May 17th 19th, 2021

Conference Co-Chairs: Tony Cookson and Phil Fernbach

Conference Founders: John Lynch and Donald Lichtenstein

The Boulder Summer Conference in Consumer Financial Decision Making is the worlds foremost conference for discussion of interdisciplinary research on consumer financial decision making. This year the conference will be held virtually over three days of three hours each. This year, there will be no charge to attend the conference. We are soliciting two types of submissions this year:

- Plenary papers. As in past years, our plenary sessions will each have two related papers from different disciplines, with a facilitated follow-up discussion. To submit a 1-page abstract of your paper please follow this link: https://leeds.qualtrics.com/jfe/form/SV\_ 6sPjg9UG72tvhhX
- Themed breakout session proposals. Between plenary sessions, there will be themed breakout rooms, which well base on a competitive submission process. The idea of these breakout sessions is to facilitate interdisciplinary conversations about financial decisionmaking topics, and the selection committee will choose among submitted proposals. To engage a broad audience, the selection committee will give priority to submissions from junior scholars, Ph.D. students, and post-doctoral scholars. If your session is accepted,

well expect you to prepare brief table-setting remarks and to moderate the discussion. Topics should be timely, and of interdisciplinary interest in the financial decision-making community. To submit a 1-page abstract of your session proposal please click here: https://leeds.qualtrics.com/jfe/form/SV\_0VdbaJXfOvaooYd

#### Background

Consumer welfare is strongly affected by household financial decisions large and small: choosing mortgages; saving to fund college education or retirement; using credit cards to fund current consumption; choosing how to decumulate savings in retirement; deciding how to pay for health care and insurance; and investing in the stock market, managing debt in the face of financial distress. This conference brings together outstanding scholars from around the world in a unique interdisciplinary conversation with regulators, business people in financial services, and consumer advocates working on problems of consumer financial decision making.

Our goal is to stimulate cross-disciplinary conversation and improve basic and applied research in the emerging area of consumer financial decision making. This research can inform our understanding of how consumers actually make such decisions and how consumers can be helped to make better decisions by innovations in public policy, business, and consumer education. Please see the past programs on the conference website to see abstracts of research by scholars in economics, psychology, sociology, behavioral finance, consumer research, decision sciences, behavioral economics, and law. Our traditional format allows a very high level of opportunity for conversation and interaction around the ideas presented. We hope to replicate that in an online setting this year.

The conference program committee will select papers and themed breakout room proposals based on extended abstracts. Selected papers must not be published prior to the conference. Authors submitting a competitive paper abstract must commit to having a paper that is complete and available for review one month prior to the conference. Selections will be based on quality, relevance to consumers' financial decision-making, and contribution to breadth of topics and disciplinary approaches. We consider not just the individual merits of the papers, but how they pair with another submission from a scholar in a different field. Submitting Abstracts and Breakout Session Proposals

To submit an extended abstract for the plenary sessions (1 page single spaced pdf) please visit the conference website

http://leeds.colorado.edu/event/bouldersummerconference # overview

and click on the Submit Paper Abstract link:

https://leeds.qualtrics.com/jfe/form/SV\_6sPjg9UG72tvhhX

To submit a proposal for the breakout sessions (1 page single spaced pdf) please visit the conference website and click on the Submit Breakout Session Proposal link:

https://leeds.qualtrics.com/jfe/form/SV\_0VdbaJXfOvaooYd

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008696.html

We are pleased to invite you to apply for the Emerging Talents Workshop that will be held as part of the Joint Meeting 15th Conference on Naturalistic Decision Making and 9th Symposium on Resilience Engineering, 2124 June 2021 in Toulouse, France. The joint meeting will be focused on rethinking and guiding adaptations based on Resilience Engineering (RE) and Naturalistic Decision Making (NDM).

The Emerging Talents Workshop will be held on June 21 to showcase the excellent research of graduate/postgraduate students who are studying and researching in the field of NDM and RE. The purpose of the day is to create an interactive problem-solving session around the pertinent issues of NDM and RE research. Selected participants will receive feedback and be able to discuss questions about their research with a renowned panel of international experts. The Workshop is designed to be a positive, friendly and supportive learning environment. Workshop participants will also have the opportunity to interact with members of both communities during the week-long Joint Meeting.

If you are interested in participating in the Workshop or would like more details, please visit

this page:

https://drive.google.com/file/d/1XMkyYGFDO6J7QKZgQ4fEtv1tawU\_XqUD/view The deadline for submissions is January 29, 2021. For queries regarding the Workshop, please email emergingtalents21 at gmail.com

We look forward to seeing you in June in Toulouse (or online)!

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-November/008678.html

We invite submissions for the International Conference on Social Dilemmas (ICSD), which will be held on July 20-23, 2021, in Copenhagen/Denmark. Confirmed keynote speakers: Cornelia Betsch, Astrid Dannenberg and Andreas Diekmann Conference website with further information:

https://www.icsd2021.org/

Submissions: Abstract submissions will be accepted via the conference website until February 1, 2021. Submissions will be evaluated in a double-blind procedure by independent referees.

We are planning to have a classic offline conference. Depending on the COVID-19 situation and potential restrictions around travel, we will also offer online participation in a hybrid format. Hence, we invite everyone who is interested in participating to submit an abstract (a final decision about the format will be made in spring 2021, before the registration period).

We are excited to host ICSD 2021 in Copenhagen and hope to welcome many of you!

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008690.html

On 14 January 2021, you are cordially invited to celebrate the World Logic Day digitally with the community from the city of Kurt Gdel, Ludwig Wittgenstein, and the Vienna Circle. The Vienna Center for Logic and Algorithms at Vienna University of Technology (VCLA at TU Wien) represents six research groups celebrating the World Logic Day 2021 (WLD) with:

- Vienna World Logic Day Lecture with Prof. Georg Gottlob on the future of logic in the world shaped by Artificial intelligence
- Date: 14 January 2021
- Time: 8am PST | 11am EST | 1pm GMT-3 | 5pm CET
- Digital venue: Zoom or YouTube

Ambassadors of Logic. We asked renowned logicians from the fields of computer science, philosophy, mathematics, artificial intelligence to provide us with short statements on the WLD. This is what they have to say: https://logicday.vcla.at

Celebrating World Logic Day 2021 around the globe. We are featuring events celebrating World Logic Day 2021 around the globe. Send us an email, and we will include you on our website. Additionally, if you are organising an event and wish to be listed in the official list of the World Logic Day 2021 events and use the official WLD logo in your announcements, please submit your event as listed on the website of the WLD 2021.

UNESCO proclaimed World Logic Day in 2019, in association with the International Council for Philosophy and Human Sciences (CIPSH), to enhance public understanding of logic and its implications for science, technology and innovation. "In the twenty-first century - indeed, now more than ever - the discipline of logic is a particularly timely one, utterly vital to our societies and economies. Computer science and information and communications technology, for example, are rooted in logical and algorithmic reasoning." - Audrey Azoulay, Director General of UNESCO

Please visit the website of Vienna World Logic Day at: https://logicday.vcla.at/

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2020-December/008701.html

# **Online Resources**

Resource	Link	
SJDM Web site	www.sjdm.org	
Judgment and Decision Making – The	journal.sjdm.org	
SJDM journal, entirely free and online		
SJDM Newsletter – Current and archive	SJDM newsletters	
copies of this newsletter		
SJDM mailing list – List archives and	SJDM mailing list	
information on joining and leaving the email		
list		
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		