

The 31st Annual Conference of the
SOCIETY FOR JUDGMENT AND DECISION MAKING
November 19-22, 2010, in St. Louis, MO

Drury Plaza Hotel, 2 South 4th Street
1-877-231-7938

Millenium Hotel St. Louis, 200 South 4th Street
1-314-516-8149

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(abstracts are available at www.sjdm.org)	

**The last speaker of each paper session
serves as session chair and times the other speakers.**

2010 Program and Conference Committees: Bernd Figner, Craig McKenzie, Gal Zauberman, Gretchen Chapman (conference coordinator), Michel Regenwetter (program chair), Nathan Novemsky, Ulf Reips, Wandu Bruine de Bruin, Ellie Kyung.

Thanks to many others, including, but not limited to: Craig Fox (Lichtenstein tribute co-organizer), Crystal Hall (Women Networking Event co-organizer), Cynthia Cryde (Women Networking Event co-organizer), Ellen Peters (Lichtenstein tribute co-organizer), Elke Weber (Lichtenstein tribute co-organizer), Helen Colby (Host of Graduate Student Social Event), Jon Baron (Web Master), Paul Slovic (Lichtenstein tribute co-organizer) and Valerie Reyna (president).

We are grateful that our submissions were reviewed by Andrew Parker, Bernd Figner, Christoph Ungemach, Craig McKenzie, Daniel Oppenheimer, Ellie Kyung, Eric Stone, Gal Zauberman, Greg Barron, Gretchen Chapman, Ido Erev, Isaac Lipkus, Jay Russo, Jonathan Pettibone, Joseph Johnson, Julie Downs, Liat Hadar, Michael DeKay, Nathan Dieckmann, Nathan Novemsky, Robert Hamm, Tom Wallsten, Ulf Reips, Wandu Bruine de Bruin, who each rated about 45 abstracts.

2010 SDJM Conference Master Schedule
Drury and Millenium Hotels, St. Louis, MO
November 19-22

FRIDAY, NOVEMBER 19

Psychonomic Society JDM Sessions (See the Psychonomic Society program for details. See summary on p.6 of this program.)

5:00-7:00 pm **Welcome Reception / Early Registration** East Ballroom (1st floor Drury)

8:00-10:00 pm **Tribute to Sarah Lichtenstein** West Ballroom (1st floor Drury)

SATURDAY, NOVEMBER 20

7:30-8:30 am **Registration** and Continental Breakfast East Ballroom (1st floor Drury)

8:30 -10:00 am **Paper Session #1** Clark/York, Lewis/Sacagawea (4th floor Drury), West Ballroom (1st floor Drury)

10:00 -10:30 am Morning Coffee Break East Ballroom (1st floor Drury)

10:30-12:00 pm **Paper Session #2** Clark/York, Lewis/Sacagawea (4th floor Drury), West Ballroom (1st floor Drury)

12:00-1:30 pm Lunch Break (on your own)

1:30-3:00 pm **Paper Session #3** Clark/York, Lewis/Sacagawea (4th floor Drury), West Ballroom (1st floor Drury)

3:15-4:45 pm **Paper Session #4** Clark/York, Lewis/Sacagawea (4th floor Drury), West Ballroom (1st floor Drury)

4:45-5:15 pm Afternoon Coffee Break East Ballroom (1st floor Drury)

5:15-6:45 pm **Paper Session #5** Clark/York, Lewis/Sacagawea (4th floor Drury), West Ballroom (1st floor Drury)

6:45-8:30 pm **Graduate Student Social Event** Lacelede (1st floor Millenium)

7:00-9:00 pm **Executive Board Dinner** Carmine's Steak House, 20 S. 4th St, (314) 241-1631

SUNDAY, NOVEMBER 21

8:30-10:30 am **Poster Session #1 and Annual Book Auction** w/ Continental Breakfast South Exhibit Hall & Jefferson Ballroom (1st floor Millenium)

10:30-12:00 pm **Paper Session #6** Clark/York, Lewis/Sacagawea (4th floor Drury), West Ballroom (1st floor Drury)

12:00-1:30 pm **Women in SJDM Networking Event** East Ballroom (1st floor Drury)

12:00-1:30 pm Lunch Break (on your own)

1:30-2:15 pm **Keynote Address by Richard Nisbett** Mississippi (1st floor Millenium)

2:30-4:00 pm **Paper Session #7** Illinois, Missouri, Meramec (1st floor Millenium)

4:00-4:30 pm Afternoon Coffee Assembly West (1st floor Millenium)

4:30-5:00 pm **Einhorn Award** Mississippi (1st floor Millenium)

5:00-7:00 pm **Poster Session #2 and Annual Book Auction** & Cash Bar South Exhibit Hall & Jefferson Ballroom (1st floor Millenium)

9:00pm-1:00am **SJDM Evening Social Event** Morgan Street Brewery, 721 N 2nd Street

MONDAY, NOVEMBER 22

8:00-8:45 am **Business Meeting** w/ Continental Breakfast Chouteau (1st floor Millenium)

8:45-10:15 am **Paper Session #8** Illinois, Missouri, Meramec (1st floor Millenium)

10:15-10:30 am Morning Coffee Break Assembly West (1st floor Millenium)

10:30-12:00 pm **Paper Session #9** Missouri, Meramec (1st floor Millenium)

10:30-12:00 pm **Special Symposium: Medical Dec. Making** Illinois (1st floor Millenium)

12:00-1:30 pm **Luncheon** Mississippi (1st floor Millenium) *Presidential address by Valerie Reyna & Announcement of Poster Award Winners.*

Note: All SJDM Friday and Saturday sessions are at the Drury Hotel (except Sat night grad student social). All Sunday sessions are at the Millenium Hotel except for the 10:30 - 12:00 paper session #6, which is at the Drury. All Monday sessions are at the Millenium Hotel.

	SJDM Conference Paper Sessions SATURDAY NOV. 20, 2010		
	Track I Clark/York (4 th floor, Drury)	Track II Lewis/Sacagewa (4 th floor, Drury)	Track III West Ballroom (1 st floor, Drury)
Session #1	Affect I	Moral Judgment I	Subjective Probability I
8:30	O'Brien - My Time, My Choice: Temporal	Rixom - The Robin Hood effect: When	Hilbert - Modeling seven different
8:50	Frey - The Impact of Mood on Decisions	Leliveld - Moral Compensation and Ethical	Li - Under- and overreaction to
9:10	Lee - The Stability of Temporal Versus	Shu - Sweeping Dishonesty Under The Rug	Cokely - The Advanced Numeracy
9:30	Ebert - Psychological Distance in Hedonic		Juanchich - Variants of verbal
10-10:30	Morning Coffee Break East Ballroom (1st floor Drury)		
Session #2	Individual Differences	Symposium: Moral Flexibility in Judgment and Decision Making	Quantitative Analysis
10:30	Peters - Testing a Schooling-Decision-	Tannenbaum - Choosing for the right	Popova - Quantitative Testing of
10:50	Joel - Relationships are a joint venture	Irwin - Slam the good guys: Guilt over	Zwilling - Testing Mixture
11:10	Baldassi - Should Seniors be in Charge?	Samper - Your life or your money: Threat	Cavagnaro - Adaptive
11:30	Barkley-Levenson - The Surprising	McGraw - Benign violations: Making immoral	Mejdal - Quantitative Analysis For
Session #3	Affect II	Moral Judgment II	Subjective Probability II
1:30	Harman - Process tracing in non-conscious	Burson - The Influence of Entitativity	Hilbig - Decision makers will
1:50	Moran - Take Off the Poker Face: Emotion	Goodwin - Valuing different human lives	Trueblood - Explaining Order
2:10	Konnikova - When Self-Control Hurts	Critcher - No Good Deed Goes	Hogarth - Experiencing sequentially
2:30	Larrick - Temper, Temperature, and	Shea - Do More Than I Say, Not As I Do	Maloney - Control and prediction
Session #4	Trust	Consumer Decision Making I	Behavioral & Experimental Econ I
3:15	Klayman - Where Managerial Feedback	Evans - Evidence of a Status Quo Bias	Shah - Saving and earning pennies
3:35	Phillips - Modeling the Joint Effects of	Egan - The Beliefs of Others – Naïve	Pachur - Constructing preferences
3:55	Chou - The Hidden Costs of Contracts	Vosgerau - The Beauty Penalty: Too Sexy	Halevy - Mind Games: The Mental
4:15	Evans - Trust depends on self-control	Sussman - The Psychology of Perceived	Levav - Prisoners of Their Own
4:45-5:15	Afternoon Coffee Break East Ballroom (1st floor Drury)		
Session #5	Naturalistic Decision Making	Symposium: To Catch a Cheat	Behavioral & Experimental Econ II
5:15	Minson - Trial and Error: The Effect Of	Ayal - Detecting Varieties of Cheating	Simonsohn - Spurious? Name
5:35	Ackerman - The Magic Touch	Shalvi - Justified Ethicality: Observing	Davis-Stober - Changing Minds:
5:55	Townsend - The Art of Planning: The	Caruso - Blind Ethics: Closing One's	Thompson - How to Measure
6:15	Cryder - The Sunny Side of Giving	Barkan - The Pot Calling the Kettle Black	Atanasov - Suboptimal Bidding on
6:45-8:30	Graduate Student Social Event Lacelede (1st floor Millenium)		
7:00-9:00	Executive Board Dinner (Carmine's Steak House, 20 S. 4th St, (314) 241-1631)		

	SJDM Conference Paper Sessions SUNDAY NOV. 21, 2010		
8:30– 10:30	Poster Session #1 and Annual Book Auction w/ Continental Breakfast South Exhibit Hall & Jefferson Ballroom (1st floor Millenium)		
	NOTE: Paper Session #6 in Drury		
	Track I Clark/York (4 th floor, Drury)	Track II Lewis/Sacagewa (4 th floor, Drury)	Track III West Ballroom (1 st floor, Drury)
Session #6	Intertemporal Choice & Discounting	Consumer Choice and Framing	Choice, Strategy & Power
10:30	Hardisty - "I can't stand waiting!"	Sharma - Beggars will be Choosers	Malkoc - Desire to Compromise or
10:50	Figner - Framing the Future First: Neural	Steffel - The Impact of Projection versus	van Ginkel - Promoting Products
11:10	Zhang - Motivated Biases in the Perception	Maglio - Distance at a Distance	Clegg - The Minimax Matching
11:30	Chan - That was Then, This is Now	Tafaghodijami - The Effect of Mirror	Dawson - Focusing on Potential
12:00-1:30	Women in SJDM Networking Event East Ballroom (1st floor Drury)		
1:30-2:15	Keynote Address by Richard Nisbett Mississippi (1st floor Millenium)		
	Track I Illinois (1 st floor, Millenium)	Track II Missouri (1 st floor, Millenium)	Track III Meramec (1 st floor, Millenium)
Session #7	Risk Communication and Uncertainty	Consumer Decision Making II	Individual Differences and Gender
2:30	Por - Effective Communication	Sela - Decision Quicksand: When	Koritzky - Obesity in men and in
2:50	Yang - Lottery Aversion	Bartels - Shifting The Basis of Perceived	Goodman - Data Collection in a Flat
3:10	Lisjak - Saying No to Tattoos and Yes To	Brigden - Catching More Flies with Vinegar	Loewen - Heritability of Financial
3:30	Lange - Temporal Dynamics Underlying	Maciejovsky - The Boost From Below: How	Milkman - Temporal Construal and
4:00-4:30	Afternoon Coffee Break Assembly West (1st floor Millenium)		
	Einhorn Award Mississippi (1st floor Millenium)		
5:00-7:00	Poster Session #2 and Annual Book Auction & Cash Bar South Exhibit Hall & Jefferson Ballroom (1st floor Millenium)		
9pm-1am	SJDM Evening Social Event (Morgan Street Brewery)		

	SJDM Conference Paper Sessions MONDAY NOV. 22, 2010		
8:00-8:45	Business Meeting w/ Continental Breakfast Chouteau (1st floor Millenium)		
	Track I Illinois (1 st floor, Millenium)	Track II Missouri (1 st floor, Millenium)	Track III Meramec (1 st floor, Millenium)
Session #8	Cognition & Learning	Heuristics and Biases I	Symposium: Do teams make better decisions than individuals?
8:45	Zhao - On the psychology of scarcity	Amar - Winning the Battle but Losing	Kagel - Why Are Two Heads Better
9:05	Lejarraga - Instance-based Learning in	Reber - Judgments of Size Depend on	Cooper - Role Selection and
9:25	Scherer - Mechanisms of Selective	Pham - Relaxation Increases Monetary	Kugler - Individuals and
9:45	Sanna - Metacognitive Experiences and	Hotaling - The Dilution Effect in Perceptual	Maciejovsky - Are Two Traders
10:15-10:30	Morning Coffee Break Assembly West (1st floor Millenium)		
Session # 9	Special Symposium: Medical Decision Making	Heuristics and Biases II	Teams and Invited Talk (Richard Shiffrin)
10:30	(10:30) Robert Nease – Practical (11:00) David Asch - Simultaneous (11:30) Olga Kostopoulou - Diagnostic	Pope - Round Numbers are Goals	Keck – Group Decision Under
10:50		Litvak - The Pecuniary Mindset's Impact	Staats - Estimation and Coordination
11:10		Todd - When Focusing on Differences	Richard Shiffrin: What makes a good model?
11:30		Scurich - Genetic Database Trawls and the	
12:00 – 1:30	Luncheon Mississippi (1st floor Millenium) Presidential Address by Valerie Reyna <i>A New Intuitionism: Meaning, Memory, and Development in Fuzzy-Trace Theory</i> & Announcement of Poster Award Winners		

2010 SJDM Conference Special Events

PRE-JDM Meeting Events at Psychonomics THURSDAY, NOVEMBER 18

6:00 – 7:00 (Psychonomics Conference) JDM posters #1031-1037, Exhibit Hall, Millenium Hotel.

FRIDAY, NOVEMBER 19

Psychonomic Society JDM Sessions, Millenium Hotel (See the Psychonomic Society program for details.)

12:00 – 1:30 (Psychonomics) JDM posters #2039-2045, Exhibit Hall, Millenium Hotel.

1:30 – 5:25 (Psychonomics) JDM talks #93-97, #126-131, Lewis and Clark, Millenium Hotel.

6:00 – 7:30 (Psychonomics) JDM posters #3049-3055, Exhibit Hall, Millenium Hotel.

SJDM Drury Hotel

FRIDAY, NOVEMBER 19

5:00-7:00 pm **SJDM Welcome Reception / Early Registration** East Ballroom (1st floor Drury)

Please join us at the Welcome Reception at the Drury East Ballroom. The reception will feature appetizers and a cash bar. This event will also provide an opportunity for early conference registration so that you can avoid the lines Saturday morning.

8:00-10:00 pm **Tribute to Sarah Lichtenstein** West Ballroom (1st floor Drury)

The program will celebrate Sarah's major contributions to research on preference construction, risk perception, and decision analysis. It will highlight her influence as a role model for generations of JDM scholars and her leadership in coordinating communication among judgment and decision researchers before SJDM existed. Paul Slovic will chair the session. The speakers will include Elke Weber, John Payne, Chris Hsee, Eric Johnson, Robin Gregory, Ellen Peters, Jim Shanteau, and Valerie Reyna. Their presentations will build on Sarah's contributions, showing their relevance to current research and their promise for influencing future developments.

SATURDAY, NOVEMBER 20

8:00 – 11:55 (Psychonomics Conference) JDM talks, Lewis and Clark, Millenium Hotel.

6:45-8:30 pm **Graduate Student Social Event** Lacelede (1st floor Millenium)

This informal event will provide student members of SJDM an opportunity to imbibe and network with the future stars of the field. But wait, there's more: SJDM is buying the first round of drinks! For more information contact Helen Colby at HColby@rci.rutgers.edu.

7:00-9:00 pm **Executive Board Dinner** Carmine's Steak House, 20 S. 4th St, (314) 241-1631

Members of the Executive Board, JDM officers, and program chairs for this year and next year are invited to a working dinner.

SUNDAY, NOVEMBER 21

8:30 am - 10:30 am, 5:00 - 7:00 pm **SJDM Book Auction** (1st floor Millenium)

If you love academic books, but bemoan their expensive price tags, come to the SJDM book auction table during the poster sessions. Bid on the books you like for a fraction of the retail cost through a sealed auction. In the second poster session at 6:30 pm, we will begin open bidding on any books that do not yet have bids. For graduate students in particular, don't miss this great opportunity to get books at discounted prices. For more information, contact Ellie Kyung at ellie.kyung@tuck.dartmouth.edu.

12:00-1:30 pm **Women in SJDM Networking Event** East Ballroom (1st floor Drury)

All (women and men) are welcome to attend the sixth annual Women in SJDM Luncheon, focused on promoting the advancement of women in JDM. The event will feature lunch, networking opportunities, and a keynote address by Professor Rachel Croson, who will speak on her recent work on mentoring women in academia. It is the organizers' goal that this year's event will be a starting point to discuss issues about

mentoring in the academy, and how they may apply specifically to women scholars in the field of JDM. The event is organized this year by Crystal Hall and Cynthia Cryder.

To register for the event, please email Crystal Hall at hallcc@uw.edu. We will accept registrations up to the maximum of 100, and will keep a waiting list if necessary. In addition, when registering for the meeting: [<http://www.sjdm.org/join.html>], you will notice an option to donate to the Women in SJDM event. We encourage you (especially faculty!) to consider a small donation to the event fund. We will use these donations to fund next year's event. With all of our support, we can ensure that this event will continue to be an annual tradition. Those of you who have already pledged a donation can make your payment via this page, as well.

