

Society for Judgment and Decision Making

The 2015 36th Annual Conference



Chicago Hilton Hotel

720 S Michigan Ave

Chicago, IL 60605

November 20 – 23, 2015

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2015 Program Committee: Katherine Milkman (chair), Jack Soll, Nina Mazar, Suzanne Shu

Thanks to Mare Appleby (conference coordinator), Jon Baron (webmaster), Ellen Peters (President), Meng Li (social event), Mary Kate Tompkins (grad social), Thorsten Pachur (student posters, and the ad hoc reviewers: Abigail Sussman, Alex Imas, Alex Rees-Jones, Alison Wood Brooks, Burson Katherine, Carsten Erner, Chia-Jung Tsay, Chris Olivola, Craig McKenzie, Crystal Hall, Dan Goldstein, Daniel Feiler, Devin Pope, Don Moore, Ellen Evers, Ellen Peters, Ellie Kyung, Emma Levine, Ana Franco-Watkins, Gretchen Chapman, Hengchen Dai, Janet Schwartz, Jason Dana, Joachim Vosgerau, John Beshears, Judd Kessler, Kelly Goldsmith, Lalin Anik, Leslie John, Lisa Shu, Lucas Coffman, Michael Luca, Oleg Urminsky, Peter Ayton, Phil Fernbach, Rick Larrick, Saiwing Yeung, Scott Rick, Simone Moran, Stephen Spiller, Ting Zhang, Todd Rogers, and Ye Li.

2015 SJDM Conference Master Schedule
Hilton Chicago Hotel
November 20-23, 2015

FRIDAY, NOVEMBER 20

5:00-7:00 pm **Welcome Reception / Registration** – Hilton – Salon A Pre-function Space
5:30-7:30 pm **Tribute to Paul Slovic** – Hilton – Williford
8:00-10:00 pm **Executive Board Dinner** – Seven Lions, 130 Michigan Ave, Chicago

SATURDAY, NOVEMBER 21

7:30-8:30 am **Registration and Continental Breakfast** – Hilton – Salon A Pre-function Space
8:30 -10:00 am **Paper Session #1** – Hilton – Salon A-1, Salon A-2, Salon A-3, Salon A-4
10:00 -10:30 am **Morning Coffee Break** – Hilton – Salon A Pre-function Space
10:30-12:00 pm **Paper Session #2** – Hilton – Salon A-1, Salon A-2, Salon A-3, Salon A-4
12:00-1:30 pm Lunch Break (on your own)
1:30-2:30 pm **Interview with Danny Kahneman by Leif Nelson** – Hilton – International South
2:30-4:00 pm **Paper Session #3** – Hilton – Salon A-1, Salon A-2, Salon A-3, Salon A-4
4:00-4:30 pm **Afternoon Coffee Break** – Hilton – Salon A Pre-function Space
4:30-6:00 pm **Paper Session #4** – Hilton – Salon A-1, Salon A-2, Salon A-3, Salon A-4
6:00-6:30 pm **Einhorn Award** – Hilton – Salon A-1
6:30-8:30 pm **Graduate Student Social Event** – Hilton – Boulevard

SUNDAY, NOVEMBER 22

8:30-10:30 am **Poster Session #1** - w/ Continental Breakfast – Hilton – Salon D
10:30-12:00 pm **Paper Session #5** – Hilton – Salon A-1, Salon A-2, Salon A-3, Salon A-4
12:00-1:30 pm **Women in SJDM Networking Event** – Hilton – Continental A
12:00-1:30 pm Lunch Break (on your own)
1:30-2:30 pm **Keynote Address by Max Bazerman** – Hilton – Williford
2:45-4:15 pm **Paper Session #6** – Hilton – Salon A-1, Salon A-2, Salon A-3, Salon A-4
4:15-4:45 pm Afternoon Coffee – Hilton – Salon A Pre-function Space
4:45-5:30 pm **Presidential Address by Ellen Peters** – Hilton – Williford
5:30-7:30 pm **Poster Session #2** w/ Cash Bar – Hilton – Salon D
9:00 pm-2:00 am **SJDM Evening Social Event– Jazz Showcase**, 806 S. Plymouth Ct. Chicago

MONDAY, NOVEMBER 23

8:25-9:15 am **Business Meeting w/ Continental Breakfast** and Student Poster Award- Hilton-Williford ABC
9:15-10:45 am **Paper Session #7** – Hilton – Salon A-1, Salon A-2
10:45-11:15 am **Morning Coffee Break** – Hilton – Salon A Pre-function Space
11:15-12:45 pm **Paper Session #8** – Hilton – Salon A-1, Salon A-2



Paul Slovic Tribute
Friday November 20 – 5:30-7:30 pm Hilton – Williford

Paul Slovic has made major contributions to research on preference construction, risk perception, and decisions by analysis versus decisions by feelings. The program will highlight his influence on generations of JDM and other scholars and his leadership in using his work to address real world social problems.

Speakers include Daniel Kahneman, Baruch Fischhoff, Howard Kunreuther, John Payne, and others.

SATURDAY, NOVEMBER 21, 2015				
Rooms - Hilton - Salon A-1, Salon A-2, Salon A-3 Salon A-4				
	Track I Salon A-1	Track II Salon A-2	Track III Salon A-3	Track IV Salon A-4
Session #1	Biases	Consumer Preferences and Satisfaction	Self-Control	Uncertainty
8:30 AM	Green - The Foreclosed Option Fallacy	Wei - Sampling Traps: How the Opportunity to Sample Experiential Products Reduces Hedonic Value	Schilbach - Alcohol and Self-Control: A Field Experiment in India	Reinholtz - Almost Everyone Misunderstands the Benefit of Diversification
8:50 AM	Liu - Breaking Bad (News)	Tsai - The Intensification Effect of Quantity Specificity on Consumption Experience over Time	Schwartz - Bringing Ulysses to Scale: A Tale of Persistence, Spillovers and Customer Loyalty	Barasz - Hoping for the Worst: The Perverse Incentives of Certainty-Seeking
9:10 AM	Logg - Is Overconfidence a Motivated Bias?	Klesse - The Impact of Oral Versus Manual Expression Modalities on Choice Satisfaction	Urminsky - Impatient to Achieve or Impatient to Receive: How the Goal Gradient Effect Underlies Time Discounting	Moon - Paying for What You'll Like? The Uncertain Value of Uncertainty
9:30 AM	De Wilde - The Anchoring Bias in Group Judgment	Etkin - The Cost of Personal Quantification	Tian - Rituals Promote Self-Control	Fox - Self-serving Attributions of Epistemic Versus Aleatory Uncertainty
Session #2	Biases and Heuristics I	Consumer Decision Making I	Nudges	Emotion
10:30 AM	Krijnen - People Use Decision Importance as a Cue for Deferral	Evangelidis - Context Polarity: The Asymmetric Impact of Context Effects on Advantaged versus Disadvantaged Options	Bereby-Meyer - Honesty Speaks a Second Language	Weingarten - Duration Consideration
10:50 AM	Van de Calseyde - Decision Time as Information in Judgment and Choice	Sussman - Valence in Context: Asymmetric Responses to Positive and Negative Attribute Weights	Rogers - The Threat of Excellence: Exposure to Peers' Exemplary Work Undermines Performance and Success	DeCelles - Flying Into a Rage: Inequality between First Class and Economy Predicts Air Rage Incidents
11:10 AM	Greenberg - Opportunity Cost Neglect Eliminates the Effect of Choices on Preferences	Dai - The Explicit and Implicit Messages Embedded in Choice Architecture Designs: Evidence from a Field Experiment on Retirement	Hardisty - Encouraging Energy Efficiency: Product Labels Facilitate Temporal Tradeoffs	Buechel - Mistaking the Journey for the Destination: Overestimating the Fruits of (More) Labor
11:30 AM	Paolacci - Less Likely Outcomes are Valued Less	Rosenzweig - Same Wrong, Different Restitution? Heightened Sensitivity to Inequity in the Context of Apology	House - Implementation Intentions: How to Nudge Organizations to Pay their Overdue Taxes	Vohs - The Illusion of Learning
Session #3	Biases and Heuristics II	Consumer Decision Making II	Nudges and Choice Architecture	Honesty and Dishonesty
2:30 PM	Kofler - Outcome Neglect: How Insight Failure Undermines Simple Utility Maximization	Barasch - Judging Good Taste: True Preference or Pretense?	Pogacar - Ethically Deployed Defaults: Transparency and Consumer Protection Via Disclosure and Preference Articulation	Klein - Lie Detection is Improved Through Group Discussion, Not Aggregation of Independent Judgments
2:50 PM	Dannals - Perceptions of "the Average" Are Not Averaged Perceptions: Biased Estimates of the Social Norm	Howard - Understanding the Expense Prediction Bias	Castelo - Informed Nudges: Preference-consistent Choice Architecture and Disclosure	Ayal - When Robin Hood Takes a Polygraph: Detecting Egocentric and Altruistic Cheating
3:10 PM	Zhang - An Urgency Effect in Response to Future Rate Increases	Chin - Consumer Evaluations of Credit Card Offers	Evers - When Do People Prefer Carrots to Sticks? A Robust 'Matching Effect' in Policy Evaluation	Roux - When Choosing the Best Brings out the Worst: Maximizing Increases Cheating Due to Greater Perceptions of Scarcity
3:30 PM	O'Donnell - Sets and Statistics: Explaining the Offer Framing Effect	Olson - The Interpersonal Dynamics of Shared Financial Decisions	Daniels - Interpersonal Choice Architecture	Bhattacharjee - Motivated Moral Decoupling Among Liberals and Conservatives
Session #4	Taxes, Fees and Payment Structures	Giving	Politics and Government	Numeracy and Decision Quality
4:30 PM	Sma - A Prediction Gap in the Effect of Income Tax on Effort	Givi - When Gift Giving is Selfish: A Motivation to be Unique	Slovic - Confronting the Collapse of Humanitarian Values in Foreign Policy Decisions	Olsson - A New Small Crowd Selection Method
4:50 PM	Shaddy - Beware the Bundle: When Consumers Pay Less, Yet Demand More	Shah - 'Paper Or Plastic': How We Pay Influences Post-Transaction Connection	Merkle - Model-based Scoring Rules for Evaluating Probability Judgments: Application to a Geopolitical Forecasting Tournament	McKenzie - Decision Making, Rationality, and Creativity
5:10 PM	Rick - Income Tax and the Motivation to Work	Meindl - Harnessing Hypocrisy: Comparing the Effects of Different Moral Proclamations on Behavior	Buell - Surfacing the Submerged State: Operational Transparency in Government	Goldstein - Improving the Comprehension of Numbers in the News
5:30 PM	Lieberman - Norm Inferences: The Hidden Influence of Pricing Structure	Williams - Sometimes It's Okay to Give a Blender: Giver and Recipient Preferences for Hedonic and Utilitarian Gifts	Baker - The Value of Precision in Geopolitical Forecasting: Empirical Foundations for Intelligence Analysis and Foreign Policy Decision Making	Dickert - Valuations and Scope Sensitivity: The Quest for Linearity

SUNDAY, NOVEMBER 22, 2015				
Rooms - Hilton - Salon A-1, Salon A-2, Salon A-3 Salon A-4				
	Track I Salon A-1	Track II Salon A-2	Track III Salon A-3	Track IV Salon A-4
Session #5	Altruism	Collaboration and Cooperation	Medicine and Decision Making	Prediction
10:30 AM	Vastfjall - Pseudoinefficacy: When Feelings for Those Not Helped Demotivate Helping the Ones That Could Be Helped	Barneron - Conflict of Interest in Social Decision-Making: Scope-Insensitivity and the Neglect of Losses Borne by Many	Gaissmaier - Diagnostic Performance by Medical Students Working Individually or in Teams	Pavel Atanasov - Accountability, Prediction Accuracy and Information Exchange
10:50 AM	Berman - Limits of Effective Altruism	Weisel - Corrupt Collaboration	Robitaille - Nudging to Increase Organ and Tissue Donor Registrations	Kelly - People Can Take the Outside View, but They Don't Want To Use It
11:10 AM	Harel - Donating Life or Mourning Death: The Effects of Case Framing on the Willingness to Commit to Organ Donation	Levine - Signaling Emotion and Reason in Human Cooperation	Wegner - Strategies to Reduce the Negative Consequences of Deferrals on Subsequent Blood Donation	Kane - Predicting Clinical Forecasting Errors with Local Estimators
11:30 AM	Baron - Meta-Analysis of Response-Time Tests of the Sequential Two-Systems Model of Moral Judgment	Rottenstreich - Skeptical Reciprocity and Principled Defection: Attribution in the Prisoners' Dilemma	VanEpps - The Price (and Calorie Label) is Wrong: Error Detection as Measure of Calorie Label Processing	Yeomans - The Case Against Recommendations
Session #6	Charitable Giving	Poverty	Goals and Ideals	Advice
2:45 PM	Zaval - Focusing on Future Consequences: Leveraging Legacy to Promote Sustainable Decisions	Shah - Slowing Down Youth Violence	Wallace - Goal Specificity, Subjective Impact, and Motivation: A Reference-Points Approach	Dillon - Don't Ask, Don't Tell: The Problems with Solicited Advice
3:05 PM	Cryder - The Charity Beauty Premium	Schofield - The Economic Costs of Low Caloric Intake: Evidence from India	Goswami - The Extent of Post-Reward Crowding-Out: A 'Rewarding Opportunity' Account	Soll - Measuring the Influence of Advice
3:25 PM	Schroeder - An Illusion of Contribution: Indirect Contributors Are More Likely to Overclaim Responsibility for Group Tasks	Meng - Thinking about Financial Deprivation: Rumination and Decision Making Among the Poor	Davidai - The Ideal Road Not Taken: Regrets of Action and Inaction and Self-Discrepancy Theory	Dietvorst - Overcoming Algorithm Aversion: People Will Use Algorithms If They Can (Even Slightly) Modify Them
3:45 PM	Chao - Motivation Crowding Out in Fundraising: Evidence from a Field Experiment	Jachimowicz - Trust Your Neighborhood: Neighborhood Trust Can Protect Low-Income Groups From Myopic Decisions	Sezer - To Be or Not to Be Your Authentic Self? Catering to Others' Preferences Hinders Performance	Chen - The Advocacy Mindset: Arguing Boosts Confidence in... Everything

