

# Society for Judgment and Decision Making

## The 2014 35th Annual Conference



**Westin Long Beach Hotel**  
**333 East Ocean Boulevard**  
**Long Beach, California 90802**  
**November 21 – 24, 2014**

<b><u>CONTENTS</u></b>	<b><u>PAGES</u></b>
Master Schedule	1
Paper Presentations Listed by Session	2-3
Special Events	4-6
Paper Abstracts	7-27
Poster Titles Listed by Session	28-48

**2014 Program Committee:** Jack Soll (chair), Robyn LeBoeuf, Katy Milkman, Nina Mazar

Thanks to Mare Appleby (conference coordinator), Jon Baron (webmaster), Gretchen Chapman (President), Katherine Burson (communication), Ana Franco-Watkins (social event), Meng Li (book auction), Yuval Rottenstreich (Einhorn), Daniel Read (Beattie), Amy Summerville (student posters), Samantha Appleby (program assistant), Christina Rader, and the ad hoc reviewers: Shahar Ayal, Peter Ayton, Rachel Barkan, Dan Bartels, Lyle Brenner, Stephen Broomell, Jason Dana, Clint Davis-Stober, Michael DeKay, Barbara Fasolo, Dan Feiler, Phil Fernbach, Andreas Glockner, Michel Handgraaf, Stefan Herzog, Leslie John, Natalia Karelaia, Rick Larrick, Ye Li, Al Mannes, Craig McKenzie, Julia Minson, Don Moore, Kanchan Mukherjee, Ben Newell, Chris Olivola, Thorsten Pachur, Scott Rick, Janet Schwartz, Maurice Schweitzer, Kelly See, Shlomi Sher, Joe Simmons, Stephen Spiller, Abby Sussman, Elizabeth Tenney, Claire Tsai, Gülden Ülkümen, Oleg Urminsky, Joachim Vosgerau.



**2014 SJDM Conference Master Schedule  
Westin Long Beach Hotel  
November 21-24, 2014**

**FRIDAY, NOVEMBER 21**

Psychonomic Society JDM Sessions (See the Psychonomic Society program for details)

5:00-7:00 pm **Welcome Reception / Registration** – Westin - Tokyo/Vancouver

7:00-9:00 pm Executive Board Dinner, L'Opera, 101 Pine Ave, Long Beach

**SATURDAY, NOVEMBER 22**

7:30-8:30 am **Registration** and Continental Breakfast – Westin - Centennial Ballroom Foyer

8:30 -10:00 am **Paper Session #1** – Westin - Salon C, Salon D, Barcelona/Casablanca

10:00 -10:30 am Morning Coffee Break – Westin - Centennial Ballroom Foyer (Westin)

10:30-12:00 pm **Paper Session #2** – Westin - Salon C, Salon D, Barcelona/Casablanca

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

1:30-3:00 pm **Paper Session #3** – Westin - Salon C, Salon D, Barcelona/Casablanca

3:15-4:45 pm **Paper Session #4** – Westin - Salon C, Salon D, Barcelona/Casablanca

4:45-5:15 pm Afternoon Coffee Break – Westin - Centennial Ballroom Foyer

5:15-6:45 pm **Paper Session #5** – Westin - Salon C, Salon D, Barcelona/Casablanca

6:45-8:45 pm **Graduate Student Social Event** – Westin - Ocean Ballroom

**SUNDAY, NOVEMBER 23**

8:15-10:15 am **Poster Session #1 & Book Auction** w/ Continental Breakfast – Grand Ballroom - Convention Center\*

10:30-12:00 pm **Paper Session #6** – Westin - Salon C, Salon D, Barcelona/Casablanca

12:00-1:30 pm **Women in SJDM Luncheon** – Westin - Salon A

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

1:30-2:15 pm **Presidential Address by Gretchen Chapman** – Westin - Salon B

2:30-4:00 pm **Paper Session #7** – Westin - Salon C, Salon D, Barcelona/Casablanca

4:00-4:30 pm Afternoon Coffee – Westin - Centennial Ballroom Foyer

4:30-5:30 pm **Keynote Address by John List** – Westin - Salon B

5:45-7:30 pm **Poster Session #2 & Book Auction** w/ Cash Bar – Grand Ballroom - Convention Center\*

9:00pm-2:00am **SJDM Evening Social Event** at Sevilla Night Club (for more information see page 6)

**MONDAY, NOVEMBER 24**

8:00-8:45 am **Business Meeting** w/ Continental Breakfast – Westin - Salon A

9:00-9:35 am **Einhorn and Student Poster Award** – Westin - Salon B

9:45-11:15 am **Paper Session #8** – Westin - Salon C, Salon D, Barcelona/Casablanca

11:15-11:45 am Morning Coffee Break – Westin - Centennial Ballroom Foyer

11:45-1:15 pm **Paper Session #9** – Westin - Salon C, Salon D, Barcelona/Casablanca

**\* Directions to the Convention Center**



**SATURDAY NOV 22, 2014**

**Rooms – Westin - Salon C, Salon D, Barcelona/Casablanca**

	<b>TRACK I Salon C</b>	<b>TRACK II Salon D</b>	<b>TRACK III Barcelona/Casablanca</b>
<b>Session #1</b>	<b>Constructed Preferences &amp; Valuation</b>	<b>Investment &amp; Risk Taking</b>	<b>Social Dilemmas</b>
<b>8:30am</b>	<b>Carpenter</b> - Value is Shaped by Prior Experience	<b>Ülkümen</b> – Perceived Nature of Market Uncertainty Predicts Investment	<b>Evans</b> - Reaction times & Reflection in Social Dilemmas
<b>8:50am</b>	<b>Sher</b> - A Rational Analysis of Constructed Preference	<b>Atanasov</b> – Underinvestment in Profitable Opportunities	<b>Fiedler</b> - Social Preferences & Information Search
<b>9:10am</b>	<b>Herzog</b> - Signal Detection	<b>Markle</b> – Effects of Background Risk	<b>Talloon</b> - Red Potato Chips
<b>9:30am</b>	<b>Schley</b> - Fifty Shades of “Medium”	<b>Vosgerau</b> - Malleability of Risk Prefs.	<b>Attari</b> - Reasons for Cooperation
<b>Session #2</b>	<b>Discounting, Numeracy &amp; Competence</b>	<b>Heuristics and Biases</b>	<b>Ethics</b>
<b>10:30am</b>	<b>McDonald</b> -Cross Modal Discounting	<b>Simmons</b> - Six Biases	<b>Saccardo</b> - Bribing the Self
<b>10:50am</b>	<b>Yoon</b> - Discount Rate Measures	<b>Sharif</b> - Effect of Retrieval on Memory	<b>Motro</b> - Effects of Anger & Guilt
<b>11:10am</b>	<b>Cokely</b> - Predicting Bias	<b>Perfecto</b> - Anchoring in Payment	<b>Reeck</b> - Resisting Ethical Temptations in Conflicts of Interest
<b>11:30am</b>	<b>Parker</b> - Longitudinal Study of Decision-Making Competence	<b>McShane</b> - Effect of Statistical Training	<b>Sah</b> - Disclosure and Strategic Restraint
<b>Session #3</b>	<b>Nudges and Choice Architecture</b>	<b>Learning, Experience, and Feedback 1</b>	<b>Social Decisions 1</b>
<b>1:30pm</b>	<b>Rogers</b> - Elephants & Aliens	<b>Wulff</b> - Description-experience Gap	<b>Steffel</b> -Giver-recipient Discrepancies
<b>1:50pm</b>	<b>Jung</b> - Too Effective to be Good	<b>Ert</b> - Role of Experience	<b>Bauman</b> - Using Ranges in Nego.
<b>2:10pm</b>	<b>Hagmann</b> - Nudge Warning	<b>Guney</b> -Overcoming Ambiguity Aversion	<b>Choshen-Hillel</b> - Waste Resources to Maintain Equality?
<b>2:30pm</b>	<b>Tannenbaum</b> - Opposition to Policy Nudges or to Policy Objectives?	<b>Pachur</b> - Unpacking the Endowment Effect from Experience	<b>Tu</b> - Friendly Taking Effect
<b>Session #4</b>	<b>Resource Scarcity</b>	<b>Learning, Experience, and Feedback 2</b>	<b>Impression Management</b>
<b>3:15pm</b>	<b>Shah</b> - Thinking About Scarcity	<b>Hogarth</b> - Learning to Predict Success	<b>Cornelissen</b> - Clicktivism or slacktivism?
<b>3:35pm</b>	<b>Roux</b> - When Those Who Have	<b>Siler</b> - Hot Hand or Hot Stove	<b>McGraw</b> - Humorous Complaining
<b>3:55pm</b>	<b>Zhao</b> - Time Scarcity	<b>Newell</b> - Information versus Reward	<b>Tuckfield</b> - Quitting Competitions
<b>4:15pm</b>	<b>Sharma</b> - A \$ Saved $\neq$ a \$ earned	<b>Erev</b> - Maximization & Learning	<b>Green</b> - Impact Aversion
<b>Session #5</b>	<b>Financial Decision Making</b>	<b>Groups and Opinion Aggregation</b>	<b>Moral Judgment</b>
<b>5:15pm</b>	<b>Erner</b> - A Fourfold Portrait	<b>Schulze</b> - More Heads & Prob. Matching	<b>Morewedge</b> - Money Laundering
<b>5:35pm</b>	<b>Chin</b> - What Do People Think About	<b>Palley</b> - Aggregating w/ Shared Info.	<b>Landy</b> - Incidental Disgust
<b>5:55pm</b>	<b>Li</b> – Aging & Financial Decisions	<b>Rothschild</b> - Trading Strategies	<b>Geipel</b> -Thinking in foreign language
<b>6:15pm</b>	<b>Ayal</b> - Pseudo Diversification	<b>Yeomans</b> - Recommender Systems	<b>Hershfield</b> - Crime & Punishment

**SUNDAY NOV 23, 2014**

**Rooms – Westin - Salon C, Salon D, Barcelona/Casablanca**

	<b>TRACK I Salon C</b>	<b>TRACK II Salon D</b>	<b>TRACK III Barcelona/Casablanca</b>
<b>Session #6</b>	<b>Affective Decision Making</b>	<b>Overconfidence &amp; Misconceptions of Chance</b>	<b>Goals and Performance</b>
<b>10:30am</b>	<b>Hsee</b> - Lay Rationalism	<b>Haran</b> - Functional Overconfidence	<b>Shu</b> - Emergency Reserve
<b>10:50am</b>	<b>Anik</b> - Matchmaking Promotes Happiness	<b>Tenney</b> - Is Overconfidence Advantageous to Credibility?	<b>Shin</b> - Can Preparing for Failure Reduce the Probability of Success?
<b>11:10am</b>	<b>Schrift</b> - Pain & Preferences	<b>Goldstein</b> - Insight Into the Process Behind Overconfidence	<b>Yechiam</b> - Loss Attention in a Dual Task Setting
<b>11:30am</b>	<b>Campbell</b> - Flight from Falsifiability	<b>Moore</b> - Misconceptions of Chance	<b>Lucas</b> - People Underestimate the Value of Persistence for Creative...
<b>Session #7</b>	<b>Markets and Consumers</b>	<b>Confidence and Uncertainty</b>	<b>Social Perception</b>
<b>2:30pm</b>	<b>Weiss</b> - Product Retention	<b>Walters</b> - Known Unknowns Determine Confidence and Calibration	<b>Nordbye</b> - Responsibility Judgments of Win/Loss in Chess Championship
<b>2:50pm</b>	<b>Liu</b> - Jeopardy: The Beat-the-Incumbent Choice Process	<b>Russo</b> - Not by Desire Alone	<b>Barasz</b> - Mistaking Dissimilar for Dislike
<b>3:10pm</b>	<b>Snow</b> - Behavioral and Economic Impact of Tragedy	<b>Kelly</b> - Making Detailed Predictions Makes Predictions Worse	<b>Shen</b> - Is Advice Taking Bayesian?
<b>3:30pm</b>	<b>Bhattacharjee</b> - Selling Out: Producer Motives in Markets for Art	<b>Shen</b> - The Power of Uncertainty	<b>Fischer</b> - From Basketball to Politics

**MONDAY NOV 24, 2014**

**Rooms – Westin - Salon C, Salon D, Barcelona/Casablanca**

	<b>TRACK I Salon C</b>	<b>TRACK II Salon D</b>	<b>TRACK III Barcelona/Casablanca</b>
<b>Session #8</b>	<b>Framing</b>	<b>Health and Medicine</b>	<b>Social Decisions 2</b>
<b>9:45am</b>	<b>Asensio</b> - Dynamics of Information Framing	<b>Hutcherson</b> - Delays in Computing Health Information	<b>Schroeder</b> - Many Hands Make Overlooked Work
<b>10:05am</b>	<b>Gromet</b> - Framing, Political Ideology, & Energy Choices	<b>Nurek</b> - Information Distortion in Medical Diagnosis	<b>Anderson</b> - “Irrational” Trust
<b>10:25am</b>	<b>Crookes</b> – Query Theory & the Asian Disease Problem	<b>Dai</b> - The Impact of Time at Work and Time off from Work on Rule Compliance	<b>Daniels</b> - Insider Blindness in Strategy Perception
<b>10:45am</b>	<b>Mittelman</b> - The Offer Framing Effect	<b>Jenny</b> - Improving Decision Making in the Emergency Department	<b>Schurr</b> - The Winner Takes it All
<b>Session #9</b>	<b>Consumption over Time</b>	<b>Risk Perception &amp; Insurance</b>	<b>Choice</b>
<b>11:45am</b>	<b>Kumar</b> - Waiting For Merlot	<b>Fox-Glassman</b> - Natural Hazards and Climate Change	<b>Marciano-Romm</b> - Illusory Negative Correlation
<b>12:05pm</b>	<b>Zhang</b> - A “Present” for the Future	<b>Wang</b> - Origins of Domain Specific Risk Taking	<b>Jessup</b> - Can There Be Too Much Choice?
<b>12:25pm</b>	<b>Baucells</b> - Preferences Over Sequences	<b>Schwartz</b> - Prioritizing Moderate vs. Severe Risks	<b>Müller-Trede</b> - Transitivity in Context
<b>12:45pm</b>	<b>Tsai</b> - Affective Experience over Time	<b>Bereby-Meyer</b> - Canceling a fire insurance policy riskier than not having one?	<b>Frame</b> - A Neural Indicator of Response Competition in Risky DM



# 2014 SJDM Conference Special Events

## FRIDAY, NOVEMBER 21

5:00-7:00 pm **SJDM Welcome Reception / Registration** – Westin -Tokyo/Vancouver

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

7:00-9:00 pm **Executive Board Dinner** - L'Opera, 101 Pine Ave, Long Beach

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

## SATURDAY, NOVEMBER 22

6:45-8:45 pm **Graduate Student Social Event** – Westin - Ocean Ballroom

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 Christina Rader at

[Christina.rader@duke.edu](mailto:Christina.rader@duke.edu)

## SUNDAY, NOVEMBER 23

8:15-10:15 am AND 5:45-7:30 pm **SJDM Book Auction** – Grand Ballroom - Convention Center

If you love academic books, come to the SJDM book auction table during the poster sessions. Bid on the books for a fraction of the retail cost through a sealed auction. Bidding ends at 7:00 pm during the evening poster session. Any books without bids will be offered for \$1, first come first served! For graduate students, don't miss this great opportunity to get books at discounted prices. Proceeds from the book auction support student-related travel. For more information, contact Meng Li at [meng.li@ucdenver.edu](mailto:meng.li@ucdenver.edu)

12:00-1:30 pm **Women in SJDM Luncheon** – Westin - Salon A

All (women and men) are welcome to attend the ninth annual Women in SJDM Luncheon, focused on promoting the advancement of women in JDM. The event will feature lunch, networking opportunities, and a keynote speech from Dean Sally Blount of Northwestern University's Kellogg School of Management. The event is organized this year by Ellie Kyung, Kelly Goldsmith, and Leslie John. To inquire about the event, please email Leslie John at [ljohn@hbs.edu](mailto:ljohn@hbs.edu). We will open registration online through the SJDM mailing list and accept a maximum of 140 people, and we will keep a waiting list if necessary. In addition, when registering for the conference: [<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 donation to the event fund. With all of our support, we can ensure that this event will continue to be an annual tradition.

## THANK YOU TO THE SPONSORS OF THE 2014 WOMEN IN SJDM LUNCHEON *As of November 2, 2014*

### Institutions:

Department of Social & Decision Sciences | Carnegie Mellon University  
Center for the Decision Sciences | Columbia Business School  
Columbia Business School  
Tuck School of Business | Dartmouth College  
The Fuqua School of Business | Duke University  
Management and Organizations | Eller College of Management, University of Arizona  
Georgetown University | McDonough School of Business  
Negotiations, Organizations & Markets Unit | Harvard Business School  
Kellogg School of Management | Northwestern University  
Marketing Department | NYU Stern School of Business  
Behavioral Decision Making Initiative | The Ohio State University  
Department of Psychology | Princeton University  
Department of Psychology | Rutgers University  
Freeman School of Business | Tulane University  
Behavioral Decision Making Research Group | UCLA Anderson School of Management  
Center for Decision Research | University of Chicago Booth School of Business  
Carl H. Lindner College of Business | University of Cincinnati  
Leeds School of Business | University of Colorado Boulder  
The Wharton School | University of Pennsylvania  
Rotman School of Management | University of Toronto  
David Eccles School of Business | University of Utah  
Olin School of Business | Washington University

### Individuals:

Ann Bostrom, Cindy Cryder, Ayse Zeynep, Kelly Goldsmith, Crystal Hall, Leslie John,  
Eric Johnson, Ellie Kyung, Katy Milkman, Eesha Sharma, Elke Weber

### **This event is made possible entirely through sponsorship.**

To help keep this event an annual tradition, please consider donating to the Women in SJDM Annual Lunch Fund.

(To make a contribution, go to: <http://www.sjdm.org/join.html>, scroll down to the statement:

"Donate to the Women in SJDM Annual Lunch Fund", and click "Donate".)

1:30-2:15 pm **Presidential Address by Gretchen Chapman** – Westin - Salon B

**Judge, Nudge, Dodge: Doing What's Good for Us**

*Gretchen Chapman (Professor of Psychology & Acting Co-Director, Rutgers Center for Cognitive Science, Rutgers University)*

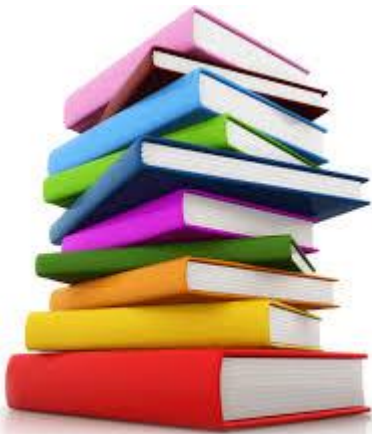
Choices that are bad for our health or future well-being are ubiquitous. For example, people frequently avoid getting a flu shot, eat unhealthy foods, and fail to get enough exercise. Recently, nudges that employ behavioral economic principles to encourage healthy behavior have attracted significant attention. I will present evidence for several health nudges that employ defaults, utilize reference points, or harnessing prosocial motives, but I will also examine dodges, or limitations of nudges where individuals sidestep or compensate for the intervention. These findings highlight the potential but also the boundary conditions of decision theoretic interventions to enhance health.

4:30-5:30 pm **Keynote Address by John List** – Westin - Salon B

**Field Experiments in the Social Science**

*John List (Homer J. Livingston Professor of Economics, University of Chicago)*

This lecture will focus on how I use field experiments to tackle some of the most vexing social problems we face: Why do women earn less money than men? Why do inner city schools continue to struggle? Why do people give to charity? Why do people vote? Why do people discriminate? The field experimental methodology allows one to go beyond measurement, and into the world of finding out the important "whys" underlying each problem.



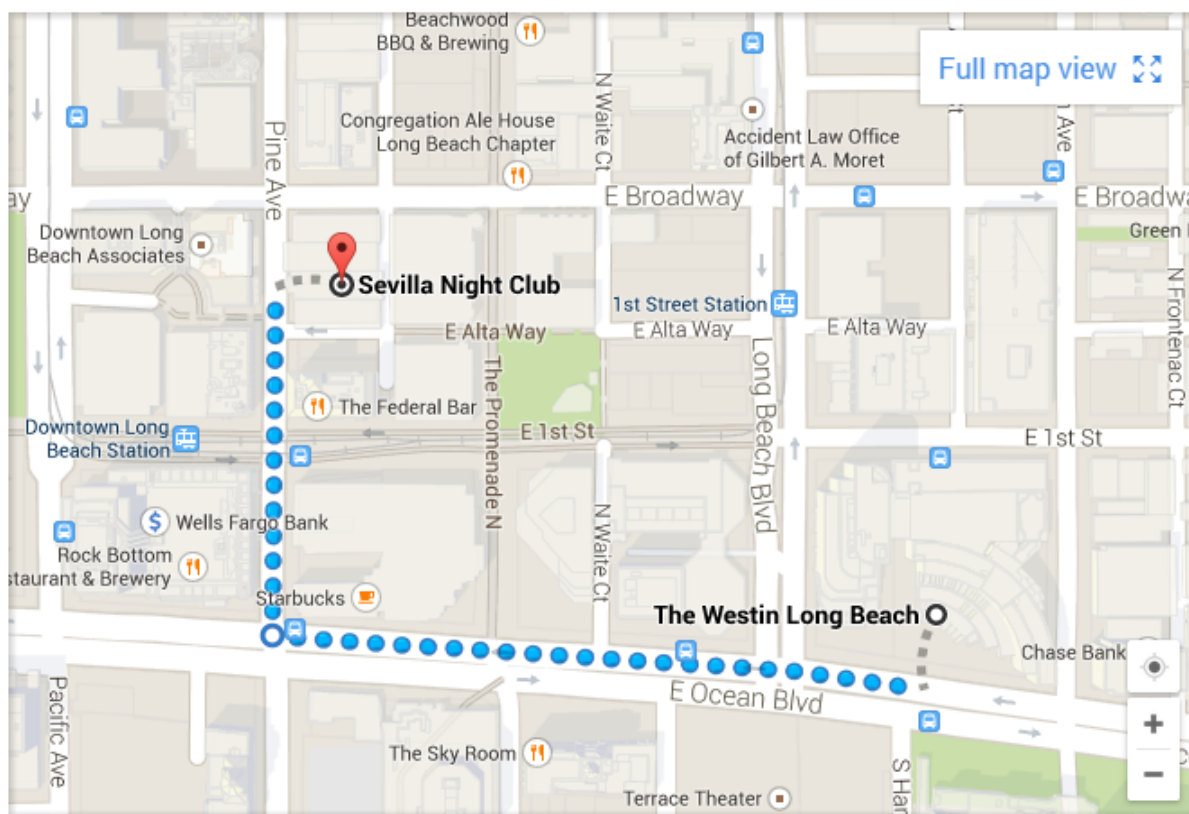
**Welcome to the  
Annual SJDM Book Auction  
@ Sunday Poster Sessions  
Bidding ends at 7pm on Sunday!  
\$1 sale afterwards**

If you love academic books, come to the SJDM book auction table during the **Sunday morning and evening poster sessions**. Bid on the books for a fraction of the retail cost. Bidding ends **at 7:00 pm** during the evening poster session. Any books without bids will be sold at \$1 at 7:30 pm! For graduate students, don't miss this great opportunity to get books at discounted prices. Proceeds from the book auction support student-related travel. For more information, contact Meng Li at [meng.li@ucdenver.edu](mailto:meng.li@ucdenver.edu)

**The great annual tradition returns!!**

## **SJDM Social Event: Sunday 9:00pm-2:00am**

Be sure to make your way over to Sevilla for our annual social event. We will have seating, tables, and a dance floor for loosening up, bite-sized desserts, and of course a bar. Drink tickets will be distributed to the first JDMers to arrive. See you there! Sevilla is located at 140 Pine Ave, less than a 10 minute walk from the Westin hotel. Please go to the entrance to the left of the restaurant (Cafe Sevilla). If you go to the restaurant, they will direct you to the entrance for our event. Google Maps suggests to head west on E. Ocean Blvd toward Long Beach Blvd and then turn right onto Pine Ave. Sevilla will be on the right side.