1:30-2:15 pm **Keynote Address by Richard Nisbett** Mississippi (1st floor Millenium)

Intelligence and How to Get It: Nature, Nurture and Neurons

Richard E. Nisbett, Theodore M. Newcomb Distinguished University Professor, Research Professor Institute for Social Research

IQ, which measures only one aspect of intelligence, is not as heritable as has been assumed in the past, and is highly population-specific. Heritability in any case poses no limits on modifiability. IQ -- and intelligence broadly defined -- are profoundly affected by schools, subcultures, and societal forces, and have been increasing for the past 90 years. Interventions, including early childhood education and ambitious school reforms can have very large effects on IQ, academic achievement and ultimate occupational attainment. Much can be done to reduce the SES and racial gaps in IQ and academic achievement.

4:30-5:00 pm **Einhorn Award** Mississippi (1st floor Millenium)

The winner will make a presentation of the research paper for which he/she won the award.

9:00pm-1:00am **SJDM Evening Social Event** Morgan Street Brewery

SJDM social event Come out to enjoy drinks, dessert and/or dancing at the SJDM social event to be held on Sunday November 21st, from 9pm to 1am at the Lounge of the Morgan Street Brewery. Located at 721 N 2nd Street, the Morgan Street Brewery is a 10-minute walk from the Drury Plaza Hotel. To walk, Google maps recommends heading north on N 4th St toward Market St, turning right at Washington Ave, turning left at N Memorial Dr, turning right at Lucas Ave, and left at N 2nd St. Tickets for free drinks will be handed out to those who arrive early. St Louis DJ Mace aims to please academics of all ages. For more information, email Wändi Bruine de Bruin at wandi@cmu.edu.

MONDAY, NOVEMBER 22

8:00-8:45 am **Business Meeting w/ Continental Breakfast** Chouteau (1st floor Millenium)

All members of SJDM are invited to attend the business meeting (and it's where the food is). Every vote counts.

10:30-12:00 pm **Special Symposium: Medical Dec. Making** Illinois (1st floor Millenium)

This special symposium, supported by the National Science Foundation Decision, Risk, and Management Sciences program, brings three members of the Society for Medical Decision Making to the SJDM annual meeting to present recent work in MDM that connects with JDM work. The symposium features three invited speakers: Robert Nease, PhD, Chief Scientist for ExpressScripts, David Asch, MD, Executive Director of the Leonard Davis Institute of Health Economics at the University of Pennsylvania, and Olga Kostopoulou, PhD, Senior Lecturer in Medical Decision Making & Informatics at King's College London.

12:00-1:30 pm **Luncheon** Mississippi (1st floor Millenium) **Presidential address by Valerie Reyna**
A New Intuitionism: Meaning, Memory, and Development in Fuzzy-Trace Theory **and Poster Awards.**

Talks and Abstracts
Organized by Session # and Track

Session #1, Track I: Affect I

My Time, My Choice: Temporal Influence on Interpersonal Decision Making

O'Brien, Edward H. (University of Michigan); Bushman, Brad J. (Ohio State University)

Although time is constant, duration estimates are remarkably plastic and depend on many factors. Psychological entitlement – the sense that one deserves more than others – is a powerful factor that influences interpersonal choice. Across 3 studies, entitlement – as both a personality variable and situational state – caused time to crawl. Entitled participants rated tasks as less interesting, less quick, and as a greater waste, and they even walked away faster from the laboratory. Like most resources in life, time seems more precious to those who feel entitled, which affects temporal decisions in prosocial behavior (e.g. recycling, volunteering), relationships, consumer attitudes, and beyond.

The Impact of Mood on Decisions From Experience

Frey, Renato (University of Basel); Hertwig, Ralph (University of Basel); Rieskamp, Jörg (University of Basel)

Many decisions are decisions from experience (DFE), that is risky decisions for which outcomes and probabilities are not explicitly described but have to be learned through experience. Does mood influence the sampling and decision processes involved in DFE? In social psychology and cognitive neuroscience, positive mood reflects a 'go-signal', triggering top-down processing, whereas negative mood reflects a 'no-go-signal', triggering bottom-up processing. These theories predict that in DFE, positive (negative) mood leads people to take smaller (larger) exploratory samples. Our empirical data support this hypothesis. Moreover, we investigate whether people in positive (negative) mood integrate the sampled information using non-compensatory (compensatory) cognitive strategies.

The Stability of Temporal versus Monetary Valuations

Lee, Leonard (Columbia University); Lee, Michelle (Singapore Management University); Zauberman, Gal (University of Pennsylvania)

This research examines the relative stability of consumer valuations of two fundamental economic resources—time and money—in product decisions. A series of six experiments demonstrates that, in general, money-based valuations (e.g., air fare) lead to more intransitive choices and less consistent preferences than time-based valuations (e.g., flight time), because compared to time-based valuations, monetary valuations lack emotional tags and are more prone to cognitive noise. However, we show that this effect is reversed when the perceived time variability of the given options is high, which increases the role that the inherent ambiguity of time valuation plays in product choice.

Psychological distance in hedonic prediction and consumption: The surprising impact of distant events

Ebert, Jane E J (University of Minnesota); Meyvis, Tom (New York University)

We compare hedonic predictions and experience for experiences (reading newspaper stories, winning a prize) that are psychologically close (e.g., real story, immediate prize) or distant (fictitious story, prize later). Predictors predict greater influence of psychological distance on affect than experiencers experience (studies 1-4), most often accurately predicting affective reactions for psychologically close experiences but underestimating those for psychologically distant experiences. Results were not due to demand or salience effects (study 3). Rather experiencers fail to incorporate psychological distance information, possibly due to absorption in the experience (study 5). These effects lead individuals to make suboptimal choices (study 6).

Session #1, Track II: Moral Judgment I

The Robin Hood effect: When high-level construals lead to immoral behaviors for the greater good

Rixom, Jessica (University of Utah); Mishra, Himanshu (University of Utah)

Decisions are often guided in part by moral principles. Research has shown that with high-level relative to low-level construals, people avoid behaviors that violate moral principles (e.g., lying, cheating) and engage in behaviors that support moral principles (e.g., donating, cooperating). We find that when immoral acts are a conduit for doing the greater good, people with high-level relative to low-level construals violate moral principles. Specifically, when high-level construals are activated, people are uncooperative to help others (study 1) and while they will not lie for themselves, they lie to help the less fortunate or to punish criminals (study 2).

Moral compensation and ethical behavior: How moral identity influences environmental conservation behavior

Leliveld, Marijke C. (University of Groningen); Jordan, Jennifer (University of Groningen); Gino, Francesca (Harvard University); Tenbrunsel, Ann E. (University of Notre Dame)

We investigate the relationship between people's moral self-image and their intentions to behave ethically. More specifically, we used a field experiment (through a partnership with MyClimate.com) to explore how the moral identities of people who had offset their flight emissions affect their attitudes and intended behaviors towards environmental conservation. We propose, and find support for the hypothesis that people engage in moral compensation and that such compensatory mechanisms affect behavior related to the preservation of environmental resources.

Sweeping Dishonesty Under The Rug: How Unethical Actions Lead To Moral Forgetting

Shu, Lisa L. (Harvard); Gino, Francesca (Harvard)

Dishonesty has a previously overlooked consequence: the forgetting of moral rules. In four experiments, participants had the opportunity to behave dishonestly to earn undeserved money. Before the task, they were exposed to moral rules (an honor code or the Ten Commandments). Cheaters were more likely to forget moral rules after behaving dishonestly, even with monetary incentives to recall the rules accurately. Individual differences in memory between cheaters and non-cheaters do not explain this motivated forgetting, as cheaters accurately recalled neutral items, but not moral items. Finally, we showed that moral forgetting results from suppression of moral rules from one's own memory.

Note:

One talk in this session was canceled just before the program went out to the printers.

Session #1, Track III: Subjective Probability I

Modeling seven different cognitive biases with one common framework: reviving the information theoretic approach to human decision-making

Hilbert, Martin (University of Southern California (USC))

This article contributes to the ongoing efforts to model cognitive decision-making biases. An analytical model is presented in which answers to decision-making problems are retrieved from a noisy memory channel. Information Theory provides tools to analyze such noisy channels. The model is applied to six well-known decision-making biases, namely conservatism, Bayesian likelihood effect, over/underplacement, unpacking-effect, confidence bias and hard-easy effect, and predicts a seventh effect. The model proposes a possible information-theoretic explanation of how such seemingly unrelated cognitive biases are related. Adequate properties of this channel are identified for binary and multiary decision-making exercises, and arising research questions are discussed.

Under- and overreaction to change in an experimental asset market

Li, Ye (Columbia University); Ursu, Raluca (University of Chicago); Wu, George (University of Chicago Booth School of Business)

Asset-pricing research has documented both under- and overreaction of stock prices to news. The present study uses an experimental clearinghouse market to test how effectively markets incorporate information and detect change. Specifically, we extend the Massey and Wu (2005) system-neglect hypothesis (that individuals react primarily to signals and secondarily to the environment that produced the signals) to a market setting in order to investigate whether it can explain under- and overreaction in stock prices. We find the pattern of under- and overreaction for buyers in the market, but find the opposite pattern for sellers due to a learned bid-ask spread.

The Advanced Numeracy Test-Brief: An adaptive risk and statistical comprehension instrument for educated samples

Cokely, Edward T. (Max Planck Institute for Human Development); Galasic, Mirta (Max Planck Institute for Human Development); Schulz, Eric (Max Planck Institute for Human Development); Garcia-Retamero, Rocio (Max Planck Institute for Human Development)

In recent years, numeracy has become a topic of considerable interest to both basic and applied decision researchers. However, most numeracy tests have unknown or poor psychometric properties (e.g., high negative skew), or are only diagnostic for low skill individuals. Here we introduce a free online computerized test, designed for highly educated individuals and based on classical test theory, that automatically scores and sends data to researchers. The Advanced Numeracy Test provides a brief, validated, psychometrically rigorous instrument for the assessment of statistical and risk literacy.

Variants of verbal uncertainty

Juanchich, Marie (Kingston University); Teigen, Karl Halvor (University of Oslo); Gourdon, Amélie (University of Birmingham)

We suggest that speakers can communicate the source of their uncertainty by framing their prediction with either a personal mode "I am uncertain that the team will win" or with an impersonal mode "It is uncertain that the team will win". We studied the effect of such mode on how recipients judge the prediction. We found that participants judged impersonal prediction more informative, and more based on statistical information than personal prediction. In addition participants were more willing to bet according to impersonal prediction. Findings support the existence of variants of uncertainty and that uncertain claims convey more than a probability.

Session #2, Track I: Individual Differences

Testing a Schooling-Decision-Making model: A field study in Ghana

Peters, Ellen (Ohio State University); Baker, David (Pennsylvania State University); Dieckmann, Nathan (Decision Research); Leon, Juan (Pennsylvania State University); Collins, John (Pennsylvania State University)

More education has been associated with better health, but the causal pathways are unclear. Using a field study in Ghana, we found that cognitive and decision-making skills increased with schooling, and these enhanced skills (but not health knowledge) mediated education's effects on protective behaviors. Based on the present findings, education may have a broader effect on decision-making abilities, cognitive abilities, and knowledge than previously considered important to risk perceptions, risky decisions, and, ultimately, health behaviors. Although we focused only on HIV/AIDS, it seems reasonable that the Schooling-Decision-Making Model could also apply to the quality of other health and economic decisions.

Relationships are a joint venture: Exploring the existence of a vicarious sunk-cost effect

Joel, Samantha (University of Toronto); MacDonald, Geoff (University of Toronto)

According to both the decision making and romantic relationship literatures, one's own investment into a relationship should predict continued relationship efforts. However, neither field has considered the importance of the partner's investment. Using a hypothetical scenario involving a failing relationship, romantic investment was manipulated in a 2 (high vs. low) by 2 (self vs. partner's) experimental design. Although personal investment was not significantly related to commitment to the failing relationship, high partner's investment predicted continued relationship perseverance. These findings suggest that greater attention to the role of empathic and morally-based emotions in relationship decision making may be needed.

Should seniors be in charge? Decision-making over the lifespan

Baldassi, Martine (Columbia University); Li, Ye (Columbia University); Qian, Jing (Tsinghua University); Johnson, Eric J. (Columbia University); Weber, Elke U. (Columbia University)

We are a world led by elders. Given the well-documented decline of fluid intelligence and executive control with age, is it wise to leave older people in charge? Past research on decision-making and age gives mixed results. Could it be that experience-based knowledge helps older people make decisions in certain tasks? In this paper, we combined a battery of cognitive measures with "building block" decision-making measures and assessed changes over age. We found that changes in decision-making performance with age are task-dependent. We also show that age-related differences in cognitive abilities mediate some but not all of these age differences.

The Surprising Relationship Between Indecision and Impulsivity

Barkley-Levenson, Emily E. (UCLA Department of Psychology); Fox, Craig R. (UCLA Anderson School of Management & Dept of Psychology)

We find that traditional indecisiveness scales are, in fact, positively correlated with traditional impulsivity scales. Further analysis finds "urgency" impulsivity positively associated with approach-approach forms of indecisiveness, but "lack of premeditation" impulsivity negatively associated with compulsion to belabor decisions. We thus develop a multidimensional inventory of indecisive behaviors that loads on: (1) "overwanting" (e.g., trying on multiple outfits in the morning); (2) "overthinking" (e.g., spending weeks researching electronics purchases). Conventional measures of both indecision and impulsivity correlate positively with "overwanting," much weaker or negatively with "overthinking." Finally, we validate the dissociation of indecisive types in studies of real choice behavior.

Session #2, Track II: Symposium: Moral Flexibility in Judgment and Decision Making

Organized by Bartels, Daniel M. (Columbia University); McGraw, A. Peter (University of Colorado, Boulder)

Symposium Abstract: The prevailing view in moral judgment and choice is that decision-makers strictly follow moral rules. For example, people block trade-offs between certain values (“don’t allow companies to pay to pollute”) regardless of consequence (“even if pollution credits reduce pollution”). Thus, morally-motivated choice is characterized as rigid. We propose, however, that moral judgments and choices shift due to situation and disposition. When confronted with ethical product information (e.g., a product’s harmful origin), Tannenbaum and Bartels find that people are both more and less willing to consume ethically-questionable products, depending on the focus of their attention. Irwin and Huang show that people who care about ethical issues prefer to remain “willfully ignorant” of ethical product information and denigrate others who seek out this information. Samper and Schwartz show that exposure to high healthcare prices lead to a reduction in perceptions of disease threat, yet that the effect disappears when high prices are justified. Finally, McGraw and Warren show that moral violations can elicit laughter and amusement due to small changes in a violation’s description. In sum, we contend that a characterization of a moral decision-maker as an overly rigid rule follower should be replaced by that of a principled but flexible decision-maker.

Choosing for the right reasons: Value-driven reasoning in consumer choice

Tannenbaum, David (University of California-Irvine); Bartels, Daniel M. (Columbia University)

Most of the choices people make reflect a desire to choose good outcomes or consequences. Some moral choices involving protected values, however, are more driven by proscriptions than by consequences. For consumer choice, we find that participants with a protected value are both more and less willing to choose products that maximize ethically-relevant benefits. Their choices vary depending upon what reasons are available for making a (moral) decision.

Slam the good guys: Guilt over less ethical behavior results in denigration of ethical consumers

Irwin, Julie R. (University of Texas, Austin); Huang, Szu-Chi (University of Texas, Austin)

Often, despite caring deeply about the relevant ethical issue, people will avoid finding out whether a product is ethically made. We test whether, instead of expressing admiration, consumers who avoid the information then denigrate other consumers who seek out ethical information. They do, but only when they feel guilty because the information was easy to obtain and it would be reasonable to expect them to obtain it. Furthermore, once willfully ignorant consumer denigrate other consumers who seek ethical information, they then are less likely to participate in future ethical behaviors.

Your life or your money: Threat revision in response to taboo trade-offs

Samper, Adriana (Duke University); Schwartz, Janet (Duke University)

Consumer-driven healthcare puts people squarely in the face of secular pricing for sacred goods. We demonstrate that when people are shown high prices for healthcare goods and services, they avoid confronting these taboo trade-offs by downgrading the perceived seriousness of health threats. We find that this effect persists regardless who is paying (self vs. insurance), and further is reflected in reports of reduced healthcare consumption for services like immunizations and cancer screenings. Importantly, we show that this risk revision is flexible: it is mediated by the perceived unfairness of health and money trade-offs and can be mitigated by pricing justifications.

Benign violations: Making immoral behavior funny

McGraw, A. Peter (University of Colorado, Boulder); Warren, Caleb (University of Colorado, Boulder)

The moral judgment literature suggests that moral violations elicit strictly negative emotion, such as disgust. Anecdotal evidence, however, suggests that some moral violations are “wrong” but funny. To explain this discrepancy, we introduce the benign violation theory, which integrates seemingly disparate humor theories to propose that humor occurs when a violation are simultaneously seen as benign. We demonstrate three conditions that make violations benign: 1) an alternative norm suggesting a situation is acceptable, 2) weak commitment to a violated norm, and 3) psychological distance from a violation. Five studies show that benign moral violations elicit amusement in addition to disgust.

Session #2, Track III: Quantitative Analysis

Quantitative Testing of Decision Theories

Popova, Anna (University of Illinois at Urbana-Champaign); Messner, William (University of Illinois at Urbana-Champaign); Regenwetter, Michel (University of Illinois at Urbana-Champaign)

Many researchers test decision theories descriptively and using modal choice among participants. We test Expected Value, Expected Utility, Cumulative Prospect theory, the Transfer-of-Attention-Exchange model, and the Priority Heuristic, using novel probabilistic specifications within a state-of-the-art, custom designed statistical inference framework. We test the theories for each respondent separately. All theories under consideration are frequently and overwhelmingly rejected, even when they appear to perform well descriptively. We reinforce other authors' warning that probabilistic specification of algebraic theories cannot be taken lightly. Rather than concentrate on modifications of the algebraic theory, researchers should place more emphasis on formally modeling choice variability.