MONDAY, NOVEMBER 23, 2015		
Rooms - Hilton - Salon A-1, Salon A-2		
	Track I Salon A-1	Track II Salon A-2
Session #7	Evaluations of Experiences	Choices and Beliefs
9:15 AM	Tully - Questioning the End Effect: Endings Do Not Inherently Have a Disproportionate Impact on Evaluations of Experiences	Koehler - Can Journalistic 'False Balance' Distort Public Perception of Consensus in Expert Opinion?
9:35 AM	O'Brien - Tracking Hedonic Change: Asymmetric Judgments of Improvement versus Decline	Hauser - IT'S A TRAP! Instructional Manipulation Checks Prompt Systematic Thinking on 'Tricky' Tasks
9:55 AM	Robinson - Description-Experience Gap or Construct-Data Gap?	Garcia - N-Equality: More People, Less Concern for Equality?
10:15 AM	Hagmann - Wait, Wait... Don't Tell Me: Repeated Choices With Clustered Feedback	Molouki - Personal Change and the Continuity of Identity
Session #8	Hormones, Eye-Tracking and Computational Modeling	Understanding Preferences
11:15 AM	Plassmann - Peacocks, Testosterone and Luxury Goods: Single-dose Testosterone Administration Increases Preference for Status Goods	Gordon-Hecker - When Less is Better than More: Preferring Equity over Efficiency in Allocation Decisions
11:35 AM	Tomm - Scarcity Captures Attention and Induces Neglect: Eyetracking and Behavioral Evidence	Donkers - Preference Dynamics in Sequential Choice with Defaults
11:55 AM	Nave - Testosterone Impairs Rational Thinking in Men	Risen - Avoiding Information to Protect a Strong Intuitive Preference
12:15 PM	Bhatia - A Model of Associative Judgment	Spiller - Making Decisions Disrupts Relatively Stable Preferences

2015 SJDM Conference Special Events

FRIDAY, NOVEMBER 20

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SATURDAY, NOVEMBER 21

1:30-2:30 pm **Interview with Danny Kahneman** by **Leif Nelson** – Hilton – International South

6:00-6:30 pm **Einhorn Award** – Hilton – Salon A-1

6:30-8:30 pm **Graduate Student Social Event** – Hilton – Boulevard

This informal event will provide student members of SJDM an opportunity 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 Mary Kate Tompkins at

tompkins.61@osu.edu

SUNDAY, NOVEMBER 22

12:00-1:30 pm **Women in SJDM Luncheon** – Hilton – Continental A

All (women and men) are welcome to attend the twelfth annual Women in SJDM Luncheon on Sunday, November 22, focused on promoting the advancement of women in JDM. The event will feature lunch, networking opportunities, and a very special panel in celebration of more than a decade of Women in SJDM. Five former women SJDM presidents—Barbara Mellers ('95-96), Elke Weber ('97-'98), Maya Bar-Hillel ('04-'05), Valerie Reyna ('09-'10), and Gretchen Chapman ('13-'14)—will discuss their perspectives on women in SJDM over time.

The event is organized this year by Ellie Kyung, Kelly Goldsmith, and Sunita Sah. We will open registration online through the SJDM mailing list and accept a maximum of 140 people and will keep a waiting list if necessary. In addition, when registering for the conference, you will notice an option to donate to the Women in SJDM event (<http://www.sjdm.org/join.html>). We encourage you (especially faculty!) to consider a donation to the event fund. If your institution might be interested in sponsoring the event or for any questions, please contact Ellie at ellie.kyung@tuck.dartmouth.edu. 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 2015 Women in SJDM Luncheon

As of November 1, 2015

Institutions:

Department of Social & Decision Sciences | Carnegie Mellon University
Center for the Decision Sciences | Columbia Business School
Columbia Business School
Management and Organizations | Johnson Graduate School of Management, Cornell University
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Negotiations, Organizations & Markets Unit | Harvard Business School
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Rotman School of Management | University of Toronto
Evans School of Public Policy and Governance | University of Washington
Owen Graduate School of Management | Vanderbilt University
Olin School of Business | Washington University

Individuals:

Ann Bostrom, Christina Boyce-Jacino, Eva Buechel, Gretchen Chapman, Rachel Cronson, Cindy Cryder, Kelly Goldsmith, Crystal Hall, Leslie John, Eric Johnson, Ellie Kyung, Richard Larrick, Lisa Ordenez, Sunita Sah, and 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".)

Bounded Ethicality: Improving Ethics from a Behavioral Decision Research Perspective

Most of the scandals we have observed could not have happened without basically good people doing bad things without their own awareness. My colleagues and I argue that the majority of unethical events occur as the result of ordinary and predictable psychological processes. This talk will outline the bounded ethicality perspective and highlight one nudge for making the world a better place – moving people toward joint decision making. I will conclude with an overview of how the bounded ethicality perspective provides other hints for maximizing pleasure and minimizing pain.

Influencing and educating decisions

The recent White House Executive Order calls for “research findings ... about how people make decisions and act on them [to] be used to design government policies to better serve the American people.” The tools of choice architecture (“nudges”) are important in this regard. I’ll discuss examples of research from my lab that nudge and otherwise influence and educate decisions. I’ll focus on lab experiments and field studies that illustrate the potential of these methods to promote more effective decision making and solutions to critical societal problems through an understanding of psychological processes.



Located at **806 S. Plymouth Ct. Chicago.**

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SATURDAY NOVEMBER 21, 2015

Rooms - Hilton - Salon A-1, Salon A-2, Salon A-3 Salon A-4

Session #1 Track I: Biases - Hilton - Salon A-1 - Saturday 8:30 am - 10:30 am

The Foreclosed Option Fallacy

Green, Etan (Microsoft Research)

Many economic models assume that individuals are forward-looking---conditional on the present, future behavior is independent of past choices. This paper documents a dependence on past choices in NFL kickoff returns. I compare returns from just behind the goal line, for which the returner declined an option to achieve the 20-yard line with certainty, to returns from just in front of the goal line, for which no such option was available. Behavior is path-dependent: returners are 56% more likely to achieve the 20-yard line exactly after the option is foreclosed than when it was never available. Contact: etangreen@gmail.com

Breaking Bad (News)

Liu, Heidi (Harvard University); John, Leslie (Harvard Business School)

"Don't shoot the messenger" is a phrase commonly uttered by individuals forced to deliver harsh truths. Beyond the interpersonal discomfort of breaking bad news, do such messengers incur penalties? Are messengers the targets of (unwarranted) criticism? Three experiments suggest the answer is YES: recipients erroneously conclude that their messengers are responsible for the event's occurrence, in turn causing them to deem their messengers incompetent. Ironically, in the many situations in which messengers can be part of the solution - the physician conveying a cancer diagnosis, for example - recipients are prone to turning away from the messenger, which potentially exacerbates their problems. Contact: hliu@fas.harvard.edu

Is Overconfidence a Motivated Bias?

Logg, Jennifer M. (University of California, Berkeley); Haran, Uriel (Ben-Gurion University of the Negev); Moore, Don A. (University of California, Berkeley)

Is overconfidence a motivated bias? We tested the relationship between motivation and overconfidence by experimentally manipulating participants' motivation to view themselves positively. We only found an effect of motivation on assessments made about vague personality traits, using vague measures. The effect of motivation disappeared when we introduced specific trait measures or an objective standard of performance. We found that the vague measures did not simply allow individuals to inflate self-ratings. Rather, the lack of an objective standard for vague traits allowed people to create idiosyncratic definitions and view themselves as better than others in their own unique way. Contact: jenn_logg@haas.berkeley.edu

The Anchoring Bias in Group Judgment

De Wilde, Tim R. W. (University of Amsterdam); Ten Velden, Femke S. (University of Amsterdam); De Dreu, Carsten K. W. (University of Amsterdam)

We present results of three studies showing when and how anchors affect group judgment. Our results show that groups, like individuals, fall victim to the anchoring bias. However, we also show that this only applies to cooperative groups who strive for consensus. When groups are individualistically motivated they were not vulnerable to anchors. Moreover, when cooperative groups experience process-accountability the anchoring bias also disappears. Finally, we show that this group level anchoring bias is not driven by information exchange but simply by preference exchange. We discuss implications for real life groups and the anchoring and group judgment literature. Contact: t.r.w.dewilde@uva.nl

Session #1 Track II: Consumer Preferences and Satisfaction - Hilton - Salon A-2 - Saturday 8:30 am - 10:30 am

Sampling Traps: How the Opportunity to Sample Experiential Products Reduces Hedonic Value

Wei, Sarah (University of Alberta); Häubl, Gerald (University of Alberta)

Intuitively, sampling multiple experiential products before selecting one of them should be beneficial to consumers. By contrast, we show that the opportunity to sample tends to trap consumers in a mental state characterized by an exploration mindset, which undermines their motivation to consume any of the products in its entirety, ultimately resulting in a less enjoyable consumption experience. Evidence from four experiments demonstrates this paradoxical effect and sheds light on the underlying psychological mechanism. The findings identify the divisibility of experiential products and the partitioning of consumption experiences (into a pre- and post-commitment phase) as key moderators of the effect. Contact: mwei1@ualberta.ca

The Intensification Effect of Quantity Specificity on Consumption Experience over Time

Tsai, Claire (University of Toronto); Zhao, Min (University of Toronto)

We propose and demonstrate that specifying consumption quantity interferes with the process of hedonic adaptation by increasing attention to the consumption event as the event comes to an end. The heightened attention in turn intensifies the experience toward the end. Consequently, quantity specificity enhances positive experiences and worsens negative ones.

Contact: claire.tsai@rotman.utoronto.ca

The Impact of Oral Versus Manual Expression Modalities on Choice Satisfaction

Voss, Thorsten (Mannheim University); Klesse, Anne-Kathrin (Tilburg University); Goukens, Caroline (Maastricht University); Levav, Jonathan (Stanford Graduate School of Business)

People express their preferences using various modalities. In a grocery store, shoppers grab their preferred items from the shelf and in a restaurant diners express their preference by speaking to the waiter. We demonstrate that changes in the modality utilized to express one's choice cause different levels of choice satisfaction. Five studies show that expressing one's choice orally (speaking) results in greater satisfaction than expressing it manually (e.g., by grabbing one option), even for identical choice outcomes. In addition, we provide evidence that speaking prompts greater choice satisfaction because it triggers intuitive rather than cognitive processes in decision making.

Contact: a.k.klesse@uvt.nl

The Cost of Personal Quantification

Etkin, Jordan (Duke University)

From sleep and energy use to exercise and health, people have access to more information about their behavior than ever before. The appeal of personal quantification seems clear. But might the new tools people are using--quantifying life-- rob them of some of the benefits of engaging in those activities? Four experiments demonstrate that while measurement increases how much of an activity people do (e.g., walk or read more), it can simultaneously decrease how much people enjoy those activities. This can reduce continued engagement and decrease subjective wellbeing. Even in the absence of external rewards, measurement can have similar effects.

Contact: jordan.etkin@duke.edu

Session #1 Track III: Self-Control - Hilton - Salon A-3 - Saturday 8:30 am - 10:30 am

Alcohol and Self-Control: A Field Experiment in India

Schilbach, Frank (MIT)

High levels of alcohol consumption are more common among the poor. Since alcohol is thought to induce myopia, this paper tests for impacts on self-control and on savings behavior. In a three-week field experiment with low-income workers in India, I provided 229 individuals with a high-return savings opportunity and randomized incentives for sobriety. The incentives significantly reduced daytime drinking as measured by decreased breathalyzer scores. This in turn increased savings by 60 percent. Moreover, over half of the study participants were willing to sacrifice money to receive incentives to be sober, exhibiting demand for commitment to increase their sobriety. Contact: frankschilbach@gmail.com

Bringing Ulysses to Scale: A Tale of Persistence, Spillovers and Customer Loyalty

Mochon, Daniel (Tulane University); Schwartz, Janet (Tulane University); Ariely, Dan (Duke University)

Incorporating behavioral science into actionable policy can be challenging. Economies of scale, the persistence of effects once incentives are removed and unintended consequences, are all factors that can limit the net impact of an intervention. We address these important issues by examining the extended effects of a penalty-based behavioral intervention, and offer some reassurance that such interventions can cost-effectively be brought to scale, without fear of negative spillovers and consumer backlash. Contact: janet.schwartz@tulane.edu

Impatient to Achieve or Impatient to Receive: How the Goal Gradient Effect Underlies Time Discounting

Prior research has often confounded goal gradient effects and time discounting. We separate the timing of goal completion and reward receipt in order to separately measure goal gradient and time discounting effects. We observe separate and disassociated large goal gradient and small time discounting effects. Goal gradient effects (impatience to achieve, rather than receive an outcome) provide a partial, but substantial, explanation of time discounting and, consequently, can inflate estimated discount rates.