### **MONDAY, NOVEMBER 24**

8:00-8:45 am **Business Meeting and Breakfast** – Westin - Salon A

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

9:00-9:35 am **Einhorn and Student Poster Award** – Westin - Salon B

If you want to know who won, you'll have to come to this session of the conference! The Einhorn winner will present the research paper for which s/he won the award.

**NOTE: There will be no Monday Luncheon at this year's conference.**



## Rooms – Westin - Salon C, Salon D, Barcelona/Casablanca

### Session #1 Track I: Constructed Preferences & Valuation – Westin - Salon C – Saturday 8:30am – 10:00am

#### **Value is Shaped by Prior Experience: Time Value Carryover Between "Irrelevant" Decision Situations**

*Carpenter, Stephanie M. (University of Michigan); Vickers, Brian D. (University of Michigan); Yates, J. Frank (University of Michigan)*

Across five studies, decisions involving time were susceptible to past tradeoffs. Recalling a prior tradeoff situation involving time activated time values, which carried over to decisions in financial investment contexts that were irrelevant to the original tradeoffs (Study 1). Knowledge about the decision domain (Study 2) and decision difficulty (Study 3) predicted carryover of the time value onto subsequent choices. Value satiation also provided a better account for the carryover effects than did deprivation (Study 4a), and the time attribute dimension promoted the tradeoff carryover (Study 4b). We demonstrate previously undocumented influences of prior time experiences on current decision behavior. Contact: [smcarpen@umich.edu](mailto:smcarpen@umich.edu)

#### **A Rational Analysis of Constructed Preference**

*Sher, Shlomi (Pomona College); Müller-Trede, Johannes (University of California, San Diego); McKenzie, Craig R. M. (University of California, San Diego)*

Choices are sensitive to the context of available options and the order in which questions are asked. These phenomena suggest that preferences are "constructed" (rather than "revealed") and are often considered counter-normative. We propose a rational analysis of constructed preference, which casts some of these phenomena in a new light. When knowledge is incomplete, reasonable inferences from sampled options can explain some important context effects -- including joint-separate reversals and asymmetric dominance effects. Furthermore, when preferences are incomplete, a normatively appropriate decision rule treats choices as precedents, and generates "coherent arbitrariness". The rational construction of preference is context- and history-dependent.

Contact: [Shlomi.Sher@pomona.edu](mailto:Shlomi.Sher@pomona.edu)

#### **Signal detection theory in the wild: Reverse-engineering error preferences of decision makers who are unable or reluctant to reveal them**

*Herzog, Stefan M. (Max Planck Institute for Human Development, Berlin)*

In yes/no decisions, there is an inevitable trade-off between misses and false alarms. Signal detection theory (SDT) prescribes that, when choosing a threshold, one should consider both error preferences (lenient to avoid misses vs. conservative to avoid false alarms) and base-rate beliefs (conservative for unlikely events). Because important events are typically rare (e.g., security threats, tornados), estimated thresholds reflect both preferences and beliefs. Decision makers are sometimes unable or reluctant to reveal their preferences (e.g., taboo trade-offs). I present an SDT model that reverse-engineers preferences by partialing out beliefs and illustrate it with real-world decisions from meteorology and emergency medicine. Contact: [herzog@mpib-berlin.mpg.de](mailto:herzog@mpib-berlin.mpg.de)

#### **Fifty Shades of “Medium”: The Psychology of Intermediate Attribute Levels**

*Schley, Dan R (The Ohio State University); de Langhe, Bart (University of Colorado Boulder)*

We examined how individuals, who are presented with three or more decision alternatives, value different attribute levels across the attribute range. Seven studies demonstrate that individuals are relatively less sensitive to changes in attribute levels near the middle of the range than near the extremes. That is, the relationship between attribute levels and subjective value is consistently inverse S-shaped. Furthermore, we demonstrate that increasing or decreasing the salience of the ordinal relationships of a choice set moderates sensitivity to intermediate attribute levels. Contact: [schley.5@osu.edu](mailto:schley.5@osu.edu)

### Session #1 Track II: Investment & Risk Taking – Westin - Salon D – Saturday 8:30am – 10:00am

#### **Perceived Nature of Market Uncertainty Predicts Investment Behavior and Market Outcomes**

*Ülkümen, Gül den (University of Southern California); Walters, Daniel (UCLA); Erner, Carsten (UCLA); Tannenbaum, David (UCLA); Fox, Craig R. (UCLA)*

We find that investors' perceptions of uncertainty vary along two independent dimensions: (i) the extent to which outcomes appear to be governed by chance processes (aleatory uncertainty); and (ii) the extent to which outcomes are potentially predictable in advance (epistemic uncertainty). We demonstrate that the perceived nature of market or asset uncertainty reliably predicts investors' behavior (i.e., portfolio diversification, trading frequency, willingness to pay for financial advice), advisors' assessment of own performance (i.e., attributions of credit/blame and luckiness/unluckiness for correct/incorrect forecasts), companies' earnings forecasts (i.e., extremity of and confidence in forecasts), and market outcomes (i.e., CAPM betas). Contact: [ulkumen@marshall.usc.edu](mailto:ulkumen@marshall.usc.edu)

## **Underinvestment in profitable opportunities**

*Atanasov, Pavel (University of Pennsylvania); Dana, Jason (Yale University); Mellers, Barbara (University of Pennsylvania)*

In both a large field study and a simple laboratory experiment, we find that decision makers do not increase their investments rationally in response to increasingly favorable odds. Rather, they under-adjust, increasing their investment too little as gambles become more favorable, such that they appear more risk averse for very favorable than for slightly favorable gambles. This behavior cannot be reconciled with expected utility maximization, nor can it be fully explained using standard formulations of the Cumulative Prospect Theory probability weighting function. Contact: [apav@sas.upenn.edu](mailto:apav@sas.upenn.edu)

## **To Hedge Your Bets or Double Down: The Effects of Background Risk on Risk Preferences**

*Markle, Alex (Fordham University); Rottenstreich, Yuval (University of California, San Diego)*

Individuals must often make decisions about risky future undertakings while simultaneously facing unresolved risks from earlier decisions. Here I examine how background risk influences the evaluation of new risks. In a series of experiments, participants were reluctant to accept gambles negatively correlated with an existing background risk, even though they represent opportunities to hedge by reducing the total variance of payoffs. Conversely, participants were eager to double-down on an existing background risk by accepting a positively correlated gamble. Both behaviors imply risk-seeking preferences. Those references reverse, however, when the outcomes from the two risks are combined, rather than presented separately. Contact: [amarkle@fordham.edu](mailto:amarkle@fordham.edu)

## **Malleability of Risk Preferences**

*Vosgerau, Joachim (Tilburg University); Peer, Eyal (Bar-Ilan University)*

We show that people can be risk averse and risk seeking for the same risky prospect; participants asked to be paid (WTA) and were willing to pay (WTP) to play the same risky gamble. Both WTA and WTP increased when the stakes of the gamble increased. Such opposing revealed risk preferences were observed for hypothetical and real gambles, and even when the WTA/WTP frame was manipulated within-participants. WTA/WTP correlated positively, suggesting heterogeneity in the susceptibility to the framing of risk preferences. Contact: [j.vosgerau@uvt.nl](mailto:j.vosgerau@uvt.nl)

## **Session #1 Track III: Social Dilemmas – Westin - Barcelona/Casablanca – Saturday 8:30am – 10:00am**

### **Reaction times and reflection in social dilemmas: Extreme responses are fast, but not intuitive**

*Evans, Anthony M. (Tilburg University); Dillon, Kyle D. (Harvard University); Rand, David G. (Yale University)*

When people have the chance to help others, are prosocial decisions reached more quickly (and intuitively) than selfish decisions? We investigate whether reaction times follow an inverted-U pattern, and find that extreme decisions occur more quickly than intermediate decisions. However, experimentally manipulating intuitive processing produces different results, increasing the frequency of cooperative decisions, but decreasing the frequency of selfish decisions. We conclude that reaction times should not be taken as a direct proxy for the use of intuitive or reflective processes, and develop the idea that decision conflict can explain individual differences in reaction times. Contact: [tony.m.evans@gmail.com](mailto:tony.m.evans@gmail.com)

### **How Social Preferences Guide the Transformation of Objective Payoffs: An Eye-tracking Analysis**

*Fiedler, Susann (Max Planck Institute for Research on Collective Goods); Glockner, Andreas (University of Gottingen); De Dreu, Carsten (University of Amsterdam)*

In a set of eye-tracking studies (Study 1& 2) we show that differences in social preferences are accompanied by consistent differences in information search (i.e., number of fixations, transitions and proportion of attention) in social dilemma situations. To investigate this relationship further the temporal dynamics of the information search were analysed (Study 3) and showed distinct patterns of information acquisition for different social preferences over the course of decision making. These results are discussed with respect to evidence accumulation models in the context of interdependent decision making. Contact: [fiedler@coll.mpg.de](mailto:fiedler@coll.mpg.de)

### **From Red Potato Chips to Greener Forests: Tackling a Common Pool Resource Dilemma with Partitions**

*Talloon, Joachim (SAS Rutgers University); B. Chapman, Gretchen (Psychology Department Rutgers University)*

Partitions can decrease consumption - for example, people eat fewer potato chips when every seventh chip is dyed red (Geier et al., 2012) - because partitions suggest the appropriate consumption amount. We investigated whether a partitioning manipulation would decrease consumption (i.e., improve cooperation), in a common pool resource scenario. Participants (N=503) decided how many trees to harvest, and if the total harvest by the group was below a set limit, everyone received a bonus. Participants were defaulted to consume the maximum amount, but the partition manipulation significantly increased the likelihood that participants would opt out and reduce their consumption. Contact: [joachim.talloon@gmail.com](mailto:joachim.talloon@gmail.com)

## **Reasons for cooperation and defection in real-world social dilemmas**

*Attari, Shahzeen (Indiana University Bloomington); Krantz, David (Columbia University); Weber, Elke (Columbia University)*

Interventions to increase cooperation in social dilemmas depend on understanding decision makers' motivations. Using an online survey (N = 929), we examined these motivations in five real-world social dilemmas: situations where private interests are at odds with collective ones. Cooperation in each dilemma correlates strongly with self-reported altruism and with punitive attitudes toward defectors. Defectors often view cooperation as costly but do not endorse free riding as a reason for defection. We conclude that cooperation is based mostly on pro-social norms and defection on a mixture of self-interest and motivated perception that situational circumstances prevent cooperation in the given situation. Contact: [sattari@indiana.edu](mailto:sattari@indiana.edu)

## **Session #2 Track I: Discounting, Numeracy & Competence – Westin - Salon C – Saturday 10:30am – 12:00pm**

### **Cross Modal Discounting: Time discounting vanishes when tradeoffs are made among different goods**

*Read, Daniel (Warwick Business School); McDonald, Rebecca (Warwick Business School); Cubitt, Robin (University of Nottingham)*

Cross-modal time discounting is the term we use to describe the effect of time on valuation, when the outcomes differ qualitatively, such as choices between an immediate car and a delayed house extension. Using a novel method we find that whereas for uni-modal choices discounting is expectedly high, for cross-modal choices discounting is much lower- indeed, almost non-existent and certainly not significantly greater than 0. Whereas conventional time discounting models cannot accommodate such results we describe a simple attribute based model that does. Contact: [daniel.read@wbs.ac.uk](mailto:daniel.read@wbs.ac.uk)

### **A Closer Look at the Yardstick; Precision and Range of Discount Rate Measures**

*Yoon, Haewon (Rutgers University, Psychology); Chapman, Gretchen (Rutgers University, Psychology)*

In intertemporal choice research, choice tasks (i.e., asking \$80 today vs. \$100 in a year) are often used to elicit a discount rate. The discount rate derived from a choice task, however, is largely restricted by the granularities and ranges of the questions asked. We examined this problem in three popular discount rate measurements using simulations and experiments, and we propose an alternative procedure (Three-option Adaptive Discount rate measurement, ToAD), which is capable of measuring a wide range of discount rates with high precision in under a minute. ToAD can be easily implemented on online surveys (i.e., Qualtrics). Contact: [haewon@rutgers.edu](mailto:haewon@rutgers.edu)

### **Predicting Bias in Very Highly Educated Samples: Experimenting with RiskLiteracy.org**

*Cokely, Edward T. (Michigan Tech, Max Planck Institute for Human Development); Ghazal, Saima (Michigan Tech); Garcia-Retamero, Rocio (University of Granada, Max Planck Institute for Human Devel.)*

Why is numeracy one of the strongest predictors of superior decision making? Does numeracy's predictive power hold even among very highly educated professionals? In two RiskLiteracy.org outreach studies in Holland (n=5408; 30-50% held graduate degrees), the Berlin Numeracy Test was found to predict financial, medical, and metacognitive biases (i.e., lotteries, intertemporal choice, denominator neglect, confidence judgments), independent of education, profession, gender, and age. Metacognitive processes partially mediated the link between numeracy and superior performance. More numerate participants performed better because they deliberated more and experienced less overconfidence. Contact: [ecokely@mtu.edu](mailto:ecokely@mtu.edu)

### **Robustness of Decision-Making Competence: Evidence from an 11-year longitudinal study**

*Parker, Andrew M. (RAND Corporation); Bruine de Bruin, Wandl (University of Leeds and Carnegie Mellon University); Fischhoff, Baruch (Carnegie Mellon University); Weller, Joshua (Decision Research and Oregon State University)*

Most JDM research focuses on young adults or cross-sectional age comparisons. Leveraging unique longitudinal data, we demonstrate how Decision-Making Competence (DMC) in adolescence (age 19) predicts DMC eleven years later (age 30). Indices from validated paper-and-pencil tasks, adapted from experimental research, correlated significantly over time, even after controlling for community, family, and individual characteristics. Both indices correlated as expected with cognitive ability, flexible cognitive style, environmental factors, and health-risking and antisocial behaviors. DMC appears to be a stable, measurable construct, increasing with supportive environmental factors and associated with constructive behaviors. These results suggest the value of early decision education. Contact: [parker@rand.org](mailto:parker@rand.org)

## **Session #2 Track II: Heuristics and Biases – Westin - Salon D – Saturday 10:30am – 12:00pm**

### **Six Biases That Are All The Same**

*Simmons, Joseph P. (University of Pennsylvania); Nelson, Leif D. (University of California, Berkeley)*

Six studies show that people predict (1) favorites to beat underdogs by more points than oddsmakers predict, (2) high-scoring teams to score more points than oddsmakers predict, (3) well-performing companies to outperform their stock prices, (4) hot cities to be hotter than usual, (5) themselves to outperform others' self-predictions on easy tasks, and (6) themselves to prefer superior options against "equated" alternatives. These seemingly different biases are all the same, produced by a reliance on spontaneous evaluations that ignore "reasonable" quantities. Contact: [jsimmo@wharton.upenn.edu](mailto:jsimmo@wharton.upenn.edu)

### **The Effect of Retrieval on Memory and Judgments Depends on the Strength of the Category Association**

*Sharif, Marissa A. (UCLA Anderson School of Management); Oppenheimer, Daniel M. (UCLA Anderson School of Management)*

Recalling an event or fact can make it harder to remember related knowledge: a phenomenon known as retrieval-induced forgetting. In two experiments, retrieval-induced forgetting was shown to influence quantity estimates. Additionally, a previously un-identified moderator of retrieval-induced forgetting was discovered, leading to retrieval-induced facilitation. We show that cued recall can be used to bias quantity estimates either upwards or downwards, depending on the strength of the association between the cue and the recalled exemplar. Contact: [marissa.sharif.2016@anderson.ucla.edu](mailto:marissa.sharif.2016@anderson.ucla.edu)

### **Anchoring in Pymment: Evaluating a Judgmental Heuristic in Field Experimental Settings**

*Jung, Minah H. (University of California, Berkeley); Perfecto, Hannah (University of California, Berkeley); Nelson, Leif D. (University of California, Berkeley)*

Anchoring, biasing of estimates towards previously considered values, is both influential in consumer judgment and exhaustively studied by consumer researchers. However, the overwhelming majority takes place in the lab, with highly controlled, but necessarily contrived paradigms. Although the effect is often assumed to directly generalize beyond these constraints, we find it to be much more fragile. We use pay-what-you-want pricing to look at how numeric anchors do and do not influence elective payments. Sixteen field studies (N=22,702) and four hypothetical studies (N=3,056), reveal conditions we believe are crucial for observing the operation of a judgmental bias in meaningful market behavior. Contact: [hannah\\_perfecto@haas.berkeley.edu](mailto:hannah_perfecto@haas.berkeley.edu)

### **Blinding Us to the Obvious? The Effect of Statistical Training on the Evaluation of Evidence**

*McShane, Blakeley (Kellogg School of Management, Northwestern University); Gal, David (Kellogg School of Management, Northwestern University)*

The emphasis placed on null hypothesis significance testing in academic training and reporting may lead researchers to interpret evidence dichotomously (i.e., evidence exists or does not exist) rather than continuously (i.e., evidence varies in strength). Consequently, researchers might deny the existence of evidence that fails to attain statistical significance. Surveys of researchers across various fields show that a substantial majority does so. This phenomenon is manifest in both descriptive statements and likelihood judgments and is attenuated when researchers are asked to make decisions based on the evidence, particularly when the decision outcome is personally consequential. Recommendations are offered. Contact: [b-mcshane@kellogg.northwestern.edu](mailto:b-mcshane@kellogg.northwestern.edu)

## **Session #2 Track III: Ethics – Westin - Barcelona/Casablanca – Saturday 10:30am – 12:00pm**

### **Bribing the Self**

*Gneezy, Uri (UC San Diego); Saccardo, Silvia (UC San Diego); Serra Garcia, Marta (UC San Diego); van Veldhuizen, Roel (WZB Berlin Social Science Research Center)*

We examine whether individuals are more likely to behave unethically when they can engage in self-deception, convincing themselves that their behavior is ethical. In two experiments, decision-makers evaluate two options and are asked to recommend one based on quality. In both cases they are provided with a monetary incentive to recommend one of the options. When informed about the incentive before learning about the options, individuals' choices are systematically biased in the direction of the incentive. However, when this information comes after they learn about the quality of the options, this bias is reduced and choices are more honest.

Contact: [silvia.saccardo@rady.ucsd.edu](mailto:silvia.saccardo@rady.ucsd.edu)

## **Investigating the Effects of Anger and Guilt on Unethical Behavior: A Dual-Process Approach**

*Motro, Daphna (University of Arizona); Ordóñez, Lisa (University of Arizona); Pittarello, Andrea (Ben-Gurion University of the Negev); Welsh, David (University of Washington)*

Dual processing theory suggests that people use two systems of thinking: automatic and controlled. Prior research has shown that automatic processing increases cheating (Mead et al., 2009). Here we show that emotions affect cheating via dual processing. In Experiment 1, we demonstrated that anger increases automatic processing, while guilt increases controlled processing. In Experiment 2, we found that angry participants cheated significantly more than both guilty and neutral participants. In Experiment 3, we showed that the effect of these emotions on cheating is mediated by different processing systems. These results indicate that emotions are an important component of cheating behavior. Contact: [lordonez@u.arizona.edu](mailto:lordonez@u.arizona.edu)

## **Resisting Ethical Temptations in Conflicts of Interest: Neural and Behavioral Insights into Individual Differences**

*Reeck, Crystal (Columbia University); Ariely, Dan (Duke University); Mazar, Nina (University of Toronto); Ludwig, Rita (Harvard University); Mason, Malia F. (Columbia University)*

Conflicts of interests (COIs) often pit the desire for personal gain against the commitment to form judgments objectively, which undermine a broad range of advice that consumers rely upon. The present research examined the psychological forces that shape individual differences when dealing with COIs. Across two experiments, one fMRI study and one behavioral study, we find evidence in support for a primary role for self-control compared to reward in restraining the influence of COIs. That is, people who are better able to resist temptations to act unethically are equally tempted by the rewards but are better able to control themselves.

Contact: [nina.mazar@utoronto.ca](mailto:nina.mazar@utoronto.ca)

## **Disclosure and Strategic Restraint: The Appropriateness of Bias in Medical and Business Contexts**

*Sah, Sunita (Georgetown University)*

Prior research implies that advisors who disclose their conflicts-of-interest give even more biased advice. Two experiments with monetary incentives demonstrate that framing decisions in a business or medical context significantly alters how disclosure impacts advice. Professional norms lead advisors who have to disclose to either succumb to bias (in a business setting, by believing that disclosure absolves them of their responsibility--caveat emptor) or restrain from bias (in a medical setting, by reminding advisors of their responsibility towards advisees). These findings disconfirm previous assumptions regarding disclosure and highlight the importance of context when understanding the potential and pitfalls of disclosure. Contact: [ss3250@georgetown.edu](mailto:ss3250@georgetown.edu)

## **Session #3 Track I: Nudges and Choice Architecture – Westin - Salon C – Saturday 1:30pm –3:00pm**

### **Elephants and Aliens: Using Distinct Cues to Increase Follow Through**

*Rogers, Todd (Harvard); Milkman, Katherine (Wharton)*

Many of society's most important problems involve people failing to follow through failure on their intentions. Four experiments examine how and when follow through can be increased by associating the moment during which an intention is to be performed with a distinct cue embedded in that moment. Results suggest that in visually cluttered environments distinct cues can increase follow through better than explicit reminder signs. Greater cue distinctness also increases follow through. Libertarian paternalists can strategically use distinct cues to help people follow through; individuals can increase their own follow through by deploying and associating their intentions with distinct cues. Contact: [todd\\_rogers@HKS.harvard.edu](mailto:todd_rogers@HKS.harvard.edu)

### **Beneficial Policies that are Too Effective to be Good: Heuristics Equating Predictability and Coercion**

*Jung, Janice Yeonjin (University of Pennsylvania, Wharton Marketing); Baron, Jonathan (University of Pennsylvania, Psychology)*

We find that people use heuristics equating predictability and coercion. A policy that increases the choice share of an option from 80% to 100% (40% to 80%) is perceived as more coercive than an identical policy with the increase from 60% to 80% because 100% (a bigger increase) implies more predictability. When multiple coupons (nudges) jointly influence decisions, the coupon that is provided later is perceived as more coercive because it makes the behavior predictable. Vividness and specificity of the group whose behavior becomes predictable moderates the effect of predictability on coercion ratings. People with external locus-of-control show larger effects. Contact: [yeonjinj@wharton.upenn.edu](mailto:yeonjinj@wharton.upenn.edu)



### **Warning: You are About to be Nudged**

*Loewenstein, George (Carnegie Mellon University); Bryce, Cindy (University of Pittsburgh); Hagmann, David (Carnegie Mellon University); Rajpal, Sachin (Independent)*

Defaults can impact important decisions, including how people complete advance directives (which specify the medical treatments they want to receive if they become unable to communicate their wishes). However, defaults and other nudges are often criticized for violating individual autonomy because those affected are typically unaware that they are being influenced. We report results from a study in which people were informed that they were being defaulted, either before they completed a hypothetical advance directive or immediately afterwards (and then were given an opportunity to revise their choices). Neither pre-informing nor post-informing respondents appreciably diminished the impact of defaults. Contact: [david.hagmann@gmail.com](mailto:david.hagmann@gmail.com)

### **Opposition to Policy Nudges or to Policy Objectives?**

*Tannenbaum, David (UCLA Anderson School); Rogers, Todd (Harvard Kennedy School); Fox, Craig R. (UCLA Anderson School)*

Insights from the behavioral and decision sciences have recently been applied to public policy, but not without controversy. Advocates argue that behavioral nudges are ethical and effective; detractors claim they are manipulative and counterproductive. We show that laypeople and experts have difficulty separating their support/opposition to behavioral nudges from their feelings about the policy objectives underlying those nudges. When applied to objectionable policy goals nudges are seen as unethical and coercive, but when applied to supported policy goals those same nudges are seen as ethical. We demonstrate this across a range of nudges and using real policymakers as subjects. Contact: [david.tannenbaum@anderson.ucla.edu](mailto:david.tannenbaum@anderson.ucla.edu)

### **Session #3 Track II: Learning, Experience, and Feedback 1 – Westin - Salon D – Saturday 1:30pm – 3:00pm**

#### **The Description-experience Gap in the Sampling Paradigm: A Meta-analytic Review.**

*Wulff, Dirk U. (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development)*

About a decade after the discovery of the description-experience gap, we have collated the data from 21 independent published articles—all employing the sampling paradigm. The data are currently being analyzed with the aim of uncovering the underpinnings of the gap and illuminating the processes involved in experienced based choice. Preliminary analyses support the frequent criticism of sampling error being the most important contributor to the gap. But the data also indicate a stable recency effect. Thus, although the description-experience-gap is largely a statistical artifact, different psychological processes need be assumed for decisions from experience and decisions from description. Contact: [wulff@mpib-Berlin.mpg.de](mailto:wulff@mpib-Berlin.mpg.de)

#### **The Joint Effect of the Classical Choice Phenomena, and the Role of Experience**

*Erev, Ido (Technion); Ert, Eyal (Hebrew University); Plonsky, Ori (Technion)*

This paper aims to clarify the effect of experience on decision-making. The study focuses on the best-known decision research phenomena (e.g., St.Petersburg, Allais, loss aversion, reflection effect, ambiguity aversion). Participants faced 30 problems for 25 trials. The first 5 trials involved no-feedback (i.e., decisions-from-description). The next 20 trials included feedback (i.e., decisions-from-experience). Analysis of the "no-feedback" trials highlights the robustness of the classical phenomena, and the last 20 "with-feedback" trials reveals that experience reduces the weighting of rare events, and increases maximization. A model assuming reliance on small samples that are sampled from objective or biased distributions captures the results. Contact: [eyal.ert@mail.huji.ac.il](mailto:eyal.ert@mail.huji.ac.il)

#### **Overcoming Ambiguity Aversion through Experience**

*Guney, Sule (University of New South Wales); Newell, Ben R. (University of New South Wales)*

Ambiguity is often characterized with unknown probability distributions for outcomes, which people avoid while making decisions. We examined whether attitudes toward ambiguity would differ if potential probability distributions underlying the ambiguous bet in the Ellsberg task were either experienced through sampling or described prior to choice. The results showed that people demonstrated ambiguity-neutral attitudes when the probability distributions were experienced but their ambiguity attitudes changed as a function of the type of probability distribution when described. People were also found less likely to be ambiguity-averse if they observed distributions with winning being more likely, or more frequent during sampling trials. Contact: [s.guney@unsw.edu.au](mailto:s.guney@unsw.edu.au)

## **Unpacking the Endowment Effect from Experience**

*Pachur, Thorsten (Max Planck Institute for Human Development, Berlin); Scheibehenne, Benjamin (University of Basel)*

We present a computational framework for disentangling various candidate mechanisms contributing to the endowment effect obtained in an experiential sampling paradigm. An extensive model comparison--testing for buyer-seller differences in outcome sensitivity (i.e., loss aversion), choice sensitivity, learning rate, and response bias--suggests distinct contributions of higher outcome sensitivity and a higher response bias for sellers than for buyers. An attention-based account of the endowment effect, predicting differences in choice sensitivity and learning rate, was not supported. Further, our modeling framework shows that a Becker-DeGroot-Marschak incentivization reduces specifically buyer-seller differences in response bias but not in outcome sensitivity.