Testing Mixture (“Random Preference”) Models of Decision Theories

Zwilling, Chris (University of Illinois); Messner, William (University of Illinois); Popova, Anna (University of Illinois); Regenwetter, Michel (University of Illinois)

We test mixture, aka “Random Preference” models of Cumulative Prospect theory and the Transfer-of-Attention-Exchange model using novel order-constrained statistical inference methods. The mixture models are extremely general in that they replace parameters in each algebraic theory, say an exponent in a utility function, by a random variable with a distribution of any kind. Mixture models avoid aggregation paradoxes by explicitly modeling variability of preference within or between people. Despite this extremely flexibility, every mixture model is frequently and overwhelmingly rejected on individual participants. We conclude that neither of these leading theories performs very well in a full blown quantitative test.

Adaptive Experimentation Methods for Comparing Risky Choice Models

Cavagnaro, Daniel R. (Ohio State University); Myung, Jay I. (Ohio State University); Pitt, Mark A. (Ohio State University); Gonzalez, Richard (University of Michigan)

We present a Bayesian framework for testing the core theoretical assumptions of risky choice models (i.e., functional forms of indifference curves) without relying on the assumption of a particular noise specification. This type of analysis is made possible by employing a testing methodology (Adaptive Design Optimization, ADO), in which the gamble pairs are carefully selected to maximally discriminate the models under consideration. ADO tailors the stimuli to each participant, accounting for individual differences while maximizing the efficiency of experimentation. In simulation studies designed to demonstrate the technique, we discriminate two example utility models -- Expected Utility and Weighted Expected Utility.

Quantitative Analysis for the St. Louis Cardinals

Mejdal, Sig (St. Louis Cardinals)

Baseball is experiencing a bit of a paradigm shift in recent years as teams begin to hire those with quantitative backgrounds to assist in the decision making. Although I have little baseball playing experience, I am fortunate enough to be one of those quants whose statistical analysis helps drive the decisions. In this presentation, I will share a bit about the data we have available to us, the processes the Cardinals use to make sense of that data and some of the interesting decisions in baseball one faces when the subjective judgement does not agree with the objective.

Session #3, Track I: Affect II

Process tracing in non-conscious activation of goal pursuit: reversal of the affect motivational route of goal activation

Harman, Jason L. (Ohio University); Weinhardt, Justin (Ohio University); González-Vallejo, Claudia (Ohio University); Vancouver, Jeffery B. (Ohio University)

Research in non-conscious activation of goal pursuit has recently led to the theorized affect-motivational route of goal activation. The theory posits that positive affect co-activated with a goal concept activates goal pursuit whereas negative affect deactivates it. In the current study, a slight modification of the priming procedure resulted in a reversal of this effect. Further we utilized a process tracing decision making paradigm providing a more detailed view of goal pursuit behavior and found that negative affect primed with the goals of either accuracy or efficiency led to more goal congruent search behavior while positive affect led to less.

Take off the poker face: emotion regulation in negotiation

Moran, Simone (Ben Gurion University); Bereby-Meyer Yoella (Ben Gurion University); Hila Modiano (Ben Gurion University); Schweitzer, Maurice (University of Pennsylvania)

Emotions play a crucial role in negotiation. Little previous work, however, has studied emotion regulation in negotiation. In the present work we distinguish between Cognitive reappraisal, construing a potentially emotion eliciting situation in a way that modifies its emotional impact, and Expressive suppression, inhibiting the expression of emotion. In an integrative negotiation, designed to provoke anger, we instructed participants to either reappraise or suppress their emotions. We also included a control condition without emotion regulation instructions. In comparison to reappraisal, expressive suppression harmed the negotiation, increased impasse rates, lowered joint outcomes, and caused counterparts to evaluate each other less favorably.

When self-control hurts: Financial risk-taking, stress, and illusory control

Konnikova, Maria (Columbia University); Figner, Bernd (Columbia University); Mischel, Walter (Columbia University); Weber, Elke U. (Columbia University)

Individuals high in self-control have more success in many domains. Surprisingly we find they may also be more prone to costly financial mistakes. In two risky decision-making tasks, high self-controllers consistently underperformed low self-controllers, by failing to adjust their risk-taking and thus earning less money. We show that high self-controllers have higher confidence and perceived control even in situations that do not warrant them. Consequently, they fail to adjust their choices when actual control is limited. This may help explain why, when risk and stress unexpectedly increase (as in the 2008 stock market crash), high self-controllers may behave more irrationally.

Temper, Temperature, and Temptation: The Decision to Retaliate in Baseball

Larrick, Richard P. (Duke University); Timmerman, Thomas A. (Tennessee Technological University); Carton, Andrew M. (Duke University); Abrevaya, Jason (University of Texas)

This paper analyzes data from 57,293 Major League Baseball games to test whether higher temperatures interact with provocation to predict the number of batters who are hit by a pitch (HBP). Controlling for a number of other variables, the analyses show that the probability of a pitcher hitting a batter increases at higher temperatures as a function of

the number of teammates hit by the opposing team. We propose that heat changes the decision to retaliate: Negative affect caused by heat increases hostile attributions when teammates are hit by a pitch and lowers inhibitions against retaliation.

Session #3, Track II: Moral Judgment II

The Influence of Entitativity on Charitable Giving

Burson, Katherine (University of Michigan); Smith, Robert (University of Michigan); Faro, David (London Business school)

Charitable donations are often insensitive to the number of victims and sometimes actually decrease as victims become more numerous. Three studies show that these unfortunate effects are eliminated by making multiple victims a single entity. Donations to save gazelle and children were greater for a unit (herd or family) than for the same number of disaggregated victims. Even perceptually unitizing gazelle with a Gestalt priming task increased donations. We show that this unitization effect depends on the valence of victims, however, causing a reversal for victims with negative attributes: Donations for child-prisoners were lower for a unit than disaggregated victims.

Valuing different human lives

Goodwin, Geoffrey P. (University of Pennsylvania); Mercier, Hugo (University of Pennsylvania); Darley, John M. (Princeton University)

How do people value human lives of different ages? Across a series of experiments we show that people see the value of human life as having a dynamic trajectory, rising after birth to an apex in early adolescence, before plateauing and then gently declining throughout the rest of the lifespan. This result stands in contrast to an alternative model based solely on life expectancy. Yet, simultaneously, people think that basic human rights, such as the right not to be deliberately killed, are relatively invariant across the lifespan. We explore reasons for these different conceptions, and discuss their implications.

No Good Deed Goes Unquestioned: Cynical Reconstruals Maintain Belief in the Power of Self-Interest

Critcher, Clayton R. (University of California, Berkeley); Dunning, David (Cornell University)

Do people see too much or too little self-interest in others' behavior? According to rational actor perspectives that see self-interest as axiomatic, this is not an empirical question. But laypeople have less rigid conceptions of self-interest. Studies 1a and 1b used Bayesian methods to show that people see the normatively expected amount of self-interest in seemingly selfish behaviors, but "too much" self-interest in seemingly selfless behaviors—given their prior, idiosyncratic beliefs. Study 2 examined the dynamics of this cynical reconstrual of selflessness. These results help explain people's persistence in believing that self-interest powerfully predicts attitudes and behavior (Miller, 1999).

Do More Than I Say, Not As I Do: Discrepancies in Ethical Decisions for Self and Others across Time

Shea, Catherine (Duke University); Gino, Francesca (Harvard University)

Five laboratory studies investigate discrepancies in making ethical decisions for the self and on behalf of another person, when the decisions are either real or hypothetical. Personal hypothetical decisions are much more ethical than our actual behaviors. However, our ethical advice to ourselves falls short of our ethical advice to others. Interestingly, when given control over the fate of another person's ethical decisions, we impose decisions that are not only more stringent than our own actions, but also more stringent than the advice we gave them. Cognitively, ethics is psychologically salient only when making decisions on behalf of others.

Session #3, Track III: Subjective Probability II

Decision makers will appropriately weight small probabilities – if we let them

Hilbig, Benjamin E. (University of Mannheim); Glöckner, A. (Max-Planck Institute for Research on Collective Goods)

A seemingly pervasive phenomenon in risky choice is the apparent non-optimal weighting of small probabilities: In decisions from descriptions these are often overweighted whereas they are underweighted in decisions following sequential sampling of outcomes. However, the conclusion of inappropriate probability weighting may be premature and indeed attributable to research relying on paradigms/tasks which hamper fast and representative information sampling processes. The conjecture was corroborated in an experiment additionally comprising an alternative "open sampling" condition in which decision makers showed appropriate weighting of small probabilities. Thus, risky choice behavior may be "better" than previously suggested – depending on the paradigm.

Explaining Order Effects in Probability Judgments

Trueblood, Jennifer S. (Indiana University); Busemeyer, Jerome R. (Indiana University)

Order effects occur when probability judgments are influenced by the order in which information is presented. These order effects are difficult to explain by Bayesian models. Using the results of a jury decision-making task conducted by McKenzie et al. (2002), we develop a quantum probability model for order effects. We discuss the quantum model by comparing it to the belief-adjustment model (Hogarth & Einhorn, 1992) in relationship to two new jury decision-making experiments. We argue that the quantum model is not faced with the same limitations as the belief-adjustment model and provides more reasonable and accurate fits to experimental data.

Experiencing sequentially simulated outcomes: A guide to improve statistical inference

Hogarth, Robin M. (ICREA & Universitat Pompeu Fabra); Soyer, Emre (Universitat Pompeu Fabra)

Much literature documents deficiencies in human probabilistic inference as well as the importance of task characteristics in determining judgmental accuracy. Noting that people are remarkably efficient in encoding frequency information sequentially, we constructed tasks that exploit this ability. We report an experiment involving seven well-known probabilistic inference tasks. Participants differed in statistical sophistication and answered with and without experience obtained through sequentially simulated outcomes. Results show that even the statistically naïve make accurate probabilistic inferences after experiencing sequentially simulated outcomes and many prefer this presentation format. We conclude by discussing theoretical and practical implications.

Control and prediction of probability distortion in human judgment

Maloney, Laurence T (New York University); Zhang, Hang (New York University)

Similar patterns of distortion of probability are found in visual frequency estimation, frequency estimation from memory, and in decision under risk. The distortion can be approximated by a linear transformation of the log-odds. Researchers currently cannot predict or explain the values of slope and intercept observed experimentally. We presented probability information as the relative frequency of items of one kind in a visual array. We developed a model of human probability distortion based on Luce's choice axiom and demonstrated in two experiments that we can separately control slope and intercept accurately. We discuss implications for decision under risk.

Session #4, Track I: Trust

Where Managerial Feedback Goes Wrong

Gnepp, Jackie (Melbourne Business School, University of Melbourne); Klayman, Joshua (University of Chicago, and University of Melbourne); Williamson, Ian (Melbourne Business School, University of Melbourne)

The survey results of 400 managers reveal that constructive feedback is stymied by a corrosive combination of the feedback provider's correspondence bias and the feedback receiver's self-protective bias. Findings from an experimental role-play study of 70 dyads suggest that these biases are actually made worse by performance feedback discussions. Recipients of negative feedback put more weight on task difficulty and less weight on their lack of skill as causes of poor performance after the feedback discussion than before. The reverse is true for feedback providers. Thus, the givers and receivers of feedback disagree more following performance feedback than before it.

Modeling the Joint Effects of Experiences and Descriptions on Impressions and Choices

Phillips, Nathaniel (Ohio University); Gonzalez-Vallejo, Claudia (Ohio University)

How do individuals form impressions of options when they have access to population-level descriptions and sample-level experiences? In the current study, participants were given descriptions of two options and were then given the opportunity to learn about the options. Results showed that inaccurate descriptions led to poorer performance than

accurate descriptions. Additionally, the influence of descriptions was positively related to the perceived credibility of the source of descriptions. Therefore, perceived source credibility amplified the effect of the accuracy of descriptions of options. A mathematical model is proposed to describe how descriptions are combined with experiences in dynamic choice tasks.

The hidden costs of contracts: Adverse effects on relationships, cooperation, and performance

Chou, Eileen Y. (Northwestern University); Halevy, Nir (Stanford University); Murnighan, J. Keith (Northwestern University)

Although contracts provide safeguards against risk, they can also signal low expectations for a relationship (Think about suggesting a prenuptial agreement.) Two studies document how attempts to formulate complete contracts to manage potential pitfalls in a relationship can also, paradoxically, crowd out rapport and undermine trust and cooperation. We distinguish and examine the signaling effects of two elements of contract completeness - its specificity and the number of clauses it contains. While people prefer complete contracts, (Study 1A), complete contracts lower relational expectations (Study 1B) and reduce cooperative behaviors (Study 2). The current paper explores the hidden costs of contracts.

Trust depends on self-control and the default

Evans, Anthony M. (Brown University); Krueger, Joachim I. (Brown University); Dillon, Kyle (Brown University); Goldin, Gideon (Brown University)

The present study investigates how choice defaults and self-control affect interpersonal trust. Overriding a default option requires mental effort. Therefore, adherence to a default should be stronger when self-control resources are depleted. In the present study, our measure of interest was anonymous trust in the investment game. Crossing default choice (complete trust or distrust) with self-control (depleted or unaltered), we found an interaction effect of ego-depletion and default choice. The default effect was only evident when mental resources were depleted. In other words, ego-depleted participants trusted more when distrusting required action, and distrusted more when trusting required action.

Session #4, Track II: Consumer Decision Making I

Evidence of a Status Quo Bias in the Mutual Fund Market: Consumer Inertia Amidst Benefitless Fee Increases

Evans, Jocelyn (College of Charleston); Bishara, Anthony J. (College of Charleston); Bryant, Lonnie L. (College of Charleston)

We investigated status quo bias in mutual funds, particularly in cases where mutual funds were acquired by other companies. Consumers tended to stay in such funds longer if the fund's advisory firm remained after the acquisition took place. However, this behavior was against consumers' own interests: advisory firm retention was associated with an increase in fees and worse fund performance. Consumer inertia remained even when

controlling for switching costs, previous fund performance, and other plausible alternative explanations. These results suggest that the advisory firm is an important cue used by consumers in their perception of the status quo.

The Beliefs of Others - Naive Realism and Investment Decisions

Egan, Daniel (Barclays Wealth); Merkle, Christoph (University of Mannheim); Weber, Martin (University of Mannheim)

Some decisions depend not only on one's own beliefs, but also on the beliefs of others. Most research regarding these second-order beliefs use tasks lacking natural incentives. In a longitudinal survey of individual investors we reveal how first and second-order beliefs regarding stock-market returns are formed, and influence decisions. Investors believe their own opinion is relatively more common (false consensus effect), and assert that investors who disagree with them are biased (bias blind spot). These inaccurate beliefs do influence their investing decisions. Thus even where there is a clear incentive for accurate second-order beliefs, largely inaccurate beliefs influence individuals' actions.

The Beauty Penalty: Too Sexy for the Job?

Zhu, Meng (Carnegie Mellon University); Vosgerau, Joachim (Carnegie Mellon University); Simonsohn, Uri (The Wharton School, University of Pennsylvania)

Prior research shows that attractive people receive more favorable treatment in the workplace than unattractive people. We conjecture that such a beauty premium may reverse for activities that require analytical skills. We show that attractive individuals are perceived to have better social skills but worse analytical skills, and demonstrate a beauty penalty when analytical skills are more important. For example, we find that attractive lawyers are more likely to be selected for a legal case requiring more social skills (presenting the case in court), but less likely to be selected when it requires more analytical skills (filing a written report).

The Psychology of Perceived Wealth: The Twofold Impact of Debt on Financial Decision Making

Sussman, Abigail B. (Princeton University); Shafir, Eldar (Princeton University)

We study how people perceive wealth, both their own and others', as a function of varying levels of assets and debt. Keeping total wealth constant, we find that people with positive net worth are seen as wealthier when they have lower debt (and, consequently, lower assets). In contrast, keeping total wealth constant, those with negative net worth are considered wealthier when they have greater assets (and, consequently, greater debt). This pattern persists both in the perception of others' and of one's own wealth. Consequences for the willingness to borrow and to spend are explored, and policy implications are discussed.

Session #4, Track III: Behavioral and Experimental Econ I

Saving and earning pennies: Resource scarcity and budgeting behavior

Shah, Anuj K. (Princeton University); Shafir, Eldar (Princeton University); Mullainathan, Sendhil (Harvard University)

We discuss several studies which examine the influence of resource scarcity on people's budgeting behavior and task performance. Among other effects, we show that scarcity causes decision-makers to over-borrow and to therefore perform worse when given the flexibility to borrow. Similarly, scarcity leads decision-makers to under-save and to therefore perform worse when given inconsistent budgets. We consider how these effects might stem from scarcity-induced shifts in attention and we discuss implications for studying behavior under scarcity in general, and under poverty in particular.

Constructing preferences from experience

Pachur, Thorsten (Cognitive and Decision Sciences, University of Basel); Scheibehenne, Benjamin (Economic Psychology, University of Basel)

We tested predictions of two process accounts for the endowment effect: query theory (Johnson, Häubl, & Keinan, 2007) and the sequential value matching model (Johnson & Busemeyer, 2005). Participants indicated either a selling price or a buying price after being presented with lotteries in a decision from experience paradigm. As predicted by both accounts, for a buying price people stopped sampling after experiencing smaller amounts than for a selling price. This difference in sampling disappeared when the sampling and the evaluation phases were explicitly separated, supporting the matching model's assumption of separate sampling processes for utility and response mapping.

Mind Games: The Mental Representation of Conflict

Halevy, Nir (Stanford University); Chou, Eileen Y. (Northwestern University); Murnighan, J. Keith (Northwestern University)

We show that a predictably small set of payoff matrices captures how many people perceive their outcome interdependence in conflict, and that these mental representations have clear motivational antecedents and important behavioral outcomes. Studies 1a-c prompted individuals to represent their conflicts as 2x2 payoff matrices. Most participants created one of four (of seventy-eight possible) matrices that correspond to well-known experimental games: assurance, chicken, maximizing-difference and prisoner's dilemma. Studies 2-3 showed that self-enhancement goals increased the tendency to perceive real-world conflicts as chicken games. Studies 4-5 documented the behavioral consequences (e.g., cooperation, use of deception in negotiation) of these mental representations.