Contact: oleg.urminsky@chicagobooth.edu

Rituals Promote Self-Control

Tian, Ding (Allen) (Wuhan University); Schroeder, Juliana (University of Chicago); Häubl, Gerald (University of Alberta); Risen, Jane L. (University of Chicago); Norton, Michael I. (Harvard University); Gino, Francesca (Harvard University)

We propose a novel strategy to promote individual self-control: engaging in ritualized behavior. Rituals are symbolic behaviors occurring in fixed episodic sequences. As such, they tend to be both structured and goal-directed. We therefore predicted that we could harness rituals to improve self-control. Across six experiments in the field, laboratory, and online, we demonstrate that, relative to doing nothing and to performing non-ritualized behaviors, performing ritualized behaviors enhanced self-control in domains ranging from healthy eating to prosocial behavior. We explore the psychological mechanisms and moderators for these effects, and discuss the implications for using rituals to promote self-control. Contact: dtian2@ualberta.ca

Session #1 Track IV: Uncertainty - Hilton - Salon A-4 - Saturday 8:30 am - 10:30 am

Almost Everyone Misunderstands the Benefit of Diversification

Reinholtz, Nicholas (University of Colorado Boulder); Fernbach, Philip M. (University of Colorado Boulder); de Langhe, Bart (University of Colorado Boulder)

Diversification allows investors to reduce volatility without sacrificing expected returns, yet many people are underdiversified. We examine people's beliefs about the consequences of diversification and find two biases: (1) Many people, especially those low in financial literacy, expect diversification to increase volatility. This seems to occur because people conflate the unpredictability of the many stocks within a portfolio with the unpredictability of the whole portfolio. (2) Most people, especially those high in financial literacy, expect diversification to increase returns. This seems to occur because people know diversification is "good," but associate this with the central tendency of the outcome distribution. Contact: nreinholtz@gmail.com

Hoping for the Worst: The Perverse Incentives of Certainty-Seeking

Barasz, Kate (Harvard University); Hagerty, Serena (Harvard University)

Extensive research documents people's aversion to uncertainty. Building on this, we show that individuals may actually prefer worse-but-more-certain outcomes (e.g., 95% chance of a disease) to better-but-more-uncertain outcomes (e.g., 50% chance of a disease), particularly when faced with a difficult decision (e.g., whether to have surgery). In three studies, we show that people are paradoxically happier and more relieved with worse-but-more-certain news. Further, when asked which news they'd prefer, people overwhelmingly choose worse-but-more-certain outcomes. Finally, the effect is mitigated when the decision is delegated; if a doctor--not a patient--is making the difficult choice, people prefer less serious outcomes. Contact: kbarasz@hbs.edu

Paying for What You'll Like? The Uncertain Value of Uncertainty

Moon, Alice (Disney Research); Nelson, Leif D. (Haas School of Business, UC Berkeley)

Uncertainty is normally perceived as fear- and anxiety-provoking, and uncertainty reduction is thought to be a fundamental human motivation in various domains. However, a small literature suggests that risky prospects can sometimes be positive, encouraging hope and excitement instead of fear and anxiety. Do people ever value uncertainty, and if so, when? Across several experiments, we find that people's responses to uncertainty depend on how "value" is measured. Specifically, uncertainty is positive using rating measures (i.e., expected enjoyment) but is negative using pricing measures (i.e., willingness-to-pay). Contact: emailalicemoon@gmail.com

Self-serving Attributions of Epistemic Versus Aleatory Uncertainty

Fox, Craig (UCLA); Tannenbaum, David (University of Chicago); Ülkümen, Gülden (USC); Walters, Dan (UCLA); Erner, Carsten (UCLA)

People attribute uncertainty to ignorance ("epistemic" uncertainty) and/or random processes ("aleatory" uncertainty). In four studies we show that: (1) forecasters are assigned more credit/blame for correct/incorrect predictions when events are seen as more epistemic; they are viewed as more lucky/unlucky when events are seen as more aleatory; (2) people with low self-esteem see their own successful predictions as involving more epistemic and less aleatory uncertainty but their unsuccessful predictions as involving more aleatory and less epistemic uncertainty; (3) real companies that miss their earnings forecasts use more aleatory language in their earnings announcements than companies that exceed their earnings forecasts. Contact: craig.fox@anderson.ucla.edu

Session #2 Track I: Biases and Heuristics I - Hilton - Salon A-1 - Saturday 10:30 am - 12:00 pm

People Use Decision Importance as a Cue for Deferral

Krijnen, Job M. T. (Tilburg University); Zeelenberg, Marcel (Tilburg University); Breugelmans, Seger M. (Tilburg University)

In a series of experiments we found that people use decision importance as a cue for deferral. People deferred important decisions more than unimportant ones, independent of the choice set composition. Importance caused deferral when deferral was non-instrumental, risky, and even when deferral had no material benefits and was financially costly. We discuss the relevance of these findings in the context of retirement saving, where governments, retirement funds, and employers often try to motivate people by emphasizing or increasing the importance of retirement saving. This strategy may backfire by causing people to defer saving decisions.

Contact: j.m.t.krijnen@tilburguniversity.edu

Decision Time as Information in Judgment and Choice

Van de Calseyde, Philippe (Eindhoven University of Technology); Keren, Gideon (Tilburg University); Zeelenberg, Marcel (Tilburg University)

People often observe others' decisions and the time it took them to reach the decision. Following a signaling perspective, we demonstrate that people derive information from the time that others needed in reaching a decision. Specifically, the findings of multiple experiments and a field study reveal that decision times are perceived as indicative of the degree of doubt that the decision maker experienced. In turn, these inferences of doubt reliably affected people's decisions such as with whom to collaborate, even when the collaboration would yield an inferior outcome. Implications for how choices are affected by outcomes and signals are discussed.

Contact: pvdalseyde@gmail.com

Opportunity Cost Neglect Eliminates the Effect of Choices on Preferences

Greenberg, Adam E. (University of California, San Diego); Spiller, Stephen (University of California, Los Angeles)

The idea that choices alter preferences has been widely studied, yet in prior research, all alternatives were salient at the time of choice. Opportunity costs capture the value of the best forgone alternative and should be considered as part of any decision, yet people often neglect them. How does the salience of opportunity costs at the time of choice influence subsequent evaluations of chosen and foregone options? Two experiments show that when opportunity costs are explicit at the time of choice, the post-choice spread between evaluations of focal options and opportunity costs is larger than when opportunity costs remain implicit.

Contact: adam.e.greenberg@gmail.com

Less Likely Outcomes are Valued Less

Paolacci, Gabriele (Erasmus University); Vosgerau, Joachim (Bocconi University)

Most models of decision making under risk assume that a prospect's outcome is valued independent of the outcome's likelihood to occur. In violation of this assumption, we show that people value outcomes (gains and losses) less the less likely they are to occur. We demonstrate that such probability-dependent valuations of outcomes can lead to preference reversals. They may also be a contributing factor for why people are often reluctant to take preventive actions for negative future events (e.g., taking the threats of climate change seriously). Contact: gpaolacci@rsm.nl

Session #2 Track II: Consumer Decision Making I - Hilton - Salon A-2 - Saturday 10:30 am - 12:00 pm

Context Polarity: The Asymmetric Impact of Context Effects on Advantaged versus Disadvantaged Options

Evangelidis, Ioannis (Bocconi University); Levav, Jonathan (Stanford Graduate School of Business); Simonson, Itamar (Stanford Graduate School of Business)

Decision-making research has advanced a series of hypotheses and empirical findings that make competing predictions about how the addition of a new option should affect the choice share of the original options in the set. We advance a new hypothesis, context polarity, that invokes baseline preference to predict how changes in choice set configuration influence choice. While testing for context polarity, we observe replications, but also reversals, of established context effects such as attraction, compromise, and single-option aversion.

Contact: ievangelidis@yahoo.com

Valence in Context: Asymmetric Responses to Positive and Negative Attribute Weights

Sussman, Abigail (University of Chicago)

We examine how preferences vary as a function of relative levels of positive and negative attributes and also the valence of the overall context. Holding net value (positive minus negative attributes) constant, will find that people prefer options with more positive attributes when the overall value is negative, even though this option also has more negative attributes. However, preferences shift towards the option with fewer negative attributes when the overall value is positive, even though this option also has fewer positive attributes.

Across a range of domains, we find evidence that a shift in attribute salience contributes to this pattern.

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The Explicit and Implicit Messages Embedded in Choice Architecture Designs: Evidence from a Field Experiment on Retirement Savings

Dai, Hengchen (Olin Business School, Washington University in St. Louis); Beshears, John (Harvard Business School); Milkman, Katherine L. (Wharton School, University of Pennsylvania)

In a field experiment (N=8,251), we tested whether (a) offering people the option to increase savings at a delay boosts savings and (b) the delay option is more attractive if it is framed as being implemented after a "fresh start" moment (e.g., a birthday), when future-oriented behaviors are particularly appealing. Offering a delayed option significantly decreases savings, and a follow-up laboratory experiment (N=611) indicates that this effect occurs because the delayed option signals that saving is not urgent. However, associating a delay with a "fresh start" (particularly a birthday) increases savings relative to offering a delayed option without this framing. Contact:

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Same Wrong, Different Restitution? Heightened Sensitivity to Inequity in the Context of Apology

Rosenzweig, Emily (Tulane University); Critcher, Clayton (University of California, Berkeley)

The rise of customer loyalty programs means people have become accustomed to inequitable treatment, seeing 'more valuable' customers receive privileges that they do not. However businesses use loyalty status to allocate more than just perks--companies also differentially compensate customers who they have inconvenienced or mistreated. In five studies we demonstrate that the generally negative evaluations that attach to being treated inequitably by a company are significantly exacerbated when that inequity is part of an apology for its wrongdoing. This stems from the fact that inequitable compensation violates an unspoken norm of equity embedded in our expectations of apologies Contact: erosenzw@tulane.edu

Session #2 Track III: Nudges - Hilton - Salon A-3 - Saturday 10:30 am - 12:00 pm

Honesty Speaks a Second Language

Bereby-Meyer, Yoella (Ben-Gurion University of the Negev); Hayakawa, Sayuri (University of Chicago); Shalvi, Shaul (Ben-Gurion University of the Negev); Corey, Joanna D. (Universitat Pompeu Fabra); Costa, Albert (Universitat Pompeu Fabra); Keysar, Boaz (University of Chicago)

We investigate how using a native vs. foreign language affects people's ethical behavior. Participants privately rolled a die and were paid according to the outcome they reported. Therefore, they could cheat to inflate their profit. An identity-based account predicts that a foreign language would increase cheating, while a dual system account predicts decreased cheating. With native speakers of Hebrew, Korean, Spanish and English we discovered that, on average, people inflate their earnings less when they use a foreign language, supporting a dual system approach. Our discovery challenges theories of ethics to account for the role of language in ethical behavior.

Contact: yoella@bgu.ac.il

The Threat of Excellence: Exposure to Peers' Exemplary Work Undermines Performance and Success

Rogers, Todd (Harvard Kennedy School); Feller, Avi (UC Berkeley)

People are often exposed to peers' exemplary work in everyday life, and sometimes by design in interventions (employee-of-the-month, social comparison interventions). We show that exposure to exemplars can undermine motivation and success by leading people to perceive that the level of performance of their peers is unattainable. It also causes de-identification with the relevant domain. We examine "exemplar discouragement" by exploiting the incidental exposure to information about peers' abilities that occurs when students assess each other's work in a MOOC (N=5,740), and replicate and extend it online (N=361). Exemplar discouragement extends reference bias and social comparison research, with intervention implications. Contact: todd_rogers@HKS.harvard.edu

Encouraging Energy Efficiency: Product Labels Facilitate Temporal Tradeoffs

Hardisty, David J. (University of British Columbia); Shim, Yoonji (University of British Columbia); Sun, Daniel (University of Alberta); Griffin, Dale (University of British Columbia)

Why has the uptake of energy efficient products been so slow? We propose that many consumers have a latent "long-term cost minimization" goal. Normally, when consumers are making purchases, they do not think about long-term costs. However, through a "10-year energy cost" label, we activate this latent goal, thus increasing the proportion of energy efficient choices from 12% to 48% in a field study in five drug stores over a period of six weeks. Furthermore, in a series of four lab studies, we establish the mechanism and demonstrate the efficacy of this technique relative to existing alternatives. Contact: david.hardisty@sauder.ubc.ca

Implementation Intentions: How to Nudge Organizations to Pay their Overdue Taxes

House, Julian (University of Toronto); Mazar, Nina (University of Toronto); Robitaille, Nicole (Queen's University)

Little is known about the effectiveness of choice architecture when it comes to organizational actors, and indeed there are theoretical reasons to suspect that "nudging" organizations might be unproductive. In a large-scale field experiment involving collection of overdue taxes from organizations, however, we find that cost-free changes to collections letters significantly increased the speed and number of tax filings. Compared to a standard letter, our treatment letter, which we designed to instill implementation intentions, produced nine and 12 percent relative increases in the number of organization filling returns during our field experiment and its exact replication a year later. Contact: julian.house11@rotman.utoronto.ca

Session #2 Track IV: Emotion - Hilton - Salon A-4 - Saturday 10:30 am - 12:00 pm

Duration Consideration

Diehl, Kristin (University of Southern California); Weingarten, Evan (University of Pennsylvania); Zauberman, Gal (Yale University)

Duration neglect is a classic finding: after controlling for peak and end affect, duration plays only a small, if any, additive role in retrospective evaluations of experiences. However, people may consider duration indirectly, such that duration affects the actual perceptions of peak/end intensity, which subsequently alter experiential evaluations. We present studies in which participants listen to longer and shorter aversive sounds and provide moment-to-moment and global evaluations. In addition to consistently replicating the original results, we also show that duration has an indirect effect on evaluations by intensifying how people experience peak and end, both of which then affect evaluation. Contact: ewein@wharton.upenn.edu

Flying Into a Rage: Inequality between First Class and Economy Predicts Air Rage Incidents

DeCelles, Katherine (University of Toronto); Norton, Michael (Harvard Business School); Ahmed, M. Bilal (n/a)

Airplanes are microcosms of class-based society; drawing on research on inequality, we suggest that inequality in the air drives incidents of "air rage." Data from 2.2 million flights and 2,083 incidents from a North American airline reveals that the presence of first class predicts more frequent air rage, and that air rage becomes more frequent when inequality is heightened (the ratio of first class to economy seats is smaller). The effect of first class presence translates to the approximate effect of an 8.8 hour flight delay, and occurs over and above the effects of airplane dimensions, delays and other factors. Contact: katy.decelles@rotman.utoronto.ca

Mistaking the Journey for the Destination: Overestimating the Fruits of (More) Labor

Buechel, Eva C. (University of South Carolina); Morewedge, Carey K (Boston University); Zhang, Jiao (University of Oregon)

People believe that working harder toward a goal makes achieving it sweeter. We report four studies demonstrating that people overestimate the pleasure they will derive from sweat equity, because effort is easier to consider while forecasting an outcome in an affect-poor state than while experiencing the outcome in an affect-rich state. Forecasters believed that they would be happier if they made a good or finished a job that required (or appeared to require) more than less effort. Experiencers were equally happy having made that good or finished that job, whether it required more or less effort. Contact: eva.buechel@moore.sc.edu

The Illusion of Learning

Vohs, Kathleen (University of Minnesota); Baumeister, Roy (Florida State U); Alquist, Jessica (Texas Tech U)

