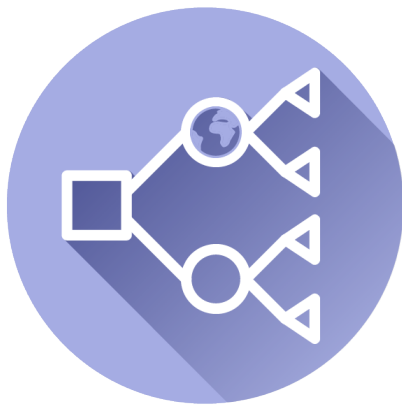


Society for

JUDGMENT AND DECISION MAKING

Newsletter





SOCIETY FOR JUDGMENT AND DECISION MAKING

Society for Judgment and Decision Making Newsletter

Volume 42, Number 3, October 2023

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Executive Board 2022–2023

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Joe Simmons	jsimmo@wharton.upenn.edu	President Elect
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Stephen Spiller	stephen.spiller@anderson.ucla.edu	Elected Member 2022-2025
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Masthead

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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 to the Secretary/Treasurer.

Society membership: Requests for information concerning membership in the Society for Judgment and Decision Making should be sent to the Secretary/Treasurer.

Announcements

Jon Baron (jonathanbaron7 at gmail.com) 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:

It is with heavy hearts that we share the sad news that we have lost a colleague, scholar, and friend, Howard Kunreuther (<https://oid.wharton.upenn.edu/profile/kunreuth/>). Howard passed away peacefully yesterday after a long battle with cancer.

Howard is best known for his work on low-probability, high consequence events. He was a pioneering scholar investigating how people think about natural and man-made disasters. He questioned by people buy too little insurance when they live on flood plains, and why they buy too much insurance when they worry about earthquakes. He wrote numerous articles, books, and book chapters with titles such as “Learning from Catastrophes” and “The Ostrich Paradox.” Though he studied disasters, he was incessantly optimistic.

Howard earned his PhD in economics from MIT and joined the Wharton School in 1972 after spending time at the University of Chicago. Howard was a Fellow of the American Association for the Advancement of Science and a Distinguished Fellow of the Society for Risk Analysis. In 2015, he received the 2015 Shin Research Excellence Award from the Geneva Association. Howard also served on the Intergovernmental Panel on Climate Change

(IPCC) as a Coordinating Lead Author for the chapter on “Integrated Risk and Uncertainty Assessment of Climate Change Response Policies” in the 2014 IPCC report.

Howard was a pioneer in studying risk and a pillar of the SJDM community. We will deeply miss a wonderful mentor, colleague, and friend.

Below is some information about a memorial service that is being held for Howard and where you can direct contributions in his honor if you are so moved. Please join us in thinking of Howard and his remarkable contributions to the Society for Judgment and Decision Making.

Sincerely, Maurice Schweitzer and Katy Milkman

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-August/009650.html>

Edwin Ip (E.Ip at exeter.ac.uk) writes:

Dear colleagues,

We are happy to announce the winners of the 2023 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 Kirby Nielsen (Caltech) and John Rehbeck (Ohio State University) for their paper When choices are mistakes, published in The American Economic Review.

The winning paper was selected by the panel of Erik Eyster (UC Santa Barbara), Rick Larrick (Duke University), and Muriel Niederle (Stanford University).

This year was again exceptionally competitive with a large number of outstanding nominations. In addition to the winner, this years shortlist was (in alphabetical order of first authors last names):

- Fe, E., Gill, D., & Prowse, V. (2022). Cognitive skills, strategic sophistication, and life outcomes. *Journal of Political Economy*, 130(10), 2643-2704.

- Frydman, C., & Jin, L. J. (2022). Efficient coding and risky choice. *The Quarterly Journal of Economics*, 137(1), 161-213.
- Kovach, M., & Tserenjigmid, G. (2022). Behavioral foundations of nested stochastic choice and nested logit. *Journal of Political Economy*, 130(9), 2411-2461.
- Mislavsky, R., & Gaertig, C. (2022). Combining probability forecasts: 60% and 60% is 60%, but likely and likely is very likely. *Management Science*, 68(1), 541-563.
- Schwardmann, P., Tripodi, E., & Van der Weele, J. J. (2022). Self-persuasion: Evidence from field experiments at international debating competitions. *The American Economic Review*, 112(4), 1118-1146.

The committee has awarded this years Exeter Prize to *When Choices are Mistakes*. The paper addresses fundamental aspects of rationality in economic theory. Do people accept the axioms of rational choice? Are violations of these axioms intentional or mistaken? And how do people respond if they discover that their choices violate the axioms? The research answers these questions with a number of clever empirical innovations.

In the study, participants in the laboratory were presented with six axioms, such as the independence of irrelevant alternatives (IIA) or transitivity, and were provided with clear and simple explanations of each axiom. For each axiom, participants were given a choice of whether to make incentivized choices themselves or have the axiom automatically applied on their behalf, saving time and effort. To account for experimenter-demand effects, a set of control axioms that reversed the standard axioms was included in the research. The findings show that participants endorsed the standard axioms roughly 80% of the time, indicating that people do accept these axioms. By contrast, participants rarely endorsed the c-axioms (10% of the time). Next, the authors explore how participants dealt with conflicts between accepted axioms and their own choices. 47% of participants resolved contradictions by changing their choices, indicating a desire to conform to the axioms; 13% withdrew their endorsement of the axiom; and 37% chose to live with the contradiction. On the other hand, only 20% of participants resolved a contraction with c-axioms by changing their choice, and 35% withdrew their endorsement of the c-axiom. This suggests that participants were much more inclined to view violations of rationality axioms as mistakes.

The paper presents a range of intriguing findings, including variation across axioms in how contradictions were resolved. For instance, violations of IIA led participants to revise their lottery choices 78% of the time, whereas violations of stochastic dominance led them to revise lottery choices just 29% of the time. The behavioral literature founded by Kahneman and Tversky often demonstrates violations of basic axioms, which raises the question of whether the definitions of rationality ought to be changed to align with actual behavior. This research shows that when the standard axioms are explained clearly, and violations are demonstrated clearly, people do in fact endorse the axioms. In conclusion, this research offers a distinctive and valuable empirical contribution to the continuing theoretical debate surrounding rationality.

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-August/009653.html>

David Hardisty (David.Hardisty at sauder.ubc.ca) writes:

If you haven't heard, Francesca Gino is suing the Data Colada researchers (Joe, Uri, and Leif) and Harvard for \$25 million USD: <https://www.science.org/content/article/honesty-researcher-facing-fraud-concerns-sues-harvard-and-accusers-25-million>

The lawsuit claims defamation related to Data Colada's work detailing evidence of fraud across four papers: <http://datacolada.org/109>

Personally, I think Data Colada does an incredible service to our field and to science more broadly. But even if you disagree with their analysis, this lawsuit sets a dangerous precedent, potentially chilling scientific debate.

Juliana Schroeder put it well on Twitter: "Scientists who rigorously & carefully criticize research *should* be subject to verification (& even counter-criticism) but *shouldn't* have to worry about paying \$100k+ out of pocket"

Simine Vazire has set up a GoFundMe for Data Colada's legal defense. I've donated, and I encourage you to donate as well: <https://gofund.me/58491686>

Tamar Kugler (tkugler at arizona.edu) writes:

We have extended the submission deadline for the Experimental Economics' Special Issue in memory of Amnon Rapoport <https://www.springer.com/journal/10683/updates/19027294> to November 30, 2023.

If you have not done so yet, please consider submitting a paper.

Guest Editors: David Budescu (Fordham University), Ido Erev (Israel Institute of Technology), Tamar Kugler (University of Arizona), Ramzi Suleiman (University of Haifa), Rami Zwick (University of California, Riverside)

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-September/009673.html>

Martin Fritze (martinpaul.fritze at zu.de) writes:

Announcement of the Center for Empirical Philosophy and Behavioral Insights (CEPBI)

Interested in exploring the philosophy-marketing-interface? Despite interest in many overlapping theoretical (e.g., cognition, emotion, ethics, identity, epistemology) and substantive (e.g., technology, resource inequality, interpersonal interactions) areas, experimental behavioral research in marketing has only rarely drawn on philosophical thought. We propose that this omission has, first, separated our field from a rich intellectual legacy one from which we may have a great deal to learn, and to which we may also have useful insights to offer. Second, we have not benefited from widespread application of the philosophical method, which demands critical examinations of focal constructs as well as deep interrogation of assumptions about science, knowledge and belief. This omission may have lent itself to work that is more superficial than we might hope, while also fostering some crises with which our field has been faced. We propose, however, that by integrating philosophical thought and method into our field, we may be able to offer some correctives toward these challenges. We also propose that

doing so may help us to identify open grounds for new and exciting possibilities for future work.

We invite interested researchers to join us for a discussion of the ways in which we might develop a vibrant community centered around the intersection of philosophy and marketing research (tentatively titled the Center for Empirical Philosophy and Behavioral Insights (CEPBI)). We are also interested in hearing about ongoing research that integrates philosophical thought and method, and learning what can be done to support those who may be interested in developing their knowledge in this area. Join us in shaping a dynamic space where insightful discussions, innovative ideas, and collaborative endeavors can flourish.

If interested, please complete the contact survey on our website: www.cepbi.org.

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-September/009680.html>

Jazmin Brown-Iannuzzi (jb3jd at virginia.edu) writes:

Call for Nominations: The International Social Cognition Network (ISCON) 2023 Early Career Award for Outstanding Contributions to the Study of Social Cognition

The International Social Cognition Network (ISCON) is seeking nominations for the 2023 Early Career Award for Outstanding Contributions to the Study of Social Cognition. The purpose of the award is to recognize and encourage a distinguished junior scientist who has made outstanding theoretical and empirical contributions to the understanding of social cognition.

The award will be made on the basis of originality, quality, and impact of scientific research in the study of social cognition. The award winner will be asked to present a distinguished address at the SPSP Social Cognition Preconference in February of 2024. (Please note that the winner will be notified in late December. Nominees are strongly encouraged to plan to register for SPSP (virtual or in-person) prior to the award notification.)

Eligibility: Nominees should have completed their Ph.D. no more than 6 years prior to nomination. This year's award is for achievement through 2023. Thus, nominees must have received their PhDs no earlier than 2017.

Social cognition is not a content area, but an approach to understanding social psychological phenomena. It is a level of analysis that aims at understanding social phenomena by investigating the mental processes that underlie them. The major concerns of the approach are the processes involved in the perception, judgment, and memory of social stimuli; the effects of cognitive, affective, and motivational factors on social information processing; and the behavioral and interpersonal consequences of mental processes. This level of analysis may be applied to any content area within social psychology, including research on intrapersonal, interpersonal, intragroup, and intergroup processes.

Nominations should include a cover letter addressing the nature and impact of the nominee's contribution to the study of social cognition, a copy of the nominee's CV, and no more than 3 papers selected for their relevance to the award. Nominating materials must be submitted electronically to Chadly Stern at chadly@illinois.edu with "ISCON Early Career Award" in the subject line. The deadline for nominations is December 1, 2023. Nominations arriving after the deadline cannot be considered.

The 2023 Early Career Award Committee consists of Chadly Stern (UIUC), Jazmin Brown-Iannuzzi (UVA), Lisa Libby (OSU), and Eric Hehman (McGill).

On behalf of the ISCON Executive Committee, Jackie Chen President, International Social Cognition Network

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-October/009703.html>

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

Dear colleagues, highlighting this Research Infrastructure initiative in the Social and Behavioral Sciences Program with aim to support projects that create computational tools and

data to facilitate basic research in the social and behavioral sciences that can lead to improved health, prosperity, and security. Details: <https://new.nsf.gov/funding/opportunities/research-infrastructure-social-behavioral-sciences>

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-October/009708.html>

David Budescu (budescu at fordham.edu) writes:

Congratulations to Sudeep Bhatia on receiving the FABBS Early Career Impact Award.

<https://fabbs.org/news/2023/10/computer-models-shed-light-on-human-decision-making/>

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-October/009709.html>

Eric M VanEpps (eric.m.vanepps at Vanderbilt.Edu) writes:

After the roaring success of last years event, SJDM is again organizing a mentor matching program at the 2023 annual conference in San Francisco! This program matches student and postdoc members with senior members, including faculty and industry professionals, from outside of their home departments to discuss professional development and research.

If you are interested in taking part in this program as a student/postdoc mentee or as a faculty or non-academia mentor, please complete this short survey: https://wustl.az1.qualtrics.com/jfe/form/SV_5gUY727Ci6wU0dw

Should you have any questions as you complete this form or about the program more generally, please feel free to reach out to one (or all) of the committee members below.

(Please note that lunch will not be provided this year. Meetings will take place in-person at the conference, and we will facilitate the sharing of contact information ahead of the

conference (i.e., in a couple of weeks) for mentors and mentees to schedule when and where to meet during the conference in San Francisco.)

SJDM Mentor Matching Committee: Ashley Angulo (aangulo at oregon.edu); Margaret Echelbarger (margaret.echelbarger at stonybrook.edu); Fausto Gonzalez (fausto at wustl.edu); Ania Jaroszewicz (aniaj at ucsd.edu); Eric VanEpps (eric.m.vanepps at vanderbilt.edu)

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-October/009716.html>

Barbara Ann Mellers (mellers at wharton.upenn.edu) writes:

Call for Papers Behavioral Insights for AI Policy and Regulation Behavioral Science & Policy invites researchers and scholars to submit research papers exploring the intricate relationship between Artificial Intelligence (AI) and behavioral science, with a particular focus on the implications for this rapidly evolving technology for public policy. This call aims to foster a better understanding of how AI is used and the cognitive, social, and systemic impacts it elicits, while also addressing the pressing need for effective regulation. Papers may take the form of proposals, essays, new empirical research, or reviews (see below)-but must be firmly grounded in rigorous empirical behavioral science and its application to practice. The integration of AI into various aspects of our lives has already led to transformative changes across industries, including healthcare, finance, transportation, and education. As AI systems become more prevalent and sophisticated, it is crucial to investigate how people interact with them and the consequences of these interactions for individuals, communities, and society as a whole. AI has the potential to assist in addressing complex social issues and governance through data-driven insights and the design and targeting of behavioral interventions. At the same time, the ethical and regulatory challenges surrounding AI deployment necessitate interdisciplinary research to ensure that the technology aligns with societal values, including fairness and the protection of individual rights. We invite researchers from diverse fields, including but not limited to behavioral economics, cognitive science, computer science, ethics,

law, management, psychology, public policy, and sociology to contribute original work that sheds light on the behavioral aspects of AI, and in particular, its deployment and regulation. Click here to learn more and to submit:

<https://behavioralpolicy.org/wp-content/uploads/2023/10/Call-for-Papers-1.pdf>

Co-editors: Sudeep Bhatia (Associate Professor of Psychology, University of Pennsylvania); Craig Fox (Professor of Management, University of California Los Angeles); Sharad Goel (Professor of Public Policy, Harvard University); James Landay (Professor of Computer Science, Stanford University); Barbara Mellers (Professor of Psychology and Professor of Marketing, University of Pennsylvania); Stefano Puntoni (Professor of Marketing, University of Pennsylvania); Kevin Werbach (Professor of Legal Studies and Business Ethics, University of Pennsylvania)

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-October/009726.html>

Jobs

The Department of Cognitive Sciences at the University of California, Irvine (UCI) invites applications for an assistant professor (tenure-track) position with an anticipated start date of July 1, 2024.

We are seeking scientists who study analogical, causal, explanatory, relational, and/or scientific reasoning in humans and/or artificial agents. There is particular interest in those with empirical research programs that use innovative approaches in experimental design, computational neuroscience, and/or computational models. The successful candidate will establish a research program, and contribute to teaching, mentoring, and to inclusive excellence. They will interact with a dynamic and growing community in cognitive, computational, and neural sciences within the department and the broader campus. To learn more about the Department of Cognitive Sciences and the University of California, Irvine community, please visit: <https://www.cogsci.uci.edu/>.

Applicants should submit a cover letter, curriculum vitae, research, teaching, and inclusive excellence activities statements, three recent or relevant publications, and the names and contact information for three references. The application requirements along with the online application can be found at: <https://recruit.ap.uci.edu/JPF08650>. For full consideration, applications should be completed by November 15, 2023. While priority will be given to applications received by this date, applications will still be accepted until the position is filled.

The University of California, Irvine is an Equal Opportunity/Affirmative Action Employer advancing inclusive excellence. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national

origin, disability, age, protected veteran status, or other protected categories covered by the UC nondiscrimination policy.

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-September/009686.html>

Princeton is looking for one or more Postdoctoral Research Associates in the area of Resilience, Adaptation and Systemic Risk. More details about the position and how to apply for it can be found at this link:

<https://www.princeton.edu/acad-positions/position/31904>

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-September/009687.html>

Professor Krishna Savani at the Department of Management and Marketing, The Hong Kong Polytechnic University, is recruiting a Postdoctoral Fellow whose research interests overlap with those of the PI. Relevant topics include culture, choice, agency, mindsets, decision making, diversity, and inequality. The lab primarily uses experimental methods and has a program of research on using machine learning as a tool for hypothesis generation. The lab is well funded and consists of PhD students, research assistants, and another postdoc.

This fellowship will be a two-year position beginning between January and June 2024. Applicants should have experience conducting experimental behavioral science research and must have completed a PhD in a relevant discipline (e.g., JDM, social psychology, micro OB) prior to beginning the fellowship.

To Apply: Please email the following documents to nbsexperiment at gmail.commailto:nbsexperiment at gmail.com: (1) your CV, (2) one or two first-authored manuscripts, and (3) a cover letter describing how your background, experience, and interests fit with this position. Please include Postdoc application in the subject line.

Applications will be considered on a rolling basis until filled.

Living in Hong Kong: Hong Kong is still one of the worlds major international cities - diverse, bustling, and cosmopolitan. There are tons of outdoor activities - nearly 40% of the land devoted to nature parks, and there are dozens of beaches and islands. Hiking is the favorite national pastime. Hong Kong is also big on art, music, and theater. Although housing is tight, it's no different from other major metropolitan areas, such as New York City and London. The overall cost of living is 30% cheaper than in New York, and there are many fun travel opportunities nearby (e.g., in South East Asia and the China mainland). The total tax rate is capped at 15%. The Hong Kong dollar is pegged to the US dollar.

For more infomation, see:

<https://sjdm.org/pipermail/jdm-society/2023-September/009693.html>

Fordham University, Department of Psychology: Anne Anastasi Professor of Psychometrics and Quantitative Psychology (Endowed Chair) to begin August 2024

The Psychology Department at Fordham University invites applications from highly qualified candidates for the Anne Anastasi Professor of Psychometrics and Quantitative Psychology Endowed Chair. Applicants will have a distinguished record of teaching and research in the area of quantitative research methods and their application to psychometrics and psychology. Competitive candidates will have a nationally recognized research program; involvement in externally funded research; capability of excellent undergraduate and graduate teaching; a track record of mentoring master and doctoral students; and potential for contributions to the other doctoral and masters programs in the Department. Applicants will be expected to qualify for an appointment as a tenured full professor. Experience as a senior level leader in testing or assessment enterprises would be an asset, and experience in the design and implementation of educational programs for practitioners in the public or private sectors is desirable.

The recipient of the appointment will play a key role in the leadership and development of the Departments Psychometrics and Quantitative Psychology doctoral program [\[Link\]](#), such

as organizing the annual Anastasi lecture [\[Link\]](#).

The Department offers doctoral programs in Psychometrics and Quantitative Psychology, Applied Developmental Psychology, Clinical Psychology (APA accredited), along with Masters degrees in Applied Psychological Methods and Clinical Research Methods. The Department is located on the two campuses of Fordham University, with the graduate programs located at our Rose Hill campus in the Bronx and undergraduate programs at both the Rose Hill and Lincoln Center (Manhattan) campuses. The primary location for this position will be the Rose Hill campus. Faculty members engage in diverse research activities, partner with interdisciplinary units directed by psychology faculty such as the Center for Ethics and Ethics Education, and collaborate with researchers and practitioners throughout the NYC area.

Please submit the following: (i) a cover letter addressing how your interests and qualifications align with the position and how you address diversity, equity, and inclusion in your work, (ii) a vita, (iii) representative publications, and (iv) names, titles, and contact information for three professional references (Letters of recommendation will be requested at a later date as determined by the search committee.). Application materials should be submitted through <http://apply.interfolio.com/133302>. Expected base salary for this position ranges from \$170,000-\$200,000.

Review of applications will begin December 1, 2023. Inquiries should be directed to our department Administrator, Maria Barbieri (barbieri@fordham.edu) or the Search Committee Chair, Dr. Barry Rosenfeld (rosenfeld@fordham.edu).

The department has a strong commitment to achieving diversity among faculty and staff.

Fordham is an independent, Catholic University in the Jesuit tradition committed to excellence through diversity. Fordham is an equal opportunity employer, and we especially encourage women, people of color, veterans, and people with disabilities to apply.

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-October/009707.html>

The Department of Psychology at the University of Chicago is continuing to build a new Social Psychology program. The Department invites applications for a Provosts Postdoctoral Fellow who is interested in working collaboratively as we develop such a program at the University of Chicago. The Provosts Postdoctoral Fellows Program reflects the University of Chicagos commitment to increasing the diversity of its faculty. This fellowship provides up to two years of funding for junior scholars whose accomplishments make them exceptionally competitive for faculty positions. Provosts Postdoctoral Fellows will be appointed as Instructors on the tenure track for up to two years with the intent that they will be promoted to Assistant Professor at the end of the fellowship period.

The new social psychology program will benefit from synergies with members of the Department of Psychology, researchers at the Center for Decision Research at the Booth School of Business, as well as the Committee on Education. Applicants must be social psychologists who are interested in participating in a world-class program that welcomes and supports a diverse community of scholars and students. The Department of Psychology and the Division of Social Sciences are committed to the creation and the support of such a program.

Candidates should apply online at the University of Chicagos Interfolio website at <http://apply.interfolio.com/133444>

Applications must include 1) a cover letter with contact information for at least three references; 2) a current curriculum vitae; 3) a research statement; 4) a teaching statement and 5) three representative publications. Candidates interested in applying to our other open search, please see <http://apply.interfolio.com/132645>

for description and application instructions. Ph.D. must be in hand by start of appointment.

Review of applications will begin on November 27, 2023 and will continue until the position is filled or the search is closed. Appointment may begin as early as July 1, 2024.