Prisoners of Their Own Resources

Danziger, Shai (Ben Gurion University of the Negev); Levav, Jonathan (Columbia University); Avnaim, Liora (Ben Gurion University of the Negev)

Legal formalism holds that justices decide the outcome of a case based on legal reasons that lead to predictable and consistent judgments. An alternative view, legal realism, argues that the law is indeterminate and that psychological, political, and social factors play a determining role in judicial rulings. The realist view is commonly caricatured as saying that justice is “what the judge ate for breakfast.” We test this caricature empirically in the context of sequential parole decisions made by experienced justices. We find that the favorable rulings are more likely following a food break than later in the sequence of cases.

Session #5, Track I: Naturalistic Decision Making

Trial and Error: The effect of experience and collaboration on professional judgments

Minson, Julia A. (University of Pennsylvania); Liberman, Varda (IDC, Herzliya, Israel); Jacobson, Jonas (Trial Behavior Consulting); Ross, Lee (Stanford University)

We test the benefits of dyadic collaboration for expert professional judgment. Both attorneys in Study 1 and realtors in Study 2 underweighted peer input and incurred an accuracy cost for doing so. Both groups showed improved estimation accuracy when compelled to reach agreement with a peer, and maintained this accuracy gain in subsequent independent judgments. Relative to experienced attorneys, law students weighed peer input more, but discriminated less based on accuracy. Study 2 also tested the effect of a “debiasing manipulation” on realtors’ willingness to give weight to partner judgment and accuracy of subsequent estimates.

The Magic Touch: Nonconscious Haptic Influences on Impressions and Decisions

Ackerman, Joshua M (Massachusetts Institute of Technology); Nocera, Christopher C (Harvard University); Bargh, John A (Yale University)

Touch is a critical means of information acquisition and environmental manipulation. Physical touch experiences may scaffold the later development of conceptual and metaphorical knowledge, and promote the application of this knowledge. In several experiments, holding heavy or light clipboards, solving rough or smooth puzzles, and touching hard or soft objects nonconsciously influenced the impressions and decisions formed about unrelated people and situations. Heavy objects made job candidates appear more important, rough objects made social interactions appear more difficult, and hard objects increased rigidity in negotiations. Basic tactile sensations thus influence higher social cognitive processing in dimension-specific and metaphor-specific ways.

The Art of Planning: The Differential Impact of Planning on Behavior

Townsend, Claudia (University of Miami); Liu, Wendy (University California, San Diego)

Both academic research and lay beliefs suggest that planning is advantageous for goal attainment. Yet, little is known about how making plans really influences subsequent behavior. In four studies including three field experiments we examine the effect of

planning in self control contexts and find that planning does not benefit everyone equally. Those who perceive themselves to be in good standing with respect to the relevant goal are helped by planning with planning improving subsequent self regulation. Those who perceive themselves in poor standing, however, are less likely to behave goal-consistently after planning than in the absence of planning.

The Sunny Side of Giving

Cryder, Cynthia (Washington University in St. Louis); Weber, Roberto (Carnegie Mellon University)

A large university phone fundraising dataset shows a strong influence of the weather on charitable giving. Specifically, donations on clear days are on average 84% higher than donations on cloudy days. Coefficients for previous day sunshine are negative, suggesting that sunshine contrast is important; holding today's weather constant, it is easier to raise donation dollars today if yesterday was cloudy. The findings have important implications for fundraisers and donors, but also underscore the powerful influence of everyday environmental factors on decisions of consequence.

Session #5, Track II: Symposium: To Catch a Cheat

Organized by Gino, Francesca (Harvard University); Ayal, Shahar (Duke University)

Symposium Abstract: Given the pervasiveness of dishonest behavior, individuals need to develop cheating-detection skills and the ability to make objective judgments about others' unethical behavior. The papers in this symposium suggest that people consciously use their own experience and familiarity with the situation at hand to judge the ethicality of others' behavior. However, their judgments are also biased by seemingly irrelevant factors such as their focus of attention or their desire to distance themselves from "bad apples" and present themselves as virtuous and ultra-honest. In the first paper Ayal and Klar show that efficient cheating detection cannot rely on an automatic algorithm, but rather requires flexibility and deliberately understanding of the cheating plot. This conclusion is further supported by two other papers that explore how cognitive factors impact the perceived unethicality of behavior: Shalvi et al. show that the severity of a specific lie depends on its level of justifiability, whereas Caruso and Gino examine the role of closing one's eyes to both unethical behavior and ethical judgments. Finally, Barkan and Ariely show that cheaters develop a special sensitivity to others' unethical behavior; they judge it using stricter and harsher criteria than they apply to themselves.

Detecting Varieties of Cheating: An Evolutionary Algorithm or Deliberate Relevance Seeking

Ayal, Shahar (Duke University); Klar, Yechiel (Tel Aviv University)

What kind of cheating-protection devices should consumers use to avoid being victims of fraud? Using the Wason selection task, we define three types of cheating. We use these varieties of cheating to juxtapose the cheating detection algorithm approach with an alternative relevance-seeking approach that relies on more flexible and deliberate thinking. The results show that our participants outperformed the evolutionary algorithm

by looking for the most relevant cheating threats. These results suggest that efficient cheating detection cannot rely on an automatic algorithm, but rather requires flexibility and a thorough understanding of the situation at hand.

Justified Ethicality: Observing Desired Counterfactuals Modifies Ethical Perceptions and Behavior

Shalvi, Shaul (University of Amsterdam); Dana, Jason (University of Pennsylvania); Handgraaf, Michel J. J. (University of Amsterdam); De Dreu, Carsten K.W. (University of Amsterdam)

How do people evaluate the extent of others' dishonesty? Participants learned about another person reporting the outcome of a private die roll and gaining money according to this report. The extent to which misreporting the outcome was considered unethical depended on the extent to which the lie could be justified. When the other reported the outcome of an additional roll, merely provided to ensure the die's legitimacy, the lie was perceived as less unethical and participants said they would also lie in this situation. A behavioral study confirmed that allowing people to roll the die more times increases lying.

Blind Ethics: Closing One's Eyes Influences Ethical Judgments and Behavior

Caruso, Eugene (University of Chicago); Gino, Francesca (Harvard University)

Five experiments demonstrate that closing one's eyes influences ethical judgments and unethical behavior. People who considered situations with their eyes closed judged immoral behaviors as significantly more unethical, and moral behaviors as significantly more ethical, than people who considered these situations with their eyes open. In addition, considering decisions with closed eyes led people to express willingness to behave more ethically, and to actually act less selfishly toward others. These more stringent ethical judgments were moderated by moral identity, and mediated by participants' tendency to report mentally simulating the situation more extensively when their eyes were closed rather than open.

The Pot Calling the Kettle Black: Seeing Evil after Experiencing Ethical Dissonance

Barkan, Racheli (Ben-Gurion University of the Negev); Ariely, Dan (Duke University)

Four studies demonstrate the pot calling the kettle black phenomenon, where a person is guilty of the very fault he identifies in others. Our findings demonstrate that recalling an undeniably ethical failure, people experience ethical dissonance between their moral values and their actual dishonest behavior. Interestingly, the ethical dissonance results in attitude contrast (rather than assimilation). Distancing from their own unethical behavior, individuals adopt a more extreme and overcompensating ethical attitude. Consequently, they use more stringent criteria for judging the behavior of others (Studies 1 and 4) and present themselves as virtuous and ultra-honest (Studies 2, 3, and 4).

Session #5, Track III: Behavioral and Experimental Econ II

Spurious? Name Similarity Effects (Implicit Egotism) in Marriage, Job and Moving Decisions

Simonsohn, Uri (University of Pennsylvania)

Three Journal of Personality and Social Psychology papers have shown that a disproportionate share of people choose spouses, places to live, and occupations with names similar to their own. These findings, interpreted as evidence of implicit egotism, are now included in most modern social psychology textbooks and many university courses. This paper successfully replicates the original findings but then shows that they are spurious, arising from a combination of cohort, geographic and ethnic confounds, and from reverse causality.

Changing Minds: Estimation of Multiple Preference States Via Normalized Maximum Likelihood

Davis-Stober, Clinton (University of Missouri)

Given multiple presentations of the same sets of choice alternatives, decision makers do not deterministically choose one over another. This choice variability varies in magnitude across decision makers, choice stimuli, and decision environments. I present a mixture-modeling framework that utilizes normalized maximum likelihood to classify whether a decision maker is making choices according to single or multiple underlying preference state(s) consistent with a collection of user-specified preference relations. This methodology selects an optimal collection of preference relations and estimates a mixture distribution over them. This methodology can be used to model individual differences, learning effects, preference reversals, and group decision-making.

How to Measure Discount Rates? An experimental comparison of three methods

Hardisty, David J. (Columbia University); Thompson, Katherine J. (Columbia University); Krantz, David H. (Columbia University); Weber, Elke U. (Columbia University)

The present research compared three methods of determining intertemporal indifference points: matching (aka "fill-in-the-blank"), choice titration, and a new multiple-staircase adaptive choice measure. A diverse, national sample of 316 participants completed these measures, indicating their preferences for monetary and air-quality gains and losses delayed up to 50 years. Overall, choice-based methods performed better — especially for longer delays and air-quality outcomes — yielding lower variance, fewer errors, and better prediction of consequential and life decisions. The differences among the methods studied here are striking, and suggest that care be taken in design and interpretation of discounting studies that use differing elicitation methods.

Suboptimal Bidding on The Price is Right: the Role of Fairness

Atanasov, Pavel (University of Pennsylvania); Dana, Jason (University of Pennsylvania)

The persistent use of suboptimal strategies on the “The Price Is Right” has previously been linked to bounded rationality of players. However, we show evidence that fairness motivations may be at least as important. While actual participants in the show “cut off” other players in 32% of the games, online survey respondents use this strategy more than twice as often, when asked to generate optimal bids. Most respondents also use the “cut off” strategy when asked to generate unfair bids. Such indications of strategic and ethical awareness point to the importance of moral rather than cognitive constraints on behavior.

Session #6, Track I: Intertemporal Choice & Discounting

"I can't stand waiting!" Dread looms larger than pleasurable anticipation

Hardisty, David J. (Columbia University); Frederick, Shane (Yale School of Management); Weber, Elke (Columbia University)

When making choices about future events, we consider not only the pain or pleasure of the event itself, but also the psychological pain or pleasure of anticipating the event. In two studies with national samples it was found that dread is roughly twice as strong as pleasurable anticipation (aka, savoring), across multiple domains. Interestingly, the anticipation of gains is sometimes pleasurable and sometimes painful (due to impatience), while the anticipation of losses is always painful. Furthermore, as anticipation value was found to predict time preference this pattern may explain why losses are discounted less than gains (the “sign effect”).

Framing the Future First: Neural systems and the directional evaluation of sooner-smaller versus later-larger rewards

Figner, Bernd (Columbia University); Johnson, Eric J. (Columbia University); Steffener, Jason (Columbia University); Krosch, Amy (NYU); Wager, Tor D. (University of Colorado, Boulder); Weber, Elke U.

Observed asymmetry in discounting — relative impatience for delaying consumption and relative patience for accelerating consumption — suggests differences in the processing of choices dependent on the direction of the evaluation. The goal of our fMRI study was to investigate participants' neural activation underlying acceleration versus delay decisions, contrasting, in both cases, choices between an immediate and a future reward with choices between two future rewards. The results of our study show hypothesized differences in neural processing of identical choice options dependent on the goal of the decision (delaying versus accelerating consumption).

Motivated biases in the perception of temporal distance generalize across unrelated events

Zhang, Charles Y. Z. (University of Michigan); Schwarz, Norbert (University of Michigan)

Thinking about desirable or undesirable events influences estimates of the date of substantively unrelated events, presumably due to a spill-over of motivated biases in time perception. Students who thought about nice things they can do after an upcoming exam perceived an unrelated fictitious event as closer in time than students who thought about what they need to get done for the exam (Study 1). Similarly, those who described a desirable (rather than undesirable) future event estimated that an unrelated construction project would be finished sooner (Study 2).

That was Then, This is Now: Focalism in temporal comparisons

Chan, Steven (New York University); Kruger, Justin (New York University)

A focalism effect based on comparing time has not been previously demonstrated. Such an effect is critical to polls and surveys, which often ask the public to compare the present to a reference point in the past. For example, Gallup polls often ask the public to consider whether there is more or less crime now compared with a year ago. Two studies demonstrate a focalism effect where differential weight is placed on the present (past) when the present (past) is framed as the focal point of a question.

Session #6, Track II: Consumer Choice and Framing

“Beggars will be Choosers: Feeling Deprived Induces Preference for Scarcity”

Sharma, Eesha (New York University); Alter, Adam (New York University)

This research examines the tendency for people to pay more attention to scarce resources when they feel financially deprived. Four studies illustrate that: (1) Feeling deprived relative to others increases people’s attention to, preference for, and consumption of scarce items, (2) People are more attuned to scarcity when they feel deprived (versus flush) and thus tend to use scarcity cues when assessing their preferences for goods, (3) Preference for scarcity is driven by a motivation to cope with the negativity of experienced deprivation, and (4) These effects are eliminated when people can attribute their negative feelings to an unrelated source.

The Impact of Projection versus Perspective Taking on Judgmental Accuracy

Steffel, Mary (University of Florida); Epley, Nicholas (University of Chicago); Chambers, John (University of Florida)

Despite their best efforts, people often fail to accurately gauge others’ preferences. This research investigated the effectiveness of two strategies for increasing accuracy – projecting one’s own preferences onto others versus trying to take others’ perspectives – and found both to be wanting. In two experiments, we encouraged people to project or perspective take in order to make predictions of others’ preferences and recommendations on their behalf. Projection impaired spouses’ predictions of their partner’s consumer preferences and students’ movie recommendations for another student, while perspective taking, even when it reduced egocentrism, failed to improve predictions or recommendations.

Distance at a Distance: Perspective-Dependent Effects Common to Different Psychological Distances

Maglio, Sam J (New York University); Trope, Yaacov (New York University)

Investigations into psychological distancing – removal from an egocentric reference point – have suggested similarities between time, space, social distance, and probability. Drawing upon these similarities, we propose that experiencing any kind of distance will render other distances less influential. In four studies, we provided people with an initial distance cue (a target being near or far) and assessed sensitivity to a second distance. Consistently, people were less responsive to a span of distance when it occurred far away. This effect held regardless of whether the second distance was from the same or a different dimension than the initial dimension.

The Effect of Mirror Decoration on Food Taste Perception

Tafaghodijami, Ataollah (University of Utah); Mishra, Himanshu (University of Utah)

This research explores the effect of eating food in front of a mirror on the food taste evaluation. We find that individuals evaluate an unhealthy food to be less tasty when they consume it in front of a mirror. This is because self-focused individuals attribute the discomfort of acting against the standards of healthy eating to the food taste. Three studies confirmed the effect and examined two moderating factors.

Session #6, Track III: Choice, Strategy & Power

Desire to Compromise or Freedom to be Extreme: The Role of Social and Personal Power in Compromise Effect

Malkoc, Selin A. (Washington University in St. Louis); Duguid, Michelle M. (Washington University in St. Louis)

Powerful is often assumed to be self-serving, suggesting that they would be less likely to compromise than those with less power. We show that the relationship between power and compromise is more intricate and requires the distinction between social and personal power. We demonstrate that social power (over others) versus personal power (freedom from others) have asymmetric effects on the compromise option. We find that while increased personal power decreases the share of the compromise option, increased social power amplified it. Our findings establish an important moderator for the compromise effect, while extending the literature on social and personal power.

Promoting Products versus Goals to Impact the Decision Making Process: the Power of Recommending One Product

van Ginkel, Mirjam N.G. (Erasmus University Rotterdam); Dellaert, Benedict G.C. (Erasmus University Rotterdam)

We investigate the impact of different types of recommendations on consumer purchase decisions. Two decision-making stages are distinguished; a goal-oriented and a comparative stage. Both stages are characterized by distinct mindsets, which are more

abstract and more concrete in nature respectively. By comparing the effect of single product recommendations to generic recommendations and multiple product recommendations, we find out that they have the best of both worlds. The reason is that single product recommendations can fluently be processed in abstract and concrete decision-making stages. Our contribution is to give insight in how recommendations can be used to steer product choices in to beneficial directions.

The Minimax Matching Hypothesis

Clegg, Liam F. (Tufts University)

The probability-matching (PM) phenomenon has been widely documented in decision making experiments, but appears sub-optimal. I present three new theoretical results showing that PM corresponds to the optimal strategy in certain competitive games, that the brain appears to be wired to play such a strategy, and that employing such a strategy results in identical feedback whether one is facing a random process or a competing agent. People may sometimes make locally sub-optimal decisions because in a competitive environment, it pays to be unpredictable.

Focusing on Potential Disagreements Can Improve Negotiated Outcomes

Dawson, Erica (Cornell University); Armor, David (San Diego State University)

We present evidence that subtly focusing low-power negotiators on possible points of agreement, and high-power negotiators on possible points of contention, changes the default frames each tend to adopt during the planning stage. Low-power negotiators become more cooperative and perceive themselves to have more power by focusing on points of potential agreement, whereas high-power negotiators become more cooperative after focusing on disagreements. The change of default focus leads to higher expectations and objectively better outcomes for both parties.

Session #7, Track I: Risk Communication and Uncertainty

Effective Communication of Uncertainty in the IPCC Reports

Por, Han-Hui (Fordham University); Budescu, David V. (Fordham University); Broomell, Stephen B. (Pennsylvania State University)

Critics of climate change use the inherent uncertainty in climate measurements and models as an excuse to discount findings. The consistent underestimation of the agreement among scientists also reflects the public's imperfect understanding of the uncertainty underlying climate change. The Intergovernmental Panel on Climate Change (IPCC) conveys uncertainties using probabilistic terms. We report results of a national survey that show that (a) the public misinterprets the probabilistic statements in the IPCC reports despite the 'Translation Table', (b) a dual scale with verbal and numerical information effectively improves the communication of uncertainty, and (c) the improvement is independent of ideological and environmental views.