Theorizing has depicted emotion as a cue for learning, and so people may be misled by recent emotional states to infer that they have learned more than they actually have. Four studies showed that people associated emotion with learning and believed, falsely, that they learned more when emotional than unemotional. Participants reported that they learned more after an emotion had been induced than in various nonemotional conditions. These results held after controlling for actual learning. Contact: vohsx005@umn.edu

Session #3 Track I: Biases and Heuristics II - Hilton - Salon A-1 - Saturday 2:30 pm - 4:00 pm

Outcome Neglect: How Insight Failure Undermines Simple Utility Maximization

Urminsky, Oleg (University of Chicago Booth School of Business); Yang, Adelle (University of Chicago Booth School of Business); Kofler, Lilly (University of Chicago)

We present a common contest game as a simple test of utility maximization: whoever correctly guesses the randomly-selected prize amount (from a known distribution) wins that prize. This game is equivalent to choosing among lottery tickets with different payoffs and equal probability, but experimental participants fail to guess the optimal highest value, contrary to expected value maximization. Suboptimal choices are reduced, but not eliminated, with repeated plays, task simplification and statistical or economic training. The findings suggest that utility maximization is a heuristic that requires insight to apply, rather than a default approach to decision problems. Contact: oleg.urminsky@chicagobooth.edu

Perceptions of “the Average” Are Not Averaged Perceptions: Biased Estimates of the Social Norm

Dannals, Jennifer E (Stanford University); Miller, Dale T (Stanford University)

We examine how newcomers to a group infer social norms. When group behavior is homogenous, inferring the social norm is simple, but how do individuals make sense of heterogeneous behavior? In three experiments participants view distributions of skewed and non-skewed behavior and are asked to infer social norms. Individuals are accurate when inferring norms from normally distributed behavior, but in skewed distributions they overweight the behavior of outliers. We find a curvilinear pattern such that moderate outliers are overweighted but more extreme outliers are discounted. We further explore participant attributions of the outliers and participant predictions of future group behavior. Contact: jdannals@stanford.edu

An Urgency Effect in Response to Future Rate Increases

Zhang, Shirley (University of Chicago Booth School of Business); Sussman, Abigail (University of Chicago Booth School of Business); Hsee, Christopher K. (University of Chicago Booth School of Business)

We investigated people's willingness to repay their debt as a function of the timing of interest rate changes. We found a counter-intuitive urgency effect in which people decide to repay their debt sooner when the interest rate will increase in the future than when the rate is already at a high level or when the rate will be increasing immediately. We propose that sensitivity to changes and perception of achievability together cause this effect. Across seven studies, we demonstrated the basic effect, investigated the underlying mechanisms, and examined possible moderators. Contact: shirleyzyw@gmail.com

Sets and Statistics: Explaining the Offer Framing Effect

O'Donnell, Michael (University of California, Berkeley Haas School of Business); Critcher, Clayton R. (University of California, Berkeley Haas School of Business); Nelson, Leif D. (University of California, Berkeley Haas School of Business)

Choices over bundles of goods can be made either singly, choosing one component at a time, or as bundle, choosing the entire group at once. The offer framing effect purports that these different mechanisms of choosing explain preferences for diversification in consumer choice. We believe, however, that the offer framing effect acts as a manipulation of set-fit effects, which hold that consumers prefer complete sets, those in which goods are unvaried or are completely different. When choices are presented as either single or bundled offers, participants are differentially induced to choosing complete sets, and thus choose different levels of variety. Contact: mo279@berkeley.edu

Session #3 Track II: Consumer Decision Making II - Hilton - Salon A-2 - Saturday 2:30 pm - 4:00 pm

Judging Good Taste: True Preference or Pretense?

Bhattacharjee, Amit (Erasmus University); Barasch, Alixandra (University of Pennsylvania); Wertenbroch, Klaus (INSEAD)

Exhibiting good taste can increase consumers' standing within social groups. But given that quality standards are shared within groups, how can individuals tell if others' choices reflect authentic preferences or mere pretense? Four studies show that the proportion of high-quality tastes within a set of consumption choices provides information about both taste and authenticity. Relative to simply maximizing the proportion of high-quality choices, occasional low-quality choices serve as signals of authenticity. Judgments of true good taste result from a mixture of choice options that indicate the ability to discern quality independently. Contact: amit.k.bhattacharjee@gmail.com

Understanding the Expense Prediction Bias

Hardisty, David (Sauder School of Business, University of British Columbia); Howard, Chuck (Sauder School of Business, University of British Columbia); Knoll, Melissa (Consumer Financial Protection Bureau); Shaddy, Franklin (Booth School of Business, University of Chicago); Sussman, Abigail (Booth School of Business, University of Chicago)

The present research explores the mis-prediction of uncertain future expenses. Previous research on expense mis-prediction has shown that people predict lower expenses for the future than for the past (Peetz & Buehler, 2009; Peetz & Buehler, 2013). We find evidence that consumers underestimate the number of future expenses, but not the amount of each one. Furthermore, we show that this bias: (A) is unique to expenses (there is no corresponding income bias), (B) gets stronger (rather than weaker) with careful prompting and thought by participants, and (C) is associated with risky financial outcomes such as payday loan use. Contact: chuck.howard@sauder.ubc.ca

Consumer Evaluations of Credit Card Offers

Chin, Alycia (CFPB); Bruine de Bruin, Wandl (University of Leeds and Carnegie Mellon University)

To help consumers make credit card decisions, regulators require issuers to disclose costs on credit card offers. Unfortunately, such disclosures lack information on whether the costs of a specific credit card are high or low. Consumers underestimate these relative costs (Study 1). Adding distributional information about the costs of available credit cards increases consumers' understanding of individual credit cards' costs and affects their attractiveness ratings (Study 2). When consumers are given two credit card offers to compare, additional distributional information no longer makes a difference (Study 3). We discuss the usefulness of comparison information to inform consumers' credit card decisions. Contact: alycia.chin@cfpb.gov

The Interpersonal Dynamics of Shared Financial Decisions

Olson, Jenny (University of Kansas); Rick, Scott (University of Michigan)

Several recent studies have examined how individuals manage debt, but life's largest debts are often jointly held and managed (e.g., mortgages). We find that romantic partners manage debts more efficiently when working together than when working individually. The benefits are not due to greater deliberation (discussing and defending ideas); when strangers have to perform a debt management task together, they perform worse than individuals. Rather, couples benefit from identifying and empowering the partner with greater financial confidence. Jointly completing a financial "warm-up" exercise improves partners' ability to judge each other's financial confidence, and this understanding improves subsequent debt management decisions. Contact: jennyolson@ku.edu

Session #3 Track III: Nudges and Choice Architecture - Hilton - Salon A-3 - Saturday 2:30 pm - 4:00 pm

Ethically Deployed Defaults: Transparency and Consumer Protection Via Disclosure and Preference Articulation

Steffel, Mary (University of Cincinnati); Williams, Eleanor F. (University of California, San Diego); Pogacar, Ruth (University of Cincinnati); Figueras, Ana (University of Florida)

We examine whether defaults remain effective when disclosed, and whether preference articulation can attenuate the influence of defaults not in individuals' or society's best interests. Experiments 1a-c show that disclosing defaults does not necessarily reduce effectiveness. Experiment 2 demonstrates that, although business-benefitting nudges seem less ethical than society-benefitting nudges, defaults remain effective even when the disclosure reveals that the default serves business interests rather than the individual's or society's. Experiment 3 shows that encouraging preference articulate before choice attenuates the effect of defaults serving business interests while leaving intact defaults serving society's interests, providing a potential solution for consumer protection.

Contact: ruth.pogacar@gmail.com

Informed Nudges: Preference-consistent Choice Architecture and Disclosure

Castelo, Noah (Columbia University); Reeck, Crystal (Temple University); Jachimowicz, Jon M. (Columbia University); Johnson, Eric J. (Columbia University); Weber, Elke U. (Columbia University)

We explore how decision makers' pre-existing preferences alter the effectiveness of choice architecture interventions and the effects of disclosing the intent of those interventions. We show that the effects of choice architecture interventions are significantly enhanced when the intent of the intervention is consistent with the preferences of the decision maker. Additionally, disclosing the intent of the interventions does not diminish their influence, even for those whose preferences are inconsistent with the intent. These findings suggest choice architects may improve the impact of interventions by considering the target population's preferences and enhance transparency without compromising efficacy by disclosing intent. Contact: n.mazereeuw@utoronto.ca

When Do People Prefer Carrots to Sticks? A Robust 'Matching Effect' in Policy Evaluation

Evers, Ellen R. K. (The Wharton School); Inbar, Yoel (University of Toronto); Blanken, Irene (Tilburg University); Oosterwijk, Linda (Tilburg University)

We find a "matching effect" in policy evaluations. Policies targeting behaviors seen as positive but voluntary are preferred when framed as advantaging those who act rather than disadvantaging those who do not. Conversely, for behaviors seen as positive and obligatory, people prefer policies that are framed as disadvantaging those who fail to act rather than advantaging those who do. These differences in evaluation occur even when policy outcomes are identical and are not the result of misunderstanding, or lack of deliberation about policy outcomes. Rather, the matching effect follows from lay beliefs about when punishment is and is not appropriate.

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Interpersonal Choice Architecture

Daniels, David P. (Stanford University Graduate School of Business); Zlatev, Julian J. (Stanford University Graduate School of Business)

We investigate whether and how people use four decision biases to build choice architecture for other people's decisions. We introduce "choice architecture games" in which a Choice Architect selects a choice environment and then a Decision Maker makes a decision; the Choice Architect is incentivized to prefer that a particular decision be made. Across three experiments, we find that Choice Architects correctly use the endowment effect, incorrectly use the reflection effect and the certainty effect, and apparently do not think that defaults status quo bias matters. Policymakers can exploit this interpersonal choice architecture to select and design better nudges.

Contact: ddaniels@stanford.edu

Session #3 Track IV: Honesty and Dishonesty - Hilton - Salon A-4 - Saturday 2:30 pm - 4:00 pm

Lie Detection is Improved Through Group Discussion, Not Aggregation of Independent Judgments

Klein, Nadav (University of Chicago); Epley, Nicholas (University of Chicago)

Groups can sometimes make more accurate judgments than individuals. We tested whether this group advantage extends to lie detection, an exceptionally challenging judgment with accuracy rates rarely exceeding chance. In four experiments, groups were consistently more accurate than individuals in distinguishing truths from lies. The group advantage came through discussion, and was not a product of aggregating individual opinions (a "wisdom of crowds" effect) or of altering response biases (e.g., reducing the "truth bias").

Interventions to improve lie detection typically focus on costly training for individuals. Our findings suggest a simpler approach of enabling group discussion before rendering a judgment. Contact: nklein@chicagobooth.edu

When Robin Hood Takes a Polygraph: Detecting Egocentric and Altruistic Cheating

Ayal, Shahar (Interdisciplinary Center (IDC) Herzliya); Peleg, Dar (Tel Aviv University); Hochman, Guy (Interdisciplinary Center (IDC) Herzliya); Ariely, Dan (Duke University)

We used choice behavior and lie detection to examine dishonesty while participants engaged in either egocentric-cheating which benefitted themselves or altruistic-cheating which benefitted others. Participants were randomly assigned to different conditions in which they played a perceptual task that benefitted themselves or others, and could increase their incentives by cheating. The results of two experiments showed that people cheat more as the possibility to justify their dishonest acts with altruistic considerations increases. Moreover, these altruistic cheaters were less likely to be detected by the lie detector than people who cheated for their own benefit.

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When Choosing the Best Brings out the Worst: Maximizing Increases Cheating Due to Greater Perceptions of Scarcity

Roux, Caroline (Concordia University, John Molson School of Business); Ma, Jingjing (Peking University, National School of Development); Goldsmith, Kelly (Northwestern University, Kellogg School of Management)

Striving for the best, or a maximizing mindset, is often advocated as an ideal in many domains of consumers' lives. But how far are consumers willing to go when striving for the best? Across three studies, we demonstrate that activating a maximizing mindset increases cheating behavior because it elicits greater perceptions of scarcity. These findings advance our understanding of the potential broader societal consequences of a maximizing mindset. Contact: caroline.roux@concordia.ca

Motivated Moral Decoupling Among Liberals and Conservatives

Bhattacharjee, Amit (Erasmus University); Berman, Jonathan Z. (London Business School); Reed II, Americus (University of Pennsylvania)

Does political ideology affect how people reason to support public figures caught in scandals? Three studies show that political liberalism is associated with greater moral decoupling, or selectively separating individuals' immoral actions from evaluations of their professional performance. This effect persists for violations across all five moral foundations, including those that liberal respondents perceive as more severe. This disparity is rooted in conservatives' greater belief that character is global and drives behavior across contexts. We find evidence of motivational bias in moral decoupling judgments across the political spectrum, and the current evidence appears more robust among liberal respondents. Contact: amit.k.bhattacharjee@gmail.com

Session #4 Track I: Taxes, Fees and Payment Structures - Hilton - Salon A-1 - Saturday 4:30 pm - 6:00 pm

A Prediction Gap in the Effect of Income Tax on Effort

Srna, Shalena (The Wharton School, University of Pennsylvania, USA); Zauberman, Gal (The Wharton School, University of Pennsylvania, USA); Schrift, Rom (The Wharton School, University of Pennsylvania, USA)

Empirical evidence suggests that people are tax averse, causing them to avoid loss associated with taxes beyond equivalent costs in their purchase and policy decisions. The present research proposes and shows that people predict that they will be averse to income tax, but the actual relationship between income taxes and productivity is not straightforward. Across four incentive compatible studies, we show that people's predictions of how different income tax schemes and tax redistribution schedules of tax money will influence productivity, satisfaction, and perceptions of fairness do not match how people actually respond in an experimental pay-per-performance setting.

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Beware the Bundle: When Consumers Pay Less, Yet Demand More

Shaddy, Franklin (University of Chicago Booth School of Business); Fishbach, Ayelet (University of Chicago Booth School of Business)

How does bundling affect judgments of value? We propose the asymmetry hypothesis in the valuation of bundles: Consumers demand more compensation for the loss of items from bundles (vs. the same items lost in isolation), yet offer lower willingness-to-pay for items acquired as or added to bundles (vs. the same items purchased separately). This asymmetry persists because bundling causes consumers to perceive multiple items as a single, inseparable "gestalt" unit. Thus, the effect of bundling on valuation depends on whether items are considered in loss or acquisition. Five studies reveal that, for bundles, consumers both pay less, yet demand more.