Contact: [pachur@mpib-berlin.mpg.de](mailto:pachur@mpib-berlin.mpg.de)

## **Session #3 Track III: Social Decisions 1 – Westin - Barcelona/Casablanca – Saturday 1:30pm – 3:00pm**

### **Giver-Recipient Discrepancies Contribute to Gift Card Non-redemption: Givers Choose Personalized but More-Restrictive and Less-Preferred Gift Cards**

*Steffel, Mary (University of Cincinnati); Williams, Elanor F. (University of California, San Diego); LeBoeuf, Robyn A. (Washington University in St. Louis)*

Gift cards are extremely popular gifts, yet many go unredeemed. This research identifies a giver-recipient discrepancy in judgment that can help explain why: givers focus on what their recipients are like, which is salient to them as givers, and fail to focus enough on recipients' current wants and needs, which is more salient to recipients. Consequently, while recipients prefer and are more likely to redeem gift cards that can be redeemed anywhere, givers tend to give cards that are personalized but limited in where they can be redeemed, even when they first consider what they themselves would prefer to receive. Contact: [mary.steffel@uc.edu](mailto:mary.steffel@uc.edu)

### **On Using Ranges when Making Offers in Negotiations**

*Bauman, Christopher W. (University of California, Irvine)*

Negotiators sometimes provide a range rather than name a specific price when making an offer. Three studies explored how and why people construct range offers, and whether people achieve better outcomes with range or single value offers. Results indicated that one end of range offers tended not to differ from single value offers, but the other end typically was more conservative. As a consequence, range offers usually solicited less desirable counteroffers and led to poorer outcomes. When constructed more aggressively, however, range offers led to better outcomes than single value offers. Therefore, shrewd use of range offers can benefit negotiators.

Contact: [cwbauman@uci.edu](mailto:cwbauman@uci.edu)

### **When Do People Waste Resources to Maintain Equality?**

*Choshen-Hillel, Shoham (University of Chicago); Shaw, Alex (University of Chicago); Caruso, Eugene M. (University of Chicago)*

Equity and efficiency are central principles guiding resource allocation. Abundant evidence suggests that when these principles are in conflict, people's preference for equity outweighs their preference for efficiency. We suggest that this preference for equity is reduced when allocators would be putting themselves (rather than others) at a relative disadvantage. The results of five studies show that relatively disadvantaged parties are less concerned than third parties about appearing partial, and therefore are relatively more likely to endorse efficient inequity. Our findings suggest a counter-intuitive policy implication: Voters may make more efficient decisions when they are disadvantaged by the allocation process. Contact: [shoham@uchicago.edu](mailto:shoham@uchicago.edu)

### **The Friendly Taking Effect: When Interpersonal Closeness Leads to Seemingly Selfish Choice**

*Tu, Yanping (University of Chicago); Shaw, Alex (University of Chicago); Fishbach, Ayelet (University of Chicago)*

Five studies documented the "friendly taking effect" in allocating resources for the self and other: Interpersonal closeness increased preference for a self-benefiting resource allocation when this allocation also had greater benefits for the self and other in total (e.g., "50x for self + 30x for other" was preferred over "30x for self + 40x for other"). We show that this taking behavior is driven by a friendly intention (i.e., concern for the total-benefit), as indicated by cognitively focusing more on (e.g., acquire, remember) information on the total-benefit and considering total-benefit more important when the other is perceived to be closer.

Contact: [yanping.tu@chicagobooth.edu](mailto:yanping.tu@chicagobooth.edu)

#### **Session #4 Track I: Resource Scarcity – Westin - Salon C – Saturday 3:15pm – 4:45pm**

##### **Thinking about Scarcity**

*Shah, Anuj K. (University of Chicago Booth School of Business); Mullainathan, Sendhil (Harvard University); Shafir, Eldar (Princeton University)*

Recent research on scarcity has highlighted how it undermines (or even improves) certain cognitive capacities (i.e., limiting bandwidth, constraining attention). But here we focus on how scarcity qualitatively alters the content of cognition. We find that when facing scarcity, people organize their world differently. Seemingly unrelated items start to feel more similar if they place demands on limited budgets. Thoughts about costs become difficult to suppress. And, in general, scarcity becomes top-of-mind.

Contact: [anuj.shah@chicagobooth.edu](mailto:anuj.shah@chicagobooth.edu)

##### **When Those Who Have the Least Spend the Most: Understanding the Relationship between Resource Scarcity, Socioeconomic Status and Materialism**

*Roux, Caroline (Northwestern University, Kellogg School of Management); Goldsmith, Kelly (Northwestern University, Kellogg School of Management); Blair, Sean (Northwestern University, Kellogg School of Management); Kim, Jung Kyun (Northwestern University, Kellogg School of Management)*

The current research examines the factors that promote materialism among lower-socioeconomic status (SES) consumers, as well as the psychological processes underlying these effects. We argue that consumers become more materialistic when resource scarcity is made salient and that this effect varies as a function of consumers' SES, such that the effect is more pronounced for consumers who are lower, rather than higher, in SES. Our findings further suggest that rather than being a chronic trait of lower-SES consumers, materialism may instead be an attempt to cope with feelings of low control stemming from reminders of resource scarcity.

Contact: [croux@kellogg.northwestern.edu](mailto:croux@kellogg.northwestern.edu)

##### **Cognitive and Behavioral Consequences of Time Scarcity**

*Zhao, Jiaying (University of British Columbia)*

Resource scarcity poses difficult challenges on the mind. Here we examine how time scarcity impacts cognition and behavior. A decline in cognitive function was found in undergraduate students before the final exam (study 1). To explain this finding, we manipulated time scarcity, where participants considered how to incorporate an incident into their schedule, while performing cognitive tasks.

Performance was worse when participants tried to incorporate a time-consuming incident (study 2). Moreover, we observed reduced recycling accuracy before the final exam (study 3), which is mediated by cognitive function (study 4). A novel account of behaviors under time scarcity is provided. Contact: [jalinarter@gmail.com](mailto:jalinarter@gmail.com)

##### **A Dollar Saved Is Not a Dollar Earned: Financial Deprivation Shifts Focus from Saving to Earning**

*Sharma, Eesha (Dartmouth College); Keller, Punam A. (Dartmouth College)*

Regardless of wealth, many people do not save. The current work examines how subjective financial well-being may affect saving decisions. Five studies suggest that financial deprivation shifts focus from saving opportunities to earning opportunities, and that this effect is driven by the perception that earning more now rather than saving more now provides greater future financial security. This effect is attenuated when (1) savings are reframed as earnings, and (2) the perceived link between earning and financial security is weakened. Contact: [eesha.sharma@tuck.dartmouth.edu](mailto:eesha.sharma@tuck.dartmouth.edu)

#### **Session #4 Track II: Learning, Experience, and Feedback 2 – Westin - Salon D – Saturday 3:15pm – 4:45pm**

##### **Learning To Predict Success in Competitions: Experience, Framing, and Heuristics**

*Soyer, Emre (Ozyegin University); Hogarth, Robin M. (Universitat Pompeu Fabra)*

People make errors in assessing probabilities of winning when entering competitions. However, can they learn to make accurate assessments if provided with immediate, accurate feedback? In two experiments, we found only modest levels of learning. In a third experiment, we reframed the problem by asking participants to assess the ability levels necessary to win competitions for given probabilities of winning. In this format, people do exhibit significant learning. We speculate on why the reframed problem leads to better learning and also explore simple heuristics to assess probabilities of winning. These outperform the participants in our experiments. Contact: [robin.hogarth@upf.edu](mailto:robin.hogarth@upf.edu)

## **Hot Hand or Hot Stove? How Poker Players Respond to Just and Unjust Wins and Losses**

*Siler, Kyle (University of Toronto)*

This article analyzes online poker players to gauge effects of luckiness on decision-making. Data on behavior and monetary outcomes are compiled for 1,065 players. In poker, intelligent gambles yield a just win or an unjust loss; poor investments an unjust win or just loss. Winning players exhibited strategic consistency, as their results and behaviors showed little variability following wins and losses. However, skilled players exhibited relative difficulty following unjust losses. In contrast, less-skilled players played aggressively following losses and less aggressively following wins. Winning may be pyrrhic for less-skilled players, as they performed more poorly after wins, particularly when unjust. Contact: [ksiler@gmail.com](mailto:ksiler@gmail.com)

## **Information versus Reward in a Changing World**

*Navarro, Daniel J (University of Adelaide); Newell, Ben R. (University of New South Wales); Schulze, Christin (University of New South Wales)*

How do people solve the explore-exploit trade-off in a changing environment? We examine an "observe or bet" task in which participants can either observe outcomes but forego the opportunity to receive a reward, or bet and forego feedback. In computerized and physical (card decks) versions people observe more often than a rational analysis would prescribe. This tendency is captured by a Bayesian model that assumes the rate of change in the environment is higher than the true rate. We discuss the asymmetric consequences of assuming a changing world when it is static versus an unchanging world when it is dynamic.

Contact: [ben.newell@unsw.edu.au](mailto:ben.newell@unsw.edu.au)

## **Maximization, Learning and Economic Behavior**

*Erev, Ido (Technion); Roth, Alvin E. (Stanford Univ.)*

Review of the most influential inventions and discoveries in the social sciences reveals an apparent inconsistency. Many of the successful inventions can be described as methods to reduce social conflicts under the assumption that people maximize expected return, while the most interesting discoveries highlight deviations from maximization. We try to clarify this pattern with the hypothesis that the success of "maximization-based" inventions reflects the fact that they create incentive structures that facilitate learning to maximize payoff. The value of this hypothesis is demonstrated in studies of the basic properties of decisions from experience, and their relationship to successful social inventions. Contact: [erev@tx.technion.ac.il](mailto:erev@tx.technion.ac.il)

## **Session #4 Track III: Impression Management – Westin - Barcelona/Casablanca – Saturday 3:15pm – 4:45pm**

### **Clicktivism or Slacktivism? Impression Management and Moral Licensing**

*Cornelissen, Gert (Universitat Pompeu Fabra, Barcelona); Karelaia, Natalia (INSEAD, France); Soyer, Emre (Ozyegin University, Turkey)*

Social media and online activism programs provide ample opportunity to engage in "clicktivism", i.e., expressing moral concern symbolically, at a negligible cost. We propose that engaging in such symbolic activism may undermine individuals' motivation to engage in more tangible other-regarding behavior. We further suggest that impression management concerns explain the effect. Three studies provide support for this effect. Overall, our results suggest that clicktivism can easily turn into "slacktivism."

Contact: [gert.cornelissen@upf.edu](mailto:gert.cornelissen@upf.edu)

### **Humorous Complaining**

*McGraw, A. Peter (University of Colorado Boulder); Warren, Caleb (Texas A & M University); Kan, Christina (University of Colorado Boulder)*

Although complaints document dissatisfaction, some make good comedy. Consistent with the belief that humor is beneficial, we show that humorous complaining helps people who want to warn, entertain, and make a favorable impression on others. Drawing on the benign violation theory, which suggests that humor arises from things that are wrong yet okay, our studies also explain 1) why humor more commonly arises from complaints than praise, and 2) how humor can hurt the complainer. Because humor suggests that a dissatisfying situation is okay, complaining humorously hurts people who want to garner sympathy or motivate others to right a wrong.

Contact: [peter.mcgraw@colorado.edu](mailto:peter.mcgraw@colorado.edu)

### **Quitting: The Downside of Great Expectations in Competitions**

*Tuckfield, Bradford (The Wharton School, University of Pennsylvania); Dietvorst, Berkeley (The Wharton School, University of Pennsylvania); Milkman, Katherine L. (The Wharton School, University of Pennsylvania); Schweitzer, Maurice E. (The Wharton School, University of Pennsylvania)*

Competition is pervasive. Though prior work has highlighted the benefits of being a favorite (a competitor expected to win), we identify a significant drawback. When competitors confront a probable loss, favorites quit competitions at a discontinuously higher rate than underdogs to manage impressions. By quitting, favorites create ambiguity about the underlying cause of their poor performance. We employ a regression discontinuity design with a dataset of 328,425 professional tennis matches to show that favorites who are losing are significantly more likely to quit than underdogs who are losing. We also conduct interviews with athletes to provide support for our theory. Contact: [bradfordtuckfield@gmail.com](mailto:bradfordtuckfield@gmail.com)

### **Impact Aversion: Agency Failure and Decision Bias at High Stakes**

*Green, Etan (Stanford University Graduate School of Business); Daniels, David (Stanford University Graduate School of Business)*

Incentives are thought to solve principal-agent problems and to reduce decision biases. We test these propositions by analyzing over a million decisions made by Major League Baseball umpires. Even though MLB directs and incentivizes umpires to apply a consistent decision rule, we find that every umpire reveals a large aversion to choices that would more strongly change the expected outcome of the game. This impact aversion represents both an agency failure and a decision bias, and it results in distortions that increase with the stakes. Contact: [eagreen@stanford.edu](mailto:eagreen@stanford.edu)

### **Session #5 Track I: Financial Decision Making – Westin - Salon C – Saturday 5:15pm – 6:45pm**

#### **A Fourfold Portrait of Consumer Financial Health**

*Erner, Carsten (UCLA); Fox, Craig R. (UCLA); Chalekian, John S. (CCRI); De La Rosa, Gabriel (CCRI); Trepel, Christopher (CCRI)*

We sought to better understand consumer financial well-being by examining its objective and subjective dimensions over time. We surveyed participants from the general US population in two waves, 1.5 years apart, and find that the objective dimension (prime vs. subprime credit score) and the subjective dimension (positive vs. negative perception of one's financial situation) define four distinct categories of consumer financial health (unconflicted prime, worried prime, unconflicted subprime, complacent subprime). Membership in each of these categories reveals distinct profiles of decision theoretic measures, personality traits and other individual differences, and predicts movement in credit score over time. Contact: [carsten.erner@anderson.ucla.edu](mailto:carsten.erner@anderson.ucla.edu)

#### **What Do People Think About When Generating Subjective Probabilities? A Study of Five Health and Financial Outcomes**

*Chin, Alycia (Carnegie Mellon University); Bruine de Bruin, Wandi (Carnegie Mellon University and University of Leeds)*

Perceptions of probability are thought to be central to decision making. National economic surveys such as the Health and Retirement Study therefore ask participants questions about their perceived probability of working full-time at age 65 or living until certain ages. However, economists question how people form these probabilistic beliefs. In think-aloud interviews and follow-up surveys, we find that respondents spontaneously consider many event-specific factors when generating subjective probabilities. However, they also consistently refer to affect, knowledge, and control - factors which systematically predict probabilities across questions. We draw comparisons to classic JDM theories of probability and risk. Contact: [alyciachin@cmu.edu](mailto:alyciachin@cmu.edu)

#### **Sound Credit Scores and Financial Decisions despite Cognitive Aging**

*Li, Ye (UC Riverside); Gao, Jie (Columbia University); Enkavi, A. Zeynep (Columbia University); Zaval, Lisa (Columbia University); Weber, Elke U. (Columbia University); Johnson, Eric J. (Columbia University)*

Age-related deterioration in cognitive ability may compromise the ability of older adults to make financial decisions. We explore whether knowledge and expertise accumulated from past decisions can offset cognitive decline to maintain decision quality over the lifespan. Using a unique dataset that combines measures of cognitive ability (fluid intelligence) and of general and domain-specific knowledge (crystallized intelligence), credit report data, and other measures of decision quality, we show that domain-specific knowledge and expertise provide an alternative route for sound financial decisions. In sum, cognitive aging does not spell doom for decision-making in domains in which the decision-maker has developed expertise. Contact: [yeli23@gmail.com](mailto:yeli23@gmail.com)



## **Pseudo Diversification in the Stock Market: Biases in Judgments of Investment Portfolios**

*Ayal, Shahr (Interdisciplinary Center (IDC) Herzliya); Amit, Assaf (Tel Aviv University); David Disatnik (Tel Aviv University); Dan Zakay (Interdisciplinary Center (IDC) Herzliya)*

This research examines situations in which individuals' perceptions of diversification lead them to suboptimal financial decisions. We conducted three studies in which participants were required to choose from investment portfolios with different types of securities. The findings revealed three systematic errors concerning diversification of investment portfolios: (1) a biased perception of multiplicity (i.e., the number of securities in the portfolio), (2) a biased perception of distinctiveness (i.e., the correlations between the securities that form the portfolio), and (3) a preference for over-diversification after being exposed to past information on gains but under-diversification after being exposed to past information on losses. Contact: [s.ayal@idc.ac.il](mailto:s.ayal@idc.ac.il)

## **Session #5 Track II: Groups and Opinion Aggregation – Westin - Salon D – Saturday 5:15pm – 6:45pm**

### **More Heads Choose Better Than One: Group Decision Making Eliminates Probability Matching**

*Schulze, Christin (University of New South Wales); Newell, Ben R. (University of New South Wales)*

Probability matching exemplifies a striking failure to adhere to the normative rational strategy in sequential choice. We demonstrate that this fallacy is eradicated entirely by gathering individual decision makers into small groups. Our results provide novel evidence that the proverbial two (or more) heads collectively forming a group choose as accurately as the best individuals and outperform everyone else in repeated choice. The observed group decision making advantage sustained beyond the actual choice task and aided decision makers' post-task strategy evaluations. These findings bear great practical relevance to surmount error prone intuitive fallacies in myriad everyday decisions. Contact: [c.schulze@unsw.edu.au](mailto:c.schulze@unsw.edu.au)

### **Eliciting and Aggregating Forecasts When Information is Shared**

*Palley, Asa B. (Duke University, The Fuqua School of Business); Soll, Jack B. (Duke University, The Fuqua School of Business)*

Shared information greatly limits the ability of the wisdom of crowds to improve forecast accuracy. We propose augmenting the standard elicitation procedure so that individuals also guess how others will respond. We develop an aggregation method called pivoting, which uses these responses to remove shared-information bias from the crowd forecast. We discuss the results of four studies that test the assumptions of the elicitation method and examine the accuracy of the aggregate forecasts. Overall, the data suggest that the pivoting method can accurately identify the extent to which information is shared and significantly outperforms the simple crowd average. Contact: [asa.palley@duke.edu](mailto:asa.palley@duke.edu)

### **Trading Strategies and Market Microstructure: Evidence from a Prediction Market**

*Rothschild, David (Microsoft Research); Sethi, Rajiv (Columbia)*

We examine transaction-level data for all trades (nearly 300,000 over 6,300 users), in a set of election-related contracts, in a real-money prediction market. We identify trading strategies that range from arbitrage with low and fleeting directional exposure to strategies involving large accumulated positions. First, most traders and trades are consistently long in a single direction, unlike the information traders in standard models. Second, we present evidence suggestive of market manipulation by a single large trader. These markets are still accurate; information finds its way into prices through the activities of traders who are generally biased in one direction or another. Contact: [david@researchdmr.com](mailto:david@researchdmr.com)

### **Recommender Systems: The Rise of Algorithms**

*Yeomans, Mike (Chicago Booth); Shah, Anuj (Chicago Booth); Mullainathan, Sendhil (Harvard); Kleinberg, Jon (Cornell)*

Before making choices, we often seek out recommendations, especially from people who share our preferences or know us well. More recently, recommendation algorithms have come to stand in for human recommenders. These algorithms might be more efficient, but are they more accurate? In a series of studies, we show that people believe the best recommendations will come from other people. However, recommendation algorithms consistently offer better advice than strangers, close friends, or even spouses. Because human and algorithmic recommendations stem from different types of information, we discuss how they can be combined to improve how recommendations are made. Contact: [mk.yeomans@gmail.com](mailto:mk.yeomans@gmail.com)

## **Session #5 Track III: Moral Judgement – Westin - Barcelona/Casablanca – Saturday 5:15pm – 6:45pm**

### **Money Laundering: Reducing Guilt by Disassociation**

*Imas, Alex (Carnegie Mellon University); Morewedge, Carey K (Boston University); Loewenstein, George (Carnegie Mellon University)*

We propose a novel psychological motivation for money laundering--exchanging cash obtained through unethical means for "clean money." We suggest that people exchange "dirty money" for "clean money" to psychologically dissociate the cash from its original source and mitigate consequences of its source associations. We report three experiments whose results suggest that a physical exchange does indeed dissociate unethically obtained gains from their source (mitigating source effects), and that people strategically pursue such money laundering opportunities. Contact: [morewedge@gmail.com](mailto:morewedge@gmail.com)

### **Does Incidental Disgust Amplify Moral Judgment? A Meta-Analytic Review of Experimental Evidence**

*Landy, Justin F. (University of Pennsylvania); Goodwin, Geoffrey P. (University of Pennsylvania)*

We meta-analyzed all available studies, published and unpublished, of the amplifying effect of incidental disgust on moral judgment. We found a small but significant effect, but also evidence of publication bias. Studies in which disgust was induced using gustatory or olfactory primes showed larger effects than studies that used other types of disgust inductions, and purity violations did not show a larger effect than other sorts of transgressions. We discuss overlooked confounds in this literature, and conclude that our meta-analysis establishes an upper bound on the size of the amplifying effect of disgust on moral judgment. Contact: [landyj@psych.upenn.edu](mailto:landyj@psych.upenn.edu)