Lottery Aversion

Yang, Yang (Carnegie Mellon University); Vosgerau, Joachim (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

Gneezy, List, and Wu (2006) documented the intriguing uncertainty effect, where risky prospects are valued less than their worst outcome. We explore a possible psychological mechanism for this effect. When risky prospects are described as uncertain items rather than “lottery tickets”, willingness to pay is greater than for the worst possible outcome (study 1). Study 2 shows that this is not because participants misinterpret instructions in the lottery-condition. In study 3, we demonstrate that this “lottery aversion” is not caused by differences in perceived indeterminacy. Together, our results suggest that the word lottery itself reduces willingness to pay.

Saying No to Tattoos and Yes to Safe Sex: Ego-Depletion May Help Boost Self-Regulation

Lisjak, Monika (Northwestern University); Lee, Angela Y. (Northwestern University)

Existing research suggests that ego-depletion impairs self-regulation. This research suggests that under some circumstances ego-depletion may strengthen self-regulation because it spontaneously prompts individuals to be more vigilant. Specifically, we posit that depleted individuals pay more attention to negative information and are less likely to engage in risky behaviors compared to their non-depleted counterparts. The results of four studies show that depleted people are faster at recognizing vigilance-related words and negative other-related words, and are less likely to engage in risky behavior, such as having unprotected sex or getting a tattoo.

Temporal Dynamics Underlying Hypothesis Generation

Lange, Nick D. (University of Oklahoma); Thomas, Rick P. (University of Oklahoma)

Hypothesis generation represents one of our most commonly employed cognitive faculties. Although we are beginning to understand a good deal about the mechanisms underlying these processes (c.f. HyGene model; Thomas et al., 2008) very little is known about the influences of various temporal dynamics inherent in real world tasks. Two experiments investigated two such factors, presentation rate and serial order, in a simulated medical diagnosis task. Results suggest that both factors influence the generation processes through dynamic working memory activation processes governing the contribution of individual pieces of data to the generation process.

Session #7, Track II: Consumer Decision Making II

Decision Quicksand: When Trivial Sucks Us In

Sela, Aner (University of Florida); Berger, Jonah (University of Pennsylvania)

We demonstrate how metacognitive inference leads people to get stuck in unimportant decisions. People associate important decisions with effort. Consequently, unexpected effort serves as a cue for decision importance which, in turn, increases effort in a vicious

cycle we name “Decision Quicksand”. Paradoxically, this happens only for unimportant decisions, because effort is expected and therefore non-diagnostic for important decisions.

Shifting The Basis of Perceived Similarity: Implications for Inference and Choice

Urminsky, Oleg (University of Chicago Booth School); Bartels, Daniel (Columbia Business School)

Decisions often depend on the similarity between stimuli encountered in the decision context. In six studies, we examine how judgments and choices are affected by systematic changes in the basis of perceived similarity. We distinguish between lower-level compositional similarity and higher-level thematic similarity, demonstrating that the basis of similarity shifts systematically over time and with other contextual cues. This shift in similarity affects assessments of fit, the prices people anticipate and are willing to pay for products, and the impact of introducing an intermediate choice option in substitution effects (where it can cannibalize either one or another option’s choice share).

Catching More Flies with Vinegar: The Ironic Effect of Product-Specific Search Cost on Consumer Choice

Ge, Xin (University of Northern British Columbia); Haeubl, Gerald (University of Alberta); Brigden, Neil (University of Alberta)

Firms typically spend considerable resources (e.g., on advertising) to make their products more easily accessible to consumers. This paper introduces and tests the hypothesis that, ironically, a deliberate increase in consumer search cost for a particular product – making it harder for consumers to find out about it – can actually result in greater preference (i.e., a higher choice probability) for that alternative. Evidence from three experiments provides strong support for this hypothesis, and sheds light on the mental mechanisms that underlie this paradoxical effect of product-specific search cost on consumer choice.

The Boost From Below: How Dominated Options Increase Choice Satisfaction

Maciejovsky, Boris (Imperial College London); Olivola, Christopher (University College London)

Previous research shows that increasing choice set size can sometimes reduce choice/purchase likelihood and satisfaction, while adding asymmetrically dominated options alters choice patterns. In this paper, we explore the impact of adding fully dominated options to choice sets (i.e., options that are worse on every dimension). Across 4 studies, we find that adding dominated options to choice sets increases satisfaction with, and willingness to pay for, chosen options, without affecting the actual choice patterns. We also show that participants are not aware of this effect. We present a process-level theory to explain our findings.

Session #7, Track III: Individual Differences and Gender

Obesity in men and in women: not the same story? Evidence from decision-making studies

Koritzky, Gilly (Technion - Israel Institute of Technology); Yechiam, Eldad (Technion - Israel Institute of Technology)

Obesity is a prominent health-risk worldwide, and is gradually becoming acknowledged as an addiction. We examined whether the decision-making profile of obese men and women bears similarities to that of poly-drug addicts. In our experimental study, obese men took more risk in a simple decision-task though they did not demonstrate impairments in reward learning - a profile similar to that observed in drug addiction. In contrast, obese women displayed high impulsivity and unwillingness to delay gratification, implying a different kind of problem. The results suggest that obesity in men is characterized by a generalized syndrome of risk-taking typical to addiction.

Data Collection in a Flat World: Accelerating Behavioral Research by Using Mechanical Turk

Goodman, Joseph K. (Washington University in St. Louis); Cryder, Cynthia E. (Washington University in St. Louis); Cheema, Amar (University of Virginia)

Mechanical Turk provides quick, easy, and inexpensive access to a diverse group of online participants. In two studies, we compare MTurk participants to community and student populations. While there are a few notable differences between MTurk participants and other groups, such as differences in extraversion and self-esteem, MTurk participants generally produce reliable results that are consistent with previous research: MTurk participants are present biased, risk averse for gains, risk seeking for losses, and show evidence of using heuristics. We conclude that MTurk provides an excellent opportunity for inexpensive and efficient behavioral data collection.

Heritability of Financial Mismanagement

Dawes, Christopher T. (University of California, San Diego); Loewen, Peter J. (University of Toronto); Mazar, Nina (University of Toronto)

Increasing consumer financial mismanagement in the form of debt and skipping monthly payments has not only contributed to the most recent economic crisis, but is also decreasing individuals' life-satisfaction. Using two nationally representative samples of twins, we demonstrate that a significant proportion of individual differences in debt and difficulty making monthly payments is attributable to genetic factors. Further, these results cannot be accounted for by age, gender, education, income, or thought and effort that goes into financial planning. We discuss the implications of these results for policy and, in particular, situational nudges and smart choice architecture.

Temporal Construal and Discrimination: An Audit Study of University Professors

Milkman, Katherine L. (The Wharton School); Akinola, Modupe (Columbia Business School); Chugh, Dolly (The Stern School of Business)

We show that discrimination is heightened by temporal distance, consistent with the predictions of construal level theory. We conducted an audit study in which 6,548 professors received a request from a prospective doctoral student for a meeting today or in one week. The student's name was randomized to signal race and gender. Relative to white males, women and minorities face significant discrimination from professors when requesting meetings for the future as measured by response rates, meeting acceptance rates, and response speed, but this discrimination is considerably less pronounced in requests for the present.

Session #8, Track I: Cognition & Learning

On the psychology of scarcity: Thinking about financial problems affects cognitive performance

Zhao, Jiaying (Princeton University); Shafir, Eldar (Princeton University)

We examined cognitive performance under conditions of financial scarcity. In Study 1 participants either read financially hard problems or easy problems. Raven's Progressive Matrices and cognitive control task served as measures of cognitive ability. Participants who read hard problems performed less well than those who saw easy problems. Moreover, those with lower incomes showed greater decrements in performance between hard and easy problems compared to those with higher incomes. In Study 2 participants read non-financial problems. Here however, we found no difference in cognitive performance. Results have implications for both the psychology of scarcity and policies targeting low income citizens.

Instance-based Learning in Repeated Binary Choice

Lejarraga, Tomás (Carnegie Mellon University - Dynamic Decision Making Lab); Dutt, Varun (Carnegie Mellon University - Dynamic Decision Making Lab); Gonzalez, Cleotilde (Carnegie Mellon University - Dynamic Decision Making Lab)

A common practice in cognitive modeling is to develop new models specific to each particular task. We question this approach and draw on an existing model, instance-based learning, to explain learning behavior in three different tasks: Our instance-based learning model generalizes to repeated choices accurately in a typical repeated binary choice task, in a probability learning task, and in a repeated binary choice task within a changing environment. We assert that, although the three tasks are different, the source of learning is equivalent and therefore, the cognitive process elicited is the same.

Mechanisms of Selective Information Exposure

Scherer, Aaron M. (University of Iowa); Windschitl, Paul D. (University of Iowa); Smith, Andrew R. (University of Iowa)

When seeking information following a decision, we often seek out a disproportionate amount of information that confirms our decision. But what drives this effect? While

most research has focused on a need to defend our choices, there are other cognitive and motivational accounts that could be used to explain selective exposure findings. In a series of studies, we explored possible explanations by having participants make predictions with varying levels of information about the prediction options. Results across these studies appear to rule out three accounts and indicate that individuals engage in selective exposure because being correct is a desirable outcome.

Metacognitive Experiences and Debiasing Hindsight Bias: Sacking the Monday-Morning Quarterback

Sanna, Lawrence J. (University of North Carolina at Chapel Hill)

Many theories of human judgment emphasize what comes to mind, thought content. But metacognitive experiences, like ease or difficulty of thought generation, qualifies the conclusions people draw from what they are thinking about. Experiments on hindsight bias, people's belief that they "knew it all along," illustrate a novel, theoretically driven approach to explaining why hindsight bias occurs and how to lessen it (debiasing). The bias varies with the ease or difficulty that known or alternative outcomes come to mind, even reversing the usually observed bias. Implications extend to other biases and their debiasing, and to making sense of the past.

Session #8, Track II: Heuristics and Biases I

Winning the Battle but Losing the War: The psychology of debt management

Amar, Moty (Duke University); Ayal, Shahar (Duke University); Rick, Scott (University of Michigan); Cryder, Cynthia (Washington University in St. Louis); Ariely, Dan (Duke University)

Debt repayment decisions are critical issues for individuals and financial institutions. To explore these issues in an experimental setting, we developed a computerized game in which participants were saddled with multiple debts and required to manage them. In four studies, we show that people in such situations employ a "close what I can" heuristic in which they pay off the smallest debt first, while underweighting the interest rate. When the opportunity to allocate money to small debts was restricted this tendency declined, suggesting that this heuristic stems from people's desire to feel a sense of tangible progress in debt management.

Judgments of Size Depend on Amount of Information

Reber, Rolf (University of Bergen); Christensen, Bo (Copenhagen Business School); Meier, Beat (University of Bern)

Words are judged as having bigger font size than nonwords of the same size, but symmetric numbers are judged to be smaller than equally large asymmetric numbers, contradicting a fluency account of size judgments. In the first two experiments, we excluded methodological reasons for the effect of symmetry on judged size by examining the string length of the number, masking, and the proportion of symmetric versus

asymmetric numbers. In Experiment 3, we demonstrated that meaning increases judged size, whereas symmetry decreases judged size. This suggests that judged size depends on the amount of information processed, not on processing fluency.

Relaxation Increases Monetary Valuations

Pham, Michel Tuan (Columbia University); Hung, Iris W. (National University of Singapore); Gorn, Gerald J. (University of Hong Kong)

This research documents an intriguing empirical phenomenon whereby states of relaxation increase the monetary valuation of products. This phenomenon is demonstrated in six experiments involving two different methods of inducing relaxation, a large number of products of different types, and different methods of assessing monetary valuation. In all six experiments participants who were put into a relaxed affective state reported higher monetary valuations than participants who were put into an equally pleasant but less relaxed state. This valuation effect seems to be caused by differences in how relaxed and non-relaxed individuals construe the value of the products

The Dilution Effect in Perceptual Decision Making

Hotaling, Jared M. (Indiana University); Cohen, Andrew L. (University of Massachusetts); Busemeyer, Jerome R. (Indiana University); Shiffrin, Richard M. (Indiana University)

There is a paradox: Judgment and decision making (JDM) researchers have shown that people employ simple, sub-optimal strategies when integrating information. However, in categorization, perception, and memory Bayesian models are commonplace. One obstacle to reconciling this paradox lies in the different methods each field has used. We conducted a perceptual decision making study to bridge this divide. Participants received strong evidence X and weak evidence Y, both favoring A. Normatively, the likelihood of A should increase given X & Y. Instead, we found decreased judgments and choice probabilities given X & Y, than given X alone (i.e. the dilution effect).

Session #8, Track III: Symposium: Do teams make better decisions than individuals?

Organized by: Budescu, David V. (Fordham University); Maciejowsky, Boris (Imperial College); Sutter, Matthias (University of Innsbruck)

Symposium Abstract: It is well known that interacting teams with aligned incentives and common motivation perform as well as their best individual members (thus, outperforming most individuals) in intellectual tasks. In recent years several studies have also shown that teams play “more rationally” in many interactive strategic games (e.g., Ultimatum, Centipede, Signaling games). This symposium brings together psychologists and economists who study the differences between groups and their individual members. The papers in this session compare performance of individuals and teams in a variety of decision problems (social dilemmas, signaling and take – over games, auctions, pricing) involving various types and sources of uncertainty (social, strategic and environmental) and various experimental paradigms and communication forms. The researchers seek to

document the generality of the team-individual differences, establish their boundary conditions and understand their sources. This symposium will provide a unique opportunity to showcase the most recent methodological and substantive advance in this active inter-disciplinary domain.

Why Are Two Heads Better than One?

Cooper, David J. (Florida State University); Kagel, John H. (Ohio State University)

Previous research shows that strategic play by two person teams beat the truth win's norm in signaling games. In the current research "teams" are limited to one-way communication. Strategic play with one-way communication is between individual and team play. Those receiving information (advisees) do somewhat better than advisers, but well below team play because advisers fail to provide advice and/or advisees' fail to heed it. There are no significant differences in the likelihood of strategic play between advisees who are told to play a particular (relevant) strategy and those provided with an explanation as to why that strategy works.

Role Selection and Team Performance

Cooper, David J. (Florida State University); Sutter, Matthias (University of Innsbruck)

This paper studies team performance and role selection in a take-over game. Subjects are paired into teams with two roles, buyer and seller. Critically, the buyer role is more demanding than the seller role. Treatments vary whether teammates can chat and whether roles are chosen endogenously or randomly assigned. In isolation, both chat and endogenous role selection improve performance. The combination of these treatments yields no further improvement. This unexpectedly poor performance reflects two factors: (1) chat makes it less likely that the better teammate becomes the buyer and (2) endogenous role selection makes discussion of bidding less likely.

Individuals and Groups in Social Dilemmas: a Reversed Discontinuity Effect

Birk, Samuel (University of Arizona); Kocher, Martin G. (University of East Anglia); Kugler, Tamar (University of Arizona); Sutter, Matthias, University of Innsbruck U

We compare individual and group behavior in linear public-good games. In sharp contrast to previous findings (the "Discontinuity Effect"), we find that groups are significantly more cooperative than individuals, regardless of whether they interact with another group or another individual. In addition, when players can self-select whether to make contribution decisions individually or in a group this discrepancy becomes larger. This finding can be attributed, in part, to the fact that cooperative players opt to make decisions in groups, while selfish players prefer to make decisions individually.

Are Two Traders One? Learning and Knowledge Transfer in Auctions and Markets by Teams and Individuals

Maciejovsky, Boris (Imperial College); Sutter, Matthias (University of Innsbruck); Budescu, David, V. (Fordham University); Bernau, Patrick

We study the impact of group experiences, i.e., information sharing and learning, on subsequent performance in the Wason selection task, the single-most studied reasoning task. The task was reformulated in terms of “assets” in a market context. Teams of traders learn the correct solution to the task faster than individuals and achieve this result with weaker and less specific performance feedback. We also uncover knowledge transfers from the interactive market setting: Post-market individual performance was frequently higher than suggested by the number of people able to solve the task in the group setting, implying positive synergy effects of markets.

Note: One more talk for this symposium is scheduled in Session #9, Track III.

Session #9, Track I: Special Symposium: Medical Decision Making

Invited Speakers Robert Nease, David Asch, Olga Kostopoulou.
Symposium Organizer: Gretchen Chapman

Robert Nease, PhD
Chief Scientist for ExpressScripts.

Practical Applications of Behavioral Economics to Health Care: Where the Rubber Meets the Road

It's now clear that the classical economic model fails to fully address patients' prescription medication taking behaviors. Despite financial incentives and aggressive attempts to engage patients as consumers, we conservatively estimate that behavioral "hiccups" in how people take medications cost the US \$163B annually. Obviously, a new foundation for driving better behavior is required. I will share our success in applying choice architecture, framing, and advanced analytics in the setting of prescription medications. I will also comment on the practical challenges posed by translating research into successful commercial programs.

David A. Asch, MBA, MD
Executive Director, Leonard Davis Institute of Health Economics; Robert D. Eilers Professor of Health Care Management and Economics; Professor of Medicine, Health Care Management, Operations and Information Management and Medical Ethics; The Wharton School and the School of Medicine, University of Pennsylvania

Simultaneous Optimism and Skepticism in Using Behavioral Economics to Improve Health

Basic principles of judgment and decision making research are rapidly being deployed in the hope of addressing economic and clinical challenges in health care such as medication adherence, smoking cessation, and weight loss. Some of these great ideas work and some don't. And the ones that don't work help us refine models and advance

research. What are examples of successes and what are examples of failures? As these approaches get rapidly adopted, how can we keep evaluation and scholarship on the agenda to ensure we can learn enough to make these approaches better?