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Income Tax and the Motivation to Work

Rick, Scott (University of Michigan); Paolacci, Gabriele (Erasmus University Rotterdam); Burson, Katherine (University of Michigan)

How does income tax influence the motivation to work? Income tax involves both wealth redistribution and government intervention, and unless people support both measures, they may find income tax to be demotivating. However, people who support both measures ("Egalitarian-Communitarians") may actually find income tax to be motivating. In two labor experiments, we found that framing wages as subject to an income tax reduced participants' productivity unless they were Egalitarian-Communitarian. Egalitarian-Communitarians were significantly more productive when their wages were taxed. Another equally redistributive intervention that was framed as a wage "match" (rather than a "tax") did not motivate Egalitarian-Communitarians. Contact: srick@umich.edu

Norm Inferences: The Hidden Influence of Pricing Structure

Lieberman, Alicea (UCSD Rady School of Management); Duke, Kristen (UCSD Rady School of Management); Amir, On (UCSD Rady School of Management)

Consumers are exposed to countless purchasing incentives framed as either discounts or surcharges. Several explanations, including loss aversion and the difference between opportunity and real costs, support surcharges as more powerful motivators. We propose a novel factor drives this disparity: consumers infer stronger norms under surcharges than discounts. Relative to discounts, surcharges lead to: 1) higher estimated behavioral conformity, 2) stronger norm-related emotions, and 3) higher purchase intention, even when the surcharge is half the value of the discount. Consistent with a norms account, this disparity weakens when norms are revealed, and strengthens in public, where behavior is more visible. Contact: alicea.lieberman@rady.ucsd.edu

Session #4 Track II: Giving - Hilton - Salon A-2 - Saturday 4:30 pm - 6:00 pm

When Gift Giving is Selfish: A Motivation to be Unique

Givi, Julian (Carnegie Mellon University); Galak, Jeff (Carnegie Mellon University)

Gift givers are faced with the difficult task of choosing gifts that will be liked by gift recipients, and the challenging nature of this task often leads gift givers to unintentionally give poor gifts. The results of five experiments across 1,513 participants suggest that this failure on the part of gift givers is not always unintentional. Rather, it seems that gift givers possess a need for uniqueness and that this longing often leads them to knowingly give poor gifts. Contact: jgivi@andrew.cmu.edu

'Paper Or Plastic': How We Pay Influences Post-Transaction Connection

Shah, Avni M. (Duke University); Eisenkraft, Noah (University of North Carolina-Chapel Hill); Bettman, James R. (Duke University); Chartrand, Tanya L. (Duke University)

Can the way that individuals pay for a good or service influence how they feel about their purchase? Across field and laboratory experiments, and an archival dataset of alumni donations, we find that individuals who pay using a relatively more painful form of payment (e.g., cash or check) increase their post-transaction connection to the product they purchased and/or the charity or organization their purchase supports in comparison to those who pay with less painful forms of payment (e.g., debit/credit card). Increasing the pain of payment appears to have beneficial consequences with respect to increasing downstream connection. Contact: avni.shah@duke.edu

Harnessing Hypocrisy: Comparing the Effects of Different Moral Proclamations on Behavior

Meindl, Peter (University of Southern California); Graham, Jesse (University of Southern California)

We investigate the effectiveness of a simple strategy designed to improve moral behaviors. In three studies, we find that people are more likely to perform behaviors after they say other people should perform them than after they say they themselves should perform them, perhaps because making the former proclamation does more to heighten the moral relevance of the behaviors. Together, these results provide insight into the workings of self-consistency, as well as the power and importance of moral concerns. Contact: meindl@usc.edu

Sometimes It's Okay to Give a Blender: Giver and Recipient Preferences for Hedonic and Utilitarian Gifts

Williams, Elanor F. (University of California, San Diego); Rosenzweig, Emily (Tulane University)

Gift givers often find themselves torn between hedonic gifts that are fun but potentially frivolous and utilitarian gifts that are more useful but less fun. Our work suggests givers heavily favor hedonic gifts and hedonic features in a gift, in part because they believe hedonic gifts communicate more care for and knowledge of the receivers than utilitarian gifts do. However, givers may be miscalculating: recipients are more satisfied with utilitarian gifts than givers expect, even preferring them to more enjoyable gifts.

Contact: ewilliams@ucsd.edu

Session #4 Track III: Politics and Government - Hilton - Salon A-3 - Saturday 4:30 pm - 6:00 pm

Confronting the Collapse of Humanitarian Values in Foreign Policy Decisions

Slovic, Paul (Decision Research and University of Oregon); Gregory, Robin (Decision Research); Vastfjall, Daniel (Decision Research and Linköping University); Frank, David (University of Oregon)

Decisions to intervene in foreign countries to protect lives threatened by genocide or mass atrocities involve tradeoffs that pit lifesaving against other important objectives. We argue that inaction often prevails as a result of the "prominence effect" (Tversky et al, 1988), causing highly regarded humanitarian values to collapse in competition with more prominent national security and economic security objectives. We present data from a workshop with former government officials experienced in genocidal crises suggesting that explicit consideration of objectives, values, and tradeoffs prior to decision making may lead to more appropriate weight being placed on lifesaving relative to national security. Contact: pslovic@uoregon.edu

Model-based Scoring Rules for Evaluating Probability Judgments: Application to a Geopolitical Forecasting Tournament

Merkle, Edgar C. (University of Missouri); Bo, Yuanchao Emily (UCLA); Steyvers, Mark (University of California, Irvine); Budescu, David V. (Fordham University); Mellers, Barbara (University of Pennsylvania); Tetlock, Philip E. (University of Pennsylvania)

We motivate and develop model-based scoring rules for evaluating probability judgments. The Brier score and its decompositions are the classic metrics for such evaluation, but their application can be difficult in dynamic scenarios. We describe a model-based approach based on item response theory that can retain the "proper" attribute of the Brier score while simultaneously handling the effects of judge ability, question difficulty, and judge response propensity. We illustrate the approach using probabilistic forecasts from a geopolitical forecasting tournament, showing that the model can accurately estimate judges' abilities while yielding novel results about the judges and questions. Contact: merklee@missouri.edu

Surfacing the Submerged State: Operational Transparency in Government

Buell, Ryan W. (Harvard Business School); Norton, Michael I. (Harvard Business School)

Frustration with government performance is at record highs; one explanation is that citizens are unaware of the services government provides. In an experiment, Boston-area residents interacted with a website that visualizes service requests submitted by the public (potholes, broken streetlamps). Some participants observed a count of new, open, and recently closed service requests, while others viewed these requests visualized on an interactive map that included details and images of the work being performed. Residents who experienced this "operational transparency" in government services - seeing the work that government is doing - expressed more positive attitudes toward government. Contact: mnorton@hbs.edu

The Value of Precision in Geopolitical Forecasting: Empirical Foundations for Intelligence Analysis and Foreign Policy Decision Making

Friedman, Jeffrey A. (Dartmouth University); Baker, Joshua D. (University of Pennsylvania); Mellers, Barbara A. (University of Pennsylvania); Tetlock, Philip E. (University of Pennsylvania); Zeckhauser, Richard (Harvard University)

Foreign policy officials disagree about how best to communicate subjective probability assessments. Proposals include three-step "confidence levels," five- or seven-step verbal categorical scales, and quantitative expressions. Evaluating these proposals requires an understanding of how reliably analysts can parse probabilities. We address this issue by analyzing 764,448 forecasts from the Good Judgment Project. We round these forecasts to different degrees of (im)precision and assess changes in predictive accuracy. Our data indicate that qualitative expressions of probability systematically sacrifice information. Individual-level analyses suggest that returns to precision can be cultivated, and that forecasts can be improved by making estimative language more precise.

Contact: josh.baker802@gmail.com

Session #4 Track IV: Numeracy and Decision Quality - Hilton - Salon A-4 - Saturday 4:30 pm - 6:00 pm

A New Small Crowd Selection Method

Olsson, Henrik (Santa Fe Institute); Jane Loveday (Department of Economics, University of Warwick)

When individual judgments are averaged together, the aggregated judgment of a large crowd is typically more accurate than most of the individual judgments. There are, however, many real-world cases where crowds perform poorly and performance might improve if we could select better performing small crowds within the whole crowd. We compare previously proposed small crowd selection methods to a new sequential search method. Using macroeconomic forecasts from US and Euro-zone surveys of professional forecasters we find that it selects better-performing small crowds than other methods. Contact: olsson@santafe.edu

Decision Making, Rationality, and Creativity

McKenzie, Craig R. M. (UC San Diego)

Decision making is typically viewed from a rational perspective: For a given decision task, a rational model or principle is usually said to apply, and violations are routinely reported. It follows from this perspective that improving decision making is about increasing rationality, or "debiasing". This talk suggests a different perspective on suboptimal decisions. From this perspective, poor decision making is seen as stemming from a lack of creativity -- narrow focusing, in general -- rather than (or in addition to) a lack of rationality. Increasing creativity, in addition to rationality, is crucial for successful decision making. Contact: cmckenzie@ucsd.edu

Improving the Comprehension of Numbers in the News

Goldstein, Dan (Microsoft Research NYC); Hofman, Jake (Microsoft Research NYC)

How many guns are there in the US? What is the probability of developing cancer? Advocates of scientific literacy and the prescriptive arm of judgment and decision making are concerned with improving how people estimate and comprehend risks, measurements, and frequencies. In line with research that investigates how information formats affect normative judgments, we explore the benefits of perspective clauses: re-expressions of numbers that employ ratios, ranks, and unit changes to enhance comprehension. In three experiments involving over 3,200 participants we find that perspective clauses substantially aided people in estimating, recalling, and detecting errors in vital statistics. Contact: Dan@Dangoldstein.com

Valuations and Scope Sensitivity: The Quest for Linearity

Dickert, Stephan (WU Vienna University of Economics & Business); Rubaltelli, Enrico (University of Padova); Kamleitner, Bernadette (WU Vienna University of Economics & Business); Västfjäll, Daniel (Linköping University & Decision Research); Slovic, Paul (Decision Research & University of Oregon)

Decreasing sensitivity to variations in scope (e.g., decreasing marginal utility) is a central concept of nearly all valuations and figures into much of economic decision making regardless of the type of good to be valued. In the present paper we investigate repeated valuations for human lives and their underlying psychological mechanisms as victim numbers increase. We then contrast these valuations to valuations of common consumption goods and present evidence that the underlying psychological mechanisms for both types of goods are related. Finally, we show that different framing conditions as well as numeracy influence the curvature of valuations as quantity increases. Contact: stephan.dickert@wu.ac.at

SUNDAY NOVEMBER 22, 2015

Rooms - Hilton - Salon A-1, Salon A-2, Salon A-3 Salon A-4

Session #5 Track I: Altruism - Hilton - Salon A-1 - Sunday 10:30 am - 12:00 pm

Pseudoinefficacy: When Feelings for Those Not Helped Demotivate Helping the Ones That Could Be Helped

Västfjäll, Daniel (Decision Research Linköping University); Slovic, Paul (Decision Research); Mayorga, Marcus (Decision Research)

What motivates people to help people in danger? Our research documents a tendency that has important implications for pro-social behavior. When someone could provide money or clean water to aid people facing death from starvation, awareness of others who would not be helped appears to inhibit action. People help others, in part, to make themselves feel good. Knowledge of those "out of reach" triggers negative feelings that counter the good feelings from helping, thus demotivating action. However, some donors became even more motivated to help after seeing those "out of reach", perhaps as a way to repair their bad feelings. Contact: daniel.vastfjall@liu.se

Limits of Effective Altruism

Berman, Jonathan Z (London Business School); Barasch, Alixandra (Wharton); Levine, Emma E (Wharton); Small, Deborah A. (Wharton)

Contrary to the tenets of "effective altruism", we find that individuals treat the decision of which charity to support as a relatively subjective decision. As a result, they prioritize their personal preferences at the expense of maximizing effectiveness. Individuals are less likely to sort options by effectiveness information and are less likely to choose the option rated as most effective when making charitable decisions than when making investment decisions. Moreover, when choosing charities, people use effectiveness information less when attributes that reflect personal tastes vary more across choice options. Contact: jonathanzberman@gmail.com

Donating Life or Mourning Death: The Effects of Case Framing on the Willingness to Commit to Organ Donation

Harel, Inbal (Ben-Gurion University); Kogut, Tehila (Ben-Gurion University)

We examine how presentations of organ-donation cases in the media may affect people's willingness to sign organ-donation commitment cards (study 1), to donate the organs of a deceased relative (study 2) and to support the transition to "opt-out" policy (where anyone who has not refused is a potential organ-donor, study 3). We found that providing identifying information about the receiver (a person that was saved by an organ-donation) increases willingness to commit to organ-donation and to support the transition to "opt-out" policy; while identifying the donor (the deceased) may drive people away from such decisions. Possible underlying mechanisms are discussed. Contact: inbalh86@gmail.com

Meta-Analysis of Response-Time Tests of the Sequential Two-Systems Model of Moral Judgment

Baron, Jonathan (University of Pennsylvania); Gürçay, Burcu (University of Pennsylvania)

The sequential two-system model of moral judgment predicts that utilitarian responses arise from correction of system-one intuitions. Because RT is affected by response probability (RP), we must equate RP to test this model. We predicted RP from the individual tendency to make utilitarian responses ("Ability", A) and the tendency of dilemmas to elicit them ("Difficulty", D). When predicted RP was equal, so was RT, contradicting the sequential model. A meta-analysis of 24 studies supports this result. RT also increases with A-D. We present a drift-diffusion model: the two responses are conflicting, but the distance between boundaries increases with A-D. Contact: baron@psych.upenn.edu

Session #5 Track II: Collaboration and Cooperation - Hilton - Salon A-2 - Sunday 10:30 am - 12:00 pm

Conflict of Interest in Social Decision-Making: Scope-Insensitivity and the Neglect of Losses Borne by Many

Barneron, Meir (The Hebrew University of Jerusalem); Yaniv, Ilan (The Hebrew University of Jerusalem); Choshen-Hillel, Shoham (The University of Chicago); Pundak, Chen (The Hebrew University of Jerusalem)

Individuals often face choices involving a profit to oneself at the expense of others. We hypothesized that in making decisions that benefit oneself while hurting a group of people, decision-makers represent the costs borne by the average, prototypical, member of the group, while neglecting the cumulative costs for the entire group. Our findings showing "scope insensitivity" have implications for real-life settings, where decisions are made that affect numerous individuals, each by a small amount (e.g., a banker may take lightly a self-serving, risky decision to invest one million dollars affecting each of the 100,000 savers by "merely" 10 dollars).