### **How Thinking in a Foreign Language Influences Moral Judgment**

*Geipel, Janet (University of Trento); Hadjichristidis, Constantinos (University of Trento); Surian, Luca (University of Trento)*

We investigated whether and how moral judgment is influenced by the language in which the information is presented. Participants judged the moral wrongness of several offensive-but-harmless actions, such as consensual incest, either in a foreign language or in their native tongue. We predicted that foreign language would promote a shift in focus from the action to its harmless outcomes. Consistent with this hypothesis, we found that foreign language led to less severe moral judgments. This effect was mediated by an attenuation of emotions. We discuss these findings in terms of dual-process theories of moral judgment and draw practical implications. Contact: [janet.geipel@unitn.it](mailto:janet.geipel@unitn.it)

### **Crime... and Punishment? The Effects of Context on Signal Strength and the Consequences for Condemnation**

*Goldsmith, Kelly (Kellogg); Hershfield, Hal E. (UCLA)*

It has been widely recognized that people attempt to justify their behavior, especially when the behavior is self-indulgent and/or violates a personal goal. However, far less is known about if and how individuals might pro-actively utilize elements of the behavioral context in an effort to justify their indiscretions to others a priori. We present nine studies demonstrating that observers' likelihood of condemning an individual for a behavioral indiscretion can vary as a function of largely irrelevant contextual factors, and provide evidence for a shift in signal strength as the underlying mechanism. Contact: [kelly-goldsmith@kellogg.northwestern.edu](mailto:kelly-goldsmith@kellogg.northwestern.edu)

## **SUNDAY NOVEMBER 23, 2014**

### **Rooms – Westin - Salon C, Salon D, Barcelona/Casablanca**

## **Session #6 Track I: Affective Decision Making – Westin - Salon C – Sunday 10:30am – 12:00pm**

### **Lay Rationalism: Individual Differences in Using Reason versus Feelings to Guide Decisions**

*Hsee, Christopher (University of Chicago); Yang, Yang (Carnegie Mellon University); Zheng, Xingshan (Shanghai Jiao Tong University); Wang, Hanwei (Shanghai Jiao Tong University)*

People have a lay notion of rationality--using reason rather than feelings to guide decisions. Yet individuals differ in the degree to which they actually base their decisions on reason versus feelings. The present research (a) introduces the construct of lay rationalism to capture this individual difference variable and distinguishes it from other individual-difference variables, (b) develops a short and easy-to-implement scale to measure lay rationalism and demonstrates the validity and reliability of the scale, and (c) shows that lay rationalism can predict a variety of consumer-relevant behaviors, including product preferences, savings decisions, and donation behaviors. Contact: [chris.hsee@chicagobooth.edu](mailto:chris.hsee@chicagobooth.edu)

## **Matchmaking Promotes Happiness**

*Anik, Lalin (Duke University Fuqua School of Business); Norton, Michael (Harvard Business School)*

Four experiments examine the psychology underlying the proclivity to play "matchmaker." We show that matching others with the goal of creating connections leads to greater happiness and is more intrinsically rewarding than other tasks. We also document "need for closure" is a critical moderator of the rewarding nature of matchmaking. We discuss how connecting others creates capital at the level of the individual (increased happiness) while simultaneously creating social capital at the level of the group (more densely connected social networks). Contact: [lalin.anik@duke.edu](mailto:lalin.anik@duke.edu)

## **Pain & Preferences: Observed Decisional Conflict & the Convergence of Preferences**

*Schrift, Rom Y. (The Wharton School, University of Pennsylvania); Amar, Moty (Ono Academic College)*

Decision-making often entails conflict and agony. In many situations the symptoms of decisional-conflict are conspicuous. This paper demonstrates that observing an actor's choice-conflicted makes the observer's preferences converge to those of the actor. For example, in one experiment, participants' real monetary donations converged to those of a confederate that agonized over the decision. Five studies demonstrate that this effect is triggered by a greater sense of empathy and identification with the conflicted actor. Thus, we explore an understudied aspect of social-influence, namely, how observing others' decision-making process (e.g., decisional-conflict), as opposed to observing just its outcome, shapes observers' preferences. Contact: [roms@wharton.upenn.edu](mailto:roms@wharton.upenn.edu)

## **The Flight from Falsifiability: On the Appeal and Construction of Untestable Beliefs**

*Campbell, Troy (Duke University); Freisen, Justin (York University); Kay, Aaron (Duke University)*

Falsifiability and empirical testability are tenants of scientific inquiry, rational thought, proper public policy, and justified societal change. However we find people often resist the concept of falsifiability, including situations where falsifiability is logically relevant, useful, and important on a societal level. Specifically, we find people often desire to view certain issues and desirable beliefs as unfalsifiable and not empirically testable (the "defensive" function of unfalsifiability) and further they end up enjoying certain beliefs more and holding these beliefs with more polarized conviction when such beliefs are seen as relatively more unfalsifiable and empirically untestable (the "offensive" function of unfalsifiability). Contact: [tcampbell@gmail.com](mailto:tcampbell@gmail.com)

## **Session #6 Track II: Overconfidence & Misconceptions of Chance – Westin - Salon D – Sunday 10:30am – 12:00pm**

### **Functional overconfidence: Need for informativeness drives excessive confidence in advice**

*Hurwitz, Mordechai (Ben Gurion University of the Negev); Haran, Uriel (Ben Gurion University of the Negev); Moran, Simone (Ben Gurion University of the Negev)*

Prior research suggests that when providing judgments in social contexts, judges consider needs and constraints related to the communication between them and their judgments' recipients. These factors may be inconsistent with the motivation to maximize the judgment accuracy and calibration. Our research tests whether the influence of such communication constraints depends on the role of the judgment as a decision aid to its recipient. We find that when judgments are to be used as advice for a decision, judges tend to assign more extreme confidence to their high likelihood estimates than when these estimates are produced as mere opinion. Contact: [simone@bgu.ac.il](mailto:simone@bgu.ac.il)

### **Is Overconfidence Advantageous to Credibility? Resolving the Debate**

*Tenney, Elizabeth R. (University of Utah)*

Scholars agree that decision makers are attracted to confidence. There is conflicting opinion about overconfidence. Some say overconfidence, even when discovered, garners influence from onlookers. Others posit overconfidence is beneficial only when it goes undetected. The current studies resolve the discrepancy by unconfounding effects of overconfidence from confidence. Participants received information about their own or another's calibration and decided whether to use that information to make decisions. Overconfidence was separated from confidence statistically (Studies 1-2) or experimentally (Study 3). Overconfidence, when detected, was detrimental to advisors' credibility, but only when isolated from effects of confidence. Contact: [eliz.tenney@gmail.com](mailto:eliz.tenney@gmail.com)

### **Insight Into the Process Behind Overconfidence: How Laypeople Make Forecasts from Experienced Frequencies**

*Goldstein, Daniel G (Microsoft Research); Rothschild, David (Microsoft Research)*

People routinely make forecasts from observed distributions of events. We provided laypeople samples of either 10, 100, or 200 draws from six distributions and asked them to create expected samples of size 10, 100 or 200 using a graphical "histogram building" tool that records the order in which each unit of probability is placed into the answer. The method gives insight into how confidence changes with time and the size of mental samples. We see overconfident (too narrow) distributions disappear as people provide more samples, suggesting a plausible account of why stated intervals are famously too narrow. Contact: [Dan@Dangoldstein.com](mailto:Dan@Dangoldstein.com)

## **Misconceptions of Chance: Evidence from an Integrated Experiment**

*Benjamin, Daniel (Cornell); Moore, Don (UC Berkeley); Rabin, Matthew (UC Berkeley)*

This paper describes results of an incentivized experiment investigating biases that jointly imply logically inconsistent beliefs about random samples. We find simultaneous evidence for the gambler's fallacy, for support theory, and for partition dependence. At the same time, we strongly confirm earlier findings of "Non-Belief in the Law of Large Numbers": people vastly exaggerate the likelihood that 1,000-flip samples that would deviate substantially from 50% heads. Because responses to separate questions from the same individuals are logically inconsistent, our experiment rules out a number of alternative, rational interpretations of reported beliefs. Contact: [dmoore@haas.berkeley.edu](mailto:dmoore@haas.berkeley.edu)

## **Session #6 Track III: Goals and Performance – Westin - Barcelona/Casablanca – Sunday 10:30am – 12:00pm**

### **The Effects of an Emergency Reserve on Goal Performance**

*Sharif, Marissa A. (UCLA Anderson School of Management); Shu, Suzanne B. (UCLA Anderson School of Management)*

Building off a framework of goals as reference points, we demonstrate that including explicitly defined emergency reserves within goals can improve performance by 1) increasing motivation and 2) increasing persistence through reducing the negative emotion associated with failures. Study 1 demonstrates that participants share our intuitions about the effects of emergency reserves. Study 2 demonstrates that participants with reserves are more motivated in a monotonous typing task than participants without reserves. Lastly, Study 3 demonstrates that participants with reserves are more likely to complete a goal that requires persistence over time than participants without reserves. Contact: [marissa.sharif.2016@anderson.ucla.edu](mailto:marissa.sharif.2016@anderson.ucla.edu)

### **Can Preparing for Failure Reduce the Probability of Success?**

*Shin, Jihae (Wisconsin School of Business); Milkman, Katherine L. (The Wharton School)*

While making a backup plan is commonly assumed to be a wise strategy when a decision maker faces high uncertainty and risk, we show that it can also have negative consequences. Specifically, in this paper, we examine whether and how making a backup plan reduces a decision maker's effort towards her primary goal. Across three studies, we show that making a backup plan can indeed reduce the effort a decision maker exerts to achieve her primary goal. This research provides a fresh perspective on how plan-making influences goal pursuit, highlighting one previously unexplored negative consequence of planning. Contact: [jshin@bus.wisc.edu](mailto:jshin@bus.wisc.edu)

### **Loss attention in a dual task setting**

*Yechiam, Eldad (Technion - Israel Institute of Technology); Hochman, Guy (Duke University)*

Using the dual task paradigm, we examined whether the positive effect of losses on performance is mediated by attentional processes. In Study 1, decision performance was compared for a task involving gains or losses, performed alone or as a secondary task. The results showed a significant 40% improvement in performance in the loss condition, but only under resource scarcity, when the task was secondary. In Study 2 the same task was presented as a primary task. Again, losses were associated with improved secondary task performance. Since this secondary task did not include losses, these findings demonstrate an attentional spillover effect. Contact: [yeldad@tx.technion.ac.il](mailto:yeldad@tx.technion.ac.il)

### **People Underestimate the Value of Persistence for Creative Performance**

*Lucas, Brian (Northwestern University); Nordgren, Loran (Northwestern University)*

Four studies investigated the prediction that people underestimate the value of persistence for creative performance. In Studies 1-3 people underestimated how productive they would be while persisting on a range of creative tasks. This effect was attenuated in non-creative tasks (Study 2) and ideas generated while persisting were higher quality than those generated initially (Studies 1-2). Feelings of cognitive disfluency experienced after initial idea generation accounted for the effect (Studies 3) and predicted whether people chose to forgo an opportunity to persist, resulting in lower financial performance (Study 4). Results suggest people undervalue and underutilize persistence in everyday creative problem-solving. Contact: [brian.lucas85@gmail.com](mailto:brian.lucas85@gmail.com)

## **Session #7 Track I: Markets and Consumers – Westin - Salon C – Sunday 2:30pm – 4:00pm**

### **Product Retention in Consumer Choice**

*Weiss, Liad (University of Wisconsin-Madison); Bartels, Dan (University of Chicago)*

People regularly make choices about products they already own (e.g., which of two pairs of shoes bought through Zappos.com to retain). However, decision research has focused on cases where choice precedes ownership (acquisition), whereas cases where choice follows ownership (retention) remains understudied. Four studies demonstrate that in product retention (vs. acquisition) people give more weight to person-related features---features people can identify with (e.g., smartness)---rather than to product-related features, which people cannot identify with (e.g., durability). We explore the possibility that this effect ensues because it is easier for people to process person-related information about owned (vs. unowned) objects. Contact: [lweiss@bus.wisc.edu](mailto:lweiss@bus.wisc.edu)

### **Jeopardy: The Beat-the-Incumbent Choice Process**

*Liu, Wendy (UCSD); Simonson, Itamar (Stanford)*

We examine a choice process that might be used to make a selection among a larger set of options. In the process called Beat-the-Incumbent (BI), in which preference is built gradually through always comparing next options to the incumbent best-so-far, we find that the dual presence of preference instability and preference affirmation play key, and opposing, roles in determining option selection. Specifically, we find that in this choice process, options introduced late are the most advantaged, and the options introduced in the middle the most disadvantaged. Implications for understanding preferences in larger choice sets are discussed. Contact: [wendyliu101@hotmail.com](mailto:wendyliu101@hotmail.com)

### **The Behavioral and Economic Impact of Tragedy: Evidence from Restaurants After Mass Shootings in America**

*Snow, Daniel (Brigham Young University); Pierce, Lamar (Washington University in St. Louis);*

This paper examines the impact of tragedies on market demand and social behavior. Using detailed transaction data from over 1200 restaurants, we employ regression discontinuity models based on the exogenous shocks of 15 mass shootings in the United States over the course of three years. Our models find significant negative shocks to consumer demand: total revenue, total customers, and average customer expenditures. We also observe social effects in decreased tipping, smaller dining parties, and reduced employee theft. The impacts are much more pronounced in close proximity to the tragedies. Contact: [pierce@wustl.edu](mailto:pierce@wustl.edu)

### **Selling Out: Producer Motives in Markets for Art**

*Bhattacharjee, Amit (Dartmouth College); Berman, Jonathan Z. (London Business School); Dana, Jason (Yale University); Mellers, Barbara (University of Pennsylvania)*

Producers are often evaluated favorably for changing their products to meet consumer needs, but there may be important exceptions. Four studies identify a fundamental distinction between markets for commercial and artistic products. For commercial products, changing in response to consumer demand increases expected quality. In contrast, for artistic products, changing in response to any external demands, even those of expert art critics, reduces expectations of quality. Doing so is regarded as selling out, or compromising standards of artistic integrity for external rewards. Artistic quality is thought to result from pursuing internal artistic standards and ignoring external demands. Contact: [amit.k.bhattacharjee@gmail.com](mailto:amit.k.bhattacharjee@gmail.com)

## **Session #7 Track II: Confidence and Uncertainty – Westin - Salon D – Sunday 2:30pm – 4:00pm**

### **Known Unknowns Determine Confidence and Calibration**

*Walters, Daniel J. (UCLA Anderson School of Management); Fox, Craig R. (UCLA Anderson School of Management); Fernbach, Philip M. (Leeds School of Business, University of Colorado); Sloman, Steven A. (Brown University)*

Knowledge of what we know and don't know is a critical input for confidence judgments. In five studies we demonstrate people use known unknowns (i.e., judgment-relevant facts that are known to be unknown) as direct inputs to confidence judgments. We find that less sensitivity to known unknowns is associated with greater overconfidence and lower measures of meta-knowledge. We contrast our account with previous accounts that conceive of confidence as a function of evidence for focal versus alternative hypotheses, and find that known unknowns play a distinct and perhaps more fundamental role in determining confidence. Contact: [daniel.j.walters@gmail.com](mailto:daniel.j.walters@gmail.com)



## **Not by Desire Alone: Cognitive Consistency Contributes to the Desirability Bias**

*Russo, J. Edward (Cornell University); Corbin, Jonathan (Cornell University)*

The desirability bias, or wishful thinking, is the unwarranted elevation of the predicted likelihood of a desired event, such as overpredicting the victory of a favorite sports team. A study using NCAA basketball games tested whether this bias might be partly caused by the desire for cognitive consistency, presumably through moving the prediction toward greater agreement with the preference. Activating the goal of cognitive consistency increased the desirability bias, but only when participants stated their preferences before making predictions. When predictions were given first, enabling participants' subsequent preferences to be consistent with their predictions, the desirability bias was reduced. Contact: [jer9@cornell.edu](mailto:jer9@cornell.edu)

## **Making Detailed Predictions Makes Predictions Worse**

*Kelly, Theresa F. (University of Pennsylvania); Simmons, Joseph P. (University of Pennsylvania)*

Predictions are worse when forecasters think of an event as unique ("inside-view" forecasting) than as one case in a class of many similar events ("outside-view" forecasting). Thus, anything that focuses forecasters on an event's unique features should promote inside-view thinking, making predictions worse. Across 20 experiments, 11,346 participants, and 388,652 incentivized predictions of sports events, we find that eliciting specific predictions (e.g., "What will the final score be?") yields worse predictions of the game's winner than eliciting general predictions (e.g., "Who will win?"). Making specific predictions also increases predictions of admittedly unlikely outcomes, a marker of an inside-view, this-time-will-be-different mentality. Contact: [thekelly@wharton.upenn.edu](mailto:thekelly@wharton.upenn.edu)

## **The Power of Uncertainty**

*Shen, Luxi (Chinese University of Hong Kong); Hsee, Christopher K. (University of Chicago); Fishbach, Ayelet (University of Chicago)*

Life is full of uncertainty. We document a counter-normative and counter-intuitive effect that people are more likely to repeat an activity if its outcome is uncertain than if it is certain. In a series of studies involving real consequences, we find uncertain payment increases task persistence, and uncertain promotions and prices increase purchase persistence, even if the uncertain outcomes are normatively dominated by the certain alternatives. We explain the findings in terms of curiosity: uncertainty induces curiosity and curiosity drives behavior. Our research enriches the JDM literature on choice under uncertainty. Contact: [luxi.shen@chicagobooth.edu](mailto:luxi.shen@chicagobooth.edu)

## **Session #7 Track III: Social Perception – Westin - Barcelona/Casablanca – Sunday 2:30pm – 4:00pm**

### **Responsibility Judgments of Wins and Losses in the 2013 Chess Championship**

*Nordbye, Gro Hege Haraldsen (University of Oslo); Teigen, Karl Halvor (University of Oslo)*

Seven samples of lay people and experts made causal responsibility judgments for four hypothetical outcomes (large and small loss/win for each player) of the World Chess Championship in 2013. The winner was viewed as more responsible than the loser, especially for outcomes with large margins. An effect of focal player was also observed, as the Norwegian challenger Carlsen was more responsible for both losses and wins than Anand. However, when outcomes were framed as Anand's (rather than Carlsen's) wins and losses the effect was reduced or reversed, showing that responsibility judgments are affected by the way outcomes are framed. Contact: [g.h.h.nordbye@psykologi.uio.no](mailto:g.h.h.nordbye@psykologi.uio.no)

### **Mistaking Dissimilar for Dislike: Why We Mispredict Others' Diverse Preferences**

*Barasz, Kate (Harvard Business School); Kim, Tami (Harvard Business School); John, Leslie (Harvard Business School)*

Consumers often hold seemingly antithetical preferences: one may enjoy both classical music and Top 40 pop, rustic lake vacations and chic city getaways. In five studies, we show that while people recognize their own ability to possess diverse and seemingly contradictory preferences, they erroneously believe that others do not. We demonstrate that this prediction error-which we call the preference homogeneity bias-is mediated by a belief that others have a narrower range of tastes than we, ourselves, have. We explore implications for gift-giving, recommendation-taking, and surrogate decision-making. Contact: [kbarasz@hbs.edu](mailto:kbarasz@hbs.edu)

### **Is Advice Taking Bayesian? Preference Similarity Effects on Advice-taking**

*Shen, Hang (University of California Riverside); Li, Ye (University of California Riverside)*

Consumers increasingly depend on online reviews and word-of-mouth to inform their purchase decisions. We posit that the degree to which people take and seek advice from other consumers is affected by how similar the others' preferences seem to their own. One way to assess preference similarity is to explicitly consider preference matching (PM), or the degree to which two people like or dislike the same products/experiences in the past. We show that people incorporate PM into advice-taking, but tend to underestimate the degree of PM. We also introduce a method to compare advice-taking with Bayesian updating as a normative standard. Contact: [mr.hangshen@gmail.com](mailto:mr.hangshen@gmail.com)

## **From Basketball to Politics: Expertise, Covariation Bias, and Extremity of Evaluation**

*Linville, Patricia (Duke University); Fischer, Gregory (Duke University); Zauberman, Gal (University of Pennsylvania)*

How does objective expertise about a judgment domain (basketball, politics) affect the extremity of overall evaluations of individual members of the domain - i.e. the degree to which a person makes large distinctions in their evaluations? In both basketball and politics, we show that those with greater expertise perceive greater variability and less covariation among the features describing members of the domain. We also show that greater perceived variability and covariation of features lead to more extreme evaluations. Finally we find that greater expertise leads to less bias to over perceive evaluatively consistent covariation among features of domain members.

Contact: [linville@duke.edu](mailto:linville@duke.edu)

## **MONDAY NOVEMBER 24, 2014**

### **Rooms – Westin - Salon C, Salon D, Barcelona/Casablanca**

#### **Session #8 Track I: Framing – Westin - Salon C – Monday 9:45am – 11:15am**

##### **The Dynamics of Information Framing: Motivating Energy Conservation Behavior**

*Asensio, Omar I. (UCLA); Delmas, Magali A. (UCLA)*

Little is known about the effect of message framing on conservation behavior over time. In a randomized controlled trial with residential consumers, we test how different messages about household energy use impact the dynamics of conservation behavior down to the appliance level. We find that effectiveness of repeated messages on conservation behavior varies with the framing of these messages. Using a health-based frame, in which consumers consider the human health effects of their marginal electricity use, induced persistent energy savings behavior; whereas using a more traditional cost savings frame, drove sharp attenuation of treatment effects over time. Contact: [omar.asensio@ucla.edu](mailto:omar.asensio@ucla.edu)

##### **Framing, Political Ideology, and Energy Choices**

*Gromet, Dena (The Wharton School, University of Pennsylvania); Kunreuther, Howard (The Wharton School, University of Pennsylvania)*

Framing energy innovations as reducing negative aspects versus increasing positive aspects of energy use interacted with political ideology to influence energy choices. Liberal homeowners were more inclined than conservatives to learn about solar power when "reduce" messages were used; this ideological divergence was lessened with "increase" messages (Studies 1 and 2). This effect is primarily driven by the personal obligation conveyed by reduce messages, which resonates more with liberals than conservatives. Liberal adoption of energy efficiency was negatively affected when combining an increase message emphasizing personal benefit over obligation with the additional benefit of a price discount (Study 3). Contact: [denag@wharton.upenn.edu](mailto:denag@wharton.upenn.edu)

##### **Whether You Are Framed Depends On How You Ask (Yourself): Query Theory and the Asian Disease Problem**

*Crookes, Raymond D. (Columbia University); Wall, Daniel (Columbia University); Johnson, Eric J. (Columbia University); Weber, Elke U. (Columbia University)*

The Asian Disease problem is the canonical example of outcome framing effects in risky choice, yet little is known about the psychological processes giving rise to this phenomenon. In Studies 1 and 2, we demonstrate that, as predicted by query theory, framing of outcomes affects internal search patterns (i.e., query order for support for the safe vs. the risky option), and these patterns mediate the effect of frame on choice. In Study 3, we attenuate the effect of frame on choice by altering the order of queries. Results show how individuals can take steps to inoculate themselves against cognitive biases. Contact: [rc2698@columbia.edu](mailto:rc2698@columbia.edu)

##### **The Offer Framing Effect**

*Mittelman, Mauricio (Universidad Torcuato Di Tella); Andrade, Eduardo B. (Brazilian School of Public and Business Administration, FGV); Chattopadhyay, Amitava (INSEAD); Brendl, Miguel (Kellogg School of Management, Northwestern University)*

Choice of multiple items can be framed as a selection of single offerings (e.g., choice of two individual candy bars) or bundled offerings (e.g., choice of a bundle of two candy bars). In this article, four experiments provide strong evidence that consumers seek more variety when choosing from single than from bundled offerings. The offer framing effect shows that the mechanics of choosing--the way consumers go about making choices of multiple items--affects preferences for variety. The collected data also suggest that the effect is largely due to the single than the bundled offering frame. Contact: [mmittelman@utdt.edu](mailto:mmittelman@utdt.edu)

## **Session #8 Track II: Health and Medicine – Westin - Salon D – Monday 9:45am – 11:15am**

### **Delays in Computing Health Information and Inhibiting Taste Information Independently Influence the Ability to Choose Healthy Foods**

*Hutcherson, Cendri (California Institute of Technology); Sullivan, Nicolette (California Institute of Technology); Rangel, Antonio (California Institute of Technology)*

What makes healthy eating so hard? We hypothesized that part of the problem resides in the slowness with which the brain implements different components of self-control. Using a recently-developed method for dynamically tracking and modeling the decision-process with computer-mouse movements (Sullivan, Hutcherson, Harris, & Rangel, under revision), we find evidence that 1) the brain computes and uses health-related information more slowly; 2) this "health-processing delay" contributes to an initial difficulty in quickly exerting self-control; 3) initial difficulties can be overcome by "changes of mind" that reflect both a gradual enhancement of health-processing and inhibition of taste-processing as decision-time increases. Contact: [chutcher@psych.stanford.edu](mailto:chutcher@psych.stanford.edu)

### **Information Distortion in Medical Diagnosis: Bolstering a Leading Diagnosis or Denigrating its Competitor?**

*Nurek, Martine (King's College London); Kostopoulou, Olga (King's College London); Hagmayer, York (University of Gottingen)*

We investigated the processes underlying predecisional information distortion in diagnostic judgment. Across two samples of family physicians and two methods for measuring distortion, our finding was robust: physicians did not overestimate the extent to which information supported their leading diagnosis ("bolstering") but underestimated its support for the competing diagnosis ("denigration"). Physicians differed in their tendency to bolster vs. denigrate, with a minority exhibiting predominantly bolstering. Theories of cognitive consistency would predict both bolstering and denigration. Our finding of denigration, however, could be specific to physicians, who are trained to exclude competing diagnostic hypotheses rather than confirm a leading one.