Successful candidates will be appointed at the rank of Assistant Professor. Successful candidates at an early career stage may be offered the option of accepting an initial two-year appointment as Provosts Postdoctoral Fellow, a tenure-track faculty position at the rank of Instructor. This initial period is intended to serve in lieu of a traditional postdoctoral appointment and is designed to support early-career scholars as they prepare for a review

for promotion to Assistant Professor at the end of their two-year term. Candidates who are offered the option of appointment as Postdoctoral Fellow and accept will teach a reduced course load and join a cohort of Fellows to participate in programming designed to support their entry into the professorial ranks.

All University departments and institutes are charged with building a faculty from a diversity of backgrounds and with diverse viewpoints; with cultivating an inclusive community that values freedom of expression; and with welcoming and supporting all their members.

We seek a diverse pool of applicants who wish to join an academic community that places the highest value on rigorous inquiry and encourages diverse perspectives, experiences, groups of individuals, and ideas to inform and stimulate intellectual challenge, engagement, and exchange. The University's Statements on Diversity are at <https://provost.uchicago.edu/statements-diversity>.

The University of Chicago is an Affirmative Action/Equal Opportunity/Disabled/Veterans Employer and does not discriminate on the basis of race, color, religion, sex, sexual orientation, gender identity, national or ethnic origin, age, status as an individual with a disability, protected veteran status, genetic information, or other protected classes under the law. For additional information please see the University's Notice of Nondiscrimination https://www.uchicago.edu/about/non_discrimination_statement/.

Job seekers in need of a reasonable accommodation to complete the application process should call 773-834-3988 or email equalopportunity@uchicago.edu

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-October/009710.html>

University of Michigan Center for Bioethics and Social Sciences in Medicine (CBSSM) Postdoctoral Research Fellowship Openings

The Center for Bioethics and Social Sciences in Medicine (CBSSM) at the University of Michigan, which is led by interim Co-Directors Dr. Brian Zikmund-Fisher and Prof. Kayte

Spector-Bagdady, is accepting applications for postdoctoral research fellows in the areas of (a) Bioethics, and (b) Decision Sciences.

The mission of the CBSSM is to improve the practice of medicine by supporting a vibrant interdisciplinary community that provides clinical ethics, research ethics, and ethics education services and generates leading empirical bioethics, decision science, and health communications research.

CBSSM postdoctoral fellows collaborate on established projects and are encouraged to conduct independent research with an emphasis on study inception, manuscript writing, and applying for grants. CBSSM's resources and collaborative support provide fellows with mentorship, expose them to multiple methodological approaches to research in decision making and bioethics, and enable fellows to build their own research programs. Postdoctoral fellows contribute to the scholarly mission and intellectual life at the Center by regularly attending Center research seminars and working groups and by participating in a rotation on our ethics consultation service. Dr. Zikmund-Fisher leads the CBSSM Postdoctoral Research Fellowship program.

The CBSSM postdoctoral research fellowships in either Bioethics or Decision Sciences are annual appointments that will start in late summer or early fall of 2024 and may be renewed for one additional year contingent upon satisfactory performance and the availability of funding. Salary is competitive and commensurate with experience and education.

Bioethics Postdoctoral Research Fellow. This fellowship focuses on research and clinical ethics as well as empirical research methods. Candidates' area of focus must be in bioethics, although their backgrounds may be in social or natural sciences, humanities, medicine, or law. Active projects in bioethics at CBSSM currently include the ethical, legal, and social implications of genomic medicine, human subjects research ethics, empirical research with relevance to clinical ethics, reproductive rights, deliberative democratic methods in bioethics, resource allocation, and ethical issues associated with learning health systems, among others.

Decision Sciences Postdoctoral Research Fellow. This fellowship focuses on understanding and improving the health care communication and decisions made by both patients and providers. Past postdoctoral fellows have included scholars whose research in health care

communication and decision making has been grounded in theories and methodologies drawn from social cognition, motivation and emotion, decision psychology, risk communication, human factors, ethics, and economics.

Application Details. Evaluation of CBSSM fellowship candidates will begin on December 11, 2023 and will be evaluated on a rolling basis through January 10, 2024.

All requirements of the PhD or equivalent terminal degree must be completed before a post-doctoral research fellow appointment can begin. Candidates are required to submit a cover letter, including a detailed statement of research interests, a CV, and a writing sample. The letter of research interests should identify potential future research topics (although fellows are encouraged to evolve their interests during the fellowship) and should emphasize, in concrete terms, the applicants potential fit to CBSSMs areas of expertise and how the fellowship fits into their overall career goals. Semi-finalists will be asked to submit three letters of recommendation, so references should be alerted that letters may be requested in January 2024. For questions, please contact CBSSM-mgr at umich.edu. All application materials (including recommendation letters) should be submitted electronically through our online application at <https://form.jotform.com/232754927811159>.

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-October/009711.html>

The Department of Psychology at Harvard University welcomes applications from new or recent PhDs for the Harvard College Fellows Program <https://facultyresources.fas.harvard.edu/college-fellows-program>. College Fellows are teaching-focused postdoctoral positions that consist of approximately 75% teaching, amounting to three undergraduate courses per year, and 25% research, with mentorship from a faculty member in the Psychology Department. We are eager to review applications from new or recent PhDs in any area of empirically-based psychology who have a strong interest in teaching.

College Fellows will join the Psychology Department's community of scholars who are committed to excellence in undergraduate education and inclusive teaching. College Fellows

receive intensive pedagogical and course development mentorship through the Department and Harvards Derek Bok Center for Teaching and Learning. Past College Fellows have developed courses that take full advantage of the resources Harvard affords, offering courses through the Mindich Program in Engaged Scholarship, designing projects through which students apply academic knowledge beyond the classroom, securing innovation funds to explore and expand the boundaries of students learning experiences, and publishing scholarship in pedagogy journals.

We anticipate several College Fellow openings for the 2024-25 academic year (expected start date of July 1, 2024). *Review of applications will begin immediately and continue on a rolling basis until positions are filled.* For more information and application instructions please visit: <https://facultyresources.fas.harvard.edu/social-sciences>

Please feel welcome to share widely, and to contact Associate Director of Undergraduate Studies Katie Powers (kpowers at fas.harvard.edu) with any questions.

The Program in Cognitive Science at Yale University invites applications for two faculty appointments, one of which will be made within the tenured ranks and one of which can be made at any rank, to start on or after July 1, 2024.

We seek outstanding researchers in any area and encourage applications from candidates with interdisciplinary research programs that involve multiple areas of cognitive science (including, but not limited to, Computer Science, Linguistics, Neuroscience, Philosophy, and Psychology). Priority will be given to scholars who will contribute effectively to both the undergraduate and graduate teaching and mentoring programs of the University. The appointed scholar will teach introductory and advanced courses at the undergraduate and graduate levels in Cognitive Science and will also advise student research across multiple departments.

Review of applications will begin on November 6, and applications should arrive by that date for maximal consideration. However, late applications will be accepted until the position is filled. Please reach out to Dr. Laurie Paul (la.paul at yale.edu), Chair of the Search

Committee for this position for questions about the position, or Mrs. Lindsey W. Fuller (lindsey.fuller at yale.edu), Academic Appointment Specialist for the Department of Psychology, with questions regarding the application process.

For more information and to apply, please go to <http://apply.interfolio.com/133788>

Yale University is an Affirmative Action/Equal Opportunity employer. Yale values diversity among its students, staff, and faculty and strongly welcomes applications from women, persons with disabilities, protected veterans, and underrepresented minorities.

Georgia State University Two Assistant/Associate Professor Positions in Psychology

The Psychology Department at Georgia State University invites applications for two tenure-track faculty members, one in Cognitive Sciences (at the level of assistant) and one in Cognitive and Affective Neuroscience (at the level of assistant or associate), to join a vibrant and interdisciplinary department. We seek creative and engaging scholars who will contribute to building department strengths in the aforementioned areas, mentors who have a commitment to trainees, and colleagues who value collaborations across programs and departments within the university and beyond. A successful candidate will have a PhD in psychology or a related field and a research program that enhances our department's collaborative environment.

Preferences: In the Cognitive Sciences area, we seek an assistant professor with a program of research that complements or extends our existing areas of focus in comparative psychology, cognitive psychology, and/or language and cognition. Preference will be given to scholars who conduct research that would support one of our existing areas of focus, such as non-invasive behavioral and cognitive primate research, comparative non-human primate and human cognition and behavior, human cognition, or language and cognition. While the particular topic area is not constrained, the successful candidate will likely engage with scholars at our existing centers, such as the Language Research Center primate research center, or initiatives, such as Brains & Behavior and Language & Literacy.

In the Cognitive and Affective Neuroscience area, we seek an assistant or associate professor with a program of research that complements our existing strength in neuroscience. Prefer-

ence will be given to scholars who conduct research integrating cognitive and affective behavior with different brain-focused methods and data in their research such as neuroimaging, genomics, or cutting-edge computational techniques (e.g., machine learning/prediction), or neurostimulation techniques (e.g., transcranial magnetic stimulation (TMS) or transcranial direct current stimulation (tDCS)). The particular topic or application of cognitive neuroscience techniques is not constrained; there are strong synergies possible with existing programs in cognitive models, linguistic processing, aging effects, racial trauma, neurodevelopment, neurodegeneration, neurogenetics or neuroinflammation, decision making, neuroethics, psychopathology, or others.

Department of Psychology: Bolstered by a strong external funding record, high impact faculty publications, a diverse and large undergraduate group of majors, and a nationally competitive doctoral program, the Department of Psychology seeks to advance both basic knowledge and applied scholarship using innovative and diverse forms of inquiry to address the most challenging issues of the 21st century. External funding in the Department of Psychology exceeds \$4 million (direct and indirect) annually. The Department of Psychology currently has 41 faculty members and over 100 graduate students across five doctoral programs, including Clinical, Cognitive Sciences (CGS), Community, Developmental, and Neuropsychology and Cognitive Neuroscience (NCN).

About Georgia State University: Georgia State University is an enterprising public R1 university located in downtown Atlanta, one of the largest and most racially/ethnically diverse cities in the Southeastern U.S. with access to a metropolitan population of over 6 million. A national leader in using innovation to drive student success and research growth and enrolling and graduating one of the most diverse student bodies in the nation, GSU provides its world class faculty and more than 50,000 students unsurpassed research, teaching, and learning opportunities. GSU's dedication to student success has drawn national accolades. The 2022 U.S. News and World Reports rankings placed GSU as the #2 public university for undergraduate teaching, the #2 most innovative university, and #11 in the nation for social mobility. GSU is the #1 public or nonprofit university to confer undergraduate and graduate degrees to African Americans in the U.S. In addition, GSU received the Insight

Into Diversity's 2021 Higher Education Excellence in Diversity (HEED) Award. The university houses a number of interdisciplinary initiatives and centers, including the Georgia State/Georgia Tech Center for Advanced Brain Imaging (CABI), the Translational Research in Neuroimaging and Data Science (TReNDS) Center, the Language Research Center, the Center for Research in Atypical Development and Learning, the Center for Behavioral Neuroscience, the Center for Research on Interpersonal Violence, and University initiatives in Language & Literacy and Brains & Behavior. Georgia State University researchers receive over \$142 million from external funding agencies annually.

Application Procedure: Interested individuals should submit: (a) a research statement that describes the candidate's current program of research and likely future research if they were to join GSU, (b) an instruction statement that describes the candidate's teaching/mentoring philosophy and experience, (c) a curriculum vita, (d) up to three representative publications, (e) which (or both) open positions the candidate is applying for.

Additionally, applicants should arrange to have three professional references. Submit letters of support directly to psysearch at gsu.edu. The letters should highlight the candidate's expertise and training.

A Ph.D. or equivalent training is required at the time of appointment. Applicants must be competent to supervise graduate students. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran.

Submit application materials electronically to psysearch at gsu.edu. Review of applications will begin November 1, 2023 and will continue until the position is filled. Anticipated start date in August 2024. An offer of employment will be conditional on background verification.

The Psychology Department at Columbia University invites applications for two faculty positions at the rank of Lecturer in Discipline, to start either January 1, 2024 or July 1, 2024.

- 1) One position is a full-time, non-tenure-track, renewable appointment with multi-year renewal contingent on successful reviews.
- 2) The other is a full-time, non-tenure-track, three-year term position (one year with the possibility of renewal for up to three years total).

We welcome applications from candidates with expertise in any subfield within psychology and neuroscience. Required are: PhD in Psychology, Neuroscience, Cognitive Science, or a related field by the date of appointment and a commitment to high-quality teaching at the undergraduate level.

Applicants should submit a cover letter, CV, statement of teaching philosophy, evidence of teaching effectiveness (e.g., teaching evaluations), at least one sample course syllabus, and the names of 3 references who will be asked to upload letters of recommendation.

More detail on the positions, along with the online application, can be found at: 1) <https://apply.interfolio.com/133657> (renewable Lecturer position) 2) <https://apply.interfolio.com/134596> (3-year term Lecturer position)

Candidates may apply to either one or both of these positions. For full consideration, applications should be submitted by November 17, 2023. While priority will be given to applications received by this date, applications will still be accepted until each position is filled.

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-October/009725.html>

Brown University invites applications for one tenure-track assistant professor position, to begin July 1, 2024, for scholars in the area of entrepreneurship, broadly conceived. The successful candidate will be appointed on the tenure track in one of the following departments: Cognitive, Linguistic, and Psychological Sciences; Education; Political Science; Sociology. They will teach and advise in both that department and the Nelson Center for Entrepreneurship, which offers an undergraduate certificate in entrepreneurship. We particularly seek

candidates whose scholarship contributes to areas of strength in the appointing department, and who will contribute to graduate education in their department.

Qualifications: Ph.D. or equivalent is required by time of appointment.

Application Instructions: Applicants should submit a cover letter, CV, article-length writing sample, research statement, teaching statement, and diversity statement. They should have confidential letters of reference submitted by three referees familiar with the candidates work. Review of applications will begin on November 1 and continue until the position is filled.

Application Process: <https://apply.interfolio.com/133583>

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-October/009727.html>

The Investor Behavior Research Team at Vanguard is seeking a Behavioral Scientist to conduct research and experiments to deepen our understanding of how investors think, feel, and behave. Your work will generate thought leadership with applications to media, public policy, and the academic research community. You'll have the opportunity to work with senior business partners to inform Vanguard products and services as well as collaborate on surveys and experiments to understand how and why investors think and behave as they do. In this role you will leverage one of the largest investor datasets in the world, including rich administrative data on millions of self-directed retail investors, advised clients, and retirement plan participants.

The Investment Strategy Group (ISG) is a global team that serves as Vanguard's in-house think tank, with subject matter experts based in North America, Europe, and the Asia-Pacific region. The team produces industry-leading research to help shape perspectives, plays a central role in developing Vanguard's investment and advice methodology, and informs decisions about our investment offerings and strategies. As the Investor Behavior Team within ISG, we aim to discover, share, and apply breakthrough insights about investor behavior to drive better decisions and outcomes for all investors.

Vanguard has incredible people and an inspiring mission: To take a stand for all investors, to treat them fairly, and to give them the best chance for investment success. If you are interested in making a positive impact on the long-term financial security of households across the globe and have a passion for data, research, and working in teams, this is a great opportunity for you.

For more information about this opportunity, please visit our site: [\[LINK\]](#)

The Institute for Climate Risk and Response and the School of Psychology at UNSW Sydney, Australia is seeking applicants for a tenure-track Assistant Professor (Lecturer/Snr. Lecturer) position in Behavioural Science. The successful applicant will join a growing interdisciplinary team of experts in climate science, behavioural science, business, economics, and law creating world leading research and education opportunities in the area of climate risk and response.

Further details about the position and how to apply can be found here: [\[LINK\]](#)

The closing date for applications is November 23rd, 2023

Informal enquiries can be made to Professor Ben Newell: ben.newell@unsw.edu.au

Syracuse University seeks an accomplished and visionary leader to serve as Chair of the Department of Psychology in the College of Arts and Sciences. The Department of Psychology comprises 24 full-time tenured or tenure-track faculty, 7 teaching faculty, and 6 full-time staff members. Our faculty are distinguished researchers, educators, and scientist-practitioners who approach our research, teaching, and service from our shared values focused on equity and justice and the use of rigorous methodological approaches. The new department chair will play a pivotal role in formulating departmental strategic plans.

The Department of Psychology comprises an interdisciplinary faculty with expertise in broad areas of psychology, including clinical psychology, cognitive psychology, school psychology, and social psychology. Our impactful research has been supported by the National Science

Foundation, the National Institutes of Health, the Institute of Educational Sciences, and various other foundation and industry collaborators. Many of our faculty also play active roles in the Neuroscience Program, Aging Studies Institute, Burton Blatt Institute on Disability, and the Institute for Veterans and Military Families across campus. The successful candidate will possess the qualities necessary to excel as a leader in this complex, interdisciplinary environment by fostering collaborations across diverse research types, demonstrating a comprehensive understanding of relevant funding streams, and supporting the unique needs of diverse research programs.

The Department of Psychology houses the largest undergraduate programs in the College of Arts and Sciences, with approximately 1,000 psychology majors. We also train over 60 graduate students across our four doctoral programs: APA-accredited Ph.D. programs in Clinical and School Psychology and Ph.D. programs in Social and Cognitive psychology. Students benefit from dedicated faculty, an engaging curriculum, hands-on mentoring, and an in-house psychological services center for clinical training. The Department has a long history of educational excellence, with many faculty members recognized for outstanding teaching and mentoring and with numerous graduates going on to have successful academic careers. The successful candidate will be prepared to work with the undergraduate program director and four graduate program directors to ensure effective program development and resource allocation, maintain accreditation standards, and inspire innovation in teaching, mentoring, and graduate training to match the changing landscape of higher education.

The successful candidate will work with the leadership team (e.g., associate chairs, undergraduate and graduate program directors, director of the Psychological Services Center) to broaden and strengthen the Department in alignment with the University's strategic plan. The successful Chair should have a clear, strategic vision for further advancing the research and educational programs in the Department, particularly within the context of the University's R1 status. In addition, the successful candidate should have demonstrated leadership experience in an academic setting (such as academic administration, program or center/institution direction) with a track record of successfully fostering collaborative relationships across diverse disciplines and research types. The successful candidate will be

expected to foster faculty research, cultivate a positive, inclusive, and collaborative environment within the Department for faculty, staff, and students, and represent the Department to the broader institution and community.

For priority consideration, apply by December 1 <https://www.sujobopps.com/postings/101686>

Conferences

This is a friendly reminder about our upcoming conference in San Francisco, November 17-20. All of the details regarding the hotel block, registration, and conference program can be found on the SJDM homepage at <https://www.sjdm.org>

- 1) Our hotel block at the Hilton San Francisco Union Square (available via Psychonomics) expires on October 23, or once rooms run out. Make sure to book a room while you can!
- 2) While you're at it, take a moment to register today for the conference! The registration deadline is November 5th. After November 5th, only late registration (with an increased fee) will be available.
- 3) The preliminary conference program has been updated, including poster allocations to sessions and some additional event details. More to come!

Looking forward to seeing you in San Francisco! 2023 SJDM Program Committee (Stephen Spiller, Jennifer Trueblood, Silvia Saccardo)

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-October/009721.html>

The Brunswik Society will hold a virtual international meeting again this year. We encourage attendance from scholars at every stage of their career, from student to emeritus. For more information see <https://brunswiksociety.org>

Date: December Thursday 7th 2023

Starting Time: Noon US Eastern Time (17.00 GMT, 18.00 CET)

Location: Zoom

Anticipated Format: Approx. 180min session on one day (short presentations, Q&A, and group discussion). We also hope to plan a social hour which would start 15mins after the end of the meeting on the 7th.

Participation: If wish to attend and listen and/or contribute to the open discussions then please register your name, affiliation and email address with Esther Kaufmann by Monday 4th December 2023 in order to receive the Zoom meeting link (e-mail:esther.kaufmann at gmx.ch). This scholarly event is free!

Please forward to students/early career researchers in your department.If you have any questions please contact one of the meeting organizers: Mandeep Dhani (m.dhani at mdx.ac.uk), Gijs Holleman (g.a.holleman at uu.nl), Esther Kaufmann (esther.kaufmann at gmx.ch)Karolin Salmen (karolinsalmen at gmail.com)

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2023-September/009688.html>

We are pleased to invite you to the Workshop in Management Science hosted by the University of Chile and the Institute of Complex Engineering Systems.

The workshop will take place on December 20-22, 2023, in San Pedro de Atacama, Chile. The dates correspond to the beginning of the Summer season in the Southern Hemisphere. San Pedro de Atacama is a small town in northern Chile that is known for its beautiful landscapes, archaeological sites, and vibrant culture.

The conference will be held at the Hotel Cumbres (<https://www.cumbressanpedro.com/>). A limited number of rooms have been reserved at the hotel.

The purpose of the workshop is to bring together academics from different disciplines of Management Science, including operations management, marketing, and judgment & decision making, discussing multi-disciplinary research at a one-of-a-kind destination.

Confirmed keynote speakers: Gerard Cachon (University of Pennsylvania, Wharton); Ozge Sahin (Johns Hopkins University, Carey Business School); Kirthi Kalyanam (Santa Clara University, Leavey School of Business)

More information about the conference can be found at <https://msworkshop.cl/>

More information about San Pedro can be found [\[here\]](#).

We look forward to seeing you in Chile!