Olga Kostopoulou, PhD

Senior Lecturer, Medical Decision Making & Informatics research group, Department of Primary Care & Public Health Sciences, School of Medicine, King's College London

Diagnostic reasoning, error & support: What is likely to work

Research on diagnostic reasoning covers more than 3 decades. Research focusing exclusively on diagnostic error is a relatively recent phenomenon linked to the patient safety movement and borrows little from the JDM literature. I will integrate these disparate lines of research. There are numerous suggestions for improving diagnostic reasoning and accuracy, most of them untested or supported by little evidence. Nevertheless, calls to reduce diagnostic error/delay are gaining momentum. I will describe the design of a study that aims to compare two generic approaches to computerised diagnostic support. This is part of TRANSFoRm, a recent, EU-funded collaborative project to develop a 'learning healthcare system' that will provide automated and seamlessly integrated diagnostic support, as one of its aims.

Session #9, Track II: Heuristics and Biases II

Round Numbers are Goals: Evidence from SAT Takers, Baseball Players and the Lab

Pope, Devin (Chicago); Simonsohn, Uri (Wharton)

Where do reference points come from? We conjecture that round numbers in performance scales act as reference points and predict that performing just short of them motivates people to improve in the future. We find substantial and significant evidence of this in how batting averages influence professional baseball players, SAT scores impact retaking decisions by high school students, and laboratory participants react to hypothetical scenarios.

The Pecuniary Mindset's Impact on Experience

Litvak, Paul M. (Carnegie Mellon University); Vosgerau, Joachim (Carnegie Mellon University)

Sociologists have suggested that a pecuniary focus can crowd out non-monetary motives (Simmel 1907). In two experiments, we tested whether monetizing an experience dampens its hedonic impact. In study one, people recalling a positive /negative experience remembered the experience as less positive/negative when they recalled how much they had paid for that experience. In study two, people experienced a cold pressor as less painful when first considering the amount they would pay to avoid it,

demonstrating that a pecuniary mindset, rather than consideration of pain of payment causes the decrease in hedonic impact.

When Focusing on Differences Undermines Egocentric Biases in Mentalizing

Todd, Andrew R. (University of Cologne); Hanks, Karlene (University of Cologne); Galinsky, Adam D. (Northwestern University); Mussweiler, Thomas (University of Cologne)

The current research investigated whether focusing on self–other differences can undermine egocentric biases in mentalizing. We found that directly priming a difference mindset made perceivers less likely to over-impute their privileged knowledge onto others. Consistent with research suggesting that intergroup encounters typically evoke a difference mindset, perceivers were also less “cursed” by their own privileged knowledge when mentalizing about outgroup versus ingroup targets and communicated more effectively with interaction partners whose group membership differed from their own. These findings indicate that acknowledging self–other differences allows perceivers to overcome the limits of their own perspectives when intuiting others’ minds.

Genetic Database Trawls and the Expectation of Corroborating Evidence: An Account of the Wells Effect

Scurich, Nicholas (Department of Psychology, University of Southern California); John, Richard S. (Department of Psychology, University of Southern California)

Trawling genetic databases to identify suspects is highly controversial, yet very little is known about how trawls effect jurors’ interpretation of evidence and perceptions of guilt. Using a 2(trawl or confirmation) x 2(strong or weak non-genetic evidence) factorial design, this experiment found that mock-jurors are less likely to convict when a DNA match results from a trawl, particularly when the evidence was weak. The Wells Effect explains these results, whereby an initial match creates an expectation for corroborating evidence, the absence of which is treated as evidence of innocence. The findings have implications for the legal admissibility of trawl matches.

Session #9, Track III: Teams and Invited Talk

Note: The following talk constitutes the last talk of the Symposium “Do teams make better decisions than individuals?”

Group decision making under vagueness

Keck, Steffen (INSEAD); Diecidue, Enrico (INSEAD); Budescu, David (Fordham University)

Group decision making under vagueness This study explores the effects of discussing decisions with others and aggregating individual preferences into a group decision in the presence of either simple risk (probabilities of outcomes are precisely defined) or vagueness (probabilities of outcomes are vague). In a laboratory experiment, we obtained participants’ certainty equivalents for 15 risky or vague financial prospects. Our results

show that groups make vagueness neutral decisions significantly more often than individuals. Moreover, we find that individuals' vagueness attitudes are strongly influenced by a discussion with others and as a consequence shift towards vagueness neutrality.

Estimation and Coordination Neglect: The Role of Team Size

Staats, Bradley R. (University of North Carolina at Chapel Hill); Milkman, Katherine L. (The Wharton School); Fox, Craig (UCLA Anderson School of Management)

Coordination neglect occurs when individuals focus on gains from sub-dividing a task and give insufficient attention to the time required to integrate the final product. It may help explain why organizations frequently fail to accurately estimate when projects will be completed. Coordination neglect is particularly problematic as project teams grow and the potential for both efficiency gains through division of labor and losses due to integration complexity increase. Using data from a software company and two laboratory experiments, we find that errors in completion time estimates increase as the size of a team working on an equivalent project grows.

What makes a good model?

Richard Shiffrin

Scientists continually make judgments and decisions about their theories. The way in which such judgments are made and the factors that influence them echo themes in the general judgment and decision making literature, although most research in model selection has focused on technical and statistical issues. In this talk, I try to connect the two areas of research. I will describe the modern statistical and formal approaches to model selection. I will broaden these approaches to include some of the more important and realistic factors that are typically bypassed, such as the importance of prior data and knowledge, and trust in the validity of one's data or theory (theories are always wrong, but how wrong is critical). I will discuss even more general (and more difficult to quantify) factors important for such judgments, such as elegance, importance of experimental design, understandability, predictions of non-intuitive results, a priori vs. a posteriori predictions, and qualitative vs. quantitative judgment dimensions. Given time, I will mention some related empirical research on scientists' judgments of good explanations for noisy data.

Poster Program
Organized by Poster Number

	MORNING SESSION	(Posters #1-#137)
Location	Authors	Title
1	Dolgov, Igor (New Mexico State University); Schwark, Jeremy (New Mexico State University); Hor, Daniel (New Mexico State University); Graves, William (New Mexico State University)	The Impact of Difficulty and Importance on Compliance to Errors in Automation
2	Schwark, Jeremy (New Mexico State University); Dolgov, Igor (New Mexico State University); Graves, William (New Mexico State University); Hor, Daniel (New Mexico State University)	Acquiescence Bias in Automation Use
3	Baker, Amanda R (The Ohio State University); Arkes, Hal R (The Ohio State University)	Cue Usage in Conscious and Unconscious Thought
5	Suter, Renata S. (University of Basel); Pachur, Thorsten (University of Basel); Hertwig, Ralph (University of Basel)	Prospect Theory: How Does it Reflect Heuristics?
7	Jasper, John (University of Toledo); Sanchez, Kristin (University of Toledo); Corser, Ryan (University of Toledo); Christman, Stephen D. (University of Toledo)	A Reversed Endowment Effect for Objects of Little Value
8	Paddock, E. Layne (Singapore Management University); Webster, Gregory D. (University of Florida)	Social Influences on Mental Accounting

9	Wilson, Robyn S. (Ohio State, School of Environment and Natural Resources); Winter, Patricia L. (US Forest Service, Pacific Southwest Research Station); Maguire, Lynn A. (Duke, Nicholas School of the Environment)	Managing wildfire events: Exploring skilled versus heuristic-based intuition
10	Olivola, Christopher (University College London); Mochon, Daniel (Yale University); Lee, Leonard (Columbia University)	Martyrdom in the marketplace: When objects gain value from being associated with aversive experiences
11	Smith, Andrew R. (University of Iowa); Windschitl, Paul D. (University of Iowa)	The consequences of anchoring for WTP and purchase likelihood judgments
12	Carter, Travis (University of Chicago Booth School of Business); Fishbach, Ayelet (University of Chicago Booth School of Business)	Taking advantage of ambiguity: The role of self-deception in failures of self-control
15	Rubaltelli, Enrico (University of Padova); Gavaruzzi, Teresa (University of Padova); Paolacci, Gabriele (University of Venice - Cà Foscari)	Same world, different perceptions: Effects of measurement units on judgments
16	Rader-Baquero, Christina A. (Duke University); Soll, Jack B. (Duke University); Larrick, Richard P. (Duke University)	Comparing the Effects of Anchoring and Advice-Taking
18	Sah, Sunita (Carnegie Mellon University); Moore, Don (Carnegie Mellon University); MacCoun, Robert J. (University of California, Berkeley)	Confidence and Accuracy: Advisor Credibility and Persuasiveness
19	Ting, Hsuchi (University of Maryland, College Park)	The reality of sunk-time bias
20	Gary, Michael Shayne (Australian School of Business, UNSW); Yetton, Philip W. (Australian School of Business, UNSW); Yang,	Challenging versus Moderate Goals and Performance Variance in Dynamic Decision

	Miles (Australian School of Business, UNSW)	Making
21	Zaval, Lisa (Columbia University); Li, Ye (Columbia University); Johnson, Eric J. (Columbia University)	Local Warming: Daily Temperature Change Influences Belief in Global Warming
22	Kleiman, Zachary (Duke University); John, Richard S. (University of Southern California)	Information Moderates Desirability Bias in Predicting Uncertain Future Events
23	Johnson, Veronica M. (University of Texas at El Paso); Fernandez, Norma P. (University of Texas at El Paso); Morera, Osvaldo F. (University of Texas at El Paso)	Random Error Reduction is Always a Good Thing: The Case for Decompositional Decision Making
24	Kikuchi, Manabu (Rikkyo University); Tsuzuki, Takashi (Rikkyo University)	The influence of time pressure and information-searching activities on two context-dependent effects in multi-attribute decision making
26	Bossard, Elaine A. (University of Iowa); Levin, Irwin P. (University of Iowa)	Trade-off between gambler's fallacy and hot hand effects: Comparison between children and adults
27	Liberali, Jordana M. (PUCRS and Erasmus); Reyna, Valerie F. (Cornell University); Pardo, Seth T. (Cornell University); Furlan, Sarah (Padova University); Stein, Lilian M. (PUCRS)	Is The Cognitive Reflection Test Just Another Numeracy Test?
28	Liberali, Jordana M. (PUCRS and Erasmus); Furlan, Sarah (Padova University); Reyna, Valerie F. (Cornell University); Stein, Lilian M. (PUCRS); Pardo, Seth T. (Cornell University)	People With Lower Numeracy and Cognitive Reflection Scores Show Higher Occurrence of Judgment Fallacies
29	Liberali, Jordana M. (PUCRS and Erasmus); Reyna, Valerie F. (Cornell University); Stein, Lilian M. (PUCRS); Pardo, Seth T. (Cornell University)	Remembering is judging as more probable

30	Wudarczywski, Amanda (University of Waterloo); Koehler, Derek (University of Waterloo)	Great Expectations: Exploring the costs of overly optimistic decisions on future behaviours
31	Sirota, Miroslav (Institute of Experimental Psychology, SAS, Slovakia)	The effect of retention interval length on hindsight bias in political election
32	Khemlani, Sangeet (Princeton University); Sussman, Abigail B. (Princeton University); Oppenheimer, Daniel (Princeton University)	Harry Potter and the Sorcerer's Scope: Latent Scope Biases in Explanatory Reasoning
33	Bhattacharjee, Amit (The Wharton School, University of Pennsylvania); Dana, Jason (University of Pennsylvania); Baron, Jonathan (University of Pennsylvania)	Is Profit Evil? Incentive Neglect and the Association of Profit with Social Harm
34	Siko, Robert S. (University of Southern California); John, Richard S. (University of Southern California)	Knowing More but Thinking Less: Expertise and Unpacking Biases under Uncertainty
35	Peer, Eyal (Hebrew University of Jerusalem, Israel)	The time-saving bias: How drivers misestimate time saved when increasing speed
36	Wu, Daw-An (California Institute of Technology); Wang, Stephanie W. (California Institute of Technology); Shimojo, Shin (California Institute of Technology); Camerer, Colin F. (California Institute of Technology)	Yes, They Saw It All Along: Visual Priming and Hindsight Bias
38	Tsai, Ming-Hong (University of California, Los Angeles); Li, Yuan Hang (University of California, Los Angeles); Zaidel, Eran (University of California, Los Angeles)	Identity and Escalation of Commitment in Auctions: Evidence of Hemispheric Specialization

39	Huber, Odilo W. (Dept. of Psychology, University of Fribourg / Switzerland)	Frequency of price increases and perceived inflation. An experimental investigation
40	Speivak, Elizabeth (Bridgewater State College); Semer, Veronica (Bridgewater State College); Gosian, Jeffrey (VA Boston Healthcare System)	Determined to Doubt: Evidence for a Juror Mind Set
41	Kay, Min (Duke); Larrick, Richard (Duke); Soll, Jack (Duke)	The investigation of the scale expansion effect in various settings
43	Tsay, Chia-Jung (Harvard University); Banaji, Mahzarin (Harvard University)	Privileging the Natural across Domains: Choices, Preferences, and Beliefs about Sources of Achievement
44	Wang, X.T. (University of South Dakota); Hu, Zhan (Fudan University)	Trust or Not: Choice Heuristics in HR Management
45	Halali, Eliran (Ben-Gurion University); Bereby-Meyer, Yoella (Ben-Gurion University); Leiser, David (Ben-Gurion University)	Pitfall or Scaffolding? Anchoring Effects in Configuration Decision Making
47	Zhang, Qiyuan (University of Durham, UK); Covey, Judith (University of Durham, UK)	The effect of perceived trajectory on the judgments of counterfactual probability
48	Almond, Louise (Centre for Critical and Major Incident Psychology, UoL, UK); Alison, Laurence (Centre for Critical and Major Incident Psychology, UoL, UK); Villejoubert, Gaelle (Psychology Research Unit, Kingston University, UK)	The role of representativeness and cognitive elaboration in judging the probability of a suspect's guilt
49	Smithson, Michael (The Australian National University); Verkuilen, Jay (City University of New York); Hatori, Tsuyoshi (Tokyo Institute of Technology); Gurr, Michael (The Australian National University)	More than a Mean Difference: New Models and Findings of Partition Priming Effects on Probability Judgments

50	Lin, Fern (University of Pennsylvania); Small, Deborah A. (University of Pennsylvania)	Nice Guys Finish Last and Guys in Last Are Nice: How Altruism and Self-Benefit Collide
51	Livingston, Robert (Northwestern University); Cohen, Taya (Northwestern University); Halevy, Nir (Northwestern University); Aslani, Soroush (Northwestern University)	Two sides of status: Divergent antecedents and consequences of dominance versus prestige
52	Yeomans, Mike (Chicago Booth); Herberich, David (Chicago Booth); List, John A. (U Chicago Economics)	The Cost Trade-Offs of Environmental Decisions
53	Martin, Jolie M. (Carnegie Mellon University); Gonzalez, Cleotilde (Carnegie Mellon University); Juvina, Ion (Carnegie Mellon University); Lebiere, Christian (Carnegie Mellon University)	The Effect of Payoff Description on Cooperation in Repeated Social Interaction
54	Zwickle, Adam (Ohio State, School of Environment and Natural Resources); Wilson, Robyn (Ohio State, School of Environment and Natural Resources); Fujita, Kentaro (Ohio State, Department of Psychology)	Creating distance where there is none: Can psychological distancing be used to address real world problems?
55	Yeung, Kam Leung (Iowa State University); Weber, Bethany (Iowa State University); Pappas, Nick (Iowa State University)	Payment Mechanism Affects Online Purchase Spending

56	Ayal, Shahrar (Duke University); Klar, Yechiel (Tel Aviv University)	Detecting varieties of cheating: An evolutionary algorithm or deliberate relevance seeking
57	Monti, Marco (Max Planck Institute for Human Development, Berlin); Pelligra, Vittorio (Department of Economics, University of Cagliari, Italy); Martignon, Laura (Statistics Education, University of Education Ludwigsburg)	Trust Giving and Advice Taking Heuristics: Empirical Findings on the Investor-Financial Advisor's Relationship
60	Rubaltelli, Enrico (University of Padova); Tomelleri, Silvia (University of Padova); Hysinbelli, Dori (University of Padova); Tessari, Tommaso (University of Padova)	Different types of cash money influence people's purchase experience
61	Schneider, Mark (Uconn)	Towards an Integrated View of Rationality
62	Ayal, Shahrar (Duke University); Hochman, Guy (Technion – Israel Institute of Technology); Ariely, Dan (Duke University)	The effect of a prepaid contract on choice and performance
63	Liu, Maggie Wenjing (School of Economics and Management, Tsinghua University); Soman, Dilip (Rotman School of Management, University of Toronto)	Effect of Face-to-Face Interactions on Choice: The Role of Expressiveness
64	Dai, Xianchi (Chinese University of Hong Kong); Wei, Muyu (Lingnan University); McGill, Ann (University of Chicago)	Are gains more motivating than losses?
65	Wisdom, Jessica (Carnegie Mellon University); Downs, Julie S. (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)	Making Calories Count: Nutrition Information and Menu Order

66	Callens, Thijs (University of Antwerp); Huysentruyt, Marieke (London School of Economics and Stockholm School of Economics); Lefevere, Eva (University of Antwerp)	REVOLVING CREDIT, CONTEXT EFFECTS AND CONSUMER PERCEPTIONS: EVIDENCE FROM A RANDOMIZED FIELD EXPERIMENT IN BELGIUM
67	Hadar, Liat (The Interdisciplinary Center Herzliya); Fox, Craig R. (UCLA Anderson School of Management); Danziger, Shai (Ben-Gurion University of the Negev)	Metacognitive Knowledge and Willingness to Act
68	Colby, Helen (Rutgers University); Chapman, Gretchen (Rutgers University)	Using mental accounting to reduce consumer credit card debt
69	Sah, Sunita (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)	More Affected = More Neglected: Amplification of Biased Advice to the Unidentified and Many
71	Li, Ye (Columbia University)	Money (That's What He Wants): Social Incentives for Effort
72	DeCaro, Daniel A. (Miami University); Johnson, Joseph G. (Miami University)	Procedural utility—Decisions driven by competing concerns for fair decision-procedures and attractive outcomes
73	Hagen, Anna Linda (University of Michigan, Philipps-Universität Marburg Germany); Garcia, Stephen M. (University of Michigan)	To compete or not compete: The complex decision process of competition
74	Getz, Sarah J. (Princeton University); Oppenheimer, Daniel M. (Princeton University)	Probabilistic savoring: The more certain we are, the less we savor