Contact: [martine.nurek@kcl.ac.uk](mailto:martine.nurek@kcl.ac.uk)

### **The Impact of Time at Work and Time off from Work on Rule Compliance: The Case of Hand Hygiene in Healthcare**

*Dai, Hengchen (The Wharton School, University of Pennsylvania); Milkman, Katherine L. (The Wharton School, University of Pennsylvania); Hofmann, David A. (The University of North Carolina at Chapel Hill); Staats, Bradley R. (The University of North Carolina at Chapel Hill)*

Analyzing three years of electronic records from 35 hospitals documenting 4,157 healthcare workers' hand hygiene decisions (N = 13.7 million), we show that caregivers' compliance with hand hygiene guidelines drops steadily as their work shifts advance, and this decline is accelerated by increased work intensity. Also, more time off between consecutive work shifts improves compliance, and these boosts are greater for individuals when they ended their preceding shift with a lower compliance rate. These findings highlight how depletion and replenishment can affect an important, real-world behavior with implications for the wellbeing both of the medical professionals studied and their patients. Contact: [Hengchen@wharton.upenn.edu](mailto:Hengchen@wharton.upenn.edu)

### **Improving Decision Making In the Emergency Department with Simple Decision Aids**

*Jenny, Mirjam A. (Max Planck Institute for Human Development) Hertwig, Ralph (Max Planck Institute for Human Development); Bingisser, Roland (University Hospital Basel)*

Patients presenting to emergency physicians (EPs) with nonspecific complaints pose a challenge to the medical decision-making process, and the seriousness of their condition is often misjudged. EPs' judgments and subsequent decisions (e.g., does the patient need immediate care?) thus need to be improved. Using a sample of approximately 1,300 emergency department patients, we developed a fast-and-frugal decision tree (FFT) and compared its ability to predict morbidity with that of 19 state-of-the-art machine learning algorithms. In cross-validation, the FFT performed as well as the best machine learning algorithms. Thus, accurate and user-friendly FFTs could improve decision making in the emergency department. Contact: [jenny@mpib-berlin.mpg.de](mailto:jenny@mpib-berlin.mpg.de)

## **Session #8 Track III: Social Decisions 2 – Westin - Barcelona/Casablanca – Monday 9:45am – 11:15am**

### **Many Hands Make Overlooked Work: Overclaiming of Responsibility Increases with Group Size**

*Schroeder, Juliana (University of Chicago); Caruso, Eugene M. (University of Chicago); Epley, Nicholas (University of Chicago)*

Logically, group members cannot be responsible for more than 100% of the group's output, and yet claims of responsibility routinely sum to more than 100%. This "overclaiming" occurs partly because of egocentrism: People focus on their own contributions more than on others' contributions. We therefore predicted that overclaiming would increase with group size, because larger groups leave more contributions from others to overlook. In four field studies and experiments, we provide evidence for the predicted effect, explore its moderators, and consider its consequences. Members of larger groups may be particularly well-advised to consider other members' contributions before considering their own. Contact: [jschroel@chicagobooth.edu](mailto:jschroel@chicagobooth.edu)

## **The Ties That Bind (Strangers): A Minimal Relationship Is a Necessary Condition for “Irrational” Trust**

*Anderson, Joanna E. (Cornell University); David Dunning (Cornell University); Detlef Fetchenhauer (University of Cologne)*

People typically expect that anonymous peers will, if trusted with money, betray that trust. Despite this cynical belief, they often choose to trust anyway--a seemingly irrational behavior driven by a norm to respect others' moral character regardless of private beliefs (Dunning, Anderson, Schlösser, Ehlebracht, & Fetchenhauer, 2014). Our current work suggests that although people follow this norm--and therefore trust--very early in a relationship, they are not indiscriminately trusting. Across three studies, we found that a minimal relationship exists between truster and trustee by virtue of their pairing, and is necessary for trust to flourish.

Contact: [janderson@cornell.edu](mailto:janderson@cornell.edu)

## **What Is The Matrix? Insider Blindness in Strategy Perception**

*Daniels, David P. (Stanford Graduate School of Business); Nakashima, Nathaniel A. (Stanford Graduate School of Business); Halevy, Nir (Stanford Graduate School of Business)*

Standard game-theoretic models assume the game is common knowledge; small departures from common knowledge can generate dramatic equilibrium outcomes, e.g. self-fulfilling financial crises. Common knowledge implies that agents perceive the game identically. We experimentally investigate the perceived game matrix and find that players, but not third-party "outsiders," perceive fewer options for others than for themselves, contradicting common knowledge. We explain this insider blindness with a behavioral model in which bounded rationality and self-interest cause agents to prioritize consideration of their own strategy sets over other players' strategy sets. Insider blindness implies that an "outside view" can improve strategic decision-making.

Contact: [ddaniels@stanford.edu](mailto:ddaniels@stanford.edu)

## **The Winner Takes it All**

*Schurr, Amos (Ben-Gurion University of the Negev); Ritov, Ilana (The Hebrew University of Jerusalem)*

We examine the effect of winning a competition on people's ethicality. In Studies 1 and 2 competitors that won or recalled winning a match were significantly more likely to over-claim money from their counterparts in a subsequent experiment. This tendency reversed when winning happened by chance (Study 3) or when winning required meeting a threshold rather than beating a counterpart (Study 4). In these two experiments, losers were significantly more likely to over-claim money from their counterparts. Finally, Study 5 indicates that a possible mechanism underlying this effect is heightened sense of entitlement among winners. Contact: [samos@post.bgu.ac.il](mailto:samos@post.bgu.ac.il)

## **Session #9 Track I: Consumption over Time – Westin - Salon C – Monday 11:45am – 1:15pm**

### **Waiting for Merlot: Anticipatory Consumption of Experiential and Material Purchases**

*Kumar, Amit (Cornell University); Killingsworth, Matthew A. (University of California, San Francisco, Berkeley); Gilovich, Thomas D. (Cornell University)*

People derive utility from anticipation. We demonstrate in a series of studies that waiting adds more to the enjoyment of experiential purchases (money spent on doing) than material purchases (money spent on having). Using questionnaires involving a variety of actual purchases, a large-scale experience-sampling study, and an archival analysis of news stories about people waiting in line to make a purchase, we show that anticipation tends to be more pleasant for experiences than possessions, and that it feels more like excitement than impatience. Thoughts about future experiential consumption are also associated with more happiness than those of future material consumption. Contact: [ak756@cornell.edu](mailto:ak756@cornell.edu)

### **A “Present” For the Future: The Unexpected Value of Rediscovery**

*Zhang, Ting (HBS); Kim, Tami (HBS); Brooks, Alison Wood (HBS); Gino, Francesca (HBS); Norton, Michael (HBS)*

Although documenting everyday activities may seem trivial, three studies reveal that creating records of the present generates unexpected benefits by allowing future rediscoveries. Using a "time capsule paradigm," Study 1 shows that individuals underestimate the extent to which rediscovering experiences from the past will be curiosity-provoking and interesting in the future. People are particularly likely to underestimate the pleasure of rediscovering ordinary experiences compared to extraordinary experiences (Study 2). Mispredicting the value of rediscovery leads to time-inconsistent choices: individuals forgo opportunities to document the present but then prefer to rediscover those moments in the future (Study 3). Contact: [tingzhang4820@yahoo.com](mailto:tingzhang4820@yahoo.com)

## **Preferences over Sequences—Empirical Results from Musical Sequences**

*Baucells, Manel (USC); Smith, Daniel (University of Mannheim); Weber, Martin (University of Mannheim)*

To test a prediction of the satiation model, namely that optimal sequences are U-shaped, we collect two novel data sets of musical sequences from social media (Wikipedia and Last.fm). The data set encompasses 1,082 articles on concerts, 15,000 Wikipedia articles on individual songs, and 1.5 million playlists generated by Last.fm users, including markers of favorite songs. Results tie very closely with the prediction. A significant U-shaped pattern is visible in the data, with the higher-ranked or individually preferred songs being placed at the initial and the final point in the sequence, and a relatively flat shape in the middle.

Contact: [mbaucells@gmail.com](mailto:mbaucells@gmail.com)

## **Affective Experience over Time: The Role of Segregation and Counting Direction**

*Tsai, Claire I. (University of Toronto); Zhao, Min (University of Toronto)*

People often predict that positive events will become more enjoyable when they are segregated into separate activities than when they are kept as integrated events. This research demonstrated that counting direction moderated the effect of segregation on actual enjoyment. Specifically, segregation increased (decreased) enjoyment when the constituent activities were counted downward (upward). The authors postulate that downward counting increases scarcity, causing people to savor the end experience. Upward counting, however, reduces enjoyment by triggering a cognitive belief about habituation (a 10th bite of chocolate is less tasty than the 1st bite) and reducing savoring. Contact: [claire.tsai@rotman.utoronto.ca](mailto:claire.tsai@rotman.utoronto.ca)

## **Session #9 Track II: Risk Perception & Insurance – Westin - Salon D – Monday 11:45am – 1:15pm**

### **Natural Hazards and Climate Change as Dread Risk**

*Fox-Glassman, Katherine (Columbia University); Weber, Elke (Columbia University)*

We update and expand upon Fischhoff et al.'s (1978) use of psychometric procedures to quantify perception of risk for common technologies and activities. Study 1 replicates the 1978 methodology and results, showing how attitudes toward technologies and activities have shifted over time. Studies 2 & 3 apply this psychometric approach to perception of natural hazards and climate change, reducing to similar dread and unknown risk dimensions as in the original study. Study 4 shows that while nearly all natural hazards are considered more dread than technological risks, climate change is viewed as less dread than electric power or smoking.

Contact: [kjt2111@columbia.edu](mailto:kjt2111@columbia.edu)

### **The Origins of Domain Specific Risk Taking - Evidence From Twin Study and Meta-Analyses**

*Wang, X.T. (University of South Dakota); Zheng, Rui ( Institute of Psychology, Chinese Academy of Sciences); Xuan, Yanhua ( Institute of Psychology, Chinese Academy of Sciences); Li, Shu (Institute of Psychology, Chinese Academy of Sciences)*

We search for genetic and environmental contributions to human domain-specific risk taking. Using exploratory and confirmatory factor analysis, we first developed a risk-taking scale with seven domains (i.e., Cooperation/competition, Recreational risk, Safety control, Reproduction, Moral risk, Financial risk, and Gambling). Second, we conducted a twin study partitioning the relative contributions of genetics and environment to risk propensity in each domain. Third, we synthesized our results with the literature of twin studies of risk taking by conducting seven separate exploratory meta-analyses across risk domains to map heritability measures of the seven domains against each other. Contact: [xtwang@usd.edu](mailto:xtwang@usd.edu)

### **Prioritizing Moderate vs. Severe Risks: Evidence from a National Program with Flood Insurance Policies**

*Schwartz, Daniel (The Wharton School & University of Chile); Collier, Benjamin (The Wharton School, University of Pennsylvania); Kunreuther, Howard (The Wharton School, University of Pennsylvania); Michel-Kerjan, Erwann (The Wharton School, University of Pennsylvania)*

We analyze a large dataset of flood insurance policies, studying two choices people make: size of deductible and coverage limits. We test models of decision making under uncertainty and determine homeowners decision processes. Normatively, people should protect their homes against severe losses rather than moderate ones. The data suggest that many homeowners prefer to be protected against relative small losses, rather than paying for more coverage in flood prone areas. We suggest that even though these insurance policies represent protection against one type of hazard (flood), people treat deductible size and coverage limits as separate decisions with unrealistic loss probabilities. Contact: [danielsp2318@gmail.com](mailto:danielsp2318@gmail.com)



## **Is Canceling a Fire Insurance Policy Riskier Than Not Having One? Differences in Perception of Active vs. Passive Risk Taking**

*Bereby-Meyer, Yoella (Ben Gurion University of the Negev); Keinan, Ruty (University of the Negev)*

Passive risk taking (PRT) is foregoing an opportunity to act in order to reduce outcome variance. PRT shows divergent validity from classic risk taking construct such as sensation seeking, and convergent validity with tendencies previously not linked to risk taking, such as procrastination. In 4 experiments, using hypothetical scenarios, we demonstrate that passive risks are evaluated as less risky compared to identical, but actively taken risks. A reduced sense of accountability may be partly responsible for this effect, as results show that people are held less accountable for damages caused by passive risk taking, and that accountability mediates this effect. Contact: [yoella@bgu.ac.il](mailto:yoella@bgu.ac.il)

## **Session #9 Track III: Choice – Westin - Barcelona/Casablanca – Monday 11:45am – 1:15pm**

### **Looks Like a Bad Sign: Illusory Negative Correlation Between the Outcomes of Choice Options**

*Marciano-Romm, Deborah (Hebrew University of Jerusalem); Romm, Assaf (Harvard University); Bourgeois-Gironde, Sacha (Universite Paris 2, Institut Jean-Nicod); Deouell, Leon Y. (Hebrew University of Jerusalem)*

In three experiments, subjects repeatedly chose between two uncertain options, and received feedback on the outcomes of both the chosen and the alternative options. We hypothesized that people see a good (bad) alternative's outcome as a bad (good) sign regarding their outcome, when the two are actually uncorrelated. In Experiments 1 and 2 the alternative's outcome was presented first, and we assessed the individuals' prediction of their outcome. Subjects acted as if the two outcomes were negatively correlated, and this affected subsequent behavior. In Experiment 3, when subjects predicted the alternative's outcome after seeing their own, the effect disappeared. Contact: [dvorah.marciano@gmail.com](mailto:dvorah.marciano@gmail.com)

### **Can There Be Too Much Choice? Empirical Explorations of Theoretical Predictions**

*Jessup, Ryan K. (Abilene Christian University); Ritchie, Levi E. (Abilene Christian University); Homer, John (Abilene Christian University)*

The choice overload or too much choice effect sprang up as a counter to the notion that more options to choose from is always better. Jessup et al. (2009) used decision field theory and uncovered two explanations that could theoretically predict the effect. However, a large meta-analysis suggested that no such effect existed (Scheibehenne et al., 2010). We empirically tested the predictions made by decision field theory and found that time pressure increased the choice overload effect but not decision difficulty. In addition to the novel findings, these results also indicate the value of linking empiricism with theory-driven approaches. Contact: [ryan.jessup@acu.edu](mailto:ryan.jessup@acu.edu)

### **Transitivity in Context: A Rational Analysis of Intransitive Choice and Context-Dependent Preference**

*Müller-Trede, Johannes (Rady School of Management, UCSD); Sher, Shlomi (Pomona College); Craig R.M. McKenzie (Rady School of Management, UCSD)*

Prior demonstrations of apparent intransitivity can be explained by models in which preferences are always transitive but randomly vary over time. Such models imply that choice data will conform to conditions known as triangle inequalities. We examine a broader class of models in which decision makers draw reasonable inferences from the choice context that systematically influence their preferences. These models generate intransitive cycles that violate the triangle inequalities even when preferences are always transitive. In two experiments, the predicted intransitive cycles were observed. These results constitute the first clear empirical violations of the triangle inequalities. Contact: [jmullertrede@ucsd.edu](mailto:jmullertrede@ucsd.edu)

### **A Neural Indicator of Response Competition in Risky Decision Making**

*Frame, Mary E. (Miami University); Johnson, Joseph G. (Miami University); Thomas, Robin D. (Miami University)*

Two experiments used the lateralized readiness potential (LRP) to establish a neurological basis for response competition in subjective preferences. Affectively-valenced pictures and monetary gambles were stimuli for Experiment 1 and 2, respectively. Experiment 1 showed that the LRP is capable of measuring preparatory motor activity underlying the dynamic accumulation of subjective preference in premotor cortex. There was greater response competition when participants chose between similarly valenced images through a reduced amplitude LRP and Gratton dip preceding an overt response. In Experiment 2, a similar pattern of results was found when participants selected between gambles with a high coefficient of variation. Contact: [frameme@miamioh.edu](mailto:frameme@miamioh.edu)

# SJDM Morning Poster Session & Book Auction

## Sunday 8:15am – 10:15am w/Continental Breakfast - Grand Ballroom - Convention Center

- 1) Qualifying faults - The role of professionalism and accountability in bidding procedures  
*Schurr, Amos (Ben-Gurion University of the Negev); Dekel, Omer (College of Law and Business); Moran, Simone (Ben-Gurion University of the Negev)*
- 2) Taking smarter risks in a foreign language  
*Hayakawa, Sayuri (University of Chicago); Corey, Joanna (Universitat Pompeu Fabra); Foucart, Alice (Universitat Pompeu Fabra); Costa, Albert (Universitat Pompeu Fabra); Keysar, Boaz (University of Chicago)*
- 3) Intuitive preference at a flip of a coin: Congruency between Preferences and Salience  
*Morvinski, Coby (University of California, San Diego (UCSD) - Rady School of Management); Amir, On (University of California, San Diego (UCSD) - Rady School of Management)*
- 4) Tea, Coffee, and Caffeinated Cognition  
*Chan, Eugene Y. (University of Technology, Sydney); Maglio, Sam J. (University of Toronto Scarborough)*
- 5) Pacioli or Pascal: The Use of Probability in Solving the Problem of Points  
*Haase, Niels (University of Erfurt, Germany); Renkewitz, Frank (University of Erfurt, Germany)*
- 6) Strong and weak illusions of control in a novel laboratory task  
*Tobias-Webb, Juliette (The University of Cambridge); Aitken, Mike RF (The University of Cambridge); Clark, Luke (The University of Cambridge)*
- 7) Leveraging Known Ground Truths to Improve Wisdom of the Crowd Estimates Using a Hierarchical Bayesian Model  
*Yeung, Saiwing (Beijing Institute of Technology)*
- 8) Feedback and block length facilitate adoption of a more optimal speed-accuracy tradeoff policy  
*Zemla, Jeffrey C. (Psychology Department, Rice University); Byrne, Michael D. (Psychology & Computer Science Departments, Rice University)*
- 9) Cognitive Processes of Risk-Taking behavior in Traffic  
*Schuermann, Oliver (University of Basel); Pedroni, Andreas (University of Basel); Rieskamp, Joerg (University of Basel)*
- 10) Vice-Virtue Bundles  
*Liu, Peggy J. (Duke University); Haws, Kelly L. (Vanderbilt University); Lamberton, Cait (University of Pittsburgh); Campbell, Troy H. (Duke University); Fitzsimons, Gavan J. (Duke University)*
- 11) To be equal, or to be efficient? The effect of numbers and deontology on healthcare allocation  
*Li, Meng (University of Colorado Denver)*
- 12) Gratitude as a source of altruistic behavior: The role of benefactor's identifiability on upstream reciprocity  
*Halali, Eliran (Ben-Gurion University of the Negev); Kogut, Tehila (Ben-Gurion University of the Negev); Ritov, Ilana (The Hebrew University of Jerusalem)*
- 13) Effects of Working Memory Capacity on the Speed and Accuracy of Learning in Reinforcement Learning Models  
*Ez-zizi, Adnane (University of Bristol); David, Leslie (University of Bristol); Simon, Farrell (University of Western Australia)*
- 14) Karmic Punishment: What Goes Around Comes Around  
*Mari, Silvia (University of Milano-Bicocca); Bagozzi, Richard P. (University of Michigan); Wheeler, Natalie M. (University of Chicago); Risen, Jane L. (University of Chicago)*
- 15) How Splitting The Check Can Spoil The Meal  
*Rock, Mindi S. (Harvard Business School); Buell, Ryan W. (Harvard Business School)*
- 16) Withdrawn
- 17) Withdrawn
- 18) Testing Decision Process in Intertemporal Choice with Mouse Movement Trajectory  
*Cheng, Jiuqing (Ohio University); Gonzalez-Vallejo, Claudia (Ohio University)*

19) Withdrawn

20) Why Do Employers Embrace Pay Secrecy? The Employees' Perspective

*Zhan, Yuhan (Department of Marketing and Management, Ball State University); Turkmen, Erman (Department of Human Department, Istanbul University); Montag, Tamara (Department of Marketing and Management, Ball State University); Smit, Brandon (Department of Psychological Science, Ball State University)*

21) The effect of early and salient investment experiences on subsequent economic behavior: An experimental study

*Papadovasilaki, Dimitra (University of Nevada, Reno); Sundali, James (University of Nevada, Reno); Guerrero, Federico (University of Nevada, Reno)*

22) The Influence of Warning Severity on Anchoring Effects of Weather Severity Judgments

*Losee, Joy E. (University of Florida); Naufel, Karen Z. (Georgia Southern University); Locker, Lawrence L. (Georgia Southern University)*

23) Understanding Harms and Benefits: Risk literacy in Complex Cancer Screening Decisions

*Petrova, Dafina (University of Granada, Spain); Garcia-Retamero, Rocio (University of Granada, Spain); Cokely, Edward (Michigan Technological University)*

24) Better be wrong than do wrong: Why advice takers prefer error over deceit

*Haran, Uriel (Ben-Gurion University); Shalvi, Shaul (Ben-Gurion University)*

25) A Quantum Approach to Causal Inference

*Trueblood, Jennifer (University of California, Irvine); Pothos, Emmanuel (City University London); Mistry, Percy (University of California, Irvine)*

26) Clinical Gut: The role of therapist's metacognition in backward and forward judgments

*Faraji-Jacinto, Sofia (Indiana University Bloomington, University of Lisbon); Ferreira, Mario (University of Lisbon); Braga, João (University of Lisbon, Indiana University Bloomington)*

27) Anchors and the interpretation of the Intergovernmental Panel on Climate Change's verbal probability expressions

*Harris, Adam J. L. (University College London); Por, Han-Hui (Fordham University); Broomell, Stephen B. (Carnegie Mellon University)*

28) Perceptual priors decoded using the drift-diffusion model predict beliefs in an investment task

*Nave, Gideon (Computation & Neural Systems, Caltech); Frydman, Cary (Marshall Business School, USC)*

29) Eye-tracking analysis of decision strategies involved in the context effects in perceptual decision making

*Itsuki, Chiba (Graduate School of Contemporary Psychology Rikkyo University); Takashi, Tsuzuki (College of Contemporary Psychology, Rikkyo University); Masashi, Soma (Graduate School of Contemporary Psychology Rikkyo University)*