Online Resources

Resource	Link
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	SJDM 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

Program

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Society for Judgment and Decision Making Annual Conference 2023



**Hilton San Francisco Union Square
San Francisco, California, USA
November 17-20, 2023**

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2023 Program Committee: Stephen Spiller (Chair), Jennifer Trueblood, and Silvia Saccardo

THANKS TO: Kate Wessels (Conference Coordinator), Dave Hardisty (Webmaster), Abigail Sussman (President), Jane Risen (D&I Chair), Erika Kirgios, Alice Moon, Avni Shah (Underrepresented Scholars Committee), Ioannis Evangelidis (Student Poster Award), Alex Imas (Einhorn Award Chair),

THANKS TO: SJDM Ad hoc reviewers: On Amir, Peter Ayton, Alix Barasch, Dan Bartels, Jonathan Berman, Sudeep Bhatia, Amit Bhattacharjee, Rahul Bhui, Brad Bitterly, Hayley Blunden, Melanie Brucks, Katherine Burson, Edward Chang, Stephanie Chen, Helen Colby, Cynthia Cryder, Hengchen Dai, Junyi Dai, Jason Dana, David Daniels, Shai Davidai, Bart De Langhe, Michael DeKay, Berkeley Dietvorst, Charles Dorison, Julie Downs, Ioannis Evangelidis, Barbara Fasolo, Daniel Feiler, Susann Fiedler, Geoff Fisher, Celia Gaertig, Rachel Gershon, Ayelet Gneezy, Dan Goldstein, Kareem Haggag, David Hagmann, Crystal Hall, Yaniv Hanoach, Joyce He, Hal Hershfield, Stefan Herzog, Samuel Hirshman, Janina Hoffmann, Kevin Jarbo, Martha Jeong, Leslie John, Minah Jung, Polly Kang, Natalia Karellaia, Uma Karmarkar, Erika Kirgios, Ian Krajbich, Ariella Kristal, Amit Kumar, Daniella Kupor, Eleanor Kyung, Richard Larrick, Robyn LeBoeuf, Jennifer Lerner, David Levari, Emma Levine, Ye Li, Alicea Lieberman, Jingyi Lu, Shenghua Luan, Johannes Müller-Trede, Cade Massey, John McCoy, Craig McKenzie, Katherine Milkman, Robert A. Mislavsky, Daniel Mochon, Alice Moon, Leif Nelson, Ben Newell, Nathan Novemsky, Ed O'Brien, Christopher Olivola, Daniel Oppenheimer, Thorsten Pachur, Asa Palley, Hannah Perfecto, Stephanie Permut, Jonathan Pettibone, Tim Pleskac, Ori Plonsky, Crystal Reeck, Taly Reich, Elena Reutskaja, Jane Risen, David Rothschild, Juliana Schroeder, Daniel Schwartz, Irene Scopelliti, Sydney Scott, Ovul Sezer, Franklin Shaddy, Anuj Shah, Avni Shah, Marissa Sharif, Luxi Shen, Stephanie Smith, Jack Soll, Mikhail Spektor, David Tannenbaum, Elizabeth Tenney, Neil Thakral, Claire Tsai, Stephanie Tully, Oleg Urminsky, Eric VanEpps, Evan Weingarten, Keith Wilcox, Elanor Williams, Paul Windschitl, Kaitlin Woolley, Adelle Yang, Yang Yang, Ting Zhang, Julian Zlatev

Updated 11/4/23

**2023 SJDM Conference Master Schedule
Hilton San Francisco, Union Square
November 17-20, 2023**

Hilton Union Square: 333 O'Farrell Street, San Francisco, California, USA 94102

FRIDAY, NOVEMBER 17th

-
- 3:30-6:30 pm **Registration** (*Golden Gate 1, Lobby Level*)
 NOTE: Welcome Reception Starts at 5:00 pm)
- 3:45-5:00 pm **Underrepresented Scholars in SJDM Networking Event** (*Vista Room, 45th Floor*)
 *All SJDM Members Encouraged to Attend. Please check in at 3:45;
 programming begins at 4pm sharp*
- 5:00-7:00 pm **Welcome Reception** (*Golden Gate Foyer, Lobby Level*)
 All SJDM Members Welcome to Attend
- 6:00-7:15 pm **John Payne Tribute** (*Golden Gate 6&7, Lobby Level*)
 All SJDM Members Welcome to Attend
- 7:00-9:00 pm Executive Board Dinner (*Invite only*)

SATURDAY, NOVEMBER 18th

-
- 8:00-9:15 am **Registration** (*Golden Gate 1, Lobby Level*)
- 8:30-9:30 am **Paper Session #1** (*Golden Gate 2&3, GGate 4&5, GGate 6&7; Lobby Level*)
- 9:45-10:45 am **Paper Session #2** (*Golden Gate 2&3, GGate 4&5, GGate 6&7; Lobby Level*)
- 11:00-12:00 am **Paper Session #3** (*Golden Gate 2&3, GGate 4&5, GGate 6&7; Lobby Level*)
- 12:00-1:00 pm Lunch Break (on your own)
- 1:15-2:15 pm **Paper Session #4** (*Golden Gate 2&3, GGate 4&5, GGate 6&7; Lobby Level*)
- 2:30-3:30 pm **Paper Session #5** (*Golden Gate 2&3, GGate 4&5, GGate 6&7; Lobby Level*)
- 3:45-4:45 pm **Keynote Address: Tania Lombrozo** (*Continental Ballroom 5&6; Ballroom Level*)
- 5:00-6:00 pm **Paper Session #6** (*Golden Gate 2&3, GGate 4&5, GGate 6&7; Lobby Level*)
- 6:00-8:00 pm **Graduate Student Social Event** (*East Lounge; Grand Ballroom Level*)

SUNDAY, NOVEMBER 19th

-
- 8:00-9:45 am **Poster Session #1** (*Grand Ballroom, Grand Ballroom Level*)
- 10:00-11:00 am **Paper Session #7** (*Golden Gate 2&3, GGate 4&5, GGate 6&7; Lobby Level*)
- 11:15-12:15 pm **Presidential Address: Abigail Sussman** (*Continental Ballroom 5&6; Ballroom Level*)
- 12:15-1:15 pm Lunch Break (on your own)
- 1:30-2:30 pm **Paper Session #8** (*Golden Gate 2&3, GGate 4&5, GGate 6&7; Lobby Level*)
- 2:45-3:45 pm **Paper Session #9** (*Golden Gate 2&3, GGate 4&5, GGate 6&7; Lobby Level*)
- 4:00-4:30 pm **Einhorn Award Address** (*Continental Ballroom 5&6; Ballroom Level*)
- 4:45-6:30 pm **Poster Session #2** (*Grand Ballroom, Grand Ballroom Level*)

MONDAY, NOVEMBER 20th

-
- 8:00-9:30 am **Business Meeting w/ Complimentary Breakfast** (*GGate 6-8*)
 All SJDM Members Welcome to Attend

SATURDAY, NOVEMBER 18, 2023

Rooms - Hilton - Golden Gate 2 & 3, Golden Gate 4 & 5, Golden Gate 6 & 7

	Track I Golden Gate 2 & 3	Track II Golden Gate 4 & 5	Track III Golden Gate 6 & 7
Session #1	Algorithms	Misinformation	Prosocial
8:30 AM	Logg - A Simple Explanation Reconciles Algorithm Aversion vs. Appreciation: Hypotheticals vs. Real Judgments	Lin - Shifting attention to accuracy reduces misinformation sharing: Evidence from computational modeling and online field experiments	Segal - I'm Not Too Generous: Examining the Desirability of Prosocial Traits in the Self
8:50 AM	Balakrishnan - Improving Human-Algorithm Collaboration: Causes and Mitigation of Over- and Under-Adherence	Pennycook - Overconfidently conspiratorial: Conspiracy believers are dispositionally overconfident and massively overestimate how much others agree with them	Brody - From Warm Glow to Cold Chill: The Effect of Choice Framing on Donations
9:10 AM	Chang - Quantification fixation	Orchinik - Habits of truth: Base rates of veracity flexibly affect belief in true and false news	Slater - Between self-interest and social preferences: A neuromodulation approach to establish the role of cognitive-control
Session #2	Probability	Conversation and engagement	(In)sensitivity
9:45 AM	Fox - The Role of Attention in Probability Weighting	Yeomans - Conversational receptiveness transmits between parties and bridges ideological conflict	Amir - Inaction Neglect
10:05 AM	Thoma - A Longitudinal Investigation of Probability Learning Across Childhood	Wang - The Illusion of Effective Discussion in Group Judgment and in Advice Taking	Hong - Reducing Hedonic Adaptation By Assessing Hedonic Reactions Less Frequently
10:25 AM	Neto - Low probability, low credibility	Kirgios - Does Q&A Boost Engagement? Health Messaging Experiments in the US and Ghana	Voichek - Positive Contrast Scope-Insensitivity
Session #3	Taking advice	Gender gaps	Numeracy and numbers
11:00 AM	Kommel - Advice Utilization under Time Pressure	Hirshman - Does Increasing the Riskiness of Choices Widen Gender Gaps?	Eber - Numeracy and stated preference valuation
11:20 AM	Gallus - Note From Self: The effects of intra-personal advice on educational outcomes at scale	Chang - The Impact of Highlighting Gender Identity and Self-Promotional Language in Help-Seeking Requests	Meyer - The CRT is not 'just' Math: An adversarial collaboration
11:40 AM	Jeong - Preference for the Natural Advice-Giver: Failure is overlooked unless people think about who learned more	Pink - Does challenging women to close the gender gap in competitiveness change their behavior?: Evidence from the field	Geiser - Ratios of Small Numbers Seem Larger
Session #4	In situ	Trust	Spending and saving
1:15 PM	Bhatia - Exploring the Sources of Variance in Everyday Decision Making with Large Language Models	Neumann - Trust Mindsets: People Trust More After Learning Trust Can Be Self-Fulfilling	Yin - The Life you Save (For): Experiences Dominate Goods in Motivating Savings
1:35 PM	Lob - Modelling the influence of situational uncertainty on risk taking in everyday life	Tulan - Restoring trust in news: Conversational receptiveness improves evaluations of opinion articles across the political divide	Schwartz - The Rise of a Nudge: Field Experiment and Machine Learning on Minimum and Full Credit Card Payments
1:55 PM	Saccardo - Field Tested: Assessing the Transferability of Behavioral Interventions	Blunden - When does flattery fail? Flattery backfires when perceived as inauthentic	Echelbarger - Loosen Up, Kid: An investigation of parent-child conversations about spending and saving
Session #5	Judgment aggregation	Meta-questions	Morality
2:30 PM	Epping - Crowdsourcing a labeled dataset using binary choices versus elicited beliefs	Gandhi - Research Cartography: Building a Map to Navigate and Generalize Behavioral Science	Garber - Negotiators are More Honest Than We Think: A Theory of Initial Distrust in Negotiation
2:50 PM	Dorison - Beyond accuracy: The reputational costs of independent judgment aggregation	Weingarten - A Meta-Analysis and Metastudy of the Anchoring Effect	Small - Reluctance to Downplay Harm: Asymmetric Sensitivity to Differences in the Severity of Moral Transgressions
3:10 PM	Oktar - Learning from Aggregated Opinion	Gao - Extremity Bias in Survey Responses Generates Strong Yet Invalid Results	Le Pargneux - Contractualist moral cognition: An experimental and computational investigation

SATURDAY, NOVEMBER 18, 2023			
Rooms - Hilton - Golden Gate 2 & 3, Golden Gate 4 & 5, Golden Gate 6 & 7			
	Track I Golden Gate 2 & 3	Track II Golden Gate 4 & 5	Track III Golden Gate 6 & 7
Session #6	Risk and uncertainty	Disagreement and difficult conversations	Beliefs
5:00 PM	Hu - When Goods Were Odds: Do People Evaluate the Same Option Differently if it was Previously Uncertain?	Mackin - Harnessing Ingroup Disagreement to Dampen Outgroup Animosity	Protzko - How People Correct Their Beliefs
5:20 PM	Rude - Evaluating Point and Range Predictions Under Epistemic vs. Aleatory Uncertainty	Kim - Difficult Conversations As An Intertemporal Choice	Banker - People are more likely to generalize positive information than negative information
5:40 PM	Yang - Risky Feeling Varies: Examining Anticipatory Emotions Towards Risks Across Different Domains	Kardas - How civil conversations dissolve disagreements and are surprisingly likely to reduce attitude polarization	Bharti - Directionally consistent causal chains are considered more effective

SUNDAY, NOVEMBER 19, 2023			
Rooms - Hilton - Golden Gate 2 & 3, Golden Gate 4 & 5, Golden Gate 6 & 7			
	Track I Golden Gate 2 & 3	Track II Golden Gate 4 & 5	Track III Golden Gate 6 & 7
Session #7	What comes next?	Inequality and systems	Inferences
10:00 AM	Klusowski - When do people predict a trend will progress vs. regress?	Hagerty - Inequality of Opportunity Cost Salience	Bogard - Making Sense of Dominated Options
10:20 AM	Brimhall - Predicting Sequences Under Epistemic Versus Aleatory Uncertainty	Lasky-Fink - Examining the impact of stigma on decision-making in the US social safety net	Lieberman - How the Choice Environment Can Signal Social Norms and Change Behavior
10:40 AM	Kukavica - Rational and Irrational Belief in the Hot Hand: Evidence from Jeopardy!	Hagmann - Costly Distractions: Focusing on Individual Behavior Undermines Support for Systemic Reforms	Kim - Less is More (Natural): The Effect of Ingredient Quantity on Preferences and Naturalness Judgments
Session #8	Wisdom of crowds	Medicine	Framing time
1:30 PM	Atwell - Metawisdom Of The Crowd: How Choice Within Aided Decision Making Can Make Crowd Wisdom Robust	Milkman - How Do Free Rides and Text Reminders Affect COVID-19 Vaccinations? A 3.5-Million Person Megastudy	Wang - When the end is in sight: Time periods feel longer when expressed in minutes compared to end time
1:50 PM	Zhang - Stubborn Non-Experts or True Experts? Leveraging Advice-taking and Kernel Density Estimation to Identify the Cluster of Experts and Improve Wisdom of Crowds	Tetik - Illness Severity and Consumers' Experience of Drug Side Effects	Faro - Temporal Frames of Environmental Threats
2:10 PM	McCoy - Small sample crowd wisdom with honesty incentives	Allen - Quantifying the Impact of Vaccine-Skeptical Content on Facebook	Gaerth - The Dates-and-Hours Framing Effect in Temporal Evaluations
Session #9	Reference points	Workplace	Online platforms
2:45 PM	Owsley - The Dynamics of Motivation in Goal Pursuit	Campbell - An unexpected bias: High levels of achievement change the biases women face at work	Dai - The choice overload effect in online retailing platforms
3:05 PM	Skowronek - It's Easy To Learn, Save Money, and Work Out: When Framing Tasks as Easy Can Backfire	Agarwal - Gender differences in accusations and believability	Yi - Testing the Digital Frontier: Validity Tradeoffs in Online Platform A/B Tests
3:25 PM	Müller-Trede - Risk Aversion for Qualitative Losses	Haggag - Present-Biased Labor Supply: Evidence from Uber's Instant Pay	Silver - Put your mouth where your money is: A field experiment encouraging donors to share about charity

2023 SJDM Conference Announcements & Special Events

FRIDAY, NOVEMBER 17th

3:30-6:30 pm **Registration**
Golden Gate 1, Lobby Level

3:45-5:00 pm **Underrepresented Scholars (US) in SJDM Networking Event**
Vista Room, 45th Floor
Check-in for the US in SJDM event begins at 3:45. Programming begins promptly at 4:00.

All are welcome to join our fourth annual Underrepresented Scholars in SJDM (*US in SJDM; formerly Women in SJDM*) networking event. Our goal is to foster meaningful relationships between faculty and students, especially those who are underrepresented in our field (e.g., women, URMs, people with disabilities, etc.). We hope to continue to build and strengthen the relationships between all members of our SJDM community.

We will discuss career-relevant topics and rotate groups so that everyone has the opportunity to meet several new colleagues. We will also continue our conversations about inclusion and exclusion in SJDM. Our hope is that the event will be interactive, engaging, and rewarding for everyone involved. *This event is organized by Alice Moon, Erika Kirgios, and Avni Shah.*

5:00-7:00 pm **Welcome Reception**
Golden Gate Foyer, Lobby Level

6:00-7:15 pm **John Payne Tribute**
Golden Gate 6 & 7, Lobby Level

SATURDAY, NOVEMBER 18th

7:45-9:00 am **Registration**
Golden Gate 1, Lobby Level

12:00-1:00 pm **Lunch Break**
On your own. Sessions resume at 1:15pm

3:45-4:45 am **Keynote Address: Believing Beyond the Evidence**
Tania Lombrozo, Princeton University
Continental Ballroom 5 & 6, Ballroom Level

*The mathematician and philosopher W.K. Clifford famously wrote that “...it is wrong always, everywhere, and for anyone to believe anything on insufficient evidence.” While Clifford intended this as a normative stricture, it raises a question about human psychology: to what extent do people hold the beliefs of others to this standard? To what extent do people obey it in forming and evaluating their own beliefs? In this talk I'll present recent work from my lab investigating the extent to which people believe beyond the evidence, and moreover think they *should* believe beyond the evidence. Such cases seem to arise predominantly when moral considerations favor a belief for which the evidence is insufficient or even inconsistent - such as giving a friend the benefit of the doubt (out of loyalty) when evidence suggests they may be to blame, or believing in God in part because this belief is taken to have positive moral value. .*

Tania Lombrozo is the Arthur W. Marks '19 Professor of Psychology at Princeton University. She received her Ph.D. in Psychology from Harvard University in 2006 after receiving a B.S. in Symbolic Systems and a B.A. in Philosophy from Stanford University. Dr. Lombrozo's research aims to address foundational questions about cognition using the empirical tools of cognitive psychology and the conceptual tools of analytic philosophy. Her work focuses on explanation and understanding, conceptual representation, categorization, social cognition, causal reasoning, and folk epistemology. She is the recipient of numerous early-career awards, including the Association for Psychological Science Janet Taylor Spence Award for Transformative Early Career Contributions and a CAREER award from the National Science Foundation. She has blogged about psychology, philosophy, and cognitive science at Psychology Today and for NPR's 13.7: Cosmos & Culture.

6:00-8:00 pm Graduate Student Social Event

East Lounge, Grand Ballroom Level

This informal event will provide student members of SJDM an opportunity to network with the future stars of the field. But wait, there's more: SJDM is buying the first round of drinks!

SUNDAY, NOVEMBER 19th

8:00-9:45 am Poster Session 1 w/ Light Breakfast (Grand Ballroom, Grand Ballroom Level)

8:00-9:45 am Meet the Directors of Decision, Risk, and Management Sciences at the NSF

Drs. Claudia González Vallejo and Robert O'Connor, Directors of Decision, Risk, and Management Sciences, DRMS, Program at the National Science Foundation, will be available to answer questions about the program. DRMS supports scientific research directed at increasing understanding and effectiveness of decision making by individuals, groups, organizations, and society. DRMS supports research with solid foundations in theories and methods of the social and behavioral sciences. The program participates in several types of funding mechanisms such as the RAPID mechanism for research that involves ephemeral data, typically tied to disasters or other unanticipated events. Much less frequently, the program also supports highly unusual, proof-of-concept, high-risk projects that are potentially transformational (Early Concept Grants for Exploratory Research – EAGER). DRMS also supports Doctoral Dissertation Research Improvement Grants (DDRIGs).

11:15-12:15 pm Presidential Address: Canonical Aspects of SJDM Research

Abigail Sussman, University of Chicago

Continental Ballroom 5&6, Ballroom Level

The field of judgment and decision-making examines a broad and diverse set of topics that has grown and expanded its reach over the past several decades. In this talk, I begin by discussing key themes in judgment and decision-making and how their prevalence has evolved over time. Next, I highlight three canonical aspects of SJDM research that have contributed to my enthusiasm for the area: broad disciplinary representation, examination of impactful outcomes, and a focus on methodological rigor. I discuss ways that each of these aspects has influenced my own research and how we can leverage these qualities as a field moving forward.

12:15-1:15 pm Lunch Break (On your own. Sessions resume at 1:30pm)

4:00-4:30 pm Einhorn Award (Continental Ballroom 5&6)

4:45-6:30 pm Poster Session 2 w/ Cash Bar (Grand Ballroom, Grand Ballroom Level)

SUNDAY, NOVEMBER 13th

8:00am-9:30am Business Meeting with Complimentary Breakfast (Golden Gate 6-8)

2023 SJDM Conference Paper Abstracts

Saturday November 18, 2023

Session #1 Track I: Algorithms - Hilton - Golden Gate 2&3 - Saturday 8:30 am - 9:30 am

A Simple Explanation Reconciles Algorithm Aversion vs. Appreciation: Hypotheticals vs. Real Judgments

Logg, Jennifer M. (Georgetown University); Schlund, Rachel (Cornell University)

We propose a simple explanation to reconcile algorithm aversion with algorithm appreciation results: elicitation methods. When making judgments, people consistently utilize algorithmic advice more than human advice. In contrast, hypotheticals produce unstable preferences; either indifference or algorithm aversion. Moreover, people fail to correctly anticipate behavior, utilizing algorithmic advice more than they anticipate. A framing change to hypotheticals additionally moderates algorithm aversion. Stated preferences about algorithms are less stable than actual judgments, suggesting that algorithm aversion may be less stable than previous research leads us to believe. Contact: jenn.logg@georgetown.edu

Improving Human- Algorithm Collaboration: Causes and Mitigation of Over- and Under-Adherence

Balakrishnan, Maya (Harvard University); Ferreira, Kris (Harvard University); Tong, Jordan (University of Wisconsin)

We propose a model that captures how a person combines information she directly observes (some of which is private) with an algorithmic prediction to make a final demand forecast. We hypothesize people take a constant weighted average between their own forecast and the algorithm's. This leads to people over-adjusting the algorithm's predictions when it performs well and under-adjusting the algorithm's predictions when it performs poorly. We confirm this using a lab experiment where participants make demand forecasts for 20 products using an algorithm's recommendations. In a follow-up experiment, we show that providing transparency into the algorithm's input features can mitigate this bias. Contact: mayanb@gmail.com

Quantification fixation

Chang, Linda (University of Pennsylvania); Kirgios, Erika (University of Chicago); Mullainathan, Sendhil (University of Chicago); Milkman, Katherine (University of Pennsylvania)

Individuals and organizations often rely on a mix of numerical metrics and qualitative information to make decisions. We explore how quantification affects decisions that involve weighing competing attributes. In six pre-registered experiments (n=7,000) involving managerial, policy, and consumer decisions, we document evidence of quantification fixation: when making trade-offs, people systematically shift their preferences towards options that dominate on dimensions described numerically vs. qualitatively. We identify one mechanism that underlies quantification fixation: fluency of quantified information. Our findings suggest that when we count, we change what counts. Contact: changlw@sas.upenn.edu

Session #1 Track II: Misinformation - Hilton - Golden Gate 4&5 - Saturday 8:30 am - 9:30 am

Shifting attention to accuracy reduces misinformation sharing: Evidence from computational modeling and online field experiments

Lin, Hause (Massachusetts Institute of Technology); Rand, David (Massachusetts Institute of Technology); Pennycook, Gordon (Cornell University)

Researchers and practitioners have been looking for ways to combat the spread of misinformation online. One promising solution involves prompting users to think about the accuracy of the information before sharing it. We used computational modeling (5633 participants) to show that the intervention is effective because it shifts people's attention to accuracy (but does not make them deliberate more). We then conducted three field experiments (75763 users) via Twitter ad campaigns and found that showing users accuracy-prompt ads reduced misinformation sharing by up to 4.6%. These results suggest the intervention is an effective and scalable solution for combating misinformation. Contact: hauselin@gmail.com

Overconfidently conspiratorial: Conspiracy believers are dispositionally overconfident and massively overestimate how much others agree with them

Pennycook, Gordon (Cornell University); Binnendyk, Jabin (Cornell University); Rand, David (Massachusetts Institute of Technology)