Contact: meir.barneron@gmail.com

Corrupt Collaboration

Weisel, Ori (University of Nottingham); Shalvi, Shaul (Ben-Gurion University)

Humans' cooperative tendencies are rooted in a deeply ingrained moral sentiment, but can clash with other moral values. We examine such cases by studying several variations of a novel sequential dyadic die-rolling paradigm in which two participants sequentially roll a die, and earn money (only) if they report a 'double'. The actual outcomes of the rolls are private and can be misreported. Our results show that collaborative settings--in particular when the interests of both partners are perfectly aligned--steer people's cooperative tendencies towards dishonest behavior, and provide fertile ground for the emergence of 'corrupt collaboration'. Contact: orioriow@gmail.com

Signaling Emotion and Reason in Human Cooperation

Levine, Emma (University of Pennsylvania); Barasch, Alixandra (University of Pennsylvania); Rand, David (Yale University); Berman, Jonathan (London Business School); Small, Deborah (University of Pennsylvania)

Across five studies (N = 2221), we explore the relationship between decision modes (emotion vs. reason) and cooperation in prisoner's dilemmas. We demonstrate three robust results. First, deciding emotionally is correlated with cooperation (Studies 1- 5). Second, people (correctly) perceive emotion to be a signal for cooperation and respond with greater cooperation when their partner decided emotionally (Studies 1 and 2). However, decision makers fail to realize the strategic benefits of signaling emotion (Studies 3, 4, and 5).

Contact: emmased@wharton.upenn.edu

Skeptical Reciprocity and Principled Defection: Attribution in the Prisoners' Dilemma

Müller-Trede, Johannes (UCSD); Rottenstreich, Yuval (UCSD)

We present and test a game-theoretic model of reciprocity that draws on attribution theory. Consider someone who defects after a counterpart cooperates in a sequential, one-shot prisoners' dilemma. Our model challenges the notion that such individuals are selfish rather than other-regarding. Note that first-move cooperation could reflect good-heartedness. Or calculated self-interest: first-movers might cooperate tactically, to encourage reciprocity. Individuals whom we term "skeptical reciprocators" care about others but do not reciprocate cooperation they attribute to tactics. Given skeptical reciprocity, the fundamental impediment to cooperation is not that people are selfish rather than other-regarding. It is that they worry others are. Contact: jmullertrede@ucsd.edu

Session #5 Track III: Medicine and Decision Making - Hilton - Salon A-3 - Sunday 10:30 am - 12:00 pm

Diagnostic Performance by Medical Students Working Individually or in Teams

Hautz, Wolf E. (Charité Universitätsmedizin Berlin, Berlin, Germany); Kämmer, Julian E. (Max Planck Institute for Human Development, Berlin, Germany); Schaubert, Stefan K. (Charité Universitätsmedizin Berlin, Berlin, Germany); Spies, Claudia D. (Charité Universitätsmedizin Berlin, Berlin, Germany); Gaissmaier, Wolfgang (University of Konstanz, Konstanz, Germany)

Diagnostic errors contribute substantially to preventable medical error. We investigated whether working in pairs rather than individually improved diagnostic accuracy. Fourth-year medical students (N = 88) diagnosed six simulated, validated cases of respiratory distress individually or in pairs. They saw videos of the patients and could acquire up to 30 diagnostic tests. Working collaboratively improved diagnostic accuracy (68% vs. 50%), which could neither be explained by differences in knowledge, the amount and relevance of acquired information, nor by the statistically increased likelihood of containing a knowledgeable member. Collaboration may have helped correct errors, fill knowledge gaps and counteract reasoning flaws. Contact: gaissmaier@mpib-berlin.mpg.de

Nudging to Increase Organ and Tissue Donor Registrations

Robitaille, Nicole (Queen's University); Mazar, Nina (University of Toronto); Tsai, Claire I. (University of Toronto)

Current statistics on organ and tissue donation point to an ever-increasing demand yet inadequate supply of available donors. In a large-scale randomized control trial (N = 10,043), we tested the effectiveness of using behavioral insights to design simple, cost-effective interventions, each aimed at counteracting a psychological barrier that could discourage individuals from registering. In our field experiment, we significantly increased organ and tissue donor registrations by: 1) providing more information to satisfy the due diligence heuristic, 2) promoting cognitive perspective taking and 3) promoting first-person emotional perspective taking. Each of these interventions more than doubled individuals' likelihood of registering. Contact: nicole.robitaille@queensu.ca

Strategies to Reduce the Negative Consequences of Deferrals on Subsequent Blood Donation

Wegner, Martha (University of Hamburg); Clement, Michel (University of Hamburg); Mazar, Nina (University of Toronto)

Many willing blood donors sometimes get deferred and, consequently, never return to donate blood. Our analysis of historical data reveals a negative effect especially for deferrals with very short non-eligibility periods. In two subsequent experiments with German Red Cross donors, one online and one in the field, we find that both providing an option for an alternative good deed at the blood donation event or handing out new appointment cards that provide a precise return date significantly increase deferred individuals' predicted and actual likelihood to return for blood donation compared to currently executed strategies. Contact: michel.clement@uni-hamburg.de

The Price (and Calorie Label) is Wrong: Error Detection as Measure of Calorie Label Processing

VanEpps, Eric M. (VA Center for Health Equity Research and Promotion); Downs, Julie S. (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University); Olivola, Christopher Y. (Carnegie Mellon University)

Many people report not noticing calorie labels on menus, especially among lower-income and less educated populations. Additionally, self-reports don't capture whether people derive meaning from those labels. As an alternative measure of attention and information processing, we asked participants from low- and higher-income neighborhoods to identify errors on a familiar menu populated with numerous mistakes, including reducing all calorie counts and prices by half. Overall task performance did not differ across neighborhoods, indicating similar effort. Participants in affluent neighborhoods noticed price and calorie errors about equally, but those in impoverished neighborhoods identified calorie errors 41% less often than price errors. Contact: eric.m.vanepps@gmail.com

Session #5 Track IV: Prediction - Hilton - Salon A-4 - Sunday 10:30 am - 12:00 pm

Accountability, Prediction Accuracy and Information Exchange

Pavel Atanasov, Pavel (University of Pennsylvania); Bishop, Michael (University of Pennsylvania); Chang, Welton (University of Pennsylvania); Patil, Shefali (University of Texas at Austin); Mellers, Barbara (University of Pennsylvania); Tetlock, Philip, University of Pennsylvania

If we strive to collect accurate and insightful predictions, should we keep forecasters accountable to outcome or process, i.e. accuracy or reliance on best practices? We report the results of a nine-month experiment, which compared process, outcome and hybrid accountability systems, and produced 170,000 individual predictions. Outcome and hybrid-accountable forecasters produced significantly more accurate probabilistic predictions. Differences in accuracy increased over time, suggesting that accuracy feedback contributed to on-the-task learning. Process-accountable forecasters produced the most persuasive written comments, as judged by outside raters. Conditional on raters' belief updates, the three groups were equally effective in promoting raters' accuracy. Contact: pdatanasov@gmail.com

People Can Take the Outside View, but They Don't Want To Use It

Kelly, Theresa F. (Washington University in St. Louis); Simmons, Joseph P. (University of Pennsylvania)

Participants predicted both the winners of specific sports games ("actual-winners") and which teams would win the majority of 101 games with the same starting conditions as the actual games ("usual-winners") in randomized order. We found that participants' actual- and usual-winner predictions were more consistent when they predicted usual-winners first, suggesting that people often do not consider what would usually happen before making predictions. Furthermore, when confronted with inconsistent actual- and usual-winner predictions, most participants chose to be paid based on their actual-winner predictions, suggesting that some forecasters reject using their beliefs about what would usually happen to make incentivized predictions. Contact: tfkelly@wustl.edu

Predicting Clinical Forecasting Errors with Local Estimators

Kane, Patrick B (Carnegie Mellon); Broomell, Stephen B (Carnegie Mellon)

Despite numerous demonstrations of the superiority of actuarial forecasts over clinical forecasts, relatively little is known about the cause of clinical errors. We hypothesize that forecasting error can arise from forecasters incorporating noise from past observations into their forecasts, which we call forecasting noise insensitivity (FNI). Study 1 supported the existence of FNI using our new experimental paradigm. We further explored the robustness of our results with mechanisms designed to make environmental noise more salient. Study 2 explored the effect of repeated sampling and Study 3 explored the role of knowledge. None of these interventions eliminate the presence of FNI. Contact: pkane986@gmail.com

The Case Against Recommendations

Yeomans, Mike (Harvard University)

Why do people make recommendations - for others, or for themselves? In seven experiments, we contrasted recommendations (suggesting a choice for another person) and evaluations (choosing a personal favorite), and surprisingly, people liked recommending less than evaluating. We rule out competing mechanisms (difficulty, uncertainty, choice content) and find that this difference is fundamentally because recommenders and recipients have different tastes. However, even when recipients were maximally similar, recommending and evaluating were equally enjoyable. Recommenders were also no more knowledgeable, or helpful for recipients. These results change our understanding of what motivates recommendations, and we propose that people ask for evaluations instead. Contact: [mk.yeomans@gmail.com](mailto:mike.yeomans@gmail.com)

Session #6 Track I: Charitable Giving - Hilton - Salon A-1 - Sunday 2:45 pm - 4:15 pm

Focusing on Future Consequences: Leveraging Legacy to Promote Sustainable Decisions

Zaval, Lisa (Columbia University); Markowitz, Ezra (University of Massachusetts Amherst); Weber, Elke U. (Columbia University)

Long time horizons and social distance are viewed as key psychological barriers to sustainable decision-making. We present data for interventions that focus greater attention on future consequences and thus provide entry points for choices that better balance short-term and long-term goals and objectives. Across four experiments, we show that priming legacy motivation increases donations to environmental and public-health charities, enhances pro-environmental beliefs and behavioral intentions, and increases demand for sustainable purchases. This work shows that long-term goals and motives can be leveraged to shift sustainable preferences between one's present self and future others (Zaval, Markowitz & Weber, Psychological Science, 2015). Contact: lz2261@columbia.edu

The Charity Beauty Premium

Cryder, Cynthia (Washington University in St. Louis); Botti, Simona (London Business School); Simonyan, Yvetta (University of Birmingham, UK)

Despite widespread conviction that neediness is the most important criterion for allocating charitable contributions, we observe a "charity beauty premium" in which allocations often favor beautiful, but less needy, recipients. We propose that the choice between beautiful versus needy recipients represents a dilemma between donors' "want" versus "should" preferences. First, when a beautiful recipient is introduced, s/he is chosen more often than needy recipients, and donor satisfaction increases. Second, heightening deliberation steers donors towards needier recipients relative to beautiful ones. Finally, donors explicitly state that they "want" to give to beautiful recipients but "should" give to less beautiful, needier ones. Contact: cryder@wustl.edu

An Illusion of Contribution: Indirect Contributors Are More Likely to Overclaim Responsibility for Group Tasks

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

Groups often exhibit "overclaiming," wherein members' perceived contributions to a group task sum to more than 100%. We propose that indirect contributors (e.g., managers) are more likely to overclaim responsibility for group tasks than direct contributors (e.g., workers) because they credit their efforts that do not actually contribute to a final product. We tested this in experiments using groups with both direct and indirect contributors. Even when indirect contributors provided no measurable benefit, they still claimed credit. The more they tried to help their teams, the more credit they claimed. Indirect contributors' supervisory efforts provide an illusion of meaningful contribution. Contact: jschroeder@chicagobooth.edu

Motivation Crowding Out in Fundraising: Evidence from a Field Experiment

Chao, Matthew (California Institute of Technology)

Non-profits often offer conditional thank-you gifts (mugs, t-shirts) to prospective donors. However, an extrinsic incentive can crowd out intrinsic motivation to donate. In a collaborative field experiment with a public radio station, this study demonstrates that offering thank-you gifts in direct mail solicitations can reduce donation rates, even when gifts are optional. Thus, crowding out is not occurring because the gift reduces the self-signaling value of the donation. Instead, the saliency of the gift may directly cause crowding out by drawing attention to the extrinsic incentive and away from intrinsic motives. This is consistent with studies on saliency in attribution-weighting.

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Session #6 Track II: Poverty - Hilton - Salon A-2 - Sunday 2:45 pm - 4:15 pm

Slowing Down Youth Violence

Heller, Sara (University of Pennsylvania); Shah, Anuj (University of Chicago, Booth School of Business); Guryan, Jonathan (Northwestern University); Ludwig, Jens (University of Chicago); Mullainathan, Sendhil (Harvard University); Pollack, Harold (University of Chicago)

Disadvantaged youths are more likely to engage in violence. Few interventions have successfully stemmed this trend. Here, we suggest that automatic responses might lie at the root of youth violence. This theory suggests that we can gain more leverage on this problem by developing interventions that slow down--and introduce greater reflection into--youth decision making. Across three large-scale field experiments (two conducted in school, one in a juvenile detention center), we find that such programs improve schooling outcomes and reduce violence and recidivism. Contact: anuj.shah@chicagobooth.edu

The Economic Costs of Low Caloric Intake: Evidence from India

Schofield, Heather (University of Pennsylvania)

This paper presents the results of a five-week randomized controlled trial among cycle-rickshaw drivers in India, in which half of the participants received an additional 700 calories per day. Treated individuals showed significant improvements in both physical and cognitive tasks, demonstrated reduced discount rates on a real effort task, and increased labor supply and income by approximately 10 percent by the final week. The estimated return to investment in additional calories is roughly 75 percent over six months. Responses from an incentivized survey suggest that inaccurate beliefs may play a role in the low levels of caloric consumption.