30) "I Purchase for Quality, Others for Status": Delineating, Attenuating, and Leveraging Biases in Comparative Self-reports

*Engeler, Isabelle (University of St.Gallen); Raghubir, Priya (New York University)*

31) Are Cause-related Marketing Campaigns Mutually Beneficial? Taking the Perspective of Charities

*Leliveld, Marijke C. (University of Groningen); Bolderdijk, Jan Willem (University of Groningen)*

32) Effect of Number Specificity on Decision Making Biases

*Jain, Gaurav (University of Iowa); Gaeth, Gary J (University of Iowa); Nayakankuppam, Dhananjay (University of Iowa); Levin, Irwin P (University of Iowa)*

33) How Photo-taking Goals Affect Online and Retrospective Utility

*Barasch, Alixandra (Wharton, UPenn); Diehl, Kristin (University of Southern California); Zauberan, Gal (Wharton, UPenn)*

34) Meta-analysis of the effect of natural frequencies on Bayesian reasoning

*McDowell, Michelle E (Max Planck Institute for Human Development); Jacobs, Perke L (Max Planck Institute for Human Development)*

35) The embodiment of gestures: Conceptual replications fail

*Stieger, Stefan (Department of Psychology, University of Konstanz); Reips, Ulf-Dietrich (Department of Psychology, University of Konstanz)*

- 36) Domain-specific risk-taking across the lifespan: Age differences in DOSPERT predict differences in real-world risk-taking  
*Gao, Jie (Columbia University); Enkavi, Ayse Z. (Columbia University); Li, Ye (UC Riverside); Johnson, Eric J. (Columbia University); Weber, Elke U. (Columbia University)*
- 37) Are risky choices and choice strategies related to numeracy?  
*Estrada-Mejia, Catalina (Tilburg University); DeVries, Marieke (Tilburg University); Breugelmans, Seger (Tilburg University); Zeelenberg, Marcel (Tilburg University)*
- 38) Gambler vs. Hot Hand: searching for rules in subjective randomness  
*Bailo, Luca (University of Milan-Bicocca); Macchi, Laura (University of Milan-Bicocca); Bagassi, Maria (University of Milan-Bicocca)*
- 39) Not all words have the same value: A study of individual differences in verbal probability  
*Prunier, Stephen G (University of Toledo); Jasper, J.D. (University of Toledo)*
- 40) Goal projection within a competitive negotiation  
*Ahn, Janet N. (New York University); Oettingen, Gabriele (New York University); Gollwitzer, Peter M. (New York University)*
- 41) Signal Diversity in Recommendations  
*Meng, Rachel (Columbia University); Bartels, Daniel M. (University of Chicago)*
- 42) Inside the Mind of a Seller: Opportunity Cost Neglect  
*Levis, Amanda (Yale Marketing); Frederick, Shane (Yale Marketing)*
- 43) The Category-Floor Bias: When Top-Ranking Brands Sink to the Bottom  
*Brough, Aaron R. (Utah State University); Isaac, Mathew S. (Seattle University)*
- 44) Lying Because We Care: Compassion Increases Dishonesty Intended to Benefit Others  
*Lupoli, Matthew J. (UC San Diego Rady School of Management); Jampol, Lily (Cornell University); Oveis, Christopher (UC San Diego Rady School of Management)*
- 45) Components of Superior Decision Making  
*Ghazal, Saima (Michigan Technological University); Cokely, Edward T. (Michigan Technological University); Garcia-Retamero, Rocio (University of Granada, Spain)*
- 46) Similarity model accounts for magnitude and sign effects in intertemporal choice  
*Stevens, Jeffrey R. (University of Nebraska-Lincoln)*
- 47) The Effect of Violence on Impulsivity: Evidence from the DR Congo  
*Imas, Alex (Carnegie Mellon University); Mironova, Vera (University of Maryland)*
- 48) Why Groups are Evaluated More Favorably than Individuals: The Role of Group Size  
*Halliday, Deanna (California State University, Fresno); Price, Paul C. (California State University, Fresno)*
- 49) Evaluating arguments prompts people to use base-rate information rather than stereotype information.  
*Obrecht, Natalie (William Paterson University); Chesney, Dana (The Ohio State University)*
- 50) Counterfactuals are in the eye of the beholder: Perspective taking in counterfactual thinking  
*Etgar, Shir (Tel Aviv University); Sisso, Itay (Hebrew University); Ritov, Ilana (Hebrew University)*
- 51) Deriving and validating an empirically based linguistic probability lexicon by reducing response heterogeneity  
*Ho, Emily H. (Fordham University); Budescu, David V. (Fordham University)*
- 52) Combining Gist and Verbatim: A Discrete Choice Approach to Modeling Fuzzy Trace Theory  
*Broniatowski, David A. (The George Washington University); Reyna, Valerie F. (Cornell University)*
- 53) Risk communication: Costs of communicating the uncertainty associated with the risk probabilities  
*Stone, Eric (Wake Forest University); Anderson, Rajen (Wake Forest University); MacDonald Gibson, Jacqueline (University of North Carolina @ Chapel Hill); Rowe, Aimee (University of North Carolina @ Chapel Hill); Bruine de Bruin, Wandl (Leeds University Business School; Carnegie Mellon University)*

- 54) Moving Around Could Grease The Hands: Residential Mobility Boosts Bribe Giving  
*Chen, Yongyuan (Beijing Normal University, China); Liu, Xiaoxiao (Nanyang Technological University, Singapore); Lan, Tian (Beijing Normal University, China); Hong, Yingyi (Nanyang Technological University, Singapore)*
- 55) Gender Differences in Risk Aversion: If, When and Why?  
*Wieland, Alice (UNR); Sundali, James (UNR); Sarin, Rakesh (UCLA); Klemmmeier, Markus (UNR)*
- 56) Do We Better Understand Accumulation When We are in System 2 Mode of Thinking?  
*Baghaei Lakeh, Arash (Virginia Tech); Ghaffarzadegan, Navid (Virginia Tech)*
- 57) Less can be more: Reliability and Validity in Time Discounting  
*Wall, Daniel (Center for Decision Sciences, Columbia University); Li, Ye (University of California Riverside); Toubia, Olivier (Columbia Business School); Johnson, Eric (Center for Decision Sciences, Columbia University)*
- 58) Stimulus Uncertainty Increases the Likelihood of Comparison to Relevant Standards  
*Neuwirth, Benjamin (Kellogg School of Management, Northwestern University); Brendl, Miguel (Kellogg School of Management, Northwestern University)*
- 59) Better and faster information search: The robustness of piece-wise sampling  
*Wegier, Pete (Ryerson University); Spaniol, Julia (Ryerson University)*
- 60) The risks of frustration: How emotions and experiences influence the decision to self-inflate  
*Lee, Jonathan I. (University of Michigan); Kitayama, Shinobu (University of Michigan)*
- 61) What makes a decision strategy simple? Quantifying sub-processes with a cognitive architecture  
*Fechner, Hanna B. (Max Planck Institute for Human Development); Schooler, Lael J. (Max Planck Institute for Human Development); Pachur, Thorsten (Max Planck Institute for Human Development)*
- 62) Turning a blind eye: Using eye-tracking technology to investigate cheating behavior  
*Pittarello, Andrea (Ben-Gurion University of the Negev); Motro, Daphna (University of Arizona); Rubaltelli, Enrico (University of Padova); Pluchino, Patrik (University of Padova)*
- 63) Subjective Graph Literacy: Tailoring Risk Communication in One Minute  
*Retamero, Rocio (University of Granada); Cokely, Edward T. (Michigan Technological University); Ghazal, Saima (Michigan Technological University); Hanson, Beate (AO Clinical Investigation and Documentation, Zurich)*
- 64) The Potential for Skill in Managing an Uncertain Environment  
*Stershic, Sandra (University of South Florida); Schneider, Sandra (University of South Florida)*
- 65) Chance Based Uncertainty of Reward Improves Long-Term Memory  
*Mason, Mason (University of Bristol); Farrell, Simon (University Western Australia)*
- 66) Explaining the Influence of Music Tempo on Intertemporal Choice  
*Westfall, Jonathan E. (Delta State University)*
- 67) The Why of Work: Fairness, Identity, and the Desire for Effort  
*Harvey, Joseph (Duke University Center for Behavioral Economics); Chaffin, Jeff (Glaxo Smith Kline); Pfanneschmidt, Susan (Glaxo Smith Kline); Ariely, Dan (Duke University Fuqua School of Business)*
- 68) Social Discounting and Aging  
*Best, Ryan (Florida State University); Whitfield, Hayden (Florida State University)*
- 69) Who helps in the face of tragedy? Personality and coping as predictors of prosocial motivation  
*Mayorga, Marcus (Decision Research, University of Oregon); Paul Slovic (Decision Research, University of Oregon); Daniel Västfjäll (Decision Research, Linköping University)*
- 70) Frequent Negative Events Obscure Expected Outcome in Experienced Based Decision Making  
*Kutsal, Zeynep (KU Leuven); Dewitte, Siegfried (KU Leuven)*
- 71) Aging and Variety-Seeking Behavior  
*Verkhivker, Alex G. (UCLA Anderson); Rossi, Aimee Drolet (UCLA Anderson); Tsai, Claire (University of Toronto Rotman)*



- 72) De-biasing the time saving bias in active driving  
*Eriksson, Gabriella (Stockholm University and VTI); Svenson, Ola (Decision Research Oregon and Stockholm University); Eriksson, Lars (VTI and Karlstad University)*
- 73) Comparing Model-based and Model free reinforcement learning models: Navigation in a maze  
*Fakhari, Pegah (Indiana University); Khodadadi, Arash (Indiana University); Busemeyer, Jerome R. (Indiana University)*
- 74) Disposition to Think Rationally and Holistically Predicts Cognitive Reflection  
*Pretz, Jean E. (Elizabethtown College); Wittman, Barry (Elizabethtown College)*
- 75) Non-naïve participants can reduce decision-making effect sizes  
*Chandler, Jesse (University of Michigan, PRIME Research); Paolacci, Gabriele (Erasmus University); Peer, Eyal (Bar-Ilan University); Mueller, Pam (Princeton University); Ratliff, Kate (University of Florida)*
- 76) On making the Right Choice: A Meta-Analysis and Large-Scale Replication Attempt of the Unconscious Thought Advantage  
*Nieuwenstein, Mark (University of Groningen, The Netherlands); Wierenga, Tjardie (University of Groningen, The Netherlands); Morey, Richard (University of Groningen, The Netherlands); Jelte Wicherts (Tilburg University, The Netherlands); Blom, Tessa (University of Amsterdam, The Netherlands); Wagenmakers, Eric-Jan; Hedderik van Rijn*
- 77) Self-reported Risk Propensity Across the Life Span: A Meta-analysis and New Survey Data  
*Josef, Anika (Max Planck Institute for Human Development); Richter, David (German Institute for Economic Research); Samanez-Larkin, Gregory (Yale University); Wagner, Gert (German Institute for Economic Research); Hertwig, Ralph (Max Planck Institute for Human Development); Mata, Rui; University of Basel*
- 78) Information Processing Styles and Social Value Orientation Interactively Determine Reciprocal Fairness Preferences  
*Bieleke, Maik (University of Konstanz, Germany); Gollwitzer, Peter M. (New York University, USA); Oettingen, Gabriele (New York University, USA); Fischbacher, Urs (University of Konstanz, Germany)*
- 79) The Effects of Goals on Gambling and Gambling Motivation  
*Shinaprayoon, Thitapa (The University of Georgia); Goodie, Adam S. (The University of Georgia)*
- 80) Gambling with time: Is there a description experience gap when gambling with when, rather than how much, an outcome will be?  
*Luckman, Ashley (University of New South Wales, Australia); Newell, Ben R. (University of New South Wales, Australia)*
- 81) Priming With Numerical Decisions Improves Judgments  
*Chesney, Dana (The Ohio State University); Peters, Ellen (The Ohio State University)*
- 82) Flash Gambling: Mapping the process of deliberation in rapid preference formation  
*Yu, Shuli (Michigan State University); Pleskac, Timothy (Michigan State University); Liu, Taosheng (Michigan State University); Hopwood, Christopher (Michigan State University); Bort, Kyle (Michigan State University)*
- 83) Delta chi or sigma pi? Maximizing in selecting friends relates negatively to well-being  
*Newman, David (University of Southern California); Schug, Joanna (College of William and Mary)*
- 84) Withdrawn
- 85) When and Which Consumers Use Calorie Information to Make Lower Calorie Food Decisions  
*Dallas, Steven K. (New York University); Liu, Peggy J. (Duke University); Chartrand, Tanya L. (Duke University)*
- 86) Consumer Attitudes towards Nutritional Labels  
*Mukherjee, Sudipta (Scheller College of Business, Georgia Tech); Bond, Samuel D. (Scheller College of Business, Georgia Tech)*
- 87) Risk Perception of Multi-risk Options: Health Consumers' Perceived Vaccine Risk  
*Leonhardt, James (New Mexico State University); Keller, Robin (UC Irvine)*
- 88) Justice Intuitions as a Function of Scarcity: Public Preferences for Allocating Transplant Organs  
*DeWitt, Jeff (Rutgers University); Dana, Jason (Yale University)*
- 89) Unintended consequences of rigid risk information in public health messages  
*Lacey, Heather P. (Bryant University); Zikmund-Fisher, Brian J. (University of Michigan); Scherer, Laura D. (University of Missouri)*

- 90) A Fuzzy-Trace Theory Approach to Risk-Taking in Real Life: The Gist Numeracy Scale  
*Brust-Renck, Priscila G. (Cornell University); Corbin, Jonathan C. (Cornell University); Weldon, Rebecca B. (Cornell University); Setton, Roni A. (Cornell University); Reyna, Valerie F. (Cornell University)*
- 91) Hearts over heads? Age-related differences in moral judgment.  
*McNair, Simon (Leeds University Business School, UK); Okan, Yasmina (Leeds University Business School, UK); Hadjichristidis, Constantinos (Leeds University Business School, UK)*
- 92) Higher Costs Warrant a Variety of Stopping Rules for Decision Making  
*Rydecki, Krysta (Grand Valley State University); Zimmer, Kyle (Grand Valley State University); Johnson, Tessa (Grand Valley State University); Fflic, Mario (Grand Valley State University)*
- 93) Maximizing tendency and curtailed alternative search behavior  
*Patalano, Andrea L (Wesleyan University); Lolli, Sydney L (Wesleyan University)*
- 94) Behavioral Effects of the Non-Selective Superiority Bias  
*Bruchmann, Kathryn (Santa Clara University); Adubofour, Monica (Santa Clara University); Suls, Jerry (National Cancer Institute), Windschitl, Paul D. (University of Iowa)*
- 95) When selfish people care for the welfare of society: equity vs efficiency  
*Gordon, Tom (Ben-Gurion University of the Negev); Rosensaft, Daniela (Ben-Gurion University of the Negev); Pittarello, Andrea (Ben-Gurion University of the Negev); Shamir, Tamar (Ben-Gurion University of the Negev); Shalvi, Shaul (Ben-Gurion University of the Negev); Bereby-Meyer, Yoella*
- 96) Discriminating Among Temporal Discounting Models Using Adaptive Design Optimization  
*Cavagnaro, Daniel R. (California State University, Fullerton); Aranovich, Gabriel (San Francisco VA Medical Center); McClure, Samuel (Stanford University); Myung, Jay (Ohio State University); Pitt, Mark (Ohio State University)*
- 97) Withdrawn
- 98) Risk is Weird  
*Mislavsky, Robert (University of Pennsylvania); Simonsohn, Uri (University of Pennsylvania)*
- 99) The interactive role of retrieval fluency during inference and recognition judgments  
*Olds, Justin M. (Faculty of Business and Economics (HEC), University of Lausanne); Marewski, Julian N. (Faculty of Business and Economics (HEC), University of Lausanne)*
- 100) Arousal and memory for tobacco-related health risks  
*Meilleur, Louise (The Ohio State University); Moreno-Vasquez, Tomas (The Ohio State University); Peters, Ellen (The Ohio State University)*
- 101) On the relationship between advice utilization and hindsight bias  
*Schweickart, Oliver (University of Alberta); Brown, Norman R. (University of Alberta)*
- 102) Moral Judgments under Certainty and Uncertainty  
*Fleischhut, Nadine (Max Planck Institute for Human Development); Meder, Björn (Max Planck Institute for Human Development); Gigerenzer, Gerd (Max Planck Institute for Human Development)*
- 103) Highlights and lowlights: Actor-observer discrepancies in impression updating  
*Moon, Alice (UC Berkeley); Gan, Muping (UC Berkeley); Critcher, Clayton R. (UC Berkeley, Haas School of Business)*
- 104) Withdrawn
- 105) Understanding the racial shooter bias by measuring the response process  
*Johnson, Joseph G (Miami University); Frame, Mary (Miami University); Zhang, Ruohui (Miami University); Zhou, Xiaolei (Miami University)*
- 106) It's not just about heat: Perceptions of weather and climate change in the UK  
*Taylor, Andrea (University of Leeds); Bruine de Bruin, Wandi (University of Leeds); Dessai, Suraje (University of Leeds)*

- 107) Biases and Implicit Knowledge  
*Cunningham, Tom (IIES Stockholm)*
- 108) Different Strategies for Evaluating Consumer Products: Attribute- and Exemplar-Based Approaches Compared  
*von Helversen, Bettina (University of Basel); Scheibehenne, Benjamin (University of Basel); Rieskamp, Jörg (University of Basel)*
- 109) Applying Multi-Attribute Utility Framework to Examine Americans' Value about Aviation Safety after the Disappearance of the Malaysian 370 Jet  
*Nguyen, Kenneth, D. (University of Southern California); Rosoff, Heather. (University of Southern California); John, Richard, S. (University of Southern California)*
- 110) Withdrawn
- 111) A memory-based account of cue generation and predictive inference  
*Thomas, Rick (Georgia Institute of Technology); Lawrence-Huizenga, Ashley (Georgia Institute of Technology); Dougherty, Michael (Georgia Institute of Technology)*
- 112) Better Together - Understanding Collaborative Decision Making  
*Floyd, Rebecca A (University of Bristol); Leslie, David (University of Bristol); Baddeley, Roland (University of Bristol); Farrell, Simon (University of Western Australia)*
- 113) Greed as a Motivator for Unethical Behavior  
*Seuntjens, Terri G. (Tilburg University); Van de Ven, Niels (Tilburg University); Zeelenberg, Marcel (Tilburg University); Breugelmans, Seger M. (Tilburg University)*
- 114) The Illusion of Typicality: When and why do people feel invulnerable to rare events?  
*Camilleri, Adrian R. (RMIT)*
- 115) Causal Impact: A latent variable framework for causal learning models.  
*Beam, Colin (University of Washington); Miyamoto, John (University of Washington)*
- 116) Prominence of Probability over Outcome in Decision Making Under Uncertainty  
*Chai, Hui Yih (University of New South Wales); Newell, Ben (University of New South Wales)*
- 117) Proud to Cooperate: The Consideration of Pride Promotes Cooperation in a Social Dilemma  
*Dorfman, Anna (Ben-Gurion University of the Negev); Eyal, Tal (Ben-Gurion University of the Negev); Bereby-Meyer, Yoella (Ben-Gurion University of the Negev)*
- 118) Range or Point: Exploring centrality in a single random selection/assignment event  
*Zhang, Li (HKUST); Muthukrishnan, A. V. (HKUST)*
- 119) Beyond Replication: Understanding the Psychological Space of a Phenomenon  
*Barkan, Rachel (Ben-Gurion University)*
- 120) The Basel-Berlin Risk Study: Investigating the Factors Behind Risk Taking  
*Frey, Renato (Max Planck Institute for Human Development); Pedroni, Andreas (University of Basel); Lejarraga, Tomás (Max Planck Institute for Human Development); Mata, Rui (University of Basel); Pachur, Thorsten (Max Planck Institute for Human Development); Rieskamp, Jörg, University of Basel; Hertwig, Ralph, Max Planck Institute for Human Development*
- 121) When Frugality Trumps Prosociality: Experiments in Fair Trade Labelling  
*Howard, Chuck (Sauder School of Business, University of British Columbia)*
- 122) Effects of partitioning on tradeoff effort and choice  
*Hedesström, Martin (University of Gothenburg); Johansson, Lars-Olof (University of Gothenburg)*
- 123) The Differential Effect of Numeracy and Anecdotes on the Perceived Fallibility of Forensic Science  
*Scurich, Nicholas (University of California)*
- 124) Differential Effects of Numeric, Affective, and Analogue Outcomes on Risk Taking  
*Fuller, Elizabeth M. (University of South Florida); Schneider, Sandra L. (University of South Florida)*

- 125) This is your brain on guns: An empirical investigation into the effects of the use of firearms on judgment  
*Minson, Julia A. (Harvard University); Milkman, Katherine L. (University of Pennsylvania); Born, Dana H. (Harvard University); Gaertig, Celia (University of Pennsylvania)*
- 126) Effects of positive and negative situations on beliefs about luck and risk taking.  
*Ranieri, Andrea (University of South Florida); Gentile, Marisa (University of South Florida); Narozanick, Taylor (University of South Florida); Schneider, Sandra (University of South Florida)*
- 127) Withdrawn
- 128) The Peculiarly Persistent Pleasantness of Bizarre Experiences  
*Latimer, Robert (New York University)*
- 129) Causal intervention decisions are made adaptively  
*Coenen, Anna (NYU); Rehder, Bob (NYU); Gureckis, Todd M. (NYU)*
- 130) Means Overclaiming: When The Sum of Means is Greater than The Goal  
*Lamotte, Soraya (University of Chicago); Fishbach, Ayelet (University of Chicago)*
- 131) The Impact of the Maximizing Mindset on Decision Time  
*Ma, Jingjing (Kellogg School of Management); Wang, Ying (Beihang University); Roese, Neal (Kellogg School of Management)*
- 132) Corrupt reciprocity  
*Leib, Margarita (Ben-Gurion University of the Negev); Shalvi, Shaul (Ben-Gurion University of the Negev); Moran, Simone (Ben-Gurion University of the Negev)*
- 133) Withdrawn
- 134) Expanding the choice set: Supercharging active choices to increase study enrollment  
*VanEpps, Eric (Carnegie Mellon University); Chaudhry, Shereen J. (Carnegie Mellon University)*
- 135) Double Jeopardy: Counterstereotypical Behavior and Risk Taking  
*Liu, Heidi (Harvard Kennedy School); Bowles, Hannah Riley (Harvard Kennedy School)*
- 136) Should I look for more or not? Construction and assessment of a new decision making style scale for assessing maximizers, satisficers and adapters  
*Bhattacharya, Chandrima (University of Toledo); Jasper, John D (University of Toledo)*
- 137) Withdrawn
- 138) Agentic appeals increase charitable giving among the affluent  
*Whillans, Ashley V. (The University of British Columbia); Caruso, Eugene M. (The University of Chicago); Dunn, Elizabeth W. (The University of British Columbia)*
- 139) Effective Incentives for Crowdsourced Forecasts  
*Olson, Kenneth (George Mason University); Hanson, Robin (George Mason University)*
- 140) Kiva microfinance requests with purpose decrease stress responses and result in increased investments  
*Terris, Elizabeth T. (Claremont Graduate University); Wood, Matthew S. (Baylor University); Neubert, Michell J. (Baylor University); Zak, Paul J. (Claremont Graduate University)*
- 141) Clinical Versus Actuarial Forecasting: Predicting Errors with Local Estimators  
*Kane, Patrick B (Carnegie Mellon University); Broomell, Stephen (Carnegie Mellon University)*
- 142) The Impact of Physician Endorsement on Patient Decision Satisfaction Depends on the Salience of Responsibility  
*Scherr, Karen (Duke University)*