Past work has focused on the needs and motivations of conspiracy believers. Here, we propose an alternative driver of belief in conspiracies: overconfidence. Across eight studies with 4,181 U.S. adults, conspiracy believers consistently overestimated their performance on cognitive tests. This relationship was robust to controlling for analytic thinking, need for uniqueness, and narcissism. We also found that conspiracy believers—particularly overconfident ones—massively overestimated (>4x) how much others agree with them: Although conspiracy beliefs were in the majority only 12% of the time across 150 questions, believers thought themselves to be in the majority 93% of the time. Contact: grpennycook@gmail.com

Habits of truth: Base rates of veracity flexibly affect belief in true and false news

Orchinik, Reed (Massachusetts Institute of Technology); Martel, Cameron (Massachusetts Institute of Technology); Rand, David (Massachusetts Institute of Technology); Bhui, Rahul (Massachusetts Institute of Technology)

We show that susceptibility to misinformation may be driven by the ecologically rational use of environmental statistics. Experimental participants who were initially exposed to mostly true news became more likely to misjudge false news as accurate, and vice versa, consistent with a base-rate veracity heuristic. These effects persisted when base rates abruptly and discreetly changed. Computational modeling of the deliberation process reveals that these effects occurred largely in the starting point of a drift diffusion model, suggesting that the intuitive response adapts to environmental conditions. Contact: reed.orchinik@gmail.com

Session #1 Track III: Prosocial - Hilton - Golden Gate 6&7 - Saturday 8:30 am - 9:30 am

I'm Not Too Generous: Examining the Desirability of Prosocial Traits in the Self

Segal, Shoshana (New York University); Zwebner, Yonat (Reichman University); Barasch, Alixandra (University of Colorado Boulder)

Generosity is often thought of as an important moral trait in person perception and evaluation. However, across 3 reported studies (N=1,401) and 11 additional studies (N=3,161), we find that while individuals want to be moral and warm, they prefer to think of themselves as 'not-too-generous.' We find that this lowered desirability is due to the costliness of generosity and propose preliminary implications of this finding on prosocial behavior. Specifically, we demonstrate that individuals act less prosocially when a costly task is described as generous (versus moral) and that our effect translates to self-other perceptions. Contact: shoshana.segal@stern.nyu.edu

From Warm Glow to Cold Chill: The Effect of Choice Framing on Donations

Brody, Ilana (University of California - Los Angeles); Dai, Hengchen (University of California - Los Angeles); Gallus, Jana (University of California - Los Angeles)

We challenge the common assumption that choice is beneficial for motivating prosocial behavior. Using three preregistered field and online experiments (N=25,399), we identify when and why choice is helpful versus harmful. Relative to no choice, a choice framed as 'what to give' increases donation interest by elevating one's sense of agency; however, a choice framed as 'who to help' does not, due to the morally-induced emotional discomfort from choosing between different groups of people to help. While choice can satisfy donors' quest for a 'warm glow', facing a tradeoff between recipient populations may instead instill a 'cold chill' on the likelihood of making a donation at all. Contact: hengchen.dai@anderson.ucla.edu

Between self-interest and social preferences: A neuromodulation approach to establish the role of cognitive-control

Slater, Jonathan (Maastricht University); Assor, Haim (Bar-Ilan University); Lavidor, Michal (Bar-Ilan University); Halali, Eliran (Bar-Ilan University)

An ongoing debate centers on whether economic self-interest or social preferences are automatically driven whereas the other requires cognitive control. Two different inhibitory brain regions were found to be involved in resolving the often exist conflict between social preferences and self-interest, the right, dorsolateral (rDLPFC) and ventrolateral (rVLPFC), prefrontal-cortex. Using tDCS, we enhanced cortical activity in these regions. rDLPFC stimulation increased fairness preferences, whereas rVLPFC stimulation increased self-interest, suggesting separate cognitive control systems for self-interest and social preferences, which imply that both motivations are automatic processes. Contact: yonit268@gmail.com

Session #2 Track I: Probability - Hilton - Golden Gate 2&3 - Saturday 9:45 am - 10:45 am

The Role of Attention in Probability Weighting

Fox, Craig (University of California - Los Angeles); Bogard, Jonathan (Washington University in St Louis); Smith, Stephanie (University of Chicago)

We argue that probability weighting is driven by relative attention to possible outcomes. Thus, when a chance prospect is explicitly described (e.g., 10% chance of \$100, or else \$0), it directs attention equally to described outcomes (\$100 or \$0) with insufficient adjustment for probability extremity, yielding inverse-S weighting. In contrast, when distributions learned by sampling (e.g., \$100, \$0, \$0, \$0, \$0, \$0, \$0, \$0, \$0, \$0), attention is directed to outcomes in proportion to their respective probabilities, yielding more linear/accurate weighting. We show evidence for this interpretation in 4 preregistered studies of decisions under various modalities, including 1 study tracking visual attention. Contact: craig.fox@anderson.em.ucla.edu

A Longitudinal Investigation of Probability Learning Across Childhood

Thoma, Anna (Max Planck Institute for Human Development); Schulze, Christin (University of New South Wales)

In a two-year longitudinal study (N = 74 at T1), we investigated the development of probability learning in relation to executive functions from 3.5 to 6.5 years. On average, children became more likely to make high-probability choices over time. For older children, higher memory capacity was related to greater choice diversification. We observed a longitudinal increase in probability matching; yet, younger children in the sample remained more likely to probability maximize across test waves. Our findings contribute to research on exploration tendencies in childhood and emphasize how children's variability in choice behavior may affect the estimated direction of developmental change. Contact: thoma@mpib-berlin.mpg.de

Low probability, low credibility

Neto, M. Leonor (New York University); Lewis, Joshua (New York University)

Past research shows that people mismanage low probability risks. However, this work mostly assumes people believe the probability information. In the real world, people must evaluate the accuracy of risk estimates. Our research reveals an additional obstacle to tail-risk communication: people perceive low-probability estimates as less credible than high-probability ones. The effect holds with pure framing manipulations and using probabilities elicited from participants themselves. Contact: mldinisneto@gmail.com

Session #2 Track II: Conversation and engagement - Hilton - Golden Gate 4&5 - Saturday 9:45 am - 10:45 am

Conversational receptiveness transmits between parties and bridges ideological conflict

Minson, Julia (Harvard University); Yeomans, Michael (Imperial College London); Collins, Hanne (Harvard University); Dorison, Charles (Georgetown University)

Does conversational receptiveness transmit between parties and prevent conflict spirals? Across four studies (N=13,061), we refine the receptiveness algorithm (Study 1) and find that conversational receptiveness enacted by one party predicted receptiveness by the other party among government leaders in the laboratory (Study 2) and students in online class forums (Study 3). In a pre-registered experiment (Study 4), we find that briefly training one individual in this technique also increased its use by an out-party counterpart. This transmission is distinct from mimicry or emotion contagion and is driven by a deeper shift in linguistic style, which we term 'indirect accommodation.' Contact: m.yeomans@imperial.ac.uk

The Illusion of Effective Discussion in Group Judgment and in Advice Taking

Wang, Feiyi (University of Pennsylvania); Silver, Ike (Northwestern University); Manfredi, Dylan (University of Pennsylvania); Duncan, Shannon (University of Pennsylvania); Mellers, Barbara (University of Pennsylvania)

Three pre-registered experiments unveil an 'illusion of effective discussion' afflicting people's perceptions of group interactions. Silver, Mellers, and Tetlock (2021) observed that group discussion often inflates confidence without improving judgment accuracy. We investigate this bias directly. We show that undue confidence increases are more prevalent after group- relative to individual-deliberation, particularly when groups reach a consensus (either spontaneously or upon instruction). Furthermore, overconfidence in discussion's merits may be driven by lay theories: Participants weigh numeric advice more heavily when they believe it stems from a group that interacted vs. one that did not. Contact: feiyiw@sas.upenn.edu

Does Q&A Boost Engagement? Health Messaging Experiments in the US and Ghana

Kirgios, Erika (University of Chicago); Athey, Susan (Stanford Graduate School of Business); Duckworth, Angela (University of Pennsylvania); Luca, Michael (Harvard University); Milkman, Katherine (University of Pennsylvania); Offer-Westort, Molly (University of Chicago); Christopher Udry (Northwestern University); Dean Karlan (Northwestern University)

People are less likely to neglect information that is easy to access and process. But are there instances in which adding friction spurs interest? We suggest that despite adding friction, sharing information only after posing a relevant question may enhance engagement by stimulating curiosity. Across field experiments in the U.S. and Ghana, we find that Q&A-style messaging increases information-seeking and self-reported behavior change relative to providing identical information in a direct statement format. Further, an implementation experiment suggests that social media users are more likely to engage with health information advertised with a question rather than a statement of fact. Contact: erika.kirgios@chicagobooth.edu

Session #2 Track III: (In)sensitivity - Hilton - Golden Gate 6&7 - Saturday 9:45 am - 10:45 am

Inaction Neglect

Kim, Michelle (University of California - San Diego); Amir, On (University of California - San Diego)

Traditional decision theory assumes that all possible outcomes need to be known to find the optimal decision. While this seems trivial in binary choice (yes-no choice), we contend that it is not. Building on the prior literature that alternative hypotheses are often ignored, we propose inaction neglect—that people systematically fail to attend to the inaction option, degrading decision consequences. We demonstrate inaction neglect by showing that giving (superfluous) information about the inaction alters their choices because people do not naturally sufficiently attend to it. Our empirics also differentiate inaction neglect from status quo bias and opportunity cost neglect. Contact: oamir@ucsd.edu

Reducing Hedonic Adaptation By Assessing Hedonic Reactions Less Frequently

Hong, Stephanie (University of Chicago); O'Brien, Ed (University of Chicago)

Six preregistered experiments (N=2635) find that asking people to rate a repeated stimulus less (vs. more) frequently reduces their hedonic adaptation to it, holding exposure constant. We document this effect for both positive and negative stimuli and online and laboratory contexts. Moreover, this effect is not explained by incidental differences between having to make more (vs. fewer) ratings. Instead, we propose the effect is driven by immersion: simply allowing people to more naturally experience things reveals longer-lasting reactions. By asking people to repeatedly rate a stimulus, existing studies on hedonic adaptation may paint an overly grim picture of its real-world prevalence. Contact: stephanie.hong@chicagobooth.edu

Positive Contrast Scope-Insensitivity

Voicheck, Guy (Imperial College London); Novemsky, Nathan (Yale University)

Negative contrast makes the inferior option seem worse and positive contrast makes the superior option seem better. We show that positive contrast is scope-insensitive: changes in the size of the difference between options affect negative contrast but not positive contrast. Thus, even when the difference is small enough to make negative contrast negligible, positive contrast remains strong. Consequently, contrast from small differences makes the superior option seem better without making the inferior option seem any worse. This happens because people are less likely to consider the size of the difference when evaluating the superior option than when evaluating the inferior option. Contact: g.voicheck@imperial.ac.uk

Session #3 Track I: Taking advice - Hilton - Golden Gate 2&3 - Saturday 11:00 am - 12:00 pm

Advice Utilization under Time Pressure

Kommel, Erik (Vienna University of Economics and Business); Lettl, Christopher (Vienna University of Economics and Business)

Many important decisions are not made alone, but decision-makers seek advice from others. In increasingly hypercompetitive markets, management teams are often placed under pressure to make strategic decisions fast. Therefore, decision-making and associated advice taking often takes place in decision environments that are associated with time pressure. Using an online experiment (n = 294), we tested the influence of time manipulations on advice utilization. Our results indicate that confidence mediates the association of time manipulations on advice utilization and that this effect is dependent on when time pressure is elicited in the advice taking process. Contact: erik.kommel@wu.ac.at

Note From Self: The effects of intra-personal advice on educational outcomes at scale

Gallus, Jana (University of California - Los Angeles); Wasserman, Melanie (University of California - Los Angeles)

A 12mo experiment with Coursera studies the effects of receiving intra-personal advice. Preliminary analyses using 104,000 students show positive results: the intervention led to 5 more items (e.g. assignments) completed within 30d, and to a directional increase in modules (i.e., sets of items) completed. The effects are driven by men. We use a novel approach to study heterogeneous effects based on micro-level data from motivation and advice statements. Our first analyses show larger effects for students (1) with social motivations, and (2) who are not pursuing education for intrinsic reasons. The study has implications for the design of scalable, freedom-preserving interventions. Contact: jana.gallus@anderson.ucla.edu

Preference for the Natural Advice-Giver: Failure is overlooked unless people think about who learned more

Jeong, Martha (Hong Kong University of Science and Technology); Dong, Xiawei (Hong Kong University of Science and Technology); Ma, Shaocong (Hong Kong University of Science and Technology)

As advice-seekers, the naturalness bias prevails, as we prefer advice from those who succeed effortlessly, compared to those who succeed by overcoming failure. Our studies show we underappreciate the value of failures and instead prefer advice from those who have a consistent track record of success. Interestingly, we have evidence to show that strivers can be better advice-givers—spending greater time writing longer, more concrete advice. This preference can be reversed when advice-seekers consider how much and what exactly the advice-givers learned. This contemplation reverses the preference, so advice-seekers now value advice from those who experienced failure on their way to success. Contact: marthajeong@ust.hk

Session #3 Track II: Gender gaps - Hilton - Golden Gate 4&5 - Saturday 11:00 am - 12:00 pm

Does Increasing the Riskiness of Choices Widen Gender Gaps?

Hirshman, Samuel (Norwegian School of Economics); Willen, Alexander (Norwegian School of Economics)

Do changes in the riskiness of choices affect gender gaps? We exploit a national reform to the regrade policy of Norwegian universities which provides us with exogenous variation in the probabilities of the outcome of regrade requests. We demonstrate how ostensibly gender-neutral policies can generate gaps across men and women because they differ in their risk preferences and beliefs. Specifically, the exogenous shift in the riskiness of requesting a regrade augmented the regrade request gap by nearly 100 percent. We show that this gender gap in regrade requests is generated by the increased likelihood of a negative regrade outcome. Contact: samuel.hirshman@nhh.no

The Impact of Highlighting Gender Identity and Self-Promotional Language in Help-Seeking Requests

Chang, Jenny (Carnegie Mellon University); Permut, Stephanie (Carnegie Mellon University); Saccardo, Silvia (Carnegie Mellon University); Chapman, Gretchen (Carnegie Mellon University)

Using a large-scale field experiment, we investigate the impact of gender identity and self-promotion on the effectiveness of help-seeking requests. We emailed researchers from various disciplines (N=66,121) a request to help a research team advance a project by completing a survey linked in the email. We find that self-promotion (i.e., highlighting the team's credentials) increases responses to help-seeking requests, both when the all-female composition of the team is emphasized and when it is not. In an online lab experiment (N=802), we find that people hold incorrect beliefs that women receive backlash for help-seeking in professional contexts, with or without self-promotional language. Contact: jaeyeonc@andrew.cmu.edu

Does challenging women to close the gender gap in competitiveness change their behavior?: Evidence from the field

Pink, Sophia (University of Pennsylvania); Cervantez, Jose (University of Pennsylvania); Kirgios, Erika (University of Chicago); Chang, Edward (Harvard University); Milkman, Katherine (University of Pennsylvania)

Does telling women about gender differences in willingness to compete increase their likelihood of entering a competition? We present a field experiment on an executive job search platform where we find that telling women about gender differences in willingness to compete causes them to apply to over 20% more leadership positions, although the effects are short-lived. In an incentive-compatible laboratory experiment, we conceptually replicate this effect and find that it is mediated by psychological reactance. We discuss theoretical implications for the literatures on stereotype threat and reactance, and practical implications for increasing women's representation in leadership positions. Contact: sophialpink@mac.com

Session #3 Track III: Numeracy and numbers - Hilton - Golden Gate 6&7 - Saturday 11:00 am - 12:00 pm

Numeracy and stated preference valuation

Eber, Michael (Harvard University)

Survey practitioners often document insensitivity in respondents' willingness to pay for hypothetical goods as the magnitude of the good changes. In an online survey experiment (N=1,200), we examined whether insensitivity in valuations reflects cognitive limitations of survey takers in the context of a hypothetical food safety program that reduces risk of mortality by a randomized amount. Average valuations of participants with higher numeracy increased almost linearly with the risk reduction but did not significantly change among those with lower numeracy. A randomized intervention that made risks more difficult to understand reduced the sensitivity of valuations among the highly numerate. Contact: meber@g.harvard.edu

The CRT is not 'just' Math: An adversarial collaboration

Meyer, Andrew (The Chinese University of Hong Kong); Attali, Yigal (Duolingo); Bar-Hillel, Maya (The Hebrew University of Jerusalem); Frederick, Shane (Yale University); Kahneman, Daniel (Princeton University)

We report an adversarial collaboration testing Attali and Bar-Hillel's (2020) proposal that the Cognitive Reflection Test (CRT) measures nothing but mathematical aptitude. We administer a survey including eight CRT items, a Mathematical Aptitude Test (MAT) consisting of eight comparably difficult mathematical items that lack intuitive lures; followed by measures of unfounded beliefs and unreasonable preferences; and a reflection scale consisting of non-mathematical items that have intuitively appealing incorrect answers. We find that the CRT has incremental predictive validity over MAT for all three measures, even after correcting for the inherently imperfect reliability of the latter. Contact: andrewmeyer@cuhk.edu.hk

Ratios of Small Numbers Seem Larger

Geiser, Amanda (University of California - Berkeley); Nelson, Leif (University of California - Berkeley)

People often communicate probabilities using small numbers (e.g., 'There is a 1 in 2 chance that the coin will land on heads'). How does the small-number ratio format impact perceived likelihood and risky choice? Although previous research has argued that smaller numbers reduce perceived likelihood, we find the opposite: Events described using small numbers seem more likely and promote riskier choices. Seven preregistered experiments document this effect and investigate why it occurs. Contact: ageiser@berkeley.edu

Session #4 Track I: In situ - Hilton - Golden Gate 2&3 - Saturday 1:15 pm - 2:15 pm

Exploring the Sources of Variance in Everyday Decision Making with Large Language Models

Bhatia, Sudeep (University of Pennsylvania)

We use large language models (LLMs) to quantify the reasons at play in real-world risky decision making. In two studies, we show that LLM-based multi-attribute decision models make accurate out-of-sample predictions for people's propensities to engage in common behaviors, and moreover predict the reasons why people may or may not want to engage in these behaviors. These models also explain variability in behavior in terms of the reasons different items and domains elicit, and the weights different individuals and groups place on reasons. Our approach has important theoretical and practical implications for the study of everyday decision making. Contact: bhatiasu@sas.upenn.edu

Modelling the influence of situational uncertainty on risk taking in everyday life

Lob, Aaron Benjamin (University of Zurich); Frey, Renato (University of Zurich)

Which situational factors shape everyday risk taking? In a preregistered study (N=61) using ecological momentary assessments we investigated the extent to which persons perceive epistemic uncertainty in real-life risky choices, and whether such perceptions are expressed in natural language. We replicated that people are generally risk-averse, choosing the safe option in 58.2%. Moreover, 80.1% of the choices were perceived to involve epistemic uncertainty. Yet, epistemic uncertainty was not systematically related to risk taking (OR=1.30, BF01=5.99). In sum, we expand the knowledge about factors shaping everyday risk taking and present an innovative method for studying such choice situations. Contact: lob.aaronb@gmail.com

Field Tested: Assessing the Transferability of Behavioral Interventions

Saccardo, Silvia (Carnegie Mellon University); Dai, Hengchen (University of California - Los Angeles); Han, Maria (University of California - Los Angeles); Vangala, Sitaram (University of California - Los Angeles); Hoo, Juyea (University of California - Los Angeles); Fujimoto, Jeffrey (University of California - Los Angeles)

There is growing need to examine the transferability of empirical findings to consequential behaviors. We assess the transferability of findings a) from prediction surveys and hypothetical experiments to field settings; and b) from one field context to another after evolving circumstances. Across three RCTs in COVID-19 booster uptake context (N=317,175), we show that findings based on experts' predictions or laypeople's vaccination intentions fail to transfer to our field setting; and text-reminders and psychological ownership framing—which worked in prior field research—increased booster uptake. This work highlights the importance of field-testing interventions and field replication. Contact: ssaccard@andrew.cmu.edu

Session #4 Track II: Trust - Hilton - Golden Gate 4&5 - Saturday 1:15 pm - 2:15 pm

Trust Mindsets: People Trust More After Learning Trust Can Be Self-Fulfilling

Neumann, Eric (Stanford University); Dweck, Carol (Stanford University); Zaki, Jamil (Stanford University)

Trust can be a self-fulfilling prophecy where trustees generally appreciate being trusted and resent being distrusted and often act in self-fulfilling ways. I show across 5 studies (N = 1977) that trustors trust more when adopting a mindset that acknowledges such self-fulfilling effects but not when adopting a fixed or growth mindset about trustworthiness. Only the self-fulfilling trust mindset gives trustors agency where they realize they can bring out another's trustworthy side. This finding holds using both vignette and behavioral measures of trust. This research suggests a new way to build trust and trustworthiness at the same time by extending mindset work into the trust space. Contact: ericneumann1996@gmail.com

Restoring trust in news: Conversational receptiveness improves evaluations of opinion articles across the political divide

Tulan, Dilan (Harvard University); Dorison, Charles (Georgetown University); Minson, Julia (Harvard University)

How can trust in news media be restored? Two studies (N=5676 participants evaluating over 600 articles) test whether partisans (and non-partisans) evaluate opinion articles more positively when the article demonstrates higher receptiveness (i.e., the use of language to demonstrate willingness to engage with opposing views). We also examine the relative size of this relationship, potential boundary conditions, and an underlying mechanism. Receptiveness displayed in the text of opinion articles has a consistently positive relationship with evaluations of the article that is meaningful in size, holds across the political spectrum, and is differentiated from perceived agreement. Contact: dilantulan@gmail.com

When does flattery fail? Flattery backfires when perceived as inauthentic

Blunden, Hayley (American University); Kirgios, Erika (University of Chicago); Rai, Aneesh (University of Maryland); Chang, Edward (Harvard University); Milkman, Katherine (University of Pennsylvania)

Flattery, the act of giving someone compliments or praise, has been characterized in prior research as one of the most universally successful influence strategies. We counter this conception with theory and evidence illuminating when and why flattery can backfire. Integrating social exchange theory with research on authenticity, we propose that flattery can generate a negative behavioral response from the recipient (i.e., can backfire) when the flatterer is deemed inauthentic, a perception we propose is moderated by flattery content. We find evidence consistent with our theorizing in a field experiment (N=2,544) of U.S. city councilors, and three follow up experiments (combined N=2,786). Contact: hayley.blunden@gmail.com

Session #4 Track III: Spending and saving - Hilton - Golden Gate 6&7 - Saturday 1:15 pm - 2:15 pm