75	Daugherty, Jame R. (Kansas State University); Brase, Gary L. (Kansas State University)	Temporal Discounting and the Big Five
76	Lauer, Thomas (Universtiy of Erfurt); Hoffmann, Mareike K. (University of Erfurt); Rockenbach, Bettina (University of Erfurt)	Sweet-talk about Cooperation: Imperfect feedback fosters contributions in a social dilemma game
77	Mitchell, Suzanne H (Oregon Health & Science University); Wilson, Vanessa B (Oregon Health & Science University)	Assessing delay discounting in smokers and nonsmokers when both alternatives are delayed
80	Wood, Alex (University of Manchester); Brown, Gordon (University of Warwick)	Relative Rank Effects in Social Cognition and Judgment
81	Szymanska, Ewa (University of Pennsylvania); Kurzban, Robert (University of Pennsylvania)	Second- and third-party punishers differ systematically in their decisions to seek out, or avoid, information about norm violations
82	Darling, Matthew D. (Tufts University)	The Effect of Cognitive Load on Third Party Punishment
83	Schurr, Amos (Hebrew University); Mellers, Barbara (UC Berkeley); Ritov, Ilana (Hebrew University)	Endowment effect in the evaluation of labor
84	Inaba, Midori (University of Electro-Communications)	Effects of respondents' power and their refusals on judgments in ultimatum and dictator games in elderly participants
85	Leonhardt, James (UC Irvine); Keller, Robin (UC Irvine), Pechmann, Connie (UC Irvine)	Responsibility aversion and preference for indirect agency

86	Langstaff, Jesse (University of Waterloo); Koehler, Derek (University of Waterloo)	A Tale of Two Theories: Intertemporal Substitution vs. Income Targeting in an Experimental Work Task
87	Hafenbraedl, Sebastian (Université de Lausanne); Woike, Jan K. (Université de Lausanne)	The tragedy of common spite: A social dilemma without a conflict of interest.
88	Zeisberger, Stefan (Finance Center Muenster); Langer, Thomas (Finance Center Muenster); Weber, Martin (University of Mannheim - Department of Banking and Finance)	Is investment behavior influenced by changes in information feedback and investment flexibility?
89	Kim-Jun, Sun Young (Northwestern); Gunia, Brian C. (Northwestern); Cohen, Taya R. (Carnegie Mellon); Murnighan, J. Keith (Northwestern)	Gone but Not Forgotten: The Effects of Prior Experience on Women's Economic Decision-Making
90	coricelli, giorgio (Center for Cognitive Neuroscience, CNRS, Lyon France)	The adaptive function of regret
91	Erev, Ido (Technion - Israel Institute of Technology); ben zion, uri (Ben Gurion University, Israel); Haruvy, ernan (University of Texas - Dallas); shavit, tal (Ben Gurion University, Israel)	On regret and risk seeking
92	diecidue, enrico (INSEAD); rudi, nils (INSEAD); tang, wenjie (INSEAD)	Dynamic Purchase Decisions under Regret: Price and Availability
93	Wang, Yitong (University of California, Irvine); Keller, L.Robin (University of California, Irvine); Feng, Tianjun (Fudan University)	Exploration of the Uncertainty Effect: Probabilistic Ambiguity, Adjustment, and Cognitive Resources
94	Cheng, Jiuqing (Ohio University); González-Vallejo, Claudia (Ohio University SJDM member)	Temporal Discounting: Comparing the Hyperbolic Discount Utility Model to the Proportional Difference Choice Model

95	Choshen-Hillel, Shoham (Hebrew University); Yaniv, Ilan (Hebrew University)	AGENCY ALTERS SOCIAL PREFERENCES AND DECISIONS
97	Yoon, Haewon (Rutgers University, Psychology); Chapman, Gretchen (Rutgers University, Psychology)	Testing and developing discount rate measurement
98	Gamliel, Eyal (Ruppin Academic Center); Peer, Eyal (Hebrew University of Jerusalem)	Exploring the Effect of Explicit Risk on Unethical Behavior
99	Oullier, Olivier (UMR 6146, Université de Provence & CNRS); Aimonetti, Jean-Marc (UMR 6146, Université de Provence & CNRS); Guerci, Eric (UMR 6579, Université Paul Cézanne); Huguet, Pascal (UMR 6146, Université de Provence & CNRS); Kirman, Alan P. (Ecole	Interpersonal Sensorimotor Synchronization and the Dynamics of Economic Trust
100	Cao, Jiyin (Northwestern University); Murnighan, J. Keith (Northwestern University)	I need a vent to express my kindness: Being unable to reciprocate increases prosocial behaviors
101	Shen, Luxi (University of Chicago Booth School of Business); Hsee, Christopher (University of Chicago Booth School of Business)	Over-Predicting and Under-Profiting in Pricing Decisions
102	Shen, Luxi (University of Chicago Booth School); Urminsky, Oleg (University of Chicago Booth School)	Numerical Judgments with Unfamiliar Units: Reconciling Numerosity and Evaluability
105	Van Putten, Marijke (Leiden University); Zeelenberg, Marcel (Tilburg University); Van Dijk, Eric (Leiden University)	The unique effect of mixed emotions
106	Park, Jisook A. (Kansas State University); Brase, Gary L. (Kansas State University)	Consumers' post-purchase regret: When do we experience the least amount of regret?
107	Schulte-Mecklenbeck, Michael (Nestle Research Center); Alexander, Erin (Nestle Research Center); Hertwig, Ralph (University of Basel)	Resource depletion in food choice

108	Ganesh Pillai, Rajani (North Dakota State University); He, Xin (University of Central Florida); Echambadi, Raj (University of Illinois at Urbana Champaign)	The Impact of Screening Strategies on Decision Accuracy: Do Perceived Uncertainty and Consideration Set Size Matter?
109	Fuchs, Heather M. (University of Erfurt); Betsch, Tilmann (University of Erfurt)	Ownership, Touch and the Endowment Effect
110	Robinson, Sean D. (Ohio University); Tenbrink, Allison N. (Ohio University); Fried, David (Ohio University); Griffeth, Rodger W. (Ohio University)	Utilizing the Lens Model to Evaluate the Favorability of Weather
111	McCormick, Michael (The University of North Carolina at Greensboro); Seta, John J. (The University of North Carolina at Greensboro); Gallagher, Patrick (Duke University); McElroy, Todd (Appalachian State University); Seta, Catherine E. (Wake Forest Univer	Voice Frequency Impacts Hemispheric Processing of Attribute Frames.
112	Gamliel, Eyal (Ruppin Academic Center); Herstein, Ram (Ruppin Academic Center)	The Effect of Message Framing on Consumer Behavior
113	Van de Calseyde, Philippe P. F. M. (Tilburg University); Igou, Eric R. (University of Limerick)	When and why people don't act: A construal level analysis of inaction inertia
114	Connolly, Terry (University of Arizona); Reb, Jochen (Singapore Management University); Kausel, Edgar (University of Arizona)	Intuitive politicians or intuitive penitents? Regret aversion, accountability and justification in the Decoy Effect
115	Ahn, Hee-Kyung (University of Toronto); Kim, Kyeongheui (University of Toronto)	The Meanings of Emptiness: Does Physical Emptiness Induce Psychological Emptiness?
116	Xie, Guang-Xin (University of Massachusetts Boston); Chang, Hua (Drexel University); Sagara, Namika (Duke University)	Self-Concept Maintenance Underlying Perspective-Taking in Shaping Perceptions of Cheating

117	Xie, Guang-Xin (University of Massachusetts Boston); Chang, Hua (Drexel University); Sagara, Namika (Duke University)	Self-Concept Maintenance Underlying Perspective-Taking in Shaping Perceptions of Cheating
119	Barry, Heather (New York University); Alter, Adam (New York University Stern School of Business)	Cognitive Roadblocks Prompt Unconstrained Positive Fantasies
120	Lake, Christopher (Bowling Green State University); Wood, Nicole (Bowling Green State University); Kirkendall, Sarah (Bowling Green State University); Highhouse, Scott (Bowling Green State University)	From dollars to outrage: Modeling reactions to executive bonuses
121	Kozlowski, Cathy (The Chicago School of Professional Psychology)	Confirmation Bias: Does the order of references on an application affect decision making?
122	Yam, Kai Chi (Washington State University); Bumpus, Matthew F (Washington State University); Hill, Laura G (Washington State University)	Finding the best motivator for research participation: A test of the self-sufficiency and two-market theories
123	Bär Deucher, Arlette (University of Fribourg, Department of Psychology); Huber, Oswald (University of Fribourg, Department of Psychology); Huber, Odilo W. (University of Fribourg, Department of Psychology)	The influence of outcome structures in quasi-realistic risky decision situations
124	Garbinsky, Emily N. (Stanford University); Morewedge, Carey K. (Carnegie Mellon University)	Attention Moderates the Impact of Expectations on Hedonic Experience
125	Yu, Michael (Carnegie Mellon University); Gonzalez, Cleotilde (Carnegie Mellon University)	Assessing Risks While Working: Effects of Recency in Evaluating Non-Focal Alternatives

126	Chopik, William J. (University of Michigan); Moors, Amy C. (University of Michigan); Hagen, Anna Linda (University of Michigan)	Terror Management and Consumer Behavior: Web Page-based Manipulations of Mortality Salience
127	Zhang, Charles Y. Z. (University of Michigan)	Ease of Comparison Affects Attribute Weighting
128	Comerford, David (UCD)	Things look different when they have a price
132	Bramesfeld, Kosha D. (Maryville University); Hollatz, Amanda L. (Saint Louis University); Mirecki, Rachel M. (Saint Louis University)	Positive-and-strong vs. negative-and-safe: Understanding the influence of mood on group judgment and decision making
133	Gino, Francesca (Harvard University); Norton, Michael (Harvard University)	The Impact of Habitual Rituals on Grief and Mourning
134	Cole, James J. (Southern Illinois University Carbondale); Young, Michael E. (Southern Illinois University Carbondale)	Waiting to take a risk: Temporal discounting in the face of uncertainty
135	Dore, Rebecca A. (University of Virginia); Stone, Eric R. (Wake Forest University); Buchanan, Christy M. (Wake Forest University)	A Social Values Analysis of Parental Decision Making
136	Logg, Jennifer M. (Columbia University); Arora, Poonam (Columbia University)	Through the green looking glass: Attention and attitude influence environmental behaviors
137	Woike, Jan K. (Université de Lausanne); Hoffrage, U. (Université de Lausanne); Petty, Jeffrey (Université de Lausanne)	Billions to invest, they must have a plan: A Simulation of Venture Capital Decision Making

	EVENING SESSION	(Posters #138- #273)
Location	Authors	Title
138	Callens, Andy (University of Nebraska at Omaha); Nguyen, Cuong (University of Nebraska at Omaha); Read, Aaron (University of Nebraska at Omaha); Gallagher, Erin (University of Nebraska at Omaha); Aljafari, Ruba (University of Nebraska at Omaha)	Don't blame the software: The importance of instructions in the design requirement generation.
139	Stillman, Paul E. (Ohio State University); Gilovich, Thomas D. (Cornell University); Fujita, Kentaro (Ohio State University)	Thin Slicing Cohesion: On the Accuracy and Utility of Snap Judgments of Group-Level Characteristics
140	McCarter, Matthew W. (Chapman University); Sheremeta, Roman (Chapman University); Rothman, Naomi (University of Illinois)	New Wine in Old Bottles: An Experimental Investigation of the Effect of Newcomers on Efficient Coordination in Groups
141	Anik, Lalin (Harvard Business School); Norton, Michael I. (Harvard Business School)	The Influence of Products on Network Activation and WOM Intentions
142	Ashby, Nathaniel J. S. (Max Planck Institute for Research on Collective Goods); Glöckner, Andreas (Max Planck Institute for Research on Collective Goods); Dickert, Stephan (Max Planck Institute for Research on Collective Goods)	Unconscious Thought in Complex Risky Choices

143	Vasconcelos, Marco (Department of Zoology, University of Oxford); Aw, Justine (Department of Zoology, University of Oxford); Monteiro, Tiago (Department of Zoology, University of Oxford); Kacelnik, Alex (Department of Zoology, University of Oxford)	A comparative analysis of decision processes: the same mechanism drives sequential and simultaneous choice
144	Camilleri, Adrian R. (University of New South Wales); Hawkins, Guy (University of Newcastle); Dodds, Pennie (University of Newcastle); Brown, Scott (University of Newcastle); Newell, Ben (University of New South Wales)	Estimation and Choice in a Sequential Sampling Paradigm: A Particle Filter Account
146	Wershbaile, Avishai (Michigan State University); Pleskac, Timothy (Michigan State University)	Assessment Rate in Sequential Risky Decision Making
147	Callens, Andy (University of Nebraska at Omaha); Scherer, Lisa (University of Nebraska at Omaha)	Rules for others , but not for me: Mood, accountability, and decision aids in the evaluation of self-generated and other-generated solutions
148	Wu,Shali (Tsinghua University); Emery, Clifton (Yonsei University); Klayman, Josh (University of Chicago Booth School of Business); Keysar, Boaz (University of Chicago)	NO LAKE WOBEGONE IN BEIJING? FOCALISM, ASYMMERIC WEIGHTING, AND THE DIFFICULTY EFFECT IN CHINA AND THE UNITED STATES
150	McMahon, Anthony (Carroll University); Scheel, Matthew (Carroll University); Taubenheim, Samuel (Carroll University)	Glucose Affects Probability Learning; Matching, Maximizing, and Root Beer
152	Rosenbaum, Gail M. (Indiana University Dept. of Psychological and Brain Sciences); Todd, Peter M. (Indiana University Dept. of Psychological and Brain Sciences); Avrahami, Judith (The Hebrew University of Jerusalem); Kareev, Yaakov (The Hebrew University)	Domain-specific effects in competitive interaction

153	Willemsen, Martijn C. (Eindhoven Univ. of Technology); Knijnenburg, Bart P. (Eindhoven Univ. of Technology); Bollen, Dirk (Eindhoven Univ. of Technology)	Recommending less is more: Understanding choice overload using a movie recommender system
154	Johnson, Joseph G. (Miami University); Franco-Watkins, Ana (Auburn University); Koop, Gregory (Miami University)	Extending process-tracing methods and metrics: An application to decisions under time pressure
155	Herzog, Stefan M. (University of Basel); Hertwig, Ralph (University of Basel)	The wisdom of many in one mind: When does dialectical bootstrapping improve judgment and do people use it?
156	Weatherford, Dawn R. (Texas A& M University - Commerce); Hawthorne, Melissa J. (Texas A& M University - Commerce); Karin Tochkov (Texas A& M University - Commerce)	The influence of implicit and explicit variation on Iowa Gambling Task performance
157	Fific, Mario (Max Planck Institute for Human Development); Rieskamp, Joerg (University of Basel)	A response time methodology for testing between compensatory or non-compensatory decision strategies
158	Milakovic, Anastasia (Ohio University); Weinhardt, Justin M. (Ohio University); Gonzalez-Vallejo, Claudia (Ohio University)	Incorporating Affect into MAUT for High- Stakes Decisions
159	Weinhardt, Justin M. (Ohio University); Milakovic, Anastasia (Ohio University); Vancouver, Jeffrey B. (Ohio University); Gonzalez-Vallejo, Claudia (Ohio University); Harmon, Jason (Ohio University); Phillips, Nathaniel	The Development and Test of a Dynamic Decision Making Model of Changing Multiple Preferences

160	Lindskog, Marcus (Uppsala university); Winman, Anders (Uppsala university); Juslin, Peter (Uppsala university)	Dissociative Knowledge of Distributions
161	Martins, Bruna S. (Washington University in St. Louis, Dept of Psychology); Yarkoni, Tal (Columbia University, University of Colorado, Dept of Psychol); Braver, Todd S. (Washington University in St. Louis, Dept of Psychology)	Strategy training reduces risk aversion, but less so in older adults: A case of goal neglect?
162	Beckstead, Jason W. (University of South Florida College of Nursing); Beckie, Theresa M. (University of South Florida College of Nursing)	Information Theory and Diagnostic Reasoning
163	Miller, Seth A. (The Ohio State University); DeKay, Michael L. (The Ohio State University)	The Effects of Anticipated Regret on the Appeal of Diagnostic Testing in Medicine
164	Rose, Jason P. (University of Toledo); Geers, Andrew (University of Toledo); Rasinski, Heather (University of Toledo); Fowler, Stephanie (University of Toledo)	Choice and the Placebo Effect
165	Witteman, Holly (University of Michigan); Ubel, Peter A. (Duke University); Angott, Andrea M. (Duke University); Fuhrel-Forbis, Andrea (University of Michigan); Fagerlin, Angie (University of Michigan); Zikmund-Fisher, Brian J.	Avoiding the icky outcome: probability-sensitive preference weighting and preference reversal in death vs. colostomy