- 143) To admit or not to admit? The effect of framing on risk assessment decision making in psychiatrists  
*Jefferies-Sewell, Kiri (Hertfordshire Partnership University NHS Foundation Trust); Sharma, Shivani (University of Hertfordshire); Gale, Tim (Hertfordshire Partnership University NHS Foundation Trust); Georgiou, George (University of Hertfordshire)*
- 144) The effect of cognitive fluency on price estimation and willingness to pay  
*Chrobot, Nina (University of Social Sciences and Humanities, Warsaw); Falkowski, Andrzej (University of Social Sciences and Humanities, Warsaw); Schwarz, Norbert (University of Southern California)*
- 145) Counting Stars: How Option Reviews in the Evolving Information Environment Impact Consumer Decision Making  
*Hambarchyan, Mariam (Graduate School of Business, Stanford University); Simonson, Itamar (Graduate School of Business, Stanford University)*
- 146) Withdrawn
- 147) Events, reactions, and behaviors: Clinical assessment of PTSD  
*Weine, Erienne R. (Northeastern University); Kim, Nancy S. (Northeastern University)*
- 148) Recognition-Based Inference in Children and Adolescents  
*Horn, Sebastian S. (Max-Planck-Institute for Human Development, Berlin); Pachur, Thorsten (Max-Planck-Institute for Human Development, Berlin); Ruggeri, Azzurra (University of California at Berkeley)*
- 149) Withdrawn
- 150) Disentangling Availability from Representativeness using binary decision tasks  
*Braga, João (University of Lisbon); Ferreira, Mário (University of Lisbon); Sherman, Steven (Indiana University); Mata, André (University of Heidelberg)*
- 151) The effect of construal level on heuristic reasoning: the case of availability and representativeness  
*Braga, João (University of Lisbon); Ferreira, Mário (University of Lisbon); Sherman, Steven (Indiana University)*
- 152) Statistical Properties of Natural Environments Support Simple Decision Rules  
*Simsek, Ozgur (Max Planck Institute for Human Development)*
- 153) The Effects of Social and Performance Pressures on Strategy Selection for Decisions Made Under Uncertainty  
*Huffling, S. Kyle (Auburn University); Franco-Watkins, Ana M. (Auburn University)*
- 154) Metacognitive Mechanisms of External Search Termination Decisions  
*Illingworth, David (Georgia Institute of Technology); Thomas, Rick (Georgia Institute of Technology)*
- 155) The benefits of payoff variability on adaptation to change  
*Ashby, Nathaniel J. S. (Carnegie Mellon University); Gonzalez, Cleotilde (Carnegie Mellon University)*
- 156) Would You Rather Be a Big Frog in a Small Pond? Examining Cultural Variation in Competition Entry Decisions  
*Wu, Kaidi (University of Michigan, Ann Arbor); Garcia, Stephen, M. (University of Michigan, Ann Arbor); Kopelman, Shirli (University of Michigan, Ann Arbor)*
- 157) Social Recycling: Bringing Happiness to Waste Disposal  
*Donnelly, Grant, E. (Harvard Business School); Lamberton, Cait Poynor (University of Pittsburg); Norton, Michael I. (Harvard Business School); Reczek, Rebecca (Ohio State University)*
- 158) The strong, the weak and the lucky: The influence of the winner resolution rule on investments in asymmetric contests  
*Hart, Einav (Hebrew University of Jerusalem, Israel); Avrahami, Judith (Hebrew University of Jerusalem, Israel); Kareev, Yaakov (Hebrew University of Jerusalem, Israel)*
- 159) Consumer Benevolence and Risk Taking  
*Mukherjee, Sudipta (Scheller College of Business, Georgia Tech); Bond, Samuel D. (Scheller College of Business, Georgia Tech)*
- 160) Now Reverse Everything: Detecting deception with a response conflict-based cognitive load manipulation  
*McCormick, Erin N. (Carnegie Mellon University); Kassam, Karim S. (Carnegie Mellon University); Cohen, Taya R. (Carnegie Mellon University); Osherson, Daniel N. (Princeton University)*



- 161) Developing a Method for Assessing Safety Judgments & Decisions in ATC  
*Pounds, Julia C. (FAA); Galoci, Lisa M. (FAA)*
- 162) Subjective Numeracy and Responsiveness to the Valence of Medical Risk Information  
*Friedrich, James (Willamette University); Nanry, Megan E. (Willamette University); Wenger, Jonathan (Willamette University)*
- 163) Interpretation of Home HIV Test Results: Risk Literacy and Information Search  
*Ellis, Katrina M. (Michigan Technological University); Cokely, Edward T. (Michigan Technological University); Ghazal, Saima (Michigan Technological University); Garcia-Retamero, Rocio (University of Granada)*
- 164) Risky Business: How Humor Increases Status  
*Bitterly, T. Bradford (Wharton); Brooks, Alison W. (Harvard Business School); Schweitzer, Maurice E. (Wharton)*
- 165) Sample Size Bias in Judgments of Average Duration  
*Rule, Shanon (Appalachian State University); Smith, Andrew R. (Appalachian State University); Price, Paul C. (California State University, Fresno)*
- 166) The influence of time pressure on the phantom effect in multi-attribute decision making  
*Tsuzuki, Takashi (Rikkyo University); Chiba, Itsuki (Rikkyo University); Soma, Masashi (Rikkyo University)*
- 167) Happiness and Arousal: How You Ask About Happiness Influences Older and Younger Adults Differently  
*Bjälkebring, Pär (University of Gothenburg); Västfjäll, Daniel (Linköping University); Johansson, Boo (University of Gothenburg)*
- 168) First-impression bias in medical diagnosis: a process tracing study of family physicians  
*Kostopoulou, Olga (King's College London); Sirota, Miroslav (King's College London); Round, Thomas (King's College London); Harrison, Samantha (King's College London)*
- 169) Lucky 15: Application of Fast and Slow Thinking Theory to Voting in Bulgaria  
*Hull, Jennifer (ISPP); Rickspoone, Lucy (ISPP)*
- 170) Improving Accuracy in Bayesian Inference Problems through Training  
*Talboy, Alaina N. (University of South Florida); Schneider, Sandra L. (University of South Florida)*
- 171) Deferral of Important Decisions  
*Krijnen, Job M. T. (Tilburg University); Zeelenberg, Marcel (Tilburg University); Breugelmans, Seger M. (Tilburg University, Moscow Higher School of Economics)*
- 172) Group Leader's Sanctioning Behavior in Social Dilemma  
*Han, Kyueun (Yonsei University, South Korea); Sohn, Youngwoo (Yonsei University, South Korea)*
- 173) Analogies Predict Dynamic Decision Making Strategies  
*Vietz, Melanie (Otto-Friedrich Universität Bamberg); Damaskinos, Melanie (Otto-Friedrich Universität Bamberg); Dörner, Dietrich (Otto-Friedrich Universität Bamberg); Güss, C. Dominik (University of North Florida)*
- 174) Tracking eye movements to reveal memory processes during rule- versus similarity-based decision making  
*Scholz, Agnes (Technische Universität Chemnitz); von Helversen, Bettina (University of Basel); Rieskamp, Jörg (University of Basel)*
- 175) The Context of Meaningful Numbers Changes Jury's Awards: The Role of Gist in Jury Award Decisions  
*Corbin, Jonathan C. (Cornell); Reyna, Valerie F. (Cornell); Hans, Valerie P. (Cornell); Helm, Rebecca K. (Cornell)*
- 176) Optimal Predictions Without Knowledge of Empirical Priors  
*Lindskog, Marcus (Uppsala University); Schultzberg, Mårten (Uppsala University); Engberg, Alexander (Uppsala University)*
- 177) Preference consistency relies on hippocampal function: Evidence from mediotemporal lobe epilepsy  
*Weber, Bernd (Center for Economics and Neuroscience, University of Bonn); Enkavi, Ayse Z. (Columbia University); Zweyer, Iris (Center for Economics and Neuroscience, University of Bonn); Wagner, Jan (Department of Epileptology, University Hospital Bonn); Elger, Christian E. (Center for Economics and Neuroscience, University of Bonn); Weber, Elke U.; Johnson, Eric J.*

- 178) The effect of foreign language in judgments of perceived risk and benefit  
*Hadjichristidis, Constantinos (University of Trento); Geipel, Janet (University of Trento); Savadori, Lucia (University of Trento)*
- 179) Does Ease Mediate the Ease-of-Retrieval Effect? A Mediation-Based Meta-Analysis  
*Weingarten, Evan (University of Pennsylvania); Hutchinson, J. Wesley (University of Pennsylvania)*

## **SJDM Evening Poster Session & Book Auction**

### **5:45pm – 7:30pm Cash Bar - Grand Ballroom - Convention Center**

- 1) Risk Taking and Audience Effects: Does Social Orientation Matter?  
*Rule, Shanon (Appalachian State University); Smith, Andrew R. (Appalachian State University)*
- 2) Prospect Evaluation as a Function of Numeracy and Probability Denominator  
*Millroth, Philip (Uppsala University); Juslin, Peter (Uppsala University)*
- 3) Anchoring Effects on Earliest Autobiographical Memories  
*Mugayar-Baldocchi, Marino (College of Charleston); Bishara, Anthony J. (College of Charleston); Greenberg, Daniel L. (College of Charleston)*
- 4) Beyond Reminding and Salience Explanations in Support Theory: Evidence for Nonmonotonic Aggregation  
*Summers, Barbara (Leeds University Business School); Hadjichristidis (University of Trento)*
- 5) Predictive performance of simple heuristics and constrained additive strategies  
*Gula, Bartosz (Department of Psychology, University of Klagenfurt, Austria); Vitouch, Oliver (Department of Psychology, University of Klagenfurt, Austria)*
- 6) Influences on Charitable Giving  
*Koutmeridou, Kiki (Instinctiv, Brightsource)*
- 7) When Do People Prefer Carrots to Sticks (and Vice Versa)? A “Matching Principle” in Evaluations of Formally-Identical Policies  
*Evers, Ellen R. K. (Tilburg University, TIBER); Inbar, Yoel (Tilburg University, TIBER); Blanken, Irene (Tilburg University, TIBER); Oosterwijk, Linda (Tilburg University)*
- 8) Risk-Taking Tendencies in Prisoners and Nonprisoners: Does Gender Matter?  
*Wichary, Szymon (University of Social Sciences and Humanities, Warsaw); Pachur, Thorsten (Max Planck Institute for Human Development, Berlin); Li, Mengduo (University of Social Sciences and Humanities, Warsaw)*
- 9) Patterns and Changes in Proleader and Antitrailer Information Distortion  
*Erford, Breann M. (The Ohio State University); DeKay, Michael L. (The Ohio State University)*
- 10) Extension of the General Monotone Model to Non-Monotonic Data  
*Lawrence-Huizenga, Ashley (Georgia Institute of Technology); Thomas, Rick (Georgia Institute of Technology); Dougherty, Michael (University of Maryland)*
- 11) Withdrawn
- 12) Effect of the target of comparison in the standard anchoring paradigm  
*Bahník, Stepan (University of Würzburg); Strack, Fritz (University of Würzburg)*
- 13) How framing judgments of value affects willingness-to-pay  
*Shaddy, Franklin (University of Chicago Booth School of Business); Fishbach, Ayelet (University of Chicago Booth School of Business)*
- 14) Stress during learning impairs probability estimation  
*Chrabaszcz, Jeffrey S. (UMD); Dougherty, Michael R. (UMD); Bolger, Donald J. (UMD); Calloway, Regina (UMD); Brown, Nicholas (UMD)*
- 15) Cognitive Reflection Predicts the Acceptance of an Unfair Offer in the Ultimatum Game  
*Calvillo, Dustin P. (California State University San Marcos); Burgeno, Jessica (California State University San Marcos)*

- 16) A Fuzzy-Trace Theory Approach to Numeracy and Framing: Objective Numeracy Predicts Smaller Framing Bias but Gist Numeracy Predicts Larger Framing Bias;  
*Corbin, Jonathan C. (Cornell); Reyna, Valerie F. (Cornell); Brust-Renck, Priscila G. (Cornell); Wilhelms, Evan A. (Cornell); Setton, Roni A. (Cornell)*
- 17) Verbatim reasoning distinguishes risky decision making in juvenile delinquents versus age-matched controls: A fuzzy-trace theory approach  
*Helm, Rebecca K. (Cornell University); Reyna, Valerie F. (Cornell University); Corbin, Jonathan C. (Cornell University); Wilhelms, Evan A. (Cornell University); Weldon, Rebecca B. (Cornell University)*
- 18) Newcomb's paradox: from thought experiment to reality  
*Tabatabaeian, Maryam (University of California Merced); Pilkington, Shaun (University of Louisiana Lafayette); Dale, Rick (University of California Merced)*
- 19) Confirmation bias in the lay-people perception of financial expertise  
*Zaleskiewicz, Tomasz (University of Social Sciences and Humanities); Gasiorowska, Agata (University of Social Sciences and Humanities); Bar-Tal, Yoram (Tel-Aviv University); Stasiuk, Katarzyna (Maria Curie Skłodowska University); Maksymiuk, Renata (Maria Curie Skłodowska University)*
- 20) Forecasters are more likely to choose predictions from algorithms instead of humans when deciding for many forecasts  
*Dietvorst, Berkeley J. (The Wharton School); Simmons, Joseph P. (The Wharton School); Massey, Cade (The Wharton School)*
- 21) Withdrawn
- 22) Aggregating multiple probability intervals to improve calibration  
*Park, Saemi (Fordham Univ); Budescu, David (Fordham Univ)*
- 23) The gist of happiness: Eliciting gist judgments reduces instability in judgments of subjective well-being.  
*Wilhelms, Evan A. (Cornell University); Reyna, Valerie F. (Cornell University); Corbin, Jonathan C. (Cornell University); Helm, Rebecca K. (Cornell University)*
- 24) Visceral needs and donation decisions: Do people identify with suffering or with relief?  
*Harel, Inbal (Ben-Gurion University); Kogut, Tehila (Ben-Gurion University)*
- 25) A Recipe for Friendship: Similarity in Food Consumption Promotes Affiliation and Trust  
*Woolley, Kaitlin (University of Chicago); Fishbach, Ayelet (University of Chicago)*
- 26) Aging and Confidence Judgments in Item Recognition  
*Voskuilen, Chelsea (The Ohio State University); Ratcliff, Roger (The Ohio State University); McKoon, Gail (The Ohio State University)*
- 27) Sleep restriction, circadian mismatch, and Bayesian choice: Preliminary results from an ecologically valid sleep manipulation protocol.  
*Dickinson, David (Economics, Appalachian State University); McElroy, Todd (Psychology, Appalachian State University); Stroh, Nathan (Psychology, Appalachian State University)*
- 28) Risk judgments pay off  
*Kobbeltvedt, Therese (Norwegian School of Economics); Schei, Vidar (Norwegian School of Economics); Sandvik, Alexander (Norwegian School of Economics); Aanes, Mette (Bergen University College)*
- 29) Testing assumptions of multiple-cue judgment models by investigating brain activity overlap between instructed and spontaneously adopted models.  
*Karlsson, Linnea (Umeå center for Functional Brain Imaging, Umeå University); Stillesjö, Sara (Umeå center for Functional Brain Imaging, Umeå University); Eriksson, Johan (Umeå center for Functional Brain Imaging, Umeå University); Juslin, Peter (Department of Psychology, Uppsala University); Nyberg, Lars (Umeå center for Functional Brain Imaging, Umeå University)*
- 30) When payoffs look like probabilities: Reversals of perception and preference  
*Müller-Trede, Johannes (Rady School of Management, UCSD); Sher, Shlomi (Pomona College); McKenzie, Craig R.M. (Rady School of Management, UCSD)*

- 31) Using analogies to improve understanding and HR decision-making  
*Zhang, Don (Bowling Green State University); Highhouse, Scott (Bowling Green State University); Wood, Nicole (Bowling Green State University); Rada, Thaddeus (Bowling Green State University)*
- 32) Comparing our health: How do beliefs about others influence our judgments?  
*Melrose, Karen L. (University of Warwick); Brown, Gordon D. A. (University of Warwick); Wood, Alex M. (University of Stirling)*
- 33) Be Healthy for Fun: Immediate Incentives Influence Persistence on Self-Control Behaviors  
*Huh, Brian N. (Harvard University); Woolley, Kaitlin (University of Chicago Booth School of Business); Fishbach, Ayelet (University of Chicago Booth School of Business)*
- 34) How Can We Optimally Reward Exercise and Build Lasting Habits?: A Field Experiment  
*Tuckfield, Bradford (The Wharton School, University of Pennsylvania); Milkman, Katherine L. (The Wharton School, University of Pennsylvania); Gino, Francesca (Harvard Business School); John, Leslie K. (Harvard Business School)*
- 35) Comparing preference parameters of risk taking across laboratory tasks: How stable, generalizable and predictive are they?  
*Pedroni, Andreas (Economic Psychology, University of Basel, Switzerland); Frey, Renato (Center for Adaptive Reality, Max Planck Institute for Human ); Bruhin, Adrian (University of Lausanne, Lausanne, Switzerland); Dutilh, Gilles (Economic Psychology, University of Basel, Switzerland); von Helversen, Bettina (Economic Psychology, University of Basel, Switzerland); Hertwig, Ralph, Center for Adaptive Reality, Max Planck Institute for Human; Rieskamp, Jörg, Economic Psychology, University of Basel, Switzerland*
- 36) Reliability, Robustness and Boundary Conditions of the Description-Experience Gap  
*Rosenbaum, Gail M. (Temple University); Chein, Jason M. (Temple University); Venkatraman, Vinod (Temple University)*
- 37) Only Halfway to the Top Yet in a Golden Position: Why Both the Powerless and the Powerful are Drawn to a Rising Star.  
*Weihrauch, Andrea (KU Leuven); Rucker, Derek D. (Northwestern University); van Gils, Michelle (KU Leuven)*
- 38) A (partial) solution to the problem of flexibility in data analysis and researcher degrees of freedom  
*Dougherty, Michael R (University of Maryland); Tidwell, Joe W. (University of Maryland); Chrabaszcz, Jeffrey, S. (University of Maryland); Thomas, Rick P (Georgia Institute of Technology)*
- 39) Creation of the Graph Type Selection Information Quiz  
*Woller-Carter, Margo M. (Michigan Technological University); Cokely, Edward T. (MTU; Max Planck Inst. for Human Dev.); Garcia-Retamero, Rocio (University of Granada; Max Planck Inst. for Human Dev.)*
- 40) Go for broke: The role of somatic states when asked to lose in the Iowa Gambling Task.  
*Wright, Rebecca J. (University of Essex); Russo, Riccardo (University of Essex)*
- 41) How Do We Make The Decision To Stop? Stopping Rule Selection (SRS) Theory  
*Fific, Mario (Grand Valley State University)*
- 42) Sixty Years Of Satisficing  
*Jacobs, Perke (Max Planck Institute for Human Development); Artinger, Florian (Max Planck Institute for Human Development)*
- 43) Eliciting and Modeling Probability Forecasts of Event Dates and Other Continuous Quantities  
*Tidwell, Joe W. (University of Maryland); Wallsten, Tom W. (University of Maryland); Yang, Heather (Berkeley); Moore, Don A. (Berkeley)*
- 44) Shallow Pockets, Kind Heart: The Effect of Perceived Personal Financial State on Prosocial Activity  
*Motsenok, Marina (The Hebrew University of Jerusalem); Ritov, Ilana (The Hebrew University of Jerusalem)*
- 45) Multiple numeric competencies and their relation to financial, health, and scholastic decision outcomes  
*Tompkins, Mary Kate (The Ohio State University); Peters, Ellen (The Ohio State University)*
- 46) Factors Influencing Surgeons' Roles in Interactions with Their Patients  
*Garcia-Retamero, Rocio (University of Granada); Cokely, Edward T. (Michigan Technological University); Wicki, Barbara (AO Clinical Investigation and Documentation, Zurich); Hanson, Beate (AO Clinical Investigation and Documentation, Zurich)*

- 47) Individual Difference Measurement of Bias Susceptibility and Declarative Knowledge of Cognitive and Social Biases  
*Zaromb, Franklin (Educational Testing Service); Gertner, Abigail (The MITRE Corporation); Schneider, Robert (Research & Assessment Solutions, Ltd.); Matthews, Gerald (University of Central Florida); Weeks, Jonathan (Educational Testing Service); Roberts, Richard D.*
- 48) Bootstrapping the inner crowd, with confidence  
*Phillips, Nathaniel D. (University of Konstanz); Herzog, Stefan (Max Planck Institute for Human Development); Kaämmer, Julianneq (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development)*
- 49) Predictors of Accuracy in Choosing a Healthcare Plan  
*Hathaway, Andrew (University of Missouri); Shaffer, Victoria (University of Missouri)*
- 50) Feeling tempted? The affective and performance benefits of workplace distractions  
*Jachimowicz, Jon M. (Columbia Business School); Menges, Jochen I. (University of Cambridge, Judge Business School); Myrseth, Kristian O. R. (University of St Andrews)*
- 51) Not the expected: The effect of exposure and disease likelihood on vaccination intentions  
*Aharonov-Majar, Efrat (Ben-Gurion University of the Negev); Bereby-Meyer, Yoella (Ben-Gurion University of the Negev); Meyer, Joachim (Tel-Aviv University)*
- 52) Tipping the affective scales: Decision modes alter the integration of emotional information  
*Reeck, Crystal (Columbia Business School, Columbia University); Weber, Elke U. (Columbia Business School, Columbia University)*
- 53) A Longitudinal Study of Responses to Potential Nuclear Meltdown  
*Cui, Jinshu (University of Southern California); Rosoff, Heather (University of Southern California); John, Richard S (University of Southern California)*
- 54) Individual Susceptibility to Anchoring Bias  
*Rhodes, Rebecca (University of Michigan); Zaromb, Franklin (Educational Testing Service); Matthews, Gerald (University of Central Florida); Schneider, Robert (Research & Assessment Solutions, Ltd.); Gertner, Abigail (The MITRE Corporation); Roberts, Richard D.*
- 55) Expert Injury Risk Assessment: Investigating the ACL-IQ  
*Petushek, Erich J. (Michigan Technological University); Cokely, Edward T. (Michigan Technological University); Ward, Paul (University of Greenwich); Myer, Gregory D. (Cincinnati Children's Hospital); Wallace, Sean (Illinois Institute of Technology)*
- 56) Individual Differences in Working Memory Capacity, Fuzzy Processing Preference, and Conjunction Fallacies  
*Weil, Audrey M (Miami University); Wolfe, Christopher R (Miami University)*
- 57) Robust rationality: Alcohol-intoxicated decision makers do not violate fundamental property of rational choice  
*Davis-Stober, Clinton (University of Missouri); McCarthy, Denis (University of Missouri); Cavagnaro, Daniel (California State University at Fullerton); Price, Mason (University of Missouri); Brown, Nicholas (University of Missouri)*
- 58) Political Ideology and Inter-Generational Allocations of Benefits and Burdens: Not All That Glitters is Gold  
*Nitis, Tina (Manhattan College, School of Business); Arora, Poonam (Manhattan College, School of Business)*
- 59) Effects of self-imposed scarcity on decision making  
*Salari Rad, Mostafa (New School for Social Research New School for Social Research); Ginges, Jeremy (New School for Social Research)*
- 60) The conjunction fallacy is stable across repeated probability and frequency judgments  
*Andersson, Linus (Department of psychology, Umeå University); Israelsson, Maria (Department of Integrative Medical Biology, Umeå University); Karlsson, Linnea (Department of Integrative Medical Biology, Umeå University); Juslin, Peter (Department of psychology, Uppsala University); Stillesjö, Sara (Department of Integrative Medical Biology, Umeå University); Eriksson, Johan, Department of Integrative Medical Biology, Umeå University*
- 61) How to improve quality of HIV counselling by means of natural frequencies  
*Prinz, Roman (Max-Planck Institute for Human Development); Feufel, Markus (Charité University of Medicine/MPI for Human Development); Gigerenzer, Gerd (Max-Planck Institute for Human Development); Wegwarth, Odette (Max-Planck Institute for Human Development)*