The Life you Save (For): Experiences Dominate Goods in Motivating Savings

Yin, Siyuan (University of Pennsylvania); Donnelly, Grant (Ohio State University); Lamberton, Cait (University of Pennsylvania); Norton, Michael (Harvard University)

Prior research suggests that experiences (vs. goods) motivate prioritizing the present, such that consumers are more likely to take on debt and show impatience. The current research investigates whether this dominance of experiences over goods extends to savings that requires imagining the future and making plans. Across one field study and eight experiments (seven preregistered), consumers report higher saving intentions for experiences (vs. goods) across multiple contexts (e.g., initiating saving goals, saving

intentions, and protecting savings), because experiences (vs. goods) activate more vivid imagination, prompting the activation of an implementation mindset. Contact: syyin@wharton.upenn.edu

The Rise of a Nudge: Field Experiment and Machine Learning on Minimum and Full Credit Card Payments

Schwartz, Daniel (University of Chile)

The minimum payment warning, a notice that informs credit cardholders of the downside of making the minimum payment, has been described as a perverse nudge. This issue is tackled in a massive field experiment by introducing a new statement balance warning. The experiment used email payment reminders that randomly added minimum payment and statement balance warnings. The analysis is combined with causal random forests to examine heterogeneous effects and underlying mechanisms. Results indicate that the messages shifted actual payment distribution depending on the warning, and adding a statement balance warning significantly increased payments. Contact: danielsp2318@gmail.com

Loosen Up, Kid: An investigation of parent-child conversations about spending and saving

Echelbarger, Margaret (Stony Brook University); Gelman, Susan A. (University of Michigan); Rick, Scott I. (University of Michigan)

Over 90% of US parents report talking about money with their children, yet very little work exists reporting on how these conversations actually unfold. We recorded and transcribed 203 parent-child dyads as they discussed a range of money-related topics. Results revealed that parents and children respond very differently, and in an unexpected way, to spending and that parent-child talk about money maps onto children's financial decision making. We discuss the implications of our findings for researchers and practitioners committed to improving financial well-being from early childhood. Contact: echelbar@umich.edu

Session #5 Track I: Judgment aggregation - Hilton - Golden Gate 2&3 - Saturday 2:30 pm - 3:30 pm

Crowdsourcing a labeled dataset using binary choices versus elicited beliefs

Epping, Gunnar (Indiana University Bloomington); Caplin, Andrew (New York University); Holmes, William (Indiana University Bloomington); Martin, Daniel (University of California - Santa Barbara); Trueblood, Jennifer (Indiana University Bloomington)

Labeled datasets can be costly and time-consuming to collect, especially for narrowly defined tasks such as those present in medical image diagnostics. To circumvent this challenge, we evaluate whether crowdsourcing is a viable method for obtaining labels in a medical image classification task and compare the quality of the labels using two elicitation methods: binary choices and incentive-compatible belief elicitation. After harnessing the wisdom of the crowd by aggregating responses across individuals, incentive-compatible belief elicitation provides more accurate labels and leads to a better machine learning classifier, in terms of accuracy and calibration, compared to binary choices. Contact: gunnarepping@gmail.com

Beyond accuracy: The reputational costs of independent judgment aggregation

Dorison, Charles (Georgetown University); DeWees, Bradley (United States Air Force); Minson, Julia (Harvard University)

Independent judgment aggregation increases collaborative judgment accuracy. However, we reveal a novel tension with reputation management. Participants who followed an independent process (and thus first generated their own estimate) assessed collaborators' judgments more negatively. Study 1 demonstrated the effect. Study 2 revealed that the effect was mitigated when disagreement was negligible. Study 3 showed that as disagreement increased, others' judgments \bar{n} but not one's own \bar{n} were seen as less accurate. Studies 4-5 replicated the effect in complex ethical scenarios and with national security experts. Finally, Study 6 demonstrated generalizability to future collaboration intentions. Contact: charles.dorison@georgetown.edu

Learning from Aggregated Opinion

Oktar, Kerem (Princeton University); Lombrozo, Tania (Princeton University); Griffiths, Thomas L. (Princeton University)

The capacity to leverage information from others' opinions is a hallmark of human cognition. Past research has thus investigated the socio-cognitive mechanisms underlying learning from others' testimony. Yet a distinct form of social information—aggregated opinion—is increasingly guiding people's judgments and decisions. We investigated how people learn from such information by conducting two experiments comparing the predictions of three computational models: an optimal, Bayesian model, and two alternatives from epistemology and economics. We found the strongest concordance between the predictions of the Bayesian model and human judgments, with some heterogeneity across participants. Contact: keremoktar1@gmail.com

Session #5 Track II: Meta-questions - Hilton - Golden Gate 4&5 - Saturday 2:30 pm - 3:30 pm

Research Cartography: Building a Map to Navigate and Generalize Behavioral Science

Gandhi, Linnea (University of Pennsylvania); Watts, Duncan (University of Pennsylvania)

Despite the popularity of nudges, the question of their efficacy remains unresolved. Highly varied design decisions across studies make meaningful comparisons and precise inferences challenging. We argue that the issue is not heterogeneity but incommensurability: Studies could productively differ in their designs if those differences were consistently measured. We propose a method to do so - research cartography - and use it to build a living map of evidence across academic and practitioner RCTs. We code each RCT (n=92 to date) across 306 dimensions - demographics, context, theories - developing an empirical language to describe, analyze, and predict study differences via machine learning. Contact: lgandhi@wharton.upenn.edu

A Meta-Analysis and Metastudy of the Anchoring Effect

Weingarten, Evan (Arizona State University); Schley, Dan (Erasmus University Rotterdam)

We meta-analyze 2,051 anchoring effect sizes in which participants, following exposure to a higher or lower numeric value, have numeric estimates impacted by said anchor. We find a large effect ($d = 0.876$, 95% CI [0.808, 0.943]) that is robust to publication bias and weaker for incidental numbers and nondiagnostic anchors. Further, we find a robust but weaker effect comparing anchors to a no-anchor control ($d = 0.425$, 95% CI [0.355, 0.495]). We follow up this meta-analysis with a metastudy in which we manipulate several theoretically-relevant moderators simultaneously while comparing high against low anchors. Contact: evan.weingarten@asu.edu

Extremity Bias in Survey Responses Generates Strong Yet Invalid Results

Gao, Yang (New York University); Wang, Liman (University of California - Berkeley); Nelson, Leif (University of California - Berkeley)

Four preregistered studies (total $N = 4,252$) reveal an extremity bias in online survey responses: inattentive participants tend to select values toward the right end of a horizontal scale, the top of a vertical scale, and the upper limit in open-ended input. This extremity bias generates seemingly robust but ultimately spurious results, such as misleadingly strong correlations that reverse direction when scale endpoints are switched. Furthermore, this response bias appears difficult to expunge: it is not fully (and frequently, even partially) remedied by common data quality controls such as attention checks and filters based on approval rates. Contact: ygao2@stern.nyu.edu

Session #5 Track III: Morality - Hilton - Golden Gate 6&7 - Saturday 2:30 pm - 3:30 pm

Negotiators are More Honest Than We Think: A Theory of Initial Distrust in Negotiation

Garber, Shira (Ben-Gurion University of the Negev); Moran, Simone (Ben-Gurion University of the Negev); Keysar, Boaz (University of Chicago); Bereby-Meyer, Yoella (Ben-Gurion University of the Negev)

We predict and demonstrate an actual-expected honesty gap in negotiations. We show that people underestimate the extent to which other negotiators are driven by moral concerns, which in turn leads them to over-estimate others' deception in negotiation. Correspondingly, we find that the actual-expected honesty gap is narrowed when people are prompted to consider other negotiators' moral concerns. Our findings challenge the common notion that deception is the custom in negotiations, enhance an understanding of how initial negotiation trust is formed, and shed light on ways to enhance it. Contact: shiragar@post.bgu.ac.il

Reluctance to Downplay Harm: Asymmetric Sensitivity to Differences in the Severity of Moral Transgressions

Geiser, Amanda (University of California - Berkeley); Silver, Ike (Northwestern University); Small, Deborah (Yale University)

When comparing bad acts (e.g., two cases of misconduct), people generally agree that the more severe one deserves greater condemnation. Yet we find that the degree to which people differentiate between transgressions hinges on a seemingly trivial factor: the direction of comparison. People readily differentiate between bad acts when scaling up condemnation from the lesser transgression to the worse one. But when scaling down from the worse transgression to the lesser one, people differentiate between them much less—and often not at all. We suggest that this asymmetry is driven by a reluctance to downplay harm, which may also shed light on broader trends in moralization and public outrage. Contact: deborah.small@yale.edu

Contractualist moral cognition: An experimental and computational investigation

Le Pargneux, Arthur (University of Warwick); Zeitoun, Hossam (University of Warwick); Konstantinidis, Emmanouil (University of Warwick); Chater, Nick (University of Warwick)

Contractualist moral theories hold that morality is primarily about acting according to what would be agreed by rational agents. Drawing upon virtual bargaining, a contractualist theory of social interactions, we develop a new experimental paradigm to investigate the influence of contractualist reasoning on moral judgment and decision making in three preregistered online experiments. We find that a tendency to follow tacit agreements influences both incentivized decisions (Study 1, $n = 1,007$) and third-party moral judgments (Study 2, $n = 332$) and show that a computational model with an agreement-based component describes choices in the task (Study 3, $n = 118$). Contact: arthur.lepargneux@gmail.com

Session #6 Track I: Risk and uncertainty - Hilton - Golden Gate 2&3 - Saturday 5:00 pm - 6:00 pm

When Goods Were Odds: Do People Evaluate the Same Option Differently if it was Previously Uncertain?

Hu, Beidi (University of Pennsylvania); Yin, Siyuan (University of Pennsylvania); Moon, Alice (University of Pennsylvania)

Though people frequently face uncertainty, much of that uncertainty is eventually resolved. How do people evaluate options (e.g., prizes) that result from uncertainty (e.g., a random lottery)? Five studies ($N = 7496$) demonstrate that people are more likely to hold onto goods when they were previously uncertain (versus always certain). We propose that this is because people perceive having ‘won’ options that resulted from uncertainty. Supporting this proposal, this effect attenuates for the worst outcome of uncertainty and reverses for losses. Contact: beidihu@wharton.upenn.edu

Evaluating Point and Range Predictions Under Epistemic vs. Aleatory Uncertainty

Rude, Eitan (University of California - Los Angeles); Fox, Craig (University of California - Los Angeles); Hershfield, Hal (University of California - Los Angeles)

Experts can express predictions as points (e.g., ‘Sea levels will rise by 4 in.’), or as ranges of various widths (e.g., ‘Sea levels will rise by 2-6 in.’). In four studies we show that listeners’ evaluations of such formats depend on their match with the perceived nature of uncertainty. Under epistemic (knowable) uncertainty, experts are rewarded for point estimates and penalized for successively wider ranges. In contrast, under aleatory (random) uncertainty, experts are rewarded for range estimates but punished for point estimates and ranges that are too narrow or wide. These results have implications for how we communicate uncertainty and interpret confidence intervals. Contact: eitan.rude.phd@anderson.ucla.edu

Risky Feeling Varies: Examining Anticipatory Emotions Towards Risks Across Different Domains

Yang, Minwen (University of Toronto); Tsai, Claire (University of Toronto); Zeng, Ying (University of Toronto)

Do people experience similar visceral emotions when considering different risky activities? These anticipatory emotions are different from anticipated emotions by the timing of occurrence. This research examined anticipatory emotions in risky decisions in a series of nine experiments (eight pre-registered, total $N=2212$), including one incentive-compatible study. We find that people experience more-intense positive feelings than negative feelings toward social, recreational, and financial risks and more-intense negative feelings for health and ethical risks, and these discrepancies affect risk-taking behaviors. Positive anticipatory emotions also predict lower perceived risks. Contact: minwenyang318@gmail.com

Session #6 Track II: Disagreement and difficult conversations - Hilton - Golden Gate 4&5 - Saturday 5:00 pm - 6:00 pm

Harnessing Ingroup Disagreement to Dampen Outgroup Animosity

Mackin, Matejas (Northwestern University); Silver, Ike (Northwestern University)

Hostility between political groups is a growing societal concern. Current interventions focus on helping opposing partisans identify areas of common ground: But asking people to consider areas of agreement with their political enemies often provokes discomfort and resistance. Three preregistered studies (total $N = 4175$) explore an alternative approach. We find that asking people to consider areas of disagreement with their political ingroup can be similarly effective for reducing outgroup hostility, but meets less resistance. Participants prefer our task across a variety of dimensions. Considering areas of ingroup disagreement may be a promising route for reducing outgroup hostility. Contact: matejas.mackin@kellogg.northwestern.edu

Difficult Conversations As An Intertemporal Choice

Kim, Yena (University of Chicago); Levine, Emma (University of Chicago); Bitterly, T. Bradford (Hong Kong University of Science and Technology); Wallace, Laura (University of Chicago); Lee, Nathan (Rochester Institute of Technology); Kim, Karen (University of Chicago)

Difficult conversations are necessary for personal, relational, and societal growth. In this work, we examine the degree to which intertemporal conflict explains people's failure to engage in difficult conversations. Across diverse samples (laypeople, politicians, physicians, Hong Kong students), we find that people tend to associate difficult conversations with short-term harm and long-term benefit. Due to these intertemporal tradeoffs, people expect to engage in difficult conversations more in the future than in the present—i.e., they procrastinate. Precommitment opportunities may help people overcome these dynamics. Contact: yena@chicagobooth.edu

How civil conversations dissolve disagreements and are surprisingly likely to reduce attitude polarization

Kardas, Michael (Oklahoma State University); Nordgren, Loran (Northwestern University); Rucker, Derek (Northwestern University)

People with opposing attitudes often avoid discussing their differences because they expect that they are unlikely to find common ground. In five studies, participants with opposing attitudes toward cats versus dogs, cancel culture, and Joe Biden's presidency underestimated how much their own and others' attitudes would depolarize in a spoken conversation. This occurred because participants attributed differences in their attitudes to disagreements rather than to differences in how they were construing the issue, and so underestimated how much they would agree with each other's construals. Conversations may be surprisingly likely to dissolve disagreements and reduce attitude polarization. Contact: mkardas@chicagobooth.edu

Session #6 Track III: Beliefs - Hilton - Golden Gate 6&7 - Saturday 5:00 pm - 6:00 pm

How People Correct Their Beliefs

Protzko, John (Central Connecticut State University); Schooler, Jonathan (University of California - Santa Barbara)

When evidence is debunked, beliefs should return to prior levels. In 2 preregistered studies, we examined how beliefs revert after an immediate retraction. 3,000 participants were presented with a phenomenon, relevant or irrelevant supportive research, then an immediate retraction. People who held a higher prior belief engaged in greater updating after learning the relevant evidence than those with more moderate priors (confirmation updating). After retraction, beliefs dipped below priors (an overcorrection), those high in belief, however, showed less decrease than those who held a more moderate belief. Our findings help explain persistent beliefs, even when evidence is debunked. Contact: protzko@gmail.com

People are more likely to generalize positive information than negative information

Banker, Mohin (Yale University); Klusowski, Joowon (Yale University); Zauberman, Gal (Yale University)

People often use positive or negative information about familiar objects to generalize about the unfamiliar. A positive (or negative) experience at a restaurant may lead one to expect a positive (or negative) experience at a similar restaurant. While previous research suggests that people generalize negative more than positive, we show that some documented instances of negativity effects may have resulted from positive priors. Consistently, positive priors yield negativity effects, and negative priors yield positivity effects. However, once we account for priors, positivity effects dominate. We show this positivity effect arises because positive information is considered more diagnostic. Contact: mohin.banker@yale.edu

Directionally consistent causal chains are considered more effective

Bharti, Soaham (University of Chicago); Sussman, Abigail (University of Chicago)

Interventions often work via rich causal paths. Sequential steps in these paths can evoke distinct directionalities - either increasing or decreasing variables in each step. We find that the structure of these paths influences perceived efficacy. Across seven studies, people infer higher efficacy from directionally consistent causal chains (i.e., all steps evoke the same directionality) as opposed to inconsistent ones (i.e., steps invoke contrasting directionality). This is because directional consistency facilitates mental simulation of the described causal chain, which in turn boosts perceptions of efficacy. Contact: soaham.bharti@chicagobooth.edu

Sunday November 19, 2023

Session #7 Track I: What comes next? - Hilton - Golden Gate 2&3 - Sunday 10:00 am - 11:00 am

When do people predict a trend will progress vs. regress?

Klusowski, Joowon (Yale University)

Previous research suggests that people may predict a trend to progress or regress, yet limited work has explored what moderates this pattern beyond the nature of the context (e.g., skill- vs. chance-oriented) or the intensity of the trend (e.g., strong vs. weak). In this research, we identify the width of a prediction interval as another moderator of this phenomenon, e.g., whether people predict an increasing trend over Rounds 1 to 5 to continue in Round 6 depends on whether they are making predictions for Round 6 vs. Rounds 6 to 10. Specifically, we show that people are relatively more likely to predict that a trend will continue when given a narrower interval. We discuss implications. Contact: joowon.klusowski@yale.edu

Predicting Sequences Under Epistemic Versus Aleatory Uncertainty

Brimhall, Craig (University of California - Los Angeles); Fox, Craig (University of California - Los Angeles)

We examine how people infer the predictability of a domain from sequences and how beliefs about predictability impact when they predict a streak will revert or continue. We find people attribute sequences with high alternation rates to chance (i.e., aleatory uncertainty) but attribute streakier sequences to knowable factors like skill (i.e., epistemic uncertainty). Further, we find people are more likely to predict a streak will continue when they perceive a sequence as epistemic. We also find perceptions of epistemic and aleatory uncertainty predict when people prefer to predict the outcome of a streaky sequence compared to a sequence that has a higher, more predictable, alternation rate. Contact: cibrimhall@gmail.com

Rational and Irrational Belief in the Hot Hand: Evidence from Jeopardy!

Kukavica, Anthony (Stanford Graduate School of Business); Narayanan, Sridhar (Stanford Graduate School of Business)

A longstanding question in behavioral economics concerns whether a ‘hot hand’ exists in sports, gambling, and related settings. In this paper, we leverage a novel play-by-play dataset from the game show “Jeopardy!” to show that a hot hand effect exists in players’ performances. In parallel, contestants believe in the effect as reflected by their wagering decisions during gameplay. We find that players overestimate the magnitude of the true effect by approximately 3 to 8 times, though more successful contestants as well as those from more quantitative demanding professions exhibit lower levels of bias. Lastly, we discuss potential underlying mechanisms that may generate the observed effects. Contact: kukavica@stanford.edu

Session #7 Track II: Inequality and systems - Hilton - Golden Gate 4&5 - Sunday 10:00 am - 11:00 am

Inequality of Opportunity Cost Salience

Hagerty, Serena (University of Virginia)

Lower-income individuals are often subject to harsher evaluations of their consumption decisions relative to their higher-income peers. This research investigates a novel mechanism for why these systematic differences in permissible consumption arise. Four studies (N = 2,002; 3 pre-registered) demonstrate an inequality in opportunity cost consideration, such that observers are more likely to spontaneously consider the opportunity costs of a purchase made by a lower-(vs. higher-) income consumer, and therefore perceive the same purchase as less of a necessity and as less permissible. Importantly, reducing opportunity costs salience mitigates the income gap in consumption permissibility. Contact: serenahagerty@gmail.com

Examining the impact of stigma on decision-making in the US social safety net

Lasky-Fink, Jessica (Harvard University); Linos, Elizabeth (Harvard University)

A large literature documents learning, compliance, and psychological barriers that contribute to so-called ‘take-up gaps’ across the social safety net. Yet, evidence from behavioral interventions aimed at reducing these barriers has been mixed. Across five studies (N = 120,032), we examine the role of stigma – an often cited, but understudied psychological barrier – on decision-making. We document that stigma varies significantly by program and can be conceptualized as three distinct constructs. Then, in the context of rental assistance we show that destigmatizing outreach significantly increases initial engagement, and has a positive directional effect on program applications. Contact: jessica_lasky-fink@hks.harvard.edu

Costly Distractions: Focusing on Individual Behavior Undermines Support for Systemic Reforms

Hagmann, David (Hong Kong University of Science and Technology); Liao, Yi-tsen (Hong Kong University of Science and Technology); Chater, Nick (Warwick University); Loewenstein, George (Carnegie Mellon University)

Policy challenges can be addressed through systemic reforms and by encouraging individual behavior change. In two preregistered experiments (n = 1,800), we show that participants presented with individual interventions (vs. systemic reforms) are less likely to propose systemic reforms across domains. They also think systemic reforms are less important and that the issue should be addressed by individuals making better choices, rather than governments implementing better regulations (Study 1). They are also less likely to support an organization advocating for retirement reform over an organization promoting financial literacy with an incentivized donation (Study 2). Contact: david.hagmann@gmail.com

Session #7 Track III: Inferences - Hilton - Golden Gate 6&7 - Sunday 10:00 am - 11:00 am

Making Sense of Dominated Options

Bogard, Jonathan (Washington University in St Louis); Reiff, Joseph (University of Maryland); Caruso, Eugene (University of California - Los Angeles); Hershfield, Hal (University of California - Los Angeles)

Consider how different it is to encounter a choice set containing a dominated option in (a) a decontextualized attribute matrix versus, for instance, (b) when browsing a used car lot. In the latter case, dominated options aren't normatively irrelevant, but may instead signal untrustworthiness of the choice set's curator. This may then spill over onto evaluations of even non-dominated options in the set. Across 6 experiments ó using vignette studies and incentivized economic games ó we demonstrate such effects. We show that including dominated options in a choice set, when embedded in a more social context, can engender mistrust in the choice architect and result in higher rates of deferral. Contact: jonathan.bogard@gmail.com

How the Choice Environment Can Signal Social Norms and Change Behavior

Lieberman, Alicia (University of California - Los Angeles); Duke, Kristen (University of Toronto)

Social norms can have a powerful effect on behavior. The current research suggests that policymakers, organizations, and marketers can shape perceptions of social norms merely by changing the choice environment. While many interventions aim to increase healthy choices by making healthier options easier or more salient, we suggest that such interventions may also change behavior for an undiscovered reason: they signal social norms. Six experiments, including two in the field, demonstrate that changes to the choice environment increase perceived social norms, thereby increasing healthy behaviors as well as broader inferences about community norms. Contact: alicea.lieberman@anderson.em.ucla.edu

Less is More (Natural): The Effect of Ingredient Quantity on Preferences and Naturalness Judgments