Contact: heather.schofield@gmail.com

Thinking about Financial Deprivation: Rumination and Decision Making Among the Poor

Johar, Gita (Columbia University); Meng, Rachel (Columbia University); Wilcox, Keith (Columbia University)

The poor tend to make a host of suboptimal decisions. Recent evidence suggests this is due to cognitive impairment arising from poverty itself. Across several studies, we offer a closer examination of the source of this impairment. Results find that lower-income (vs. higher-income) individuals tend to chronically ruminate more on their finances; such rumination leads to increased impulsivity and decreased cognitive ability. We also test the effectiveness of different strategies on overcoming these detrimental effects. By illuminating the mediational role of rumination underlying poverty-driven performance, this work has implications for designing interventions to improve decision making among the poor. Contact: rm3081@columbia.edu

Trust Your Neighborhood: Neighborhood Trust Can Protect Low-Income Groups From Myopic Decisions

Jachimowicz, J.M. (Columbia Business School); Chafik, S. (Columbia Business School); Weber, E.U. (Columbia Business School); Munrat, S. (BRAC); Prabhu, J. (Cambridge University, Judge Business School)

Why do poor people make poor decisions, especially those myopic in nature? Are there interventions that can be taken up to correct or mitigate? In each of our three studies, we propose neighborhood trust - a cognitive schema representing how individuals feels about the community and area they live in - can account for individual differences in temporal discounting between and amongst low and high-income groups. Across archival, field, and experimental study data we find low-income individuals with higher levels of neighborhood trust are more likely to discount the future less heavily than low-income individuals with lower levels of neighborhood trust.

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Session #6 Track III: Goals and Ideals - Hilton - Salon A-3 - Sunday 2:45 pm - 4:15 pm

Goal Specificity, Subjective Impact, and Motivation: A Reference-Points Approach

Wallace, Scott G. (Duke University); Etkin, Jordan F. (Duke University)

To motivate themselves to achieve valued outcomes, people often set goals. These goals can be specific (e.g., lose 10 pounds) or non-specific (e.g., lose as much weight as possible). How might goal specificity shape motivation as people pursue their goals? Adopting a goals-as-reference-points framework, we explore how goal specificity changes the perceived impact of marginal progress, and thus motivation, as people move away from their initial-state reference point. Five experiments show that goal specificity can have both positive and negative effects on motivation, depending on whether comparisons to the goal end-state induce a loss or a gain mindset.

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The Extent of Post-Reward Crowding-Out: A 'Rewarding Opportunity' Account

Goswami, Indranil (University of Chicago Booth School); Urminsky, Oleg (University of Chicago Booth School of Business)

How does offering an incentive for a task affect people's subsequent motivation, when the incentive to do the task ends? Contrary to prior theories of intrinsic motivation, we find that crowding-out (reduction in voluntarily doing a task after a reward ends) is momentary, with motivation quickly returning to baseline. Momentary crowding-out is further moderated by context, with no crowding out when the prior opportunity was more rewarding. We propose a 'Rewarding Opportunity' account, which suggests that post-reward crowding-out reflects preference for taking a break, rather than lasting changes in task perception or self-perception.

Contact: oleg.urminsky@chicagobooth.edu

The Ideal Road Not Taken: Regrets of Action and Inaction and Self-Discrepancy Theory

Davidai, Shai (Cornell University); Gilovich, Thomas (Cornell University)

People more often regret the things they didn't do rather than the things they did. In our research, we examine the content of people's regrets of action and inaction and suggest that the two regret types stem from two distinct self-concept discrepancies. Whereas regrets of inaction predominantly involve failures to live up to one's ideal self rather than one's ought self, regrets of action are equally likely to be ideal- or ought-related. We show that this asymmetry stems from the belief that ideal-related regrets of inaction are more consequential to one's life than those related to one's ought self. Contact: sd525@cornell.edu

To Be or Not to Be Your Authentic Self? Catering to Others' Preferences Hinders Performance

Gino, Francesca (Harvard Business School); Sezer, Ovul (Harvard Business School); Huang, Laura (Wharton School); Brooks, Alison Wood (Harvard Business School)

This paper examines how catering to another person's preferences in interpersonal first meetings--as compared to expressing one's authentic thoughts and feelings--influences performance. We find that most people believe employing a catering strategy makes a good impression. However, three studies suggest these lay beliefs are wrong. In a field study in which entrepreneurs pitched their ideas to potential investors we show that catering harmed investor evaluations. In Study 2, we find that people experience greater anxiety when they cater than when they behave authentically. In Study 3, we find that catering increases anxiety and inauthenticity and hinders performance. Contact: osezer@hbs.edu

Session #6 Track IV: Advice - Hilton - Salon A-4 - Sunday 2:45 pm - 4:15 pm

Don't Ask, Don't Tell: The Problems with Solicited Advice

Dillon, Kyle D. (Harvard University); Gilbert, Daniel T. (Harvard University)

When faced with difficult decisions, people often seek advice. And sometimes, others are so eager to offer advice that they do so without being asked. This distinction between solicited and unsolicited advice raises two interesting questions. As advisors, does the quality of our advice change when we are solicited? And as advisees, do we respond similarly when given solicited and unsolicited advice? In a series of experiments, we demonstrate a paradox of advice: Advisors give lower-confidence advice when they provide solicited advice than when they offer unsolicited advice, but advisees are more likely to follow solicited advice than unsolicited advice.

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Measuring the Influence of Advice

Soll, Jack B. (Fuqua School of Business, Duke University); Palley, Asa B. (Fuqua School of Business, Duke University); Rader, Christina A. (Colorado College)

We introduce a new measure of advice taking, Influence of Advice (IOA), which more completely measures influence compared to extant alternatives. IOA measures the flow of probability mass toward advice, and can be decomposed into measures of opinion shift and confidence change. In an empirical study, we applied IOA to two moderators: advice distance and advisor expertise. The moderators differed in how they related to the components, showing that IOA captures multiple aspects of influence. Among the findings: Near advice from a below-average advisor can still give a substantial boost to confidence, demonstrating the allure of agreement.

Contact: jsoll@duke.edu

Overcoming Algorithm Aversion: People Will Use Algorithms If They Can (Even Slightly) Modify Them

Dietvorst, Berkeley J. (University of Pennsylvania); Simmons, Joseph P. (University of Pennsylvania); Massey, Cade (University of Pennsylvania)

In our experiments, participants decided whether to use a (superior) algorithm's forecasts or their own to complete an incentivized forecasting task. In the treatment conditions we gave participants the option to modify the algorithm's forecasts if they chose to use it. We found that participants chose to use the algorithm much more often when they could modify its forecasts, even when the amount of modification allowed was severely restricted. Additionally, giving participants the freedom to modify the algorithm made them more satisfied with the forecasting process, more tolerant of errors, and more likely to choose to use the algorithm exclusively.

Contact: diet@wharton.upenn.edu

The Advocacy Mindset: Arguing Boosts Confidence in... Everything

Minson, Julia A. (Harvard University); Chen, Frances, S. (University of British Columbia); Skowronek, Sam (Harvard University)

We propose and test the existence of an "advocacy mindset" - a cognitive stance triggered by engaging in argumentation and characterized by a suite of cognitive, emotional, and behavioral consequences. Across six studies, we find that after spending three minutes writing a persuasive argument participants reported greater confidence in unrelated beliefs, saw their views as being relatively more objective than those of disagreeing others, reported greater feelings of power and self-efficacy, and endorsed more risky behaviors. In sum the "advocacy mindset" appears to be a robust phenomenon that leads to a host of unexpected and unintended consequences for the arguer. Contact: frances.chen@psych.ubc.ca

MONDAY NOVEMBER 23, 2015

Rooms - Hilton - Salon A-1, Salon A-2, Salon A-3 Salon A-4

Session #7 Track I: Evaluations of Experiences - Hilton - Salon A-1 - Monday 9:15 am - 10:45 am

Questioning the End Effect: Endings Do Not Inherently Have a Disproportionate Impact on Evaluations of Experiences

Tully, Stephanie M. (New York University); Meyvis, Tom (New York University)

The present article reexamines one of the most basic findings regarding the evaluation of hedonic experiences: the end effect. The end effect suggests that people's retrospective evaluations of an experience are disproportionately influenced by the end of the experience. The current work replicates and re-examines prior demonstrations of the end effect. The results indicate that endings are not inherently over-weighted in retrospective evaluations. That is, episodes do not disproportionately affect the evaluation of an experience simply because they occur at the end. Instead, endings are only over-weighted when additional conditions are met.

Contact: stully@stern.nyu.edu

Tracking Hedonic Change: Asymmetric Judgments of Improvement versus Decline

O'Brien, Ed (University of Chicago Booth School of Business); Klein, Nadav (University of Chicago Booth School of Business)

Nine studies reveal a robust asymmetry in the "tipping point" of hedonic change, the point when people first judge an experience as having declined versus improved. People are quicker to diagnose decline than improvement, despite observing equivalent evidence. For example, gaining a given number of pounds leads people to judge their weight as "officially" changed for the worse, but losing an equivalent number seems like a lucky fluke rather than a substantive change for the better. This asymmetry holds across many viable moderators and emerges within many contexts, including actual public reactions to broader societal cycles (e.g., in the climate/economy).

Contact: eob@chicagobooth.edu

Description-Experience Gap or Construct-Data Gap?

Robinson, Maria M (University of Illinois at Urbana-Champaign); Regenwetter, Michel (University of Illinois at Urbana-Champaign)

The experience-description gap refers to the claim that decision-makers weigh prospects differently when provided probabilities of outcomes than when learning the probabilities through experience. Researchers reporting evidence for this phenomenon, however, rely on heuristic methods that fail to specify how theoretically defined constructs translate into inherently variable choices. Capitalizing on recently developed mathematical modeling and statistical analysis techniques, we reanalyzed data from three such articles within the framework of two probabilistic specifications. Results of frequentist and Bayesian analyses show little support for the experience-description gap. We discuss the implications of these results. Contact: mariamvr9@gmail.com

Wait, Wait... Don't Tell Me: Repeated Choices With Clustered Feedback

Hagmann, David (Carnegie Mellon University); Harman, Jason L. (Carnegie Mellon University); Gonzalez, Cleotilde (Carnegie Mellon University)

Recent research shows that people underweight rare events when they have to learn from repeated choices the payoffs and probabilities of two options, but overweight them when they receive a description of the options (description-experience gap). In a between-subjects, incentivized experiment (n=1,200), we manipulate whether participants have a description of the lottery ex ante as well as the frequency with which they receive feedback about the outcome: either immediately after every choice, or in clusters of ten individual outcomes after every ten choices. Clustering feedback increases the proportion of risky choices in decisions without description and closes the description-experience gap. Contact: hagmann@cmu.edu

Session #7 Track II: Choices and Beliefs - Hilton - Salon A-2 - Monday 9:15 am - 10:45 am

Can Journalistic 'False Balance' Distort Public Perception of Consensus in Expert Opinion?

Koehler, Derek (University of Waterloo)

I report several experiments testing the influence of presenting conflicting comments from two experts who disagree on an issue (balance condition) in addition to a count of the number of experts on a panel who favor either side. Compared to a control condition, participants in the balance condition were not able to discriminate as clearly issues that did and that did not have strong expert consensus. Participants in the balance condition also perceived less agreement among the experts in general, and were less likely to think that there was enough agreement among experts on high-consensus issues to guide government policy. Contact: dkoehler@uwaterloo.ca

IT'S A TRAP! Instructional Manipulation Checks Prompt Systematic Thinking on 'Tricky' Tasks

Hauser, David J (University of Michigan); Schwarz, Norbert (University of Southern California)

Instructional manipulation checks (IMCs) are popular measures of attention that trick inattentive participants into responding incorrectly. However, from a conversational perspective, IMCs may teach participants that there is "more than meets the eye" to survey questions, prompting systematic thinking on subsequent tricky-seeming questions. In two studies, answering an IMC prior to a task (vs after) improved performance on items that benefit from increased systematic thinking - namely, the Cognitive Reflection Test (Study 1), and a probabilistic reasoning task (Study 2). We conclude that IMCs change rather than merely measure attention and discuss implications for their use in online studies. Contact: djhauser@umich.edu

N-Equality: More People, Less Concern for Equality?

Garcia, Stephen M. (University of Michigan); Tor, Avishalom (University of Notre Dame); Limberg, Randall (New York University)

Building on the N-Effect, which suggests that competition and social comparison decrease as the number of competitors increases, the present analysis tests the related hypothesis that people become less sensitive to inequality as the number of payoff recipients increases. Evidence of this effect was obtained in naturally occurring data (i.e., inequality in faculty salaries being greater in larger departments) as well as real behavioral and hypothetical choices. For example, results from one of our studies showed that participants were more likely to maximize joint gains when the size of the allocation pool comprised 30 recipients compared to 8 recipients.

Contact: smgarcia@umich.edu

Personal Change and the Continuity of Identity

Molouki, Sarah (University of Chicago); Bartels, Daniel M. (University of Chicago)

What factors affect judgments of self-continuity over time? Previous research suggests that expectations of personal change reduce feelings of identification with the future self (Bartels & Urminsky, 2011). However, we suggest that not all change is created equal. In the current work, we delineate which types of change are perceived as allowable versus disallowable while still maintaining a stable sense of self. Specifically, we examine how personal change differentially impacts identity judgments based on a) the domain of the characteristic that is changing, b) the direction of change, and c) one's existing expectations and desires related to that particular change.

Contact: smolouki@gmail.com

Session #8 Track I: Hormones, Eye-Tracking and Computational Modeling - Hilton - Salon A-1 - Monday 11:15 am - 12:45 pm

Peacocks, Testosterone and Luxury Goods: Single-dose Testosterone Administration Increases Preference for Status Goods

Nave, Gideon (Computation & Neural Systems, California Institute of Techn); Nadler, Amos (Ivey Business School, University of Western Ontario); Dubois, David (INSEAD); Camerer, Colin (Humanities and Social Sciences Division, California Institute); Plassmann, Hilke (INSEAD)

In this research, we investigated the biological roots of how humans signal social status through consumption: Luxury goods represent social markers that elevate humans in the social hierarchy, either through increasing status or power. Across two large-scale studies (N=243 males), our findings are the first to show a causal relationship between single-dose T administration and preference for status goods and that T can be cause status- but not quality- or power-seeking behavior underlying consumer's product evaluations.