- 62) The Effect of the Menstrual Cycle on Consumer Responses to Genetically Modified Food  
*Liu, Maggie Wenjing (Tsinghua University); Chen, Rui (Tsinghua University); Guan, Yuhong (Tsinghua University)*
- 63) Distracted by donuts? The cognitive strain of calorie counting may undermine focus and work performance  
*Chabot, Aimee (University of California, San Diego); Bryan, Christopher J. (University of California, San Diego); Mullainathan, Sendhil (Harvard University); Shafir, Eldar (Princeton University)*
- 64) Disgust-based moralization of genetic modification technology  
*Scott, Sydney E. (University of Pennsylvania); Inbar, Yoel (University of Toronto); Rozin, Paul (University of Pennsylvania)*
- 65) The Coffee Shop Effect: Others' Mere Presence Spurs Creativity  
*Chou, Eileen (University of Virginia); Nordgren, Loran (Northwestern University)*
- 66) Using Bayesian Hierarchical Estimates to Assess the Generalizability of Cognitive Models of Choice  
*Scheibehenne, Benjamin (Uni Basel); Pachur, Thorsten (Max Planck Institute)*
- 67) Hierarchical-Bayesian Modeling of Description and Experience-Based Decisions: A Cumulative Prospect Theory Account  
*Kellen, David (University of Basel); Pachur, Thorsten (MPI Berlin)*
- 68) The Effects of Visual Attention on Risk Preferences  
*Long, Andrew R. (University of Colorado, Boulder)*
- 69) Who will I be tomorrow? The effect of expected personal change on future-oriented behaviors and feelings about the future self  
*Molouki, Sarah (University of Chicago); Bartels, Daniel M. (University of Chicago); Hershfield, Hal E. (New York University)*
- 70) How forgetting affects rule- and exemplar-based judgments  
*Hoffmann, Janina A. (University of Basel); von Helversen, Bettina (University of Basel); Rieskamp, Jörg (University of Basel)*
- 71) The Effect of Generating Alternatives on Consumer Choice  
*Friedman, Elizabeth (Yale SOM); Savary, Jennifer (Yale SOM); Dhar, Ravi (Yale SOM); Nowlis, Stephen (Olin Business School)*
- 72) Management of Multiple Identities Matters: Identity Integration Predicts Indecisiveness in Identity-Relevant Decision-Making Tasks  
*Hanek, Kathrin J. (University of Michigan); Lee, Fiona (University of Michigan)*
- 73) Choosing your own wage: The impact of autonomy on motivation  
*Chaudhry, Shereen J. (Carnegie Mellon University); Klinowski, David (University of Pittsburgh)*
- 74) The Distinct Effects of Construal Level and Concrete Mindset on Subjective Time Perception  
*Pew, Ethan (Stony Brook University); Buhrau, Denise (Stony Brook University)*
- 75) Blind Haste: Restricted Visibility Increases Speeding in Traffic-Calmed Zones  
*de Bellis, Emanuel (University of St.Gallen); Schulte-Mecklenbeck, Michael (Max Planck Institute for Human Development); Brucks, Wernher (Traffic Division of the City of Zurich); Herrmann, Andreas (University of St.Gallen); Hertwig, Ralph (Max Planck Institute for Human Development)*
- 76) The relationship between additivity neglect and the non-selective superiority bias  
*Riege, Anine H. (University of Oslo); Teigen, Karl Halvor (University of Oslo)*
- 77) When Do Simple Heuristics Perform Well in Multi-Attribute Choice and Why?  
*Katsikopoulos, Konstantinos (MPI for Human Development)*
- 78) Measuring subjective probability: Scale sensitivity and context dependency vary as a function of regression to the mean  
*Haase, Niels (University of Erfurt, Germany); Betsch, Tilmann (University of Erfurt, Germany)*
- 79) Prosocial Lies: When deception breeds trust  
*Levine, Emma E. (The University of Pennsylvania); Schweitzer, Maurice E. (The University of Pennsylvania)*
- 80) After the nudge: Effects of decision architecture on behavioral spillover  
*Crookes, Raymond D. (Columbia University); Markowitz, Ezra M. (University of Massachusetts Amherst); Weber, Elke U. (Columbia University)*

- 81) The Psychology of Humblebragging  
*Sezer, Ovul (Harvard Business School); Gino, Francesca (Harvard Business School); Norton, Michael (Harvard Business School)*
- 82) Individual differences in time perception can lead to distortions in task performance time predictions  
*Løhre, Erik (Simula Research Laboratory and University of Oslo); Halkjervik, Torleif (SIRUS, Norwegian Institute for Alcohol and Drug Research)*
- 83) The Groucho Marx effect - Prestigious groups' judgments decline post-acceptance  
*Peer, Eyal (Bar-Ilan University); Gamliel, Eyal (Ruppin Academic Center)*
- 84) Leadership perceptions and legitimacy's effect on group outcomes  
*Selden, Mary E. (University of Georgia); Goodie, Adam S. (University of Georgia)*
- 85) When Wealth Increases Taxation Satisfaction  
*Wispinski, Nathan J. (University of British Columbia); Whillans, Ashley V. (University of British Columbia); Dunn, Elizabeth W. (University of British Columbia)*
- 86) The Impact of Feature Information on the Perceived Value of New Features: The Role of Product Familiarity  
*Goyal, Vikas (Indian Institute of Management Indore)*
- 87) Social Learning in Categorization  
*Puskaric, Marin (University of Basel); von Helversen, Bettina (University of Basel); Rieskamp, Jörg (University of Basel)*
- 88) Psychological Ownership and Loss Aversion as Determinants of Sunk Cost Effects  
*Dickert, Stephan (WU Vienna University of Economics & Business); Kamleitner, Bernadette (WU Vienna University of Economics & Business); Süßenbach, Sophie (WU Vienna University of Economics & Business); Geveze, Erdem (WU Vienna University of Economics & Business)*
- 89) The role of interactive visual-aids in communicating effect size statistics  
*Zhang, Yuyan (Bowling Green State University); Zhang, Don (Bowling Green State University); Highhouse, Scott (Bowling Green State University)*
- 90) The Early Number Effect: The use of numbers as a proxy for distance from the creative origin of an object  
*Dhar, Ravi (Yale University); Newman, George E. (Yale University); Smith, Rosanna K. (Yale University)*
- 91) What cues children and adults retrieve from memory when making inferences  
*Ruggeri, Azzurra (MPIB, Berlin and UC Berkeley); Morais, Ana Sofia (MPIB Berlin)*
- 92) Status and Empathy: Modulating Factors of Cooperative Behaviors?  
*LV, Jieyu (Queen Mary University of London); Proulx, Michael J. (University of Bath); Osman, Magda (Queen Mary University of London)*
- 93) A study of risky decision making in major depressive disorder  
*Nagrani, Sohan (Virginia Tech Carilion Research Institute); Chung, Dongil (Virginia Tech Carilion Research Institute); Chiu, Pearl (Virginia Tech Carilion Research Institute)*
- 94) A random utility model of delay discounting and its application to people with externalizing psychopathology  
*Dai, Junyi (Indiana University, Bloomington); Gunn, Rachel L. (Indiana University, Bloomington); Gerst, Kyle R. (Indiana University, Bloomington); Busemeyer, Jerome R. (Indiana University, Bloomington); Finn, Peter R. (Indiana University, Bloomington)*
- 95) Withdrawn
- 96) Testing the automaticity of valence  
*McElroy, Todd (Florida Gulf Coast University); Stroh, Nathan (Appalachian State University)*
- 97) Conflict detection in the conjunction fallacy: An eye-tracking study  
*Faure-Bloom, Jenny (Kingston University); Mannan, Sabira (Kingston University); Vallée-Tourangeau, Gaelle (Kingston University)*

- 98) Comparing self-report and process-tracing data within a Multialternative Decision Field Theory (MDFT) framework  
*Zhang, Ruohui (Miami University); Johnson, Joseph (Miami University)*
- 99) Macro Tracking while Attentively Attacking the Packaging  
*Jackson, Marc D. (Auburn University); Franco-Watkins, Ana M. (Auburn University); Weierbach, Gabby (Auburn University)*
- 100) Graph literacy and processing of health communications: Evidence from eye-tracking  
*Okan, Yasmina (University of Leeds); Galesic, Mirta (Max Planck Institute for Human Development); Garcia-Retamero, Rocio (University of Granada)*
- 101) Withdrawn
- 102) A closer look at decision making under time pressure  
*Zhou, Xiaolei (Miami University); Johnson, Joseph G. (Miami University); Hanse Wissenschaftskolleg; Koop, Gregory J. (Syracuse University); Franco-Watkins, Ana M. (Auburn University)*
- 103) Tracing attitude expressions toward unfamiliar attitude objects: why people rely on affect  
*van Giesen, Roxanne I. (Wageningen University); Fischer, Arnout R.H. (Wageningen University); van Trijp, Hans C.M. (Wageningen University)*
- 104) Revealing the Train of Thought: Inferring Cognitive Processes from Process Measures  
*Schulte-Mecklenbeck, Michael (Max Planck Institute for Human Development); Kühberger, Anton (University of Salzburg); Gagl, Benjamin (University of Salzburg); Hutzler, Florian (University of Salzburg)*
- 105) Why use pictographs for medical decision-making? An eye-tracking study of information processing strategies depending on numeracy  
*Kreuzmair, Christina (ETH Zurich, Institute for Environmental Decisions (IED)); Keller, Carmen (ETH Zurich, Institute for Environmental Decisions (IED)); Siegrist, Michael (ETH Zurich, Institute for Environmental Decisions (IED))*
- 106) Rebiasing Risky Choice: Attention Effects in the Open Sampling Paradigm  
*Henninger, Felix (University of Mannheim, MPI for Research on Collective Goods); Fiedler, Susann (Max Planck Institute for Research on Collective Goods, Bonn); Hilbig, Benjamin E. (University of Mannheim); Glöckner, Andreas (University of Göttingen)*
- 107) The effect of time pressure and ego depletion on moral judgement in the moral dilemma  
*Masashi, Soma (Rikkyo University); Takashi, Tsuzuki (Rikkyo University); Itsuki Chiba (Rikkyo University)*
- 108) Unpacking Unethical Behavior: Whole is Less than the Sum of its Parts  
*Tzini, Konstantina (IE Business School); Jain, Kriti (IE Business School)*
- 109) Harm, Character, Contamination, and Disgust: Why we judge sex offenders harshly  
*Lively, Chaz (University of Pennsylvania); Rozin, Paul (University of Pennsylvania); Bermant, Gordon (University of Pennsylvania)*
- 110) To be an honest person or not to be a cheater: The effect of promoting vs. implicating the self on unethical behavior  
*Gamliel, Eyal. (Ruppin Academic Center); Savir, Tomer. (Ruppin Academic Center)*
- 111) Some Moral Judgments may be Immune to Hindsight Bias  
*Machacek, Marielle (University of South Florida St. Petersburg); Pezzo, Mark (University of South Florida St. Petersburg)*
- 112) Withdrawn
- 113) “Thinking about numbers is not my idea of fun”: Need for cognition mediates age differences in numeracy performance.  
*Bruine de Bruin, Wandí (University of Leeds & Carnegie Mellon University); McNair, Simon J. (University of Leeds); Taylor, Andrea L. (University of Leeds); Summers, Barbara (University of Leeds); Strough, JoNel (West Virginia University)*
- 114) Withdrawn

- 115) Procedural Fluency Induces Greater Confidence in Performance Estimates  
*Williams, Elanor F. (University of California, San Diego); Duke, Kristen (University of California, San Diego); Dunning, David (University of Michigan)*
- 116) Comfort Buying  
*Blanken, Irene (Tilburg University); Van de Ven, Niels (Tilburg University); Zeelenberg, Marcel (Tilburg University)*
- 117) Feeling Older and Giving Back: The Impact of Felt-Age on Pro-social Behaviors  
*Rozenkrants, Bella (Stanford University); Huang, Szu-chi (Stanford University)*
- 118) Comparison of the Developmental Trajectory of Two Decision-making Tasks: Iowa Gambling Task and Cups  
*Bossard, Elaine A. (University of Iowa); Levin, Irwin P. (University of Iowa); Gaeth, Gary J. (University of Iowa); Yan, Haoyang (University of Michigan); Bechara, Antoine (University of Southern California)*
- 119) The Influence of Sample Size on Monetary Valuation of Gambles  
*Hoffart, Janine C. (University of Basel); Dutilh, Gilles (University of Basel); Rieskamp, Jörg (University of Basel)*
- 120) Testing models of deferred decision making  
*Hotaling, Jared (University of Basel); Rieskamp, Jörg (University of Basel); Gluth, Sebastian (University of Basel)*
- 121) Willingness to sign organ donation commitment cards: The effect of the identifiability of the donor and the receiver.  
*Kogut, Tehila (Ben Gurion University); Harel, Inbal (Ben Gurion University); Pinchas, Meir (Ben Gurion University)*
- 122) The time course of preference formation: Quantitative process model predictions for cognitive dissonance effects  
*Kvam, Peter D (Michigan State University); Pleskac, Timothy J (Max Planck Institute for Human Development)*
- 123) See what you want to see: Justifications create ethical blind spots and increase dishonesty  
*Pittarello, Andrea (Ben Gurion University of the Negev); Leib, Margarita (Ben Gurion University of the Negev); Gordon, Tom (Ben Gurion University of the Negev); Shalvi, Shaul (Ben Gurion University of the Negev)*
- 124) Intuition embedded in 'practice' for recruitment decisions  
*Akhuly, Ajanta (Indian Institute of Technology Bombay)*
- 125) The ability to experience regret, in the absence of the ability to anticipate regret, predicts good decision making in young children  
*Feeney, Aidan (Queen's University Belfast); O'Connor, Eimear (Queen's University Belfast); McCormack, Teresa (Queen's University Belfast); Beck, Sarah (University of Birmingham)*
- 126) Examining the Anchoring Variance in a Range of Plausible Anchors  
*Chng, Yee Siang (DSO National Laboratories)*
- 127) The U and I in Power: How Chronic and Manipulated Power Differ in Social Connectedness  
*van Gils, Michelle (KU Leuven); Warlop, Luk (KU Leuven)*
- 128) Counterproductive punishment: Evidence from a simple training task  
*Sobolev, Michael (Technion - Israel Institute of Technology); Erev, Ido (Technion - Israel Institute of Technology)*
- 129) Road crossing decisions of younger and older adults  
*Rolison, Jonathan (Queen's University Belfast); Dumas, Mihalís (Queen's University Belfast); Craig, Cathy (Queen's University Belfast); Cummins, Alan (Queen's University Belfast)*
- 130) Individual Difference in Choice Behavior under Risk with High Stakes and Expected Utility Theory  
*Chen, Zhiqin (University of Southern California); John, Richard (University of Southern California)*
- 131) Don't Hate the Player, Hate the Game: Causal Attribution Differences in Bargaining Lead Responders to Seek for the Proposer's Face  
*Vargas, Maria E.S. (San Jose State University); Asuncion, Arlene (San Jose State University); Choi, Dong-Won (California State University, East Bay); Laraway, Sean (San Jose State University)*

- 132) Reaction-Time Predicts Changes in Preference in Intertemporal Choice  
*Hsu, Eustace (Dept. of Psychology, University of Southern California); Melrose, A. James (Dept. of Psychology, University of Southern California); Huang, Stacey (Dept. of Psychology, University of Southern California); Monterosso, John (Dept. of Psychology, University of Southern California)*
- 133) Effects of decision-making strategies on financial choices  
*Thomson, Keela S (University of California, Los Angeles); Markman, Arthur (The University of Texas at Austin)*
- 134) The impact of affective and cognitive evaluations on pregnant women's decision about prenatal screening.  
*Timmermans, Danielle (EMGO Institute, VU University Medical Center)*
- 135) Exploring contextual influences on food related decisions in the home  
*Bown, Nicola (Centre for Decision Research, University of Leeds)*
- 136) What Measures of Risk Attitude Predict Real World Risk Taking?  
*Enkavi, Ayse Z. (Columbia University); Gao, Jie (Columbia University); Li, Ye (UC Riverside); Johnson, Eric J. (Columbia University); Weber, Elke U. (Columbia University)*
- 137) Objective and not subjective numeracy moderates attribute-framing bias  
*Gamliel, Eyal. (Ruppin Academic Center); Kreiner, Hamutal. (Ruppin Academic Center); Garcia-Retamero, Rocio. (The University of Granada)*
- 138) Degree of Handedness: An Interactive Predictor of Affective Response  
*Jasper, John (University of Toledo); Scott, Haleigh (University of Toledo); Corser, Ryan (University of Toledo); Levine, Jason (University of Toledo); Mytyk, Shelby (Xavier University)*
- 139) Hierarchical Bayesian Modeling of the Strategy Selection problem in Decision Making  
*Mistry, Percy (University of California, Irvine); Trueblood, Jennifer S. (University of California, Irvine)*
- 140) Bounded rationality, problem framing, strategy selection and the real world  
*Feufel, Markus A. (Charité University Medicine Berlin)*
- 141) In-group Bias Affects Environmental Risk Perception and Levels of Policy Support  
*Amato, Michael S. (ClearWay Minnesota); Moore, Colleen F. (University of Wisconsin)*
- 142) How Capable are Laypeople of Assessing Scientific Evidence? Development and Validation of the Critical Scientific Thinking Scale  
*Drummond, Caitlin (Carnegie Mellon University); Fischhoff, Baruch (Carnegie Mellon University)*
- 143) Gist Processing Predicts Performance on the Emotional Go/No-Go Task: A Fuzzy-Trace Theory Account  
*Weldon, Rebecca B. (Cornell University); Reyna, Valerie F. (Cornell University); Corbin, Jonathan C. (Cornell University); Chick, Christina F. (Cornell University); Brust-Renck, Priscila G. (Cornell University); Setton, Roni A.*
- 144) The Effect of Intrinsic Incentives When Deciding to Commit to a Goal  
*Crosby, Christina (New York University); Gabriele Oettingen (New York University; University of Hamburg); Peter Gollwitzer (New York University; University of Konstanz)*
- 145) Next Quarter or Next Year: The Role of Psychological Distance in Business  
*Hanges, Peter (Manhattan College); Arora, Poonam (Manhattan College)*
- 146) Withdrawn
- 147) Withdrawn
- 148) An investigation of time pressure on framing effects in risky choice  
*Guo, Lisa (University of California, Irvine); Trueblood, Jennifer (University of California, Irvine); Diederich, Adele (Jacobs University Bremen)*
- 149) Framing Effects in Economic Games  
*Shrivastava, Sunaina (University of Iowa); Jain, Gaurav (University of Iowa); Gaeth, Gary J (University of Iowa); Levin, Irwin P (University of Iowa); Nayakankuppam, Dhananjay (University of Iowa)*



- 150) The Hedonic Calculus of Gains and Losses: Comparing Measures of Anticipated Emotion  
*Berman, Jonathan Z. (London Business School); Baker, Joshua D. (University of Pennsylvania); Mellers, Barbara A. (University of Pennsylvania)*
- 151) Risk Aversion and Emotional Response in a Bubble Context  
*Salcedo, Juan C. (Universidad de los Andes); Jimenez, William A. (Universidad de los Andes)*
- 152) Effects of Numerical Specificity and Intervals on Framing Effects  
*Jain, Gaurav (University of Iowa); Levin, Irwin P (University of Iowa); Gaeth, Gary J (University of Iowa); Nayakankuppam, Dhananjay (University of Iowa)*
- 153) The endowment effect for experiential products  
*Jiang, Li (UCLA); Sood, Sanjay (UCLA)*
- 154) Cognitive segmentation for targeted pricing strategy: applying JDM research in the real world  
*Halonen, Elina (University of Turku); Caldwell, Leigh (The Irrational Agency)*
- 155) The Influence of Background Color on Framing Effects in Medical Decisions  
*McCormick, Michael (Cornell University); Smith, Andrew (Appalachian State University)*
- 156) Two Types of Negativity Biases in Comparative Evaluations  
*Erguncu, Selin (Koc University); Sayman, Serdar (Koc University)*
- 157) Inside the Mind of a Seller: Opportunity Cost Neglect  
*Levis, Sarah Amanda (Yale Marketing); Frederick, Shane (Yale Marketing)*
- 158) Individual Differences in Decision Making: Beyond Loss Aversion  
*Gupta, Aakash A (University of Michigan / Stanford University); Newman, Lee (Instituto de Empresa Business School); Polk, Thad A (University of Michigan)*
- 159) Integrating Behavioral Biases into Multi-Attribute Utility Theory: An Application on Product Improvements  
*Erguncu, Selin (Koc University)*
- 160) Withdrawn
- 161) Blowing, fast and slow: How temporal units for a forecasting map shapes evacuation judgments and decisions  
*Roh, Sungjong (Cornell University); Cho, Hichang (National University of Singapore)*
- 162) Cognitive Modeling of Probability Judgments  
*Danileiko, Irina (University of California, Irvine); Lee, Michael D. (University of California, Irvine)*
- 163) The effects of sleep deprivation and Circadian rhythm effects on attribute framing  
*Stroh, Nathan (Appalachian State University); McElroy, Todd (Florida Gulf Coast University); Dickinson, David (Appalachian State University)*
- 164) Pushing away from non-expert advice: A comparison of advice sequences and advisor expertise  
*Rader, Christina A. (Duke University); Soll, Jack B. (Duke University); Larrick, Richard P. (Duke University)*
- 165) Evidence For An Impulsive Trait  
*DeHart, Brady (Utah State University); Friedel, Jonathan (Utah State University); Frye, Charles (Utah State University); Rung, Jillian (Utah State University); Odum, Amy (Utah State University)*
- 166) Discounting over Subjective Time: One Step towards a Unified Theory of Intertemporal Choice  
*Wang, Yitong (University of Technology, Sydney); Wang, Liangyan (Shanghai Jiaotong University); Keller, L. Robin (University of California, Irvine)*
- 167) Brecht or Bounty? An investigation of fair sharing behavior with primary and secondary incentives in Dictator Games  
*Kause, Astrid (Max Planck Institute for Human Development, Berlin); Vitouch, Oliver (Alpen Adria Universität Klagenfurt)*

- 168) Rumination is related to Overestimation of Duration  
*Roy, Michael (Elizabethtown College); O'Dougherty, Kyle (Elizabethtown College)*
- 169) It's all in the setting - The 'time of occurrence' effect on counterfactual thoughts  
*Sisso, Itay (Hebrew University, Jerusalem); Etgar, Shir (Tel-Aviv University); Ritov, Ilana (Hebrew University, Jerusalem)*
- 170) A Computational Account of Social Influence  
*Hawthorne-Madell, Daniel J. (Stanford University); Goodman, Noah D. (Stanford University)*
- 171) Reliance on Small Samples, Cognitive Sophistication, and the Wavy Recency Effect of Rare Events  
*Plonsky, Ori (Technion - Israel Institute of Technology); Teodorescu, Kinneret (Technion - Israel Institute of Technology); Erev, Ido (Technion - Israel Institute of Technology)*
- 172) Goal Consistency as a Source of Bias in Resolving Ethical Dilemmas  
*Boyle, Peter J. (Central Washington University); Nye, Pete (University of Washington Bothell)*
- 173) The more we are, the less we care: A new paradigm for intergenerational dilemma decision making  
*Kieslich, Pascal J. (University of Mannheim, Germany); Hilbig, Benjamin E. (University of Mannheim, Germany)*
- 174) Memory drivers of future intentions  
*Del Missier, Fabio (University of Trieste); Stragà Marta (University of Trieste); Marcatto, Francesco (University of Trieste); Ferrante, Donatella (University of Trieste); Perego, Elisa (University of Trieste)*
- 175) The CRT: Separable roles for inhibiting intuition and making calculations  
*Sinayev, Aleksandr (Ohio State University); Peters, Ellen (Ohio State University)*
- 176) An Ideological House of Mirrors: Political Stereotypes as Exaggerations of Motivated Social Cognition Differences  
*Scherer, Aaron M (University of Iowa); Windschitl, Paul D (University of Iowa); Graham, Jesse (University of Southern California)*
- 177) Red Color Promotes Competitive Behavior  
*Voichek, Guy. (The Hebrew University of Jerusalem); Ritov, Ilana (The Hebrew University of Jerusalem)*
- 178) Would an SSL Warning by any other name sound just as scary? Understanding cybersecurity reasoning in terms of mental models versus signal detection  
*Brase, Gary L. (Kansas State University); Vasserman, Eugene Y. (Kansas State University); Hsu, William (Kansas State University)*