Kim, Michelle (University of California - San Diego); Chen, Tianqi; Gershon, Rachel (University of California - Berkeley); Scott, Sydney (Washington University in St Louis); Kupor, Daniella (Boston University); Trudel, Remi (Boston University)

People value natural goods, but how do we determine whether a product is natural? In six pre-registered experiments, including two field experiments, we find that individuals utilize ingredient quantity as a cue to gauge product naturalness. In fact, describing the same product with the same ingredients as having few (vs. many) ingredients increases naturalness judgments and preferences for the product. We further investigate relevant moderators of this preference for products with fewer ingredients, providing insights into consumer preferences and beliefs about naturalness. Contact: ysmichellekim@gmail.com

Session #8 Track I: Wisdom of crowds - Hilton - Golden Gate 2&3 - Sunday 1:30 pm - 2:30 pm

Metawisdom Of The Crowd: How Choice Within Aided Decision Making Can Make Crowd Wisdom Robust

Atwell, Jon (Stanford University); Twyman, Marlon (University of Southern California)

Quality information can improve individual judgments but make group decisions less accurate; if individuals attend to the same information, the predictive diversity that underlies crowd wisdom may be lost. We explore this tension within the context of decision support systems that provide the choice of decision aids and before then primary judgments. We argue that whenever a set of decision aids induce diverse errors, this structure leads to higher group accuracy because aid choice will exhibit predictive diversity itself. In two experiments---the prediction of inflation (N=1907, pre-registered) and a tightly controlled bean-count estimation task (N=1198)—we find strong evidence for this. Contact: atwell.jonathan@gmail.com

Stubborn Non-Experts or True Experts? Leveraging Advice-taking and Kernel Density Estimation to Identify the Cluster of Experts and Improve Wisdom of Crowds

Zhang, Yunhao (Massachusetts Institute of Technology)

We introduce a method leveraging weight on advice (WOA) and kernel density estimation to identify a cluster of experts to improve Wisdom of Crowds. First, past literature has established that accurate experts on average have smaller WOA. Second, experts may cluster around the truth, while stubborn non-experts' answers scatter widely. Although relying solely on WOA or cluster size may not identify experts (due to stubborn non-experts or the sheer number of non-experts), we demonstrate that finding the cluster that exhibits the least average WOA can. Using ours and past research's data, we show that averaging over the initial responses within our identified cluster improves Wisdom of Crowds. Contact: zyhjerry@mit.edu

Small sample crowd wisdom with honesty incentives

McCoy, John (University of Pennsylvania); Prelec, Drazen (Massachusetts Institute of Technology)

We propose an integrated mechanism for aggregating and incentivizing probabilistic beliefs, which relies on eliciting predictions about the average beliefs of others. Unlike most previous related work, our theoretical results hold for finite samples, e.g., panels or juries. We exploit belief predictions to derive a common prior, which enables the computation of the exact full-information posterior over possible answers. On three datasets, our mechanism selects the correct crowd-wisdom answer with superior accuracy, penalizes hypothetical dishonest strategies with respect to how much they perturb beliefs, and tracks respondent expertise Contact: jpmccoy@wharton.upenn.edu

Session #8 Track II: Medicine - Hilton - Golden Gate 4&5 - Sunday 1:30 pm - 2:30 pm

How Do Free Rides and Text Reminders Affect COVID-19 Vaccinations? A 3.5-Million Person Megastudy

Milkman, Katherine L. (University of Pennsylvania); Ellis, Sean F. (University of Pennsylvania); Gromet, Dena M. (University of Pennsylvania); Luscher, Alex S. (University of Pennsylvania); Mobarak, Rayyan S. (University of Pennsylvania); Paxson, Madeline K. (University of Pennsylvania); Ramon A. Silvera Zumaran; Rob Kuan; Ron Berman; Neil A. Lewis Jr.; John A. List; Mitesh S. Patel; Christophe Van den Bulte; Kevin G. Volpp; Maryann V. Beauvais; Jonathon K. Bellows; Cheryl A. Marandola; Angela L. Duckworth

Encouraging routine COVID vaccinations will likely be a crucial policy challenge for decades. We conducted a megastudy with 3.5 million CVS Pharmacy patients testing eight behaviorally-informed interventions aimed at encouraging COVID booster vaccinations. Sending two sets of vaccination reminders seven days apart resulted in a 20% relative increase in 30-day COVID-19 booster vaccinations and generated a positive spillover, increasing 30-day flu vaccinations by 7%. Offering patients free round-trip Lyft rides to pharmacies had no benefit over and above sending simple reminders. Both experts and laypeople incorrectly predicted that offering free rides would outperform sending reminders. Contact: kmilkman@wharton.upenn.edu

Illness Severity and Consumers' Experience of Drug Side Effects

Tetik, Ozlem (London Business School); Faro, David (London Business School); Botti, Simona (London Business School); Heller, Monika (University College London)

The side effects of a drug are determined by dosage, the patient's age and metabolism, and concomitant drugs – not by the illness for which the drug is used. Counter to this medical fact, across three sets of archival data of clinical trials and two online experiments, we show that people expect and experience more severe side effects when using a drug for a more severe (versus milder) illness. We also illustrate the consequences of this tendency on people's inclination to use suboptimal alternative treatments and expensive supplements meant to alleviate side effects. Contact: otetik@london.edu

Quantifying the Impact of Vaccine-Skeptical Content on Facebook

Allen, Jennifer (Massachusetts Institute of Technology); Rand, David (Massachusetts Institute of Technology); Watts, Duncan (University of Pennsylvania)

We estimate the extent to which vaccine-skeptical content on Facebook reduces COVID vaccine acceptance and determine the contribution of misinformation to the resulting hesitancy. By combining survey experiments, crowdsourcing, and machine learning, we estimate the causal effects of 13,206 vaccine-related URLs on Facebook. We combine these estimates with exposure data and find that all vaccine-skeptical Facebook content lowered vaccination intentions by approximately -2.33pp (95% QI: -2.28,

-328) per US Facebook user. However, due to much wider reach, factually-accurate mainstream media content that selectively reported on vaccine deaths had 50X the impact of outright misinformation. Contact: jennifer.n.l.allen@gmail.com

Session #8 Track III: Framing time - Hilton - Golden Gate 6&7 - Sunday 1:30 pm - 2:30 pm

When the end is in sight: Time periods feel longer when expressed in minutes compared to end time

Wang, Jiabi (University of Chicago); Donnelly, Kristin (University of Chicago)

In this research, seven experiments demonstrate that time periods are perceived as longer when described by their duration (e.g., 45 mins, assuming a current time of 2:00pm) rather than their endpoint (e.g., 2:45pm). Reflecting this, participants anticipated being able to complete more things during a period when it was described by duration (compared to endpoint). Moreover, we demonstrate that describing waiting periods by duration reduces participants' willingness to wait and increases their willingness to pay to reduce the wait. Contact: jiabawang98@gmail.com

Temporal Frames of Environmental Threats

Faro, David (London Business School); Tetik, Ozlem (London Business School)

Scientists often make temporal predictions about environmental threats. Typically, the prediction is described in terms of the date by which a negative environmental outcome is expected to occur (UK water shortage is expected in 2050). Less commonly, it refers to the amount of time left until the outcome (UK water shortage is expected in 27 years). Across three online experiments and one field experiment, we demonstrate that time until an environmental threat is perceived as shorter in time-left frame compared to the corresponding date frame. Consequently, consumers are more engaged with environmental news stories in time-left rather than in date frame. Contact: dfaro@london.edu

The Dates-and-Hours Framing Effect in Temporal Evaluations

Sokolova, Tatiana (Tilburg University); Gaerth, Maximilian (University of Pennsylvania)

We find that describing temporal intervals with dates and hours (from May 2nd at 4 p.m. until May 5th at 3 p.m.) vs. dates only (from May 2nd until May 5th) elongates perceived duration. We propose that, to simplify the duration evaluation process, people represent dates-and-hours framed intervals as collections of granular time units, and, consequently, perceive them as longer. We further demonstrate that this change in perceived duration has consequences for time-versus-money trade-offs. Our results contribute to extant work on precise versus round magnitude evaluations and add to a more nuanced understanding of how number and unit information shapes people's judgments. Contact: tatianasokolova985@gmail.com

Session #9 Track I: Reference points - Hilton - Golden Gate 2&3 - Sunday 2:45 pm - 3:45 pm

The Dynamics of Motivation in Goal Pursuit

Wu, George (University of Chicago); Rowsey, Donovan (University of Chicago); Owsley, Nicholas C (University of Chicago)

This paper investigates the effect of near-failures and near-successes on future motivation and performance using a novel dataset of US high school track times. We find that boys who narrowly surpass a round number time in the 1600 meters are less likely to improve in their next race and over the remaining track season, and are less likely to run an additional race. This effect does not persist in the longer term. We find that a static reference-point model of reference-dependent preferences cannot explain our main results. However, the key qualitative results are consistent with a dynamic reference-point model in which the weight placed on reference dependent utility changes with success. Contact: nowsley@chicagobooth.edu

It's Easy To Learn, Save Money, and Work Out: When Framing Tasks as Easy Can Backfire

Skowronek, Samuel (University of California - Los Angeles); Schaumberg, Rebecca (University of Pennsylvania)

A core feature of nudges is to make behavior easier to enact. This focus on ease has led scholars and practitioners to describe engaging in desirable behavior as easy and simple. While framing tasks as easy may be initially motivating, we find that it also affects the attributions people make when they inevitably struggle. Using field and lab experiments, we show that easy frames can undermine people's sense of competence and willingness to seek help. We also provide some evidence that affirming a task as hard can promote help seeking. Our results highlight the consequences of using easy frames on people's wellbeing and provide an explanation for why easy frames may limit desirable behavior. Contact: sam.skowronek@gmail.com

Risk Aversion for Qualitative Losses

Müller-Trede, Johannes (IESE Business School); Sher, Shlomi (Pomona College); McKenzie, Craig (University of California - San Diego)

Do prospect theory's risk attitudes generalize to choice problems in which - as is common outside the laboratory - outcomes are described qualitatively rather than numerically? We formulate and test a general condition for diminishing sensitivity, and risk seeking, that applies to qualitative as well as quantitative losses. In a series of studies involving losses of consumer goods that are not numerically quantified, choices consistently violate this condition. Instead of the risk seeking predicted by prospect theory, we find robust risk aversion for qualitative losses. Our findings raise important questions about the cognitive sources of risk preference and the scope of prospect theory. Contact: jmuller@iese.edu

Session #9 Track II: Workplace - Hilton - Golden Gate 4&5 - Sunday 2:45 pm - 3:45 pm

An unexpected bias: High levels of achievement change the biases women face at work

Zhang, Jean (University of California - San Diego); Campbell, Elizabeth Lauren (University of California - San Diego); Amir, On (University of California - San Diego)

Emerging evidence suggests increased awareness of gender bias leads others to view highly accomplished women more positively than equivalent men, driven by the assumption that successful women have advanced despite repeatedly being held to higher standards. We propose these beliefs can also lead to overly high expectations of high-achieving women. Examining requests for revisions of final deliverables on an online freelance platform, we find buyers are more likely to request platform-vetted high-quality female sellers revise their deliverables than equivalent male sellers. Robustness checks suggest this effect is not driven by differences in buyers' evaluations of the work's quality. Contact: ecampbell@ucsd.edu

Gender differences in accusations and believability

Agarwal, Grusha (University of Toronto); DeCelles, Katy (University of Toronto); Kovacheff, Chloe (University of Toronto); Adams, Gabe (University of Virginia); Ruttan, Rachel (University of Toronto)

Accusations of workplace retaliation, discrimination etc. are commonplace in organizations. Credibility of these accusations are influenced by factors like race, prototypicality of victims, delay in making accusations and more robustly, gender. While it is interesting who perceivers deem as more credible, men or women, it is imperative to understand why that may be the case. Using an archival dataset, survey, and two experiments, we show that women's cases are given more merit than men's, although complainants are not aware of this and often perceive the opposite. Perceiver's lay beliefs about how severe workplace unfairness events are for women compared to men drive this effect. Contact: grusha.agarwal2201@gmail.com

Present-Biased Labor Supply: Evidence from Uber's Instant Pay

Chen, Keith (University of California - Los Angeles); Feinerman, Katherine (University of California - Los Angeles); Haggag, Kareem (University of California - Los Angeles)

We investigate the labor supply effects of pay flexibility and the implications of present-biased preferences on gig-economy workers. Modern platforms provide workers real-time control over when they work, and increasingly, these platforms also provide flexible pay: the option to be paid immediately after work. Using a nationwide field experiment at Uber, we estimate the effects of switching from a weekly pay schedule to an 'Instant Pay' option. We find that this policy substantially increased drivers' earnings and work time. Furthermore, the response is significantly higher when a worker is further away from their weekly payday, aligning with predictions of hyperbolic discounting models. Contact: kareem.haggag@gmail.com

Session #9 Track III: Online platforms - Hilton - Golden Gate 6&7 - Sunday 2:45 pm - 3:45 pm

The choice overload effect in online retailing platforms

Long, Xiaoyang (University of Wisconsin); Sun, Jiankun (Imperial College London); Dai, Hengchen (University of California - Los Angeles); Zhang, Dennis (Washington University in St Louis)

In a field experiment (N=1,615,325), we vary the number of products recommended to consumers. We find as the choice set increases, consumers may become not only less likely to purchase any product but also less willing to start a search (i.e., click on any product). Using machine learning, we identify substantial effect heterogeneity depending on the time of recommendation, price, and product category. Our 2-stage behavioral model suggests that the findings support anticipated regret, rather than information overload, as the prominent mechanism of choice overload effect in our setting. This work provides a valuable field replication and extension of literature on the choice overload effect. Contact: hengchen.dai@anderson.ucla.edu

Testing the Digital Frontier: Validity Tradeoffs in Online Platform A/B Tests

Cornil, Yann (University of British Columbia); Yi, Shangwen (University of British Columbia); Boegershausen, Johannes (Erasmus University Rotterdam); Hardisty, David (University of British Columbia)

Researchers have increasingly relied on online platform A/B tests such as Facebook or Google Ads split tests. These studies allow researchers to compare ad effectiveness and study “real” consumer behavior but lack true random assignment, exposing researchers to unique tradeoffs between internal and ecological validity, as well as unique challenges for transparent results reporting. We present a case study demonstrating how validity tradeoffs operate, as well as a review of 76 published platform A/B tests revealing how researchers have navigated these tradeoffs. Finally, we propose guidelines for researchers to maximize the usefulness of platform A/B tests while being clear about the caveats. Contact: yishangwen123@gmail.com

Put your mouth where your money is: A field experiment encouraging donors to share about charity

Silver, Ike (Northwestern University); Small, Deborah (Yale University)

Sharing about charity can raise awareness and boost fundraising for good causes. However, many donors are uncomfortable talking about their giving. Three preregistered experiments explore this psychology and test an intervention. Two lab studies link donors’ reluctance to share to an outsized attentional focus on the reputational risks of touting one’s generosity (vs. the potential to influence others to give). A large field experiment (N=77,485) finds that a simple message reorienting donors to the social impact case for sharing (‘Your donation can start a chain reaction’) can increase both their willingness to share and their likelihood of recruiting others to the cause. Contact: ike.m.silver@gmail.com

SJDM Poster Sessions #1
Sunday, November 19th 8:00am-9:45am

1. The role of salience driven attention in multi-alternative multi-attribute choice, Hasan, Eeshan (Indiana University Bloomington); Trueblood, Jennifer (Indiana University Bloomington)
2. Attentional Over-weighting in Gains, Attentional Under-weighting in Losses, Eum, Brenden (California Institute of Technology); Gonzalez, Stephen (Stanford University); Rangel, Antonio (California Institute of Technology)
3. Value Magnitude Dependent Choice and Attention Dynamics, Jingkai, Hong (University of Warwick); Tim, Mullett (University of Warwick); Wenjia, Zhao (University of Warwick)
4. Lessons learned while developing a 5-trial adjusting cognitive effort discounting task Mitchell, Suzanne (Oregon Health & Science University)
5. Non-Invasive Neuromodulation as a Method for Enhancing Time-Constrained Decision-Making, MacNeil, Emma (InfoScitex Corporation); Alexander, Kevin (ORISE); Shrestha, Reeshav (Ball Aerospace); Frantz, Evan (InfoScitex Corporation); Yuan, Yong (ORISE); Helton, Rick (InfoScitex Corporation); Aue, William (Air Force Research Lab)
6. The neural correlates of post hoc rationalization and choice blindness: a fMRI study, Vogel, Gabriel (Lund University); Von Westen, Danielle (Lund University); Hall, Lars (Lund University); Mannfolk, Peter (Lund University); Mårtensson, Johan (Lund University); Johansson, Petter (Lund University);
7. What is your Problem Solver Profile? Strauss Einhorn, Cheryl (Cornell University)
8. Western researchers can and should be accessing Eastern samples: scientific validation and practical guidance, Wang, Liman (Fudan University), Gao, Randy (New York University), Jung, Minah New York University), Hung, Iris (Chinese University of Hong Kong), Nelson, Leif (University of California, Berkeley)
10. Not-so-general g: Novel measurements of individual differences in type 1 cognitive abilities break the positive manifold of human intelligence, Thomson, Keela (University of Toronto); Oppenheimer, Daniel (Carnegie Mellon University)
11. Real-World Estimation Taps Into Basic Numeric Abilities, Kreis, Barbara (University of Mannheim); Grofl, Julia (University of Mannheim); Pachur, Thorsten (Technical University of Munich)
12. Are Numerate People More Media Literate? Perrin, Olivia D. (University of Oklahoma); Cho, Jinhyo (University of Oklahoma); Nguyen, Long (University of Oklahoma); Garcia-Retamero, Rocio (University of Granada); Cokely, Edward T. (University of Oklahoma)
13. Would You Use a South-Pointing Compass? Consumers Underestimate the Informativeness of Systematic Errors and Disagreement, Naborn, Jay (Washington University in St Louis); André, Quentin (University of Colorado Boulder); Perfecto, Hannah (Washington University in St Louis); Hirshman, Samuel (Norwegian School of Economics); Reinholtz, Nicholas (University of Colorado Boulder)
14. Complete vs incomplete evaluations effect in social media: Spillovers of social media use to judgments and decision-making, Ertekin, Ceylin Petek (London School of Economics and Political Science)
15. Granularity of confidence scales affect resolution and calibration of dynamic judgments, Alaukik, Abhay (University of Florida); Kvam, Peter (University of Florida); Odegaard, Brian (University of Florida)
16. Busy Bias: Your Busyness Indicates Competence, Mine Does Not Zhang, Hui (Iowa State University); Raju, Sekar (Iowa State University)
17. Viruses & Vetoes: Unilateral actors are often motivated by failures of reasoning, Lewis, Joshua (New York University); Allen, Carter (New York University); Caviola, Lucius (Harvard University)
18. Do individuals selectively engage their scientific reasoning abilities? Drummond Otten, Caitlin (Arizona State University); Anglin, Stephanie (Hobart and William Smith Colleges); Broomell, Stephen (Purdue University)
19. Reasoning About Practical Significance for Everyday Decisions, Michal, Audrey (University of Michigan); Shah, Priti (University of Michigan)

20. What does the typical experimental manipulation of process vs. outcome accountability actually manipulate? A comprehensive investigation of possible psychological mechanisms, Rollwage, Johannes (University of Goettingen); Treffenstädt, Christian (University of Goettingen); Schulz-Hardt, Stefan (University of Goettingen)
21. Spatial position affects quantity judgments and product preference, Vanunu, Yonatan (University of Chicago); Donnelly, Kristin (University of Chicago)
22. Do Large Language Models Display the Fundamental Attribution Error? Trott, Sean (University of California - San Diego); Walker, Drew (University of California - San Diego)
24. Rejection vs. Choice: How Decision Frame Shifts the Compromise and Attraction Effects, Heeyoung Yoon (Bocconi University), Joshua Lewis (NYU), Minah Jung (NYU)
25. Identifying context effect sweet spots: There's an app for that! Cavagnaro, Daniel (California State University - Fullerton); Pettit, Elizabeth (Miami University); Huang, Yu (University of Illinois); Johnson, Joe (Miami University); Regenwetter, Michel (University of Illinois)
26. Bias in the Eye of the Beholder, Chance, Madeline J. (Middle Tennessee State University); Jackson, Alexander T. (Middle Tennessee State University); Frame, Mark C. (Middle Tennessee State University)
27. Structured analysis of personal criteria can save lives in joint (but not separate) evaluation, Gordon-Hecker, Tom (Ben-Gurion University of the Negev); Kogut, Tehila (Ben-Gurion University of the Negev)
28. Is the repulsion effect the similarity effect in disguise? Conway, Sean (University of Massachusetts); Cohen, Andrew (University of Massachusetts)
29. Status Quo Bias Signals Loyalty, Milligan, Shannon (Central Connecticut State University); Protzko, John (Central Connecticut State University)
30. Heuristics and Biases in Dyads vs. Individuals Breaux, Jacob (Montclair State University); Bixter, Michael (Montclair State University)
31. A loss mindset helps people make more rational decisions: Evidence from the default bias, sunk cost bias, and outcome bias Yu, Xinhao (Hong Kong Polytechnic University); Savani, Krishna (Hong Kong Polytechnic University); Rao, Hayagreeva (Stanford Graduate School of Business)
32. Motivation Myopia: The Overestimation of Motivation's Impact on Performance, Polimeni, Eliana (Kellogg School of Management); Nordgren, Loran (Kellogg School of Management)
34. An Empirical Test of the Relative State Model Using Poker Scenarios, Deminchuk, Jeffrey (Washington State University); Mishra, Sandeep (University of Guelph)
35. The ecology of risk: Mapping the risky choices prevalent in modern life Frey, Renato (University of Zurich); Fischer, Olivia (University of Zurich)
36. Risk takers at work: A meta-analytic investigation, Reeves, Katelyn (Louisiana State University); Perkins, Hannah (Louisiana State University); Cowley, Tyler (Louisiana State University); Zhang, Don (Louisiana State University)
37. Seeking isolated-uncertainty while averting-comparative uncertainty: the case of information conflict, Dan, Ohad (Yale University); Sanghvi, Maya (Yale University); Levy, Ifat (Yale University)
38. Comparison of risk perception regarding food radiation contamination and COVID-19:Thirteen-wave panel survey after the Fukushima nuclear accident, Kusumi, Takashi (Kyoto University), Miura, Asako (Osaka University) ; Ogura, Kanayo (Iwate Prefectural University); Nishikawa, Kazuji (Osaka University of Commerce)
39. Eliciting Risk Perceptions: Does Conditional Question Wording Have a Downside? Strueder, Jeremy (University of Iowa); Miller, Jane (Vanderbilt University); Yu, Xianshen (New York University); Windschitl, Paul (University of Iowa)
40. Mental accounting of time: Which information and strategies do people use to decide about their time? Miccoli, Maria Rosa (University Konstanz); Miller, Malena (University Konstanz); Reips, Ulf-Dietrich (University Konstanz)
41. Stealing Time: Why we don't protect our time like we do our money, Hillegass, Kathryn (University of California - San Diego); Amir, On (University of California - San Diego)