166	Reips, Ulf-Dietrich (University of Deusto, Spain); Frauendorfer, Denise (University of Neuchatel, Switzerland)	Simpson's Paradox in a Web experiment: The Impact of Cognitive Focus, Expertise, Sample Size, and Trend Information on Causal Inference
167	Brunstein, Joerg (Carnegie Mellon University in Qatar); Brunstein, Angela (Carnegie Mellon University in Qatar); Nour, Bakr (Weill Cornell Medical College in Qatar)	Decision Support and Simulation Training for Laparoscopic Surgery
168	Szrek, Helena (University of Porto); Bundorf, M. Kate (Stanford University)	Too Smart to Forgo: Cognitive Ability and Subsidized Prescription Drug Insurance
170	Friedrich, James (Willamette University)	Numeracy and mathematics self doubt: Exploring potential confounding in judgment contexts.
171	Gaissmaier, Wolfgang (Max Planck Institute for Human Development); Wegwarth, Odette (Max Planck Institute for Human Development)	Numbers Can Be Worth A Thousand Pictures: The Importance of Individual Differences in Deciding How to Communicate Risks to Whom
172	Gavaruzzi, Teresa (DPSS-University of Padova, Italy); Tasso, Alessandra (Department of Human Sciences, University of Ferrara, Italy); Rosteallato, Martina (DPSS-University of Padova, Italy); Lotto, Lorella (DPSS-University of Padova, Italy)	Drugs: Are perceived risk and effectiveness in the name?
173	Garcia-Retamero, Rocio (University of Granada; Max Planck Institute, Berlin); Dhimi, Mandeep K. (University of Cambridge, UK)	On Communicating Medical Risks to Immigrants with Limited

174	Garcia-Retamero, Rocio (Max Planck Institute, Berlin; University of Granada); Cokely, Edward (Max Planck Institute, Berlin; Michigan Technological Univ.)	Effective Communication of Risks to Young Adults:
176	Conforti, Kristen (Bridgewater State College); Spievak, Elizabeth (Bridgewater State College)	Going Under the Knife and Under the Gavel: Attributions of Blame and Social Stigma in Malpractice Lawsuits Concerning Cosmetic and Medical Surgery
177	Garcia-Retamero, Rocio (University of Granada; Max Planck Institute, Berlin); Hoffrage, Ulrich (Faculty of Business and Economics, University of Lausanne,)	Does Visual Representation of Statistical Information Improve Diagnostic Inferences?
178	Nilsson, Hakan (Uppsala University); Andersson, Patric (Stockholm School of Economics)	The effect of streaks on risk taking among bettors
179	Dillon-Merrill, Robin (Georgetown University); Tinsley, Catherine (Georgetown University); John, Richard (University of Southern California); Lester, Genevieve (University of California- Berkeley)	Mapping Judgments of Domestic Intelligence Policy Alternatives
180	Snyder, Deirdre (University of North Carolina)	Too Risky to Speak Up? An examination of employee voice as a risky decision
181	Blalock, Daniel (Wake Forest University); Stone, Eric (Wake Forest University)	Effects of Decision Making for the Self versus Other
182	Tafaghodijami, Ataollah (University of Utah); Mishra, Himanshu (University of Utah); Moore, William L. (University of Utah)	The effect of elevation on risk-taking behavior
183	Berry, James (UNC-CH)	Impact of Contextual Framing on Creativity Judgments

184	Szrek, Helena (University of Porto); Chao, Li-Wei (University of Pennsylvania)	Assessing different measures of risk taking in people with and without HIV
185	Smith, Juliana A. (Columbia University); Weber, Elke U. (Columbia University)	The Impact Of Guilt On Risky Choice
186	Finucane, Melissa L. (East-West Center)	Climate Adaptation by Pacific Islanders: Integrating Physical and Social Sciences to Support Decision Making about Complex Systems
187	Tuncel, Ece (Webster University, St. Louis); Bottom, William (Washington University in St. Louis)	Revisiting the Influence of Anger and Fear on Optimism
188	Obrecht, Natalie (William Paterson University)	Sample size weighting in probabilistic inference
189	Corser, Ryan (University of Toledo); Jasper, J.D. (University of Toledo)	The Influence of Resource Depletion on Risk Taking Among Decision Makers and Proxy Decision Makers
190	Miller, Paul M. (St. John's University); Fagley, Nancy S. (Rutgers University)	Numeracy Moderates Risky-choice Framing Effects in Financial Decisions
191	Moors, Amy C. (University of Michigan); Chopik, William J. (University of Michigan); Hagan, Ann Linda (University of Michigan)	Choosing “The One”: Attachment Styles Predict Idealistic Romantic Beliefs
192	Rim, Hye Bin (Ohio State University); Nygren, Thomas E. (Ohio State University)	Investigating ambiguity in the interpretation of maximization scales
194	Kirkendale, Sarah (Bowling Green State University); Withrow, Scott (Bowling Green State University); Kostek, John (Bowling Green State University); Highhouse, Scott (Bowling Green State University)	A measure of self-presentation motives in decision making

195	Bristow, R. Evan (Miami University)	There's more to Life than Expected Values: Results of Free Distributions of Repeated Plays
196	Bhattacharya, Chandrima (JDM member); Jasper, J D (JDM member)	Mechanisms and Individual Differences in Hindsight Bias
197	Baldassi, Martine (Columbia University); Weber, Elke U. (Columbia University); Johnson, Eric J. (Columbia University)	Comparison of web-based vs. in-person cognitive function tests of younger and older adults
198	Bjälkebring, Pop-Pär (University of Gothenburg); Västfjäll, Daniel (University of Gothenburg)	Golden Years; affective judgments of the whole life
199	Kleber, Janet (Max Planck Institute); Dickert, Stephan (Max Planck Institute); Peters, Ellen (Ohio State University & Decision Research)	Numeric ability as a precursor to pro-social behaviour: The impact of presentation format and numeracy on the underlying mechanisms of donations
200	Kong, Dejun Tony (Washington University in St. Louis)	Emotion as Individual and Social Information: Anxiety, Joy and Financial Impulsivity
201	Martin, Nadia (University of Waterloo); Fugelsang, Jonathan (University of Waterloo); Koehler, Derek (University of Waterloo)	Conceptions and misconceptions in statistics: the role of gender, experience and individual differences in statistical reasoning.
202	Del Missier, Fabio (Department of Psychology, University of Trieste); Mäntylä, Timo (Department of Psychology, University of Umeå); Bruine de Bruin, Wändi (Department of Social and Decision Sciences, Carnegie Mellon)	Cognitive underpinnings of decision-making competence

204	Potworowski, Georges (Department of Family Medicine, University of Michigan); Yates, J. Frank (Depts. of Psychology & Marketing, University of Michigan)	Indecisiveness: Four types and seven mechanisms
205	Pinchak, Andrea M. (Case Western Reserve University); Demaree, Heath, A. (Case Western Reserve University)	Subjective Time Perception Predicts Delay of Gratification
206	Pettibone, Jonathan (Southern Illinois University Edwardsville)	Testing the Predictions of Decision Field Theory for the Phantom Decoy
207	Tsuzuki, Takashi (Rikkyo University); Kikuchi, Manabu (Rikkyo University)	The influence of mood manipulation and decision-making style on the attraction effect in multi-attribute, multi-alternative decision making
208	Montano, Michael J. (Auburn University); Franco-Watkins, Ana M. (Auburn University); Edwards, Bryan D. (Oklahoma State University)	The Role of Individual Differences in Working Memory in Performance Over Time on a Dynamic Decision Making Task
209	Cojuharenco, Irina (School of Economics and Management, U. Catolica Portuguesa); Shteynberg, Garriy (Kellogg School of Management, Northwestern University); Gelfand, Michele (Department of Psychology, University of Maryland); Schminke, Marshall (College o	Self-construal and unethical behavior

210	Polman, Evan (New York University); Emich, Kyle J. (Cornell University)	Decisions for others are more creative than decisions for the self
211	Tucker, Wilson (Appalachian State University); McElroy, Todd (Appalachian State University); Dickinson, David (Appalachian State University)	The effects of circadian rhythm variation on affect, thinking styles and risk attitudes.
212	D'Addario, Marco (University of Milan - Bicocca); Bonomi, Mattia (University of Milan - Bicocca); Costantini, Giulio (University of Milan - Bicocca); Steca, Patrizia (University of Milan - Bicocca)	Emotions and mind reading in the Ultimatum Game Paradigm
213	Hills, Thomas (University of Basel); Hertwig, Ralph (University of Basel)	Information Search Patterns Influence Decisions from Experience
214	Green, Tera Marie (Simon Fraser University); Fisher, Brian D. (Simon Fraser University)	Visual analytics as an interdisciplinary decision science
215	Zhang, Don (LCD Lab, Michigan State University); Pleskac, Tim (LCD Lab, Michigan State University)	Are good explorers successful: a look at the relationship between search, working memory and success
216	Seaman, Kendra L. (Department of Psychology, The Catholic University of America); Vallina, Alexandra (Department of Psychology, The Catholic University of America); Ryan, Christina T, (Department of Psychology, The Catholic University of America); Brewer	Learning sequential probabilistic associations in a simple four-choice RT task

217	Arkes, Hal R. (Ohio State University); Crow, Jan (Kansas State University); Samuel DeSalvatore (Ohio State University); Mary Kate Tompkins (Ohio State University); Casey Cumbow (Ohio State University)	Affective Stimuli Are Rated More Consistently
218	Klapproth, Florian (University of Luxembourg)	The effect of mood on intertemporal choices
219	Haberstroh, Susanne (University of Osnabrück, Germany); Oeberst, Aileen (University of Osnabrück, Germany)	Experience-based decisions and paired distinctiveness of rare events
220	Di Muro, Fabrizio (University of Winnipeg); Murray, Kyle B. (University of Alberta)	Arousal Congruency and Consumer Choice
221	Ritter, Johannes O. (University of Zurich); Freund, Alexandra M. (University of Zurich)	Consequences of The Loss of an Option in Choices
222	Hochman, Guy (Technion - Israel Institute of Technology); Yechiam, Eldad (Technion - Israel Institute of Technology)	Conflicting responses to losses in the brain within 400 milliseconds: The interplay of ERP components
225	Zultan, Ro'i (Max Planck Institute of Economics); Bar-Hillel, Maya (The Hebrew University of Jerusalem); Guy, Nitsan (The Hebrew University of Jerusalem)	When Being Wasteful Is Better than Feeling Wasteful
226	Davison, Ian M. (Durham University); Feeney, Aidan (Queen's University Belfast)	Anticipating real life regrets: An autobiographical memory approach

227	Jain, Swati (Indian Institute of Technology, Kanpur, India); Krishnan, Lilavati (Indian Institute of Technology, Kanpur, India)	Experiencing Regret and Disappointment: the role of Margins of loss and Majority/Minority information.
229	Buechel, Eva (University of Miami); Zhang, Jiao (University of Miami)	Affect-Rich Experiencers, Affect-Poor Forecasters: Why Forecasters Are More Sensitive to Outcome Characteristics than Experiencers
230	Vastfjall, Daniel (Decision Research); Peters, Ellen (Decision Research)	Incidental and Integral Affect in the Construction of Prices
231	Li, Yuan Hang (University of California, Los Angeles); Tsai, Ming- Hong (University of California, Los Angeles); Zaidel, Eran (University of California, Los Angeles)	Effects of Emotion Feedback and Hemispheric Specialization on Decision Making in Auctions
232	Klein, Nadav (University of Chicago, Booth School of Business); Fishbach, Ayelet (University of Chicago, Booth School of Business)	Feeling Good at the Right Time
234	Fagley, Nancy S. (Rutgers University); Miller, Paul M. (St. John's University)	Sex Differences in Risky-choice Framing Effects in Interpersonal Decisions
235	Tinsley, Catherine H. (Georgetown University); Amanatullah, Emily T. (University of Texas at Austin); Howell, Taeya M. (University of Texas at Austin)	The Wage Gap: It's different at home
236	Dahl, Michael S. (Aalborg University); Pierce, Lamar (Washington University in St. Louis)	The Psychological and Sexual Costs of Income Inequality in Marriage
237	Kushins, Eric (Rutgers University); Colby, Helen (Rutgers University)	What's He Worth?: Race-Based Fairness Judgments On Salary Offers

238	Moher, Ester (University of Waterloo); Koehler, Derek J. (University of Waterloo)	Watch your steps: Exploring the planning fallacy from a support theory framework
239	Appelt, Kirstin C. (Columbia University); Higgins, E. Tory (Columbia University)	The choice is yours, but should it be? Assigning emphasis overcomes gain/loss asymmetries
241	Koop, Gregory J. (Miami University); Johnson, Joseph G. (Miami University); Duberstein, Andrew (Miami University)	Embodied decision making: Measuring choice preferences dynamically during risky decision-making
242	Zeisberger, Stefan (Finance Center Muenster); Vrecko, Dennis (Finance Center Muenster); Langer, Thomas (Finance Center Muenster)	Measuring the time stability of Prospect Theory preferences
243	Westfall, Jonathan E. (Columbia University); Ma, Annie Y. (Google, Inc.)	Locking the Virtual Filing Cabinet: A Researcher's Guide to Internet Data Security
244	Marcus, James C. (Fordham University); Budescu, David V. (Fordham University); Abbas, Ali E. (University of Illinois)	Assessing Subjective Beliefs about Correlation via Isoprobability Contours
245	Olson, Kenneth C. (The Ohio State University); Van Zandt, Trisha (The Ohio State University)	Confidence in the Face of the Impossible
246	Fisher, Christopher R. (Miami University); Wolfe, Christopher R. (Miami University)	Semantic Coherence in Conditional Probability Estimates: Euler Circles, & Frequencies as Pedagogic Interventions.
247	Fernbach, Philip (Brown University); Darlow, Adam (Brown University); Sloman, Steven (Brown University)	The Weak Evidence Effect

248	Rusconi, Patrice (University of Milano-Bicocca); Cherubini, Paolo (University of Milano-Bicocca); Russo, Selena (University of Trento); Di Bari, Selenia (University of Milano-Bicocca); Sacchi, Simona (University of Milano-Bicocca)	WHAT IS A GOOD QUESTION? POSITIVITY AND DIAGNOSTICITY DRIVE PEOPLE'S TESTING PREFERENCES IN ABSTRACT TASKS. ASYMMETRY DOES NOT
249	Jenny, Mirjam (University of Basel); Nilsson, Hakan (Uppsala University); Rieskamp, Joerg (University of Basel)	Probability theory versus weighting and averaging: How do we assess conjoint probabilities from experience?
252	Kogut, Tehila (Ben-Gurion University); Ritov, Ilana (The Hebrew University)	Protective donation: When donating to a cause decreases the sense of vulnerability
253	Zhang, Shirley (Shanghai Jiaotong University); Hsee, Christopher K. (University of Chicago Booth School of Business)	Outtime, time and risk: What's in common?
254	Broomell, Stephen B. (Pennsylvania State University)	Sampling Behavior in Experience Based Decision Making
255	Shlomi, Yaron (University of Maryland); Wallsten, Thomas (University of Maryland)	Learning to recalibrate differentially calibrated forecasts: Method and models
256	Lester, Houston F. (Auburn University); Cullen, Kristin L. (Auburn University); Franco-Watkins, Ana M. (Auburn University); Svyantek, Daniel J. (Auburn University)	Decision Making Consequences of the Paradoxical Flip
257	Gino, Francesca (Harvard Business School); Pierce, Lamar (Washington University in St. Louis)	Get Out of Jail Free: Social Norms in the Judgment and Punishment of Unethical Behavior

258	Kay, Virginia (Kenan-Flagler Business School); Fragale, Alison (Kenan-Flagler Business School); Gino, Francesca (Harvard Business School)	Better to lie? Unexpected costs of being truthful
259	Merzel, Avraham (Hebrew University); Ritov, Ilana (Hebrew University); Kareev, Yaakov (Hebrew University); Avrahami, Judith (Hebrew University)	Binding Lies
261	Dickert, Stephan (Max Planck Institute); Slovic, Paul (Decision Research, University of Oregon)	Taking the easy way out of moral dilemmas: The role of dissonance reduction in pro-social behaviour
262	Schurr, Amos (Hebrew University); Ritov, Ilana (Hebrew University); Kareev, Yaakov (Hebrew University); Avrahami, Judith (Hebrew University)	Is that the answer you had in mind? The effect of perspective on unethical behavior
263	Wang, Long (Northwestern University); Murnighan, J. Keith (Northwestern University)	Money, Life satisfaction, and Ethics Across Countries
264	Crespi, Chiara (San Raffaele University, Milan, Italy); Canessa, Nicola (San Raffaele University, Milan, Italy); Cappa, Stefano (San Raffaele University, Milan, Italy)	The neuro-cognitive and personality bases of counterfactual thinking
265	Swirsky, Chloe L. (Brown University); Fernbach, Philip M. (Brown University); Sloman, Steven A. (Brown University)	Tempting Fate and the Illusion of Control
266	Canessa, Nicola (San Raffaele University, Milan, Italy); Crespi, Chiara (San Raffaele University, Milan, Italy); Cappa, Stefano (San Raffaele University, Milan, Italy)	A neuroimaging investigation on moral and non-moral counterfactual thinking

267	Canessa, Nicola (San Raffaele University, Milan, Italy); Crespi, Chiara (San Raffaele University, Milan, Italy); Cappa, Stefano (San Raffaele University, Milan, Italy)	A neuroimaging investigation on moral and non-moral counterfactual thinking
269	Lu, Fang-Chi (University of Iowa); Nayakankuppam, Dhananjay (University of Iowa)	Embodied Psychological Distance
270	Acuff Jr. , Roy E. (Auburn University); Huffling, Steven K. (Auburn University); Franco-Watkins, Ana M. (Auburn University)	Are levels of delay discounting affected by individual differences in working memory capacity and intelligence?
271	Sirota, Miroslav (Institute of Experimental Psychology, SAS, Slovakia); Kostovičová, Lenka (Comenius University, Slovakia); Harenčárová, Hana (Comenius University, Slovakia)	Mental representations of chances and natural frequencies in Bayesian tasks
272	Kikuchi, Ken (Sophia University); Michimata, Chikashi (Sophia University)	What causes illusory correlation? : The effects of marginal distribution and each cells' distribution on illusory correlation.
273	Dorfman, Anna (Ben Gurion University); Bereby-Meyer, Yoella (Ben Gurion University); Moran, Simone (Ben Gurion University)	The Magic of Coordination: Can Skill Break the Spell?