42. Gains and Losses of Time: Do People Show Temporal Loss Aversion? Horn, Sebastian (University of Zurich)
43. The Effect of Task Framing on Intertemporal Choice, Liu, Tiantong (University of Warwick); Read, Daniel (University of Warwick); Wei, Sarah (University of Warwick); Ding, Isabel (University of Warwick)
44. Testing an Emotion Regulation Intervention on Intertemporal Choice, Wang, Ke (Harvard University); Lerner, Jennifer (Harvard University); Goldenberg, Amit (Harvard University); Gross, James (Stanford University)
45. Vividly Imagining the Future Predicts Demand for Commitments, Weber, Megan (University of California - Los Angeles); Hershfield, Hal (University of California - Los Angeles)
46. The Long and Short of It: Video Length Formats Influence Time Perception, Shen, Lucy (Harvard University); Nam, Jimin (Harvard University); Elleithy, Taqua (Harvard University); Norton, Michael (Harvard University)
47. Updating, Evidence Evaluation, and Operator Availability: A Framework for Understanding Belief (Sommer, Joseph (Rutgers University); Musolino, Julien (Rutgers University); Hemmer, Pernille (Rutgers University)
48. Probability Updating When Drawing Signals Without Replacement, Langer, Thomas (University of Muenster), Mohrschladt, Hannes (University of Muenster), Siedhoff, Susanne (University of Muenster), Stitz, Lennar (University of Muenster)
49. Optimism and attributions of group loyalty, Lukumon, Gafari (University Mohammed VI Polytechnic & Institut Ecole Normale Supérieure); Cusimano, Corey (Yale University); Strickland, Brent (University Mohammed VI Polytechnic & Institut Ecole Normale Supérieure)
50. Optimism Beliefs across Cultures, Liu, Coco (University of Utah); Tenney, Elizabeth (University of Utah); Talhelm, Thomas (University of Chicago)
51. Impact of Event Boundaries on Wishful Thinking in Predictions, Park, Inkyung (University of Iowa); Strueder, Jeremy (University of Iowa); Miller, Jane (Vanderbilt University); Windschitl, Paul (University of Iowa)
52. Delegation Opportunities: A Source of Overconfidence??, Frollova, Nikola (Prague University of Economics and Business); Hajdu, Gergely (Vienna University of Economics and Business)
53. Does Good News Wash out the Bad? Belief Updating and Climate Risk Information, Conell-Price, Lynn (Consumer Financial Protection Bureau); Mulder, Philip (University of Wisconsin)
54. Strategic Thinking in Disclosing and Unraveling of Hidden Information, Xu, Wenzhuo (Carnegie Mellon University); Cash, Trent (Carnegie Mellon University); Downs, Julie (Carnegie Mellon University)
55. The Role of Information Availability in Simple Decisions, Lee, Douglas (Tel Aviv University); Tsetsos, Kostantinos (University of Bristol); Pezzulo, Giovanni (National Research Council of Italy); Shahar, Nitzan (Tel Aviv University); Usher, Marius (Tel Aviv University)
56. Extracting information from obstetricians' judgments using order-constrained models (Ortmann, Alexandra (Stony Brook University); Urs, Medhini (Stony Brook University); Cavagnarro, Daniel R. (California State University - Fullerton); Luhmann, Christian C. (Stony Brook University); Regenwetter, Michel (University of Illinois)
57. When Ignorance is a Curse: Being Blind to Irrelevant Information Compromises Selection Decisions, Rabinovitch, Hagai (Ben-Gurion University of the Negev); Bereby-Meyer, Yoella (Ben-Gurion University of the Negev)
58. Novel Effects of Predecisional Information Distortion in the Stepwise Evolution-of-preference Paradigm, Häffner, Carolin (University of Cologne); Jekel, Marc (University of Cologne); Lisovoj, Daria (University of Cologne)
59. Effects of Exploring Counterattitudinal Data Before Reading Persuasive Messages, French, Sarah (University of Louisville); DeCaro, Daniel (University of Louisville); DeCaro, Marci (University of Louisville)
60. Limits and heterogeneity of the implied truth effect, Martel, Cameron (Massachusetts Institute of Technology); Rand, David (Massachusetts Institute of Technology)
61. Self-Nudging Accuracy to Reduce Misinformation Sharing Online, Stock, Friederike (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development); Lorenz-Spreen, Philipp (Max Planck Institute for Human Development)

62. Single-peaked, but Polarized Preferences: Deliberation in a Team Dictator Game Jachimowicz, Jessica (Karlsruhe Institute of Technology)
63. Polarization in a global state of emergency: Quantifying heterogeneity in perceived risks of pandemic mitigation measures Fischer, Olivia (University of Zurich); Frey, Renato (University of Zurich)
64. Changing voting decisions via the manipulation of gaze, Coronel, Jason (Ohio State University); Yang, Xiaozhi (Ohio State University); Riggs, Elizabeth (Ohio State University); Krajbich, Ian (Ohio State University)
65. Differential Functioning of Political Beliefs and Gender Identity in a Gamified Drone Strike Decision Making Task, Delgado, Jesus (University of Minnesota); Santos, Paloma (California State University - Northridge); Rutchick, Abraham (California State University - Northridge)
66. Communication is key - a close replication and extension of Weisel and Shalvi (2015), Tønnesen, Mathilde (Aarhus University); Elbæk, Christian (Aarhus University); Pfattheicher, Stefan (Aarhus University); Mitkidis, Panagiotis (Aarhus University)
67. The curse of agreement: Why agreement in conversation hinders people from sharing information and learning about their counterparts Ren, Zhiying (Bella) (University of Pennsylvania); Carton, Andrew (University of Pennsylvania); Schaumberg, Rebecca (University of Pennsylvania)
68. Revealing resilience: Exploring people's reluctance to share personal stories of resilience, Tan, Li Shi (University of Leeds); Sezer, Ovul (Cornell University); Basu, Shankha (University of Leeds)
69. Conversational Receptiveness Enhances Vaccine Discussions, Minson, Julia (Harvard University); Hagmann, David (Hong Kong University of Science and Technology); Luo, Kara (Stanford Graduate School of Business)
71. Short and Sweet or Short and Sour: The Influence of Text Message Abbreviations on Relational Outcomes, Fang, David (Stanford Graduate School of Business); Yang, Liang (University of Toronto); Maglio, Sam (University of Toronto)
72. The Credibility Dilemma: When Acknowledging a (Perceived) Lack of Credibility Can Make a Boast More Believable Wald, Kristina (University of Chicago); Chaudhry, Shereen (University of Chicago); Risen, Jane (University of Chicago)
73. The Advantages for Cooperation of a Bayesian Theory of Mind, Kleiman-Weiner, Max (Massachusetts Institute of Technology); Vientos, Alejandro (Massachusetts Institute of Technology); Rand, David (Massachusetts Institute of Technology); Tenenbaum, Joshua (Massachusetts Institute of Technology)
74. The Role of Emotional Arousal and Regulation in Positive Reciprocity: A Psychophysiological Approach (Milstein, Nir (Bar-Ilan University); Rosenblatt, Marina (Bar-Ilan University); Katzir, Maayan (Bar-Ilan University); Halali, Eliran (Bar-Ilan University)
75. Morality Affecting Your Affect: How Moral Dilemmas Evoke Integral Emotions Brown, Kayla D. (University of Georgia); Goodie, Adam S. (University of Georgia)
76. Emotion and Handedness, Saki, Jessica (University of Toledo); Clarkson, Dr. Evan (Indiana University Bloomington); Jasper, Dr. JD (University of Toledo)
77. Violations of Procedure Invariance in Moral Judgments of Sacrificial Dilemmas, Landy, Justin (Nova Southeastern University); Lemli, Benjamin (Nova Southeastern University); Shah, Pritika (Nova Southeastern University); Perry, Alexander (Iowa State University); Sager, Rebekah (Arizona State University)
78. Naturalistic Moral Dilemmas: A Case Study on Melding Big Data and Experimental Approaches (Ryan, William (University of California - Berkeley); Hadjimina, Philipp (ETH Zurich); Critcher, Clayton (University of California - Berkeley)
79. Critical Moral Judgments: Expectations of Moral Behavior and Character of Others while Experiencing Visceral Drive States Blythe, Paul (University of Colorado Boulder); Bhattacharjee, Amit (University of Colorado Boulder); Barasch, Alixandra (University of Colorado Boulder)
80. The Psychometrics of Deception, Bitterly, Brad (Hong Kong University of Science and Technology)
81. Liking scales are broken for probabilistic outcomes, Kristine Y. Cho (UC Berkeley), Stephen M. Baum (Washington University in St. Louis) Ellen R. K. Evers (UC Berkeley)

82. How Attention and Frames Influence Third-Party Punishment and Compensation Preferences, Civai, Claudia (London South Bank University); Capraro, Valerio (University of Milano - Bicocca); Polonio, Luca (University of Milano - Bicocca)
83. Trait self-control and altruistic behavior, Assor, Haim (Bar-Ilan University); Halali, Eliran (Bar-Ilan University)
84. Social image and social distance, Asulin, Yamit (Bar-Ilan University); Heller, Yuval (Bar-Ilan University); Munichor, Nira (Bar-Ilan University); Zultan, Ro'i (Ben-Gurion University of the Negev)
85. A framework of donation decisions as expected value estimations using mental representations, Männik, Sille-Liis (University of Tartu); Uusberg, Andero (University of Tartu)
86. Altruism and Attention to Social Information, Cotet, Miruna (Ohio State University); Blanco, Mariana (Universidad del Rosario); Krajbich, Ian (Ohio State University)
88. ADVISOR PERFORMANCE DISTORTS PERCEIVED ADVICE QUALITY AND UTILIZATION Levari, David (Harvard University); Feffer, Jacqueline (Harvard University)
89. AI advice taking in Financial Decision-Making: The Role of Preference on Advice Integration, Musso, Constanza (City University of London); Kappes, Andreas (City University of London)
90. Households' Decision on Capital Market Participation: What Are the Drivers? A Multi-Factor Contribution to the Participation Puzzle Oehler, Andreas (Bamberg University); Horn, Matthias (Bamberg University)
91. On the Factors Affecting Savings Behavior, Alrashid, Ibrahim H. (Saudi Development Bank); Allaheeb, Bassim A. (Rushd Consulting); AlHamidi, Sultan A. (Saudi Development Bank); Albishi, Meaid N. (Saudi Development Bank); Bawazeer, Faisal B. (Saudi Development Bank); Alhodaib, Khawlah I. (Saudi Development Bank); Binrushaid, Abdulmajeed A. (Saudi Development Bank) Alnagar, Ahmed M. (Rushd Consulting)
92. Perceptions of financial scarcity and the debt management. Caserotti, Marta (University of Padova); Girardi, Paolo (University of Venice); Stocco, Maria (University of Padova); Sellaro, Roberta (University of Padova); Gavaruzzi, Teresa (University of Bologna); Tasso, Alessandra (University of Ferrara); Roux, Caroline (Concordia University); Lotto, Lorella (University of Padova); Rubaltelli, Enrico (University of Padova)
93. Death anxiety and executing life's financial denouement: Death anxiety's effect on lifespan estimation and financial planning Royer, Joseph (University of Houston); Rude, Dale (University of Houston)
94. Understanding NFT Purchase Intentions and Regret in a Market Downturn, Hossli, Nils (University of Zurich); Natter, Martin (University of Zurich); Shen, Luxi (CUHK Business School)
95. Streamer Number and Purchase Intention: A Preliminary Study in China Ma, Bicheng (Bocconi University)
96. Exploding Deals: Consumer Response to Time-Limited Promotional Offers, Kim, Hyoseok (Southern Connecticut State University); Häubl, Gerald (University of Alberta)
97. The Effect of Divergent Consumer Ratings on Purchase Likelihood Leng, Yanyi (Washington University in St Louis); Nowlis, Stephen (Washington University in St Louis)
98. The Influence of Mean Product Ratings on Judgments of Review Helpfulness Katz, Daniel (University of Chicago); Bartels, Daniel (University of Chicago)
99. Budgeting for Self-Control: Is Sorting Expenses into 'Luxuries' and 'Necessities' Better than Sorting into Traditional Budget Categories? Kuan, Robert (University of Pennsylvania); Milkman, Katherine (University of Pennsylvania); Herschfield, Hal (University of California - Los Angeles)
100. Set Composition Induces Overbuying, Bocchi, Elena (City University of London); Scopelliti, Irene (City University of London); Estes, Zachary (City University of London)
101. Oh no! that was too sudden: Role of Sudden Product-Failures in Repair-Intentions, Tatavarthy, Aruna (Norwegian School of Economics); Agrawal, Nidhi (University of Washington)
102. Forgoing Unearned Rewards, Kim, Jin (Tongji University); Wong, Jared (Yale University); Cusimano, Corey (Yale University)

103. Forgoing Consumption for the Sake of Others, Ferreira, Kirla (City University of London); Steinmetz, Janina (City University of London); Scopelliti, Irene (City University of London)
104. Human contact in the digital age: a soon to be scarce luxury good? Carrus, Elisa (London South Bank University); Caserotti, Marta (Universita degli Studi di Padova); Skelton, Nazia Yasmeen (London South Bank University); Civai, Claudia (London South Bank University)
105. Inequality in Music Consumption: A Comparative Analysis of 67 Countries, Gonzales, Josh (University of Guelph); Pegoraro, Ann (University of Guelph); Mishra, Sandeep (University of Guelph)
106. A method for measuring consumer confusion due to copycat product labels van de Mosselaar, Piet (Aarhus University); Schoemann, Martin (Technische Universität Dresden); Perkovic, Sonja (Aarhus University); Orquin, Jacob L. (Aarhus University)
107. Activating subjective norms to promote environmental consumption: What you think people do supersedes your sustainability beliefs. Wilhelms, Evan (Hiram College); Kirsch, Estefani (Universidade do Vale do Rio dos Sinos); Brust-Renck, Priscila (Universidade do Vale do Rio dos Sinos)
108. Nudging Sustainable Meal Choices, Camilleri, Adrian R. (University of Technology Sydney); Newell, Ben (University of New South Wales); Roberts, John (University of New South Wales)
109. How Food Neophobia influences the decision to consume conventional meat and meat alternatives, Tedaldi, Elisa (University of Padova); Sparkman, Gregg (Boston College); Carraro, Luciana (University of Padova); Lenzi, Michela (University of Padova); Rubaltelli, Enrico (University of Padova)
110. Lagging Behind and Lagging Ahead: Friction as an Overlooked Influence on Online Engagement, Mazar, Asaf (University of Pennsylvania), Tomaino, Geoff (INSEAD), Carmon, Ziv (INSEAD), Wood, Wendy (University of Southern California) Duckworth, Angela (University of Pennsylvania)
111. Sustainability Goals Can Lead to Less Sustainable Choices, Padua, Gabriela (Washington University in St Louis); Scott, Sydney (Washington University in St Louis)
112. Unrealistic optimism in climate change risk perception undermines support for climate mitigation efforts Kim, Taeik (University of Missouri); Hennes, Erin (University of Missouri)
113. Life can be better! Increasing support for polarizing green policies via visuals of a better future, Dubey, Rachit (Massachusetts Institute of Technology); Hardy, Matt (Princeton University); Bhui, Rahul (Massachusetts Institute of Technology); Griffiths, Thomas (Princeton University)
114. Exploring the Differential Impact of Green Nudges and Welfarist Nudges on Long-Term Behavioral Change: An Experimental Analysis, Mathew, Shawn (IMT Business School Dubai)
115. Psychological Barriers and Accelerants to Collaborating on the Net-Zero Energy Transition Composto, Jordana (Princeton University); Weber, Elke (Princeton University)
116. Giving farm animals a name and a face: Eliciting animal advocacy among omnivores using the single identifiable victim effect. Cohen Ben-Arye, Rakefet (Bar-Ilan University); Halali, Eliran (Bar-Ilan University)
117. Are Defaults More Likely to be Overridden? Evidence from End of Life Care Preferences, Cloughesy, Jon (Duke University); Campagna, Ada (Duke University); Lindemans, JW (Duke University); Ariely, Dan (Duke University)
118. Improving End-of-Life: Exploring the Effect of Default Disclosure, Chew, Brianna (University of California - San Diego); Fridman, Ariel (ESADE Business School); Gneezy, Ayelet (University of California - San Diego)
119. Psychological Barrier to COVID-19 Vaccine Acceptance, Han, Jee Hoon (University of Washington); Qin, Chao (University of Washington); Joslyn, Susan (University of Washington); Agrawal, Nidhi (University of Washington); Savelli, Sonia (University of Washington)
120. Ask, don't tell: priming people to be consistent for vaccination, Arellano, Jose (Carnegie Mellon University); Chapman, Gretchen (Carnegie Mellon University); Saccardo, Silvia (Carnegie Mellon University)

121. Decisions involving tradeoffs between health and economic losses during the COVID-19 pandemic, Sokolowska-Pohorille, Joanna (SWPS University of Social Sciences and Humanities); Swiatnicki, Kornel (Kozminski University)
122. Graphically represented medical information is harder to process and is rather chosen than numerically represented information Tiede, Kevin E. (Max Planck Institute for Human Development); Wolfgang, Gaissmaier (University of Konstanz)
123. “Mild”, “Severe”, “Critical” - Communication of disease severity and its impact on risk perception and protective behavior Gubernath, John (Robert Koch Institute); Daschowski, Yvonne (Robert Koch Institute); Leuker, Christina (Robert Koch Institute)
124. Violations of Procedure and Presentation Invariance in a Medical Helping Dilemma, Lemli, Benjamin (Nova Southeastern University); Landy, Justin (Nova Southeastern University)
125. Neither Biased Algorithms nor Biased Humans are Desirable, But Combining Them may be Permissible Wang, Sophie (University of Chicago); Dietvorst, Berkeley (University of Chicago)
126. Slow Moral Trade-Off by AI Increases AI Appreciation, Yang, Adelle (National University of Singapore); Chen, Sijin (National University of Singapore); Gu, Yu (Tsinghua University)
127. Aversion to Algorithms or an Aversion to Unconventional Options? Tariq, Hamza (University of Waterloo); Fugelsang, Jonathan (University of Waterloo); Koehler, Derek (University of Waterloo)
128. Diagnostic Accuracy across Light and Dark Skin by Specialists, Generalists, and Physician-Machine Partnerships (Groh, Matthew (Northwestern University); Badri, Omar (Northeast Dermatology Associates); Danehsjou, Roxana (Stanford University); Koochek, Arash (Bannerhealth); Harris, Caleb (Massachusetts Institute of Technology); Soenksen, Luis (Harvard University); Doraiswamy, P. Murali (Duke University); Picard, Rosalind (MIT Media Lab)
129. Women who cry to manipulate others face more backlash than men, Pittarello, Andrea (Stony Brook University); Motro, Daphna (Hofstra University)
130. Networks as Newsletters: The Effects of Female Network Connectedness on Gender Diversity Efforts Lin, Jun (Stanford Graduate School of Business); Hur, Julia (New York University)
131. Faculty Hiring Analysis Garrett, Karin (University of Pennsylvania); Wang, Angelica (University of Michigan); Moore, Don (University of California - Berkeley)
132. Selection Neglect in Hiring Choices: When the Lower-Performing Candidate Is Preferred, Hagmann, David (Hong Kong University of Science and Technology); Sajons, Gwendolin (ESCP Business School); XU, Feiyu (Hong Kong University of Science and Technology)
133. Safety in Numbers? Women Prefer Managing Smaller Teams due to Fewer Anticipated Negative Outcomes Elleithy, Taqua (Harvard University); Abi-Esber, Nicole (London School of Economics and Political Science)
134. What do you need? Evolutionary needs and preferences for organizational culture Refaie, Nabhan (University of Guelph); Mishra, Sandeep (University of Guelph)
135. Preferential Differences for Transactional vs. Transformational Leadership in a Student and Working Population, Lusser, Sophie-Claire (Georg August University Gottingen); Mojzisch, Andreas (University of Hildesheim); Schulz-Hardt, Stefan (Georg August University Gottingen)
136. The Profit-as-Pushy Effect: For-Profit Organizations Attract and Inspire Dominance Santoro, Erik (Stanford University); Davidai, Shai (Columbia University)
137. The Past is Now: Inaccuracy in Work-from-Home Productivity and Stress Recollection Stroom, Martijn (Maastricht University)
138. A Research Agenda for Decision Education: Teaching Decision-Making and Evaluating the Results, Lee, Jinsol (Alliance for Decision Education); Anderson, Madeline (Alliance for Decision Education); Diamond, Hannah (Alliance for Decision Education)
139. Slugged out of school: A comparative ‘sludge audit’ of policies that make school progression hard (vs. easy) for children in low- and middle-income countries, Hodson, Nathan (University of Southern California); Llopis, Jimena (Save The

Children International); Rava, Matteo (Aix- Marseille University); Majerowicz, Stephanie (Universidad de los Andes); Walatka, Robert (University of Chicago); Wangenheim, Sven (Oxford Economics); Wändi Bruine de Bruin (University of Southern California); Ivo Vlaev (Warwick Business School)

140. The role of self-esteem and Theory of Mind in preschoolers' materialism, Trzcińska, Agata (University of Warsaw); Podsiadłowski, Wojciech (University of Warsaw); Golus, Patrycja (University of Warsaw); Wielezczyk, Jowita (University of Warsaw); Sekścińska, Katarzyna (University of Warsaw)

SJDM Poster Session #2
Sunday, November 19th 4:45pm-6:30pm

1. Decision-Making Foundations in Cognition and Probability, Langholtz, Harvey (William & Mary)
2. The Impact of Grouping on Decisions Based on Multidimensional Observations, Leshkowitz, Maya (The Hebrew University of Jerusalem); Hassin, Ran (The Hebrew University of Jerusalem)
3. Modern Preference Learning Model Evaluation for Individual Discrete Choices, Cao, Sheng Lun (Carnegie Mellon University); Nock, Destenie (Carnegie Mellon University); Davis, Alex (Independent Consultant)
4. The Effect of Feedback and Knowledge of the Distribution of Option Values on Learning in Sequential Search, Bugbee, Erin (Carnegie Mellon University); Gonzalez, Cleotilde (Carnegie Mellon University)
5. Escaping technological ‘learning traps’ through mechanistic understanding, Sankar, Anirudh (Stanford University); Davies, Ben (Stanford University)
6. Evaluating Metacognition in Subjective, Multi-attribute Choice, Cash, Trent N. (Carnegie Mellon University); Oppenheimer, Daniel M. (Carnegie Mellon University)
7. Conflict detection predicts the temporal stability of intuitive and deliberate reasoning, Voudouri, Aikaterini (University Paris Cité); Białek, Michał (University of Wrocław); Domurat, Artur (Kozminski University); Kowal, Marta (University of Wrocław); De Neys, Wim (University Paris Cité)
8. Intuitive reasoning about psychological constraint, Cusimano, Corey (Yale University); Zorrilla, Natalia (Princeton University); Danks, David (University of California - San Diego); Lombrozo, Tania (Princeton University)
9. Probability estimates increase in a communication chain, Harris, Adam (University College London); Kau, Shi-Hui (University College London); Liefgreen, Alice (Swansea University)
10. Learning the lie of the land: How people construct mental representations of distributions, Szollosi, Aba (University of Edinburgh); Mason, Alice (University of Bath); Newell, Ben (University of New South Wales)
11. Do People Strategically Prescribe Pessimism for Threatening Weather Events? Miller, Jane (Vanderbilt University); Windschitl, Paul (University of Iowa)
12. Questioning in sensemaking: When counterfactual strategies are effective, Lehman, Betsy (Michigan Technological University); Veinott, Elizabeth (Michigan Technological University)
13. Inaction Acceleration vs. Inaction Inertia: The Divergent Impact of Missed Opportunities, Wang, Meiying (London Business School); Berman, Jonathan (London Business School); Faro, David (London Business School)
14. Learning from and about climate scientists, Orchinik, Reed (Massachusetts Institute of Technology); Dubey, Rachit (Massachusetts Institute of Technology); Gershman, Samuel (Harvard University); Powell, Derek (Arizona State University); Bhui, Rahul (Massachusetts Institute of Technology)
15. Judgment and decision analysis of professional weather impact judgments, Niu, Xiaoxiao (University College London); Harris, Adam (University College London); Singmann, Henrik (University College London)
16. Do Numerate People Know that Knowledge is Power? Cho, Jinhyo (University of Oklahoma); Cokely, Edward (University of Oklahoma); Baldwin, Alantis (University of Oklahoma); Feltz, Adam (University of Oklahoma); Garcia-Retamero, Rocio (University of Granada)
17. Cognitive Forecasting in Emotion-Based Choice, Demircioglu, Dogukan (University of Waterloo); Johnson, Sam (University of Waterloo); Dawson, Chris (University of Bath)
18. Novel Insights Into the Wisdom of Crowds by Process-Consistent Modeling, Rebholz, Tobias R. (University of Tuebingen); Biella, Marco (University of Tuebingen); Hutter, Mandy (University of Tuebingen)
19. Debiasing people’s estimates with cognitive models to improve the wisdom of the crowd, Lee, Michael (University of California - Irvine); Villarreal, Manuel (University of California - Irvine)

20. Where's Waldo, Ohio? Improving Wisdom of the Crowd Aggregates for Spatial Knowledge, Montgomery, Lauren (University of California - Irvine); Baldini, Charles (University of California - Irvine); Vandekerckhove, Joachim (University of California - Irvine); Lee, Michael (University of California - Irvine)
21. Examining Strategies Used to Boost the Wisdom of the Inner Crowd, London, Brian (Appalachian State University); Smith, Andrew (Appalachian State University); Windschitl, Paul (University of Iowa)
22. Debiasing Intuitions among French Speaking Reasoners, Franiatte, Nina (Université Paris Cité & onepoint); Boissin, Esther (Université Paris Cité); Delmas, Alexandra (onepoint); De Neys, Wim (CNRS & Université Paris Cité)
23. Debiasing reasoning: Education and urban living boost the effect of a short training intervention in a non-Western population Boissin, Esther (Université Paris Cité); Josserand, Mathilde (Université Lyon 2); De Neys, Wim (Université Paris Cité); Caparos, Serge (Université Paris 8)
24. Navigating the Unseen: The consequences of Prioritizing Passive Risks, Krava, Lidor (Ben-Gurion University of the Negev); Carmeli, Ron (Ben-Gurion University of the Negev); Bereby-Meyer, Yoella (Ben-Gurion University of the Negev)
25. Completion Time Estimates Under Epistemic versus Aleatory Uncertainty, Carney, Stephan (University of Southern California); Ülkümen, Gülden (University of Southern California)
26. A Fuzzy-Trace Theory Approach to Understanding the Relationship Between Reward Sensitivity and Risky-Decision Making Edelson, Sarah (Cornell University); Reyna, Valerie (Cornell University); Garavito, David (Cornell University); Keebler, Matthew (Cornell University); Yohannan, Jonathan (Cornell University); McKamey, Lucas (Cornell University); Zameer Hoque, Jordan Roue
27. Cognitive training in risky choice persists across time and value domains, Ubiali, Anna (City University of London); Jarvstad, Andreas (City University of London)
28. Executive functions and risky financial choices, Sekścińska, Katarzyna (University of Warsaw); Jaworska, Diana (University of Warsaw); Rudzinska-Wojciechowska, Joanna (Kozminski University); Trzcińska, Agata (University of Warsaw)
29. Experiential amplification of risk judgements about Covid-19, Schulte-Mecklenbeck, Michael (University of Bern); Hertwig, Ralph (Max Planck Institute for Human Development); Wagner, Gert (Max Planck Institute for Human Development)
30. The Influence of Expertise and Anchor Relevance on Anchoring Effects, Mayer, Maren (Leibniz-Institut für Wissensmedien, Tübingen); Rebholz, Tobias R. (Eberhard Karls Universität Tuebingen)
31. Does experience extinguish biases? Resolving a 50-year controversy with a large-scale five-year natural field experiment on prosocial behavior, Daniels, David (National University of Singapore); Kang, Polly (INSEAD)
32. From Preference Shifts to Information Leaks: Rethinking the Framing Effect, Ghasemi, Omid (University of New South Wales); Harris, Adam J.L. (University College London); Newell, Ben R. (University of New South Wales)
33. The Influence of Maximizing Tendency and Numeracy on the Attraction and Compromise Effects in Multialternative Decision- making, Tsuzuki, Takashi (Rikkyo University)
34. Characterizing the causes, dynamics, and consequences of choice deferral Su, Yi-Hsin (Brown University); Leng, Xiamin (Brown University); Shenhav, Amitai (Brown University)
35. Maximizers in Action: Understanding the Decision Making Process of Those Who Strive for the Best Idzikowska, Katarzyna (Kozminski University)
36. Is the virtual crowd the wiser crowd? Goedde-Menke, Michael (University of Muenster); Selimaj, Edona (University of Muenster); Aliman, Dorothea Nilusha (University of Muenster); Hennig-Thurau, Thorsten (University of Muenster); Langer, Thomas (University of Muenster)
37. Comprehension in economic games, Koppel, Lina (Linköping University); Andersson, David (Linköping University); Johannesson, Magnus (Stockholm School of Economics); Strømland, Eirik (Western Norway University of Applied Sciences); Tinghög, Gustav (Linköping University)

38. All Roads Lead to Rome? Evaluating Value Elicitation Methods, Huang, Hongzhang (University of California - Berkeley); Gao, Randy (New York University); Jung, Minah (New York University)
39. Structural Properties of Association Networks Predict Preference-Based Set Choice, Fernandez, Kianté (Ohio State University); Karmarkar, Uma (University of California - San Diego); Krajbich, Ian (Ohio State University)
40. Using Large-Scale, Randomized Experiments to Assess Contextual Sensitivity in Naturalistic Choice (Hayes, William (SUNY - Binghamton University); Trueblood, Jennifer (Indiana University Bloomington); Holmes, William (Indiana University Bloomington)
41. How Correlation Deviates From Causation in Big Data Analyses, Banerjee, Akshina (University of Michigan); Urminsky, Oleg (University of Chicago)
42. ‘No Time to Buy’: Asking to Spend Money to Save Time is Perceived as Less Fair than Asking to Spend Time to Save Money Trupia, Maria Giulia (University of California - Los Angeles); Shaddy, Franklin (University of California - Los Angeles)
43. Time Flips and Price Dips: Machine Learning Tools for Preference Reversal Modeling in Intertemporal Paradigms, Sokratous, Konstantina (University of Florida); Kvam, Peter (University of Florida)
44. Time neglect: Consumers overlook time and overemphasize accumulative index of quality Qiu, Tian (East China Normal University); Lu, Jingyi (East China Normal University)
45. Perceptions of Confidence and Responses to Different Elicitations, Campbell, Sandy (University of California - Berkeley)
46. Forms of Overconfidence: Reconciling Divergent Levels with Consistent Individual Differences Lawson, M. Asher (INSEAD); Larrick, Richard P. (Duke University); Soll, Jack B. (Duke University)
47. Social Responses to Overconfidence, Wallmueller, Peter (INSEAD); Lawson, M. Asher (INSEAD)
48. Is overconfidence an individual difference? Li, Sophia (University of California - Berkeley); Moore, Don (University of California - Berkeley)
49. Beliefs about the Stock Market: A Reverse Framing Effect in Subjective Expectations, Chin, Alycia (Securities and Exchange Commission); VanEpps, Eric (Vanderbilt University); Scholl, Brian (Securities and Exchange Commission)
50. Understanding zero-sum beliefs for both material and symbolic resources, Gallardo, Roman (University of Chicago); Wei, Kevin (University of Chicago); Risen, Jane (University of Chicago)
51. Out of sight but not out of mind: FOMO, regret, and counterfactual thinking, Jaworska, Diana (University of Warsaw); Sekścińska, Katarzyna (University of Warsaw)
52. What influences belief-inconsistent information seeking? Newton, Christie (University of Regina); Pennycook, Gordon (University of Regina)
53. Effects of Emotion on Judgments of News Veracity, Baumann, Christiane (Harvard University); Koenig, Fabian (Harvard University); Chen, Sarah (Harvard University); Lerner, Jennifer (Harvard University)
54. Why are Numerate People Less Susceptible to Misinformation? A test of the Knowledge is Power Account, Cho, Jinhyo (University of Oklahoma); T. Cokely, Edward (University of Oklahoma); Baldwin, Alantis (University of Oklahoma); Feltz, Adam (University of Oklahoma); Garcia-Retamero, Rocio (University of Granada)
55. The impact of emotionality on belief in false claims and effectiveness of fact-checks, Wang, Sze Yuh Nina (Cornell University); Phillips, Samantha (Carnegie Mellon University); Pennycook, Gordon (Cornell University)
56. Measuring self-censorship, Binnendyk, Jabin (University of Regina); Pennycook, Gordon (University of Regina)
57. The Role of Demographic and Psychological Factors in Misinformation Veracity Judgements: A Systematic Independent Participant Data Meta-Analysis Using Signal Detection Theory, Sultan, Mubashir (Max Planck Institute for Human Development); Tump, Alan (Max Planck Institute for Human Development); Gollwitzer, Anton (BI Norwegian Business School); Lorenz-Spreen, Philipp (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development); Kurvers, Ralf (Max Planck Institute for Human Development)

58. Punishing Misinformation Due to Bias versus Dishonesty, Wallace, Laura (University of Chicago); Levine, Emma (University of Chicago)
59. A Systematic, Epistemically Rigorous Approach is Required for Determining Political Information Source Reliability. Heuristics and Open Vigilance Mechanisms Leave Us Vulnerable to Disinformation from Sources We Trust, Sawyer, Timothy (Epistemic Crossroads)
60. Zero-Sum Beliefs and the Avoidance of Political Conversations, Boland, F. Katelynn (Columbia University); Davidai, Shai (Columbia University)
61. Factual Knowledge and Attitude Polarization: A Direct Test of Politically Motivated Reasoning Stagnaro, Michael (Massachusetts Institute of Technology)
62. Politicization Induces Zero-Sum Thinking in Problem Solving, Molnar, Almos (Brown University); Sloman, Steven (Brown University)
63. To blame or to apologize? The interaction between relational and informational motives shapes conflict reconciliation. Chen, Eva (University of Chicago); Chaudhry, Shereen (University of Chicago)
64. The Shadow of the Past: Disclosed Undesirable Precedents Harm (Objective and Subjective) Negotiation Outcomes Wang, Chao (ESADE Business School); Schmid, Katharina (ESADE Business School)
65. Conflict in decision-making is registered automatically but monitored deliberately, Stewart, Kaiden (University of Waterloo); Fugelsang, Jonathan (University of Waterloo)
66. Whispered words and social dynamics: The perception of gossipers' morality and sociability and their impact on advice seeking Basu, Shankha (Leeds University Business School); Ibrahim, Nahid (Leeds University Business School); Zhang, Lijun (Shirley) (Leeds University Business School)
67. Putting the 'Us' in Autonomous: The Differential Effects of Cooperation and Competition on Autonomy Chai, Valentino (Stanford Graduate School of Business); Halevy, Nir (Stanford Graduate School of Business)
68. People Are Less Likely to Ask Gossips for Advice, Gordon, Alexis (University of Pennsylvania); Schweitzer, Maurice (University of Pennsylvania)
69. Social Support and Cooperation in Dynamic Networks: An Experimental Approach Buitrago-Rubiano, Felipe (Universidad de los Andes)
70. The Interpersonal Benefits of Giving Bad Advice, Chen, Amanda (Zaidan) (Hong Kong University of Science and Technology); Hagmann, David (Hong Kong University of Science and Technology)
71. The spread of financial unfairness: paying forward and reciprocity in consecutive interactions, Rudzińska-Wojciechowska, Joanna (Kozminski University); Sekścińska, Katarzyna (University of Warsaw); Wojciechowski, Jerzy (University of Warsaw)
72. How people systematically disregard expert advice about medical treatments. Gene, Yasemin (City University of London); Kappes, Andreas (City University of London); Yearsley, James (City University of London)
73. Does the Prospect of Upward Mobility Undermine Support for Redistribution? Moore, Don (University of California - Berkeley); Choudhuri, Rene (University of California - Berkeley); Wu, Aileen (University of California - Berkeley)
74. The effect of procedural and distributive justice on tax evasion decision. Kolodziej, Sabina (Kozminski University)
75. Trust Across Contexts: The US vs. Japan, Banki, Daniel (Universitat Pompeu Fabra); Navarro-Martinez, Daniel (Universitat Pompeu Fabra); Yamamoto, Shohei (Hitotsubashi ICS)
76. A scarcity mindset does not influence economic cheating across or between social classes, T. Elbaek, Christian (Aarhus University); Aarøe, Lene (Aarhus University); Otterbring, Tobias (University of Agder); Baskakovs, Aleksandrs (Aarhus University); Hochman, Guy (Reichman University); Mitkidis, Panagiotis (Aarhus University);
77. Competition Penalty: Observers Overestimate Competitors' Unethical Behaviors in Competition, Chen, Yuqi (East China Normal University); Lu, Jingyi (East China Normal University)

78. Playing blind: Absent other information, self-interested players act as if others will mirror their moves, Cashman, Matthew (Massachusetts Institute of Technology); Prelec, Drazen (Massachusetts Institute of Technology)
79. Consistently (un)Ethical: The Order of Stakes Matters Fan, Angela (Carnegie Mellon University)
80. Imperfect selection of cheaters in cheating-enabling environments, Say, Nicolas (Prague University of Economics and Business); Bahník, Štěpán (Prague University of Economics and Business); Hudík, Marek (Prague University of Economics and Business); Houdek, Petr (Prague University of Economics and Business)
81. Perceptions of Applicants Who Deceive: Does Physical Attractiveness Matter? Luong, Alexandra (University of Minnesota Duluth); Burditt, Jay (University of Minnesota Duluth)
82. Norm Violations and Remediations in Honor, Face and Dignity Cultures, Sharma, Suraj (California State University - Northridge); Semnani Azad, Zhaleh (California State University - Northridge); Zukerman, Ingrid (Monash University); Aslani, Soroush (University of Wisconsin)
83. Language matters: how normative expressions shape norm perception and affect norm compliance, Kuang, Jinyi (University of Pennsylvania); Bicchieri, Cristina (University of Pennsylvania)
84. Revisiting the norm of self-interest: The case for prosocial modesty Carlson, Ryan (University of Chicago); Small, Deborah (Yale University)
85. Social Learning from Incomplete Information in a Dynamic Decision-Making Task, Ortmann, Alexandra (Stony Brook University); Luhmann, Christian (Stony Brook University)
86. Ripple Effects of Social Harms on Prosocial Decisions: U.S. Fatal Police Shootings Reduce Potentially Lifesaving Prosocial Choices, Especially When Shooting Victims Are Black, Kang, Polly (INSEAD); Daniels, David (National University of Singapore)
87. Exploring Intersectional Stereotypes: Gender, Age, and Workforce Perceptions, Roux, Sydney (Louisiana State University); Burke, Vanessa (Louisiana State University); Finkelstein, Lisa (Northern Illinois University); Cheung, Ho Kwan (University of Calgary)
88. He Said, She Said: The Impact of Gendered Language on Perceived Confidence, Nerenberg, Mandi (Harvard University); Hickman, Louis (Virginia Tech); Duckworth, Angela (University of Pennsylvania)
89. Detecting Bias in Police Searches, Meyer, Margaret (University of Michigan); Richard, Gonzalez (University of Michigan)
90. Do Gender Differences in Numeracy Primarily Reflect a Gap in Decision Making Skills? Allan, Jinan N. (Clemson University); Feltz, Adam (University of Oklahoma); Garcia-Retamero, Rocio (University of Granada); Cokely, Edward T. (University of Oklahoma)
91. Does Diversity Count? Testing the Effects of Real-time Feedback to Boost Representation Within Organizations Cervantez, Jose (University of Pennsylvania); Pink, Sophia (University of Pennsylvania); Rai, Aneesh (University of Pennsylvania); Chang, Linda (University of Pennsylvania); Mosleh, Mohsen (University of Exeter); Milkman, Katherine (University of Pennsylvania)
92. Failing to Promote Women Does Not Harm Perceptions of Diversity Efforts, Liao, Yi tsen (Hong Kong University of Science and Technology); Haggmann, David (Hong Kong University of Science and Technology); Catherine, Tinsley (Georgetown University)
93. Investigating the impact of contract length on manager perceptions of employees, Somerville, Kaylee (Queen's University); Pupco, Shani (Queen's University); Barling, Julian (Queen's University)
94. Task Prioritization: Navigating the Trade-off between Urgency and Importance Wu, Kristina (University of Waterloo); Johnson, Samuel (University of Waterloo)
95. When Does A 'Fresh Start' Reminder Promote Early Task Completion?, Min, Kyeong Sam (University of New Orleans); Min, Dong-Jun (DJ) (University of New Orleans); Tadesse, Amanuel (University of New Orleans); Kemp, Elyria (University of New Orleans)

96. Does This Building Make Me Look Fat? Relationship Between Work from Home, Healthy Decision Making, and The Role of Stress, Plotnikova, Ksenia (Middle Tennessee State University); Jackson, Alexander T. (Middle Tennessee State University); Van Hein, Judith (Middle Tennessee State University)
97. Tasks Beyond Taxonomies: A Multidimensional Design Space for Team Tasks, Hu, Xinlan Emily (University of Pennsylvania); Gandhi, Linnea (University of Pennsylvania); Whiting, Mark (University of Pennsylvania); Watts, Duncan (University of Pennsylvania); Almaatouq, Abdullah (Massachusetts Institute of Technology)
98. How can I Rescue you? Vs. Why am I Roped into this? The Role of Prestige Vs. Dominance In Refusing Work Requests, Sankaran, Krithiga (University of Utah)
99. When and why agency makes programmers stick to the same algorithm, Shlomo, Bar (Ben-Gurion University of the Negev); Moran, Simone (Ben-Gurion University of the Negev); Schurr, Amos (Ben-Gurion University of the Negev)
100. Designing Processes of Humans and Machines: Overcoming AI Aversion, Xia, Qiong (INSEAD); Tomaino, Geoffrey (INSEAD); Evgeniou, Theodoros (INSEAD); Wertebroch, Klaus (INSEAD)
101. Unlocking the Ethical Black Box: A Comparative Study of AI (ChatGPT) and Human Moral Judgments, Fernandes, Sharlene (Georgia State University); Nahmias, Eddy (Georgia State University); Caelan, Alexander (Georgia State University); Aharoni, Eyal (Georgia State University)
102. Studying Slogan Memorability with Large Language Models, Aka, Ada (Stanford Graduate School of Business); McCoy, John (University of Pennsylvania)
103. Consumer Lay Beliefs about the Marketplace: Antecedents and Consequences Ramaswami, Seshan (Singapore Management University)
104. Autopilot or Copilot? Label Mismatching and Autonomous Vehicle Liability Agarwal, Stuti (Harvard University); De Freitas, Julian (Harvard University)
105. A New Way to Spend: The Psychology Behind the Buy-Now-Pay-Later Boom, Zhang, Jean (University of California - San Diego); Liu, Wendy (University of California - San Diego)
106. On the Likelihood of Acquiring a Premium Service Under Freemium vs. Paymium: Field and Experimental Evidence Dorfman, Anna (Bar-Ilan University); Ash, David (Tel Aviv University); Ben Shahr, Danny (Tel Aviv University)
107. Accelerating the Sustainability Transition through Mainstream Marketing, McRae, Cameron (McGill University); Saarijarvi, Hannu (Tampere University); Nevalainen, Jaakko (Tampere University); Fogelholm, Mikael (University of Helsinki); Ma, Yu (McGill University); Dube, Laurette (McGill University)
108. Luxury Triggers Compensatory Consumption, Harpaz, Shir (Tel Aviv University); Hadar, Liat (Tel Aviv University)
109. The Effects of Compensation Structure on Consumption Behavior Tsai, Paige (Harvard University); Buell, Ryan (Harvard University)
110. Access Preferred: Consumption Without Identity Costs, MacDonald, Tyler (Boston University); Morewedge, Carey (Boston University)
111. When 'Netflix and Chill' Leaves us Cold: Binge-Watching, Opportunity Costs, and Regret Ciulli, Rachele (University of Pennsylvania); Lambertson, Catherine (University of Pennsylvania)
112. Maximizing the Impact of CSR Investments: Consumers' Preferences for Internal versus External CSR Depend on Perceived Firm Responsibility Wang, Yusu (University of Chicago); Powell, Emily (Ipsos); Sussman, Abigail (University of Chicago)
113. The Downside of Generosity: When Giving More Undermines Social Connection, Jang, Minkwang (University of Chicago); Fishbach, Ayelet (University of Chicago); Chaudhry, Shereen J. (University of Chicago)
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