Contact: hilke.plassmann@insead.edu

Scarcity Captures Attention and Induces Neglect: Eyetracking and Behavioral Evidence

Tomm, Brandon M. (University of British Columbia); Fung, Desmond (University of British Columbia); Zhao, Jiaying (University of British Columbia)

Scarcity induces an attentional focus on the problem at hand, enhances performance, but also comes with a cost. Specifically, scarcity may cause a failure to notice beneficial information that can alleviate the condition of scarcity. In four experiments using eyetracking, we found that poor participants looked longer at prices and recalled prices more accurately compared to rich participants, but neglected a useful discount. This attentional narrowing and neglect may lead to suboptimal behaviors that further perpetuate scarcity. The findings provide new insights on the counter-productive behaviors of the poor, and important implications for the design of services for low-income individuals. Contact: brandon.tomm@psych.ubc.ca

Testosterone Impairs Rational Thinking in Men

Nave, Gideon (Caltech); Nadler, Amos (Ivey Business School, University of Western Ontario); Camerer, Colin (Caltech)

The male sex hormone testosterone is released in the body and the brain in response to external stimuli, influencing cognition and behavior context sensitively. We investigated the causal effects of testosterone administration on human decision-making using a dual-process framework. 244 males received either T or placebo under a double blind protocol and took the Cognitive Reflection Test (CRT) that assesses one's ability to suppress an intuitive incorrect answer in favor of a deliberative correct answer. Testosterone administration significantly impaired subject's CRT performances. The effects were robust to controlling for math skills, age, mood and the levels of other measured hormones. Contact: gnav@caltech.edu

A Model of Associative Judgment

Bhatia, Sudeep (University of Pennsylvania)

I present a computational model of associative judgment. The model is trained on the English language Wikipedia corpus, and is able to answer unstructured judgment problems spanning an almost universal domain of knowledge. The model achieves a high accuracy rate across a range of experimenter-generated, participant-generated, and real-world question datasets. The model also accurately predicts human responses on these datasets. These results suggest that associative judgment provides a powerful account of not only human error, but also human intelligence. In doing so, they illustrate a new approach to constructing and testing models of judgment and decision making. Contact: bhatia.sudeep@gmail.com

Session #8 Track II: Understanding Preferences - Hilton - Salon A-2 - Monday 11:15 am - 12:45 pm

When Less is Better than More: Preferring Equity over Efficiency in Allocation Decisions

Gordon-Hecker, 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

We examined whether people are inequity averse, or alternatively averse to being responsible for determining the form of the inequity - i.e. inequity responsibility averse.

Participants discarded a reward to avoid inequity when they had to specifically determine who should get it, but not when they could use a random device to determine the allocation.

Our findings suggest that it is the personal responsibility of determining the inequity form that drives the conflict between equity and efficiency. The conflict is amplified for people who trust their intuitions, those who care about others, and when loss rather than reward is at stake. Contact: tomgo@post.bgu.ac.il

Preference Dynamics in Sequential Choice with Defaults

Donkers, Bas (Erasmus University Rotterdam); Dellaert, Benedict G.C. (Erasmus University Rotterdam); Herrmann, Andreas (University of St. Gallen); Haeubl, Gerald (University of Alberta)

This paper presents the results of a large-scale field experiment to enhance understanding of the multifaceted role of default attribute levels in sequential consumer product choice. We focus on spillover effects of attribute level defaults on subsequent attribute choices. We hypothesize that the nature of such default spillover effects differs systematically depending on whether the consumer selected the default level or not. In particular, we predict that - due to the passive nature of the default acceptance decision - consumer preferences in subsequent choices are affected less strongly by default acceptance choices than by other attribute level choices. Contact: dellaert@ese.eur.nl

Avoiding Information to Protect a Strong Intuitive Preference

Risen, Jane L. (University of Chicago, Booth School of Business); Woolley, Kaitlin (University of Chicago, Booth School of Business)

Classic decision theory suggests that more (relevant) information is better. But, people sometimes elect to remain ignorant. We explore whether people avoid information that would encourage a rational decision to make it easier to follow their intuition. For example, someone may avoid learning the calories in a dessert because she knows she would feel compelled to pass. In 6 studies we find that people avoid information when facing an intuitive-rational conflict, but that they use the information when it is provided. Moreover, we find evidence that suggests people avoid information, at least in part, to protect their intuitive preference. Contact: jane.risen@chicagobooth.edu

Making Decisions Disrupts Relatively Stable Preferences

Simon, Dan (USC); Spiller, Stephen A. (UCLA)

How does the effect of choice on preference unfold over time? Attribute evaluations and weights shift during the decision process to support a single alternative. We examine preferences at four times: immediately preceding and immediately following two choices separated by eight weeks. Preferences were polarized by each choice and returned to baseline between choices. Post-choice evaluations were relatively stable among individuals who chose the same option at each time, but reversed among individuals who chose different options, whereas pre-choice evaluations were relatively stable over the eight weeks for everyone. Relatively stable preferences are temporarily distorted by the choice itself. Contact: stephen.spiller@anderson.ucla.edu

SJDM Morning Poster Session

Sunday 8:30am – 10:30am w/ Continental Breakfast - Hilton - Salon D

1. Romantic Decision Making in Hallmark Original Movies
Ricksponne, Lucy (ISPP); Hull, Jennifer (ISPP)
2. Risk Perceptions at an Ongoing Superfund Cleanup: Trust, Uncertainty, and Negative Emotion
Gilden, Jaime L. (Montana State University; The Ohio State University); Moore, Colleen F. (Montana State University; University of Wisconsin-Madison)
3. When do we avoid health-risk information?
Kos, Maciej (Northeastern University); Blajer-Golebiewska, Anna (University of Gdańsk, Department of Economics); Wach, Dagmara (University of Gdańsk, Department of Economics)

4. Arousal reduces smokers' reactance to graphic warning labels
Evans, Abigail T. (Ohio State University); Peters, Ellen (Ohio State University); Meilleur, Louise R. (Ohio State University)
5. The Relationship between Anxiety and Risk Taking is Moderated by Ambiguity
Ebert, Eva E. (Appalachian State University); Smith, Andrew R. (Appalachian State University); Broman-Fulks, Joshua J. (Appalachian State University)
6. The gist of happiness: Instability in judgments of subjective well-being predicts risk-taking
Wilhelms, Evan A. (Vassar College); Reyna, Valerie F. (Cornell University); Corbin, Jonathan C. (University of Richmond)
7. Incidental Arousal Elicited through Contextual Factors Increases Individual's Preference for Risky Lotteries
Galentino, Andrea (University of Trento); Bonini, Nicolao (University of Trento); Savadori, Lucia (University of Trento); Venkatraman, Vinod (Temple University); Vo, Khoi (Temple University)
8. The Nature of Decisions: The Influence of Natural and Built Environments on Decision Making
Johnson, Emily L. (University of Nebraska-Lincoln); Stevens, Jeffrey R. (University of Nebraska-Lincoln)
9. Simultaneous Under- and Overweighting of Rare Events in Decisions from Experience
Pachur, Thorsten (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development)
10. The Influences of Described and Experienced Information on Adolescent Risky Decision-Making
Rosenbaum, Gail M. (Temple University); Venkatraman, Vinod (Temple University); Steinberg, Laurence (Temple University); Chein, Jason (Temple University)
11. Boredom and Efficient Coding in Experiments
Leung, Weiwen (University of Minnesota); Schrater, Paul (University of Minnesota)
12. The Effect of Conscious Versus Nonconscious Affect on Economic Decision-Making
Koppel, Lina (Linköping University); Västfjäll, Daniel (Linköping University); Winkielman, Piotr (University of California, San Diego)
13. Risky choice and the structure of the environment
Leuker, Christina (Max Planck Institute for Human Development, Berlin); Pleskac, Timothy J. (Max Planck Institute for Human Development, Berlin); Pachur, Thorsten (Max Planck Institute for Human Development, Berlin)
14. Experience of Environmental Risk Affects Strategies for Exploiting Information Sources
Illingworth, David A. (Georgia Institute of Technology); Thomas, Rick P. (Georgia Institute of Technology)
15. How Luck and Fortune Influence Risk-Taking Behaviors
Ranieri, Andrea Y. (University of South Florida); Schneider, Sandra L. (University of South Florida)
16. What drives the Open Sampling Advantage?
Henninger, Felix (University of Koblenz-Landau, MPI for Research on Collective Goods); Fiedler, Susann (Max Planck Institute for Research on Collective Goods); Hilbig, Benjamin E. (University of Koblenz-Landau); Glöckner, Andreas (University of Göttingen)
17. Dispositional thinking and decision making competence: Mediating role of absorptive capacity
Ganuthula, Venkat Ram Reddy (Indian Institute of Technology Madras); Dyaram, Lata (Indian Institute of Technology Madras)
18. Exercising Rationality: Effects of caffeine and exercise on economic decision making
Vittoz, Nicole (Douglas College, New Westminster); Efimoff, Iloradanon (Douglas College, New Westminster); Saeedi, Sara (Douglas College, New Westminster)
19. The effects of video game induced fear on decision making depend on underlying brain asymmetries.
Voss, Raymond P. (The University of Toledo); Lanning, M. Douglas (The University of Toledo); Jasper, J. D. (The University of Toledo); Christman, Stephen D. (The University of Toledo)
20. Economic Decision Making and Cognitive Load: A Cognitive Modeling Approach
Olschewski, Sebastian (University Basel); Scheibehenne, Benjamin (University Basel); Rieskamp, Jörg (University Basel)
21. The Effect of Information Presentation on Risky Choices
Prunier, Stephen G (University of Toledo); Corser, Ryan (University of Toledo); Jasper, J.D. (University of Toledo)
22. Accounting for Age and Cultural Differences Using a Fuzzy-trace Theory Model of Representation, Need for Cognition, and Risk Propensity
Broniatowski, David A. (The George Washington University); Reyna, Valerie F. (Cornell University)
23. The Effects of Risk-Related Perception on Password Preferences and Behavior
Kusumastuti, Sarah (University of Southern California); Nguyen, Kenneth (University of Southern California); John, Richard S. (University of Southern California); Rosoff, Heather (University of Southern California)
24. Measuring Individual Differences in Near-miss Appraisals
Cui, Jinshu (University of Southern California); Rosoff, Heather (University of Southern California); John, Richard S. (University of Southern California)

25. Ego depletion decreases risk-taking on the warm, but not cold versions of the Columbia Card Task
Corser, Ryan (University of Toledo); Jasper, John D. (University of Toledo)
26. Decision under Risk and Decision over Time: Information Processing and Reading Habits
Wang, Yitong (University of Technology Sydney); Feng, Tianjun (Fudan University); Genot, Antonin (Vinci Construction Grands Projets); Zhao, Lei (Tsinghua University)
27. The Experience of Near Miss Events Under Ambiguity
Federspiel, Florian Mathis (IE Business School); Seifert, Matthias (IE Business School)
28. Is the sun brighter than el sol? The effect of using a foreign language on mental imagery
Hayakawa, Sayuri (University of Chicago); Keysar, Boaz (University of Chicago)
29. The cognitive map of societal risks: Disputed risk and morality as additional factors in the psychometric paradigm
Böhm, Gisela (University of Bergen); Pfister, Hans-Rüdiger (Leuphana University Lüneburg); Bassarak, Claudia (Leuphana University Lüneburg)
30. “It raises moral concerns, so it must be risky” – Investigating Risk and Morality
Bassarak, Claudia (Leuphana University of Lüneburg); Pfister, Hans-Rüdiger (Leuphana University of Lüneburg); Böhm, Gisela (University of Bergen)
31. Psychological comparability: how non-monetary and monetary evaluations, utilitarian ‘rule-learning’ and holistic assessments influence loss-aversion
Cooke, Alex (Kingston University London); Kusev, Petko (Kingston University London)
32. If it’s difficult to pronounce, it might not be risky: Fluency, risk perception, and random sampling of stimuli
Bahnik, Stepan (University of Wurzburg); Vranka, Marek (Charles University in Prague)
33. Cognitive Strategies when Integrating Mutually Dependent Probabilities
Sundh, Joakim (Department of Psychology, Uppsala University); Juslin, Peter (Department of Psychology, Uppsala University)
34. Tornado Risk Perception from Visual Cues
Dewitt, Barry (Carnegie Mellon University); Fischhoff, Baruch (Carnegie Mellon University); Davis, Alexander (Carnegie Mellon University); Broomell, Stephen (Carnegie Mellon University)
35. Ebola outbreak: A longitudinal survey of risk perception
Mayorga, Marcus (Decision Research, University of Oregon); Johnson, Branden (Decision Research)
36. Risk-taking and depression: the combined effects on negative employee behavior
Zhang, Don (Bowling Green State University); Highhouse, Scott (Bowling Green State University); Barratt, Clare (Bowling Green State University); Brooks, Margaret (Bowling Green State University)
37. Trusting an uncertain forecaster: Judgments of revised intervals in predictions of climate change
Løhre, Erik (Simula Research Laboratory); Hohle, Sigrid M. (Simula Research Laboratory); Teigen, Karl H. (Simula Research Laboratory)
38. Forecasting forecasts: The power of trends
Hohle, Sigrid M. (Simula Research Laboratory); Teigen, Karl H. (University of Oslo, Norway)
39. Gender, acculturation, depression and sensation seeking as correlates of gambling behavior
Gorbett, Dessaray (The University of Texas at El Paso); Gutierrez, Kevin (Yale University); Morera, Osvaldo (The University of Texas at El Paso)
40. Modeling Peoples’ Risk-Return Belief Helps to Understand Preferences from Experience
Hoffart, Janine (University of Basel); Dutilh, Gilles (University of Basel); Rieskamp, Joerg (University of Basel)
41. The impact of sample size on model comparisons in experience-based choice and valuation
Wulff, Dirk U. (Max-Planck-Institute for Human Development)
42. Cognitive style in Latin America
Chen, Stephanie de Oliveira (University of Michigan); Nisbett, Richard (University of Michigan)
43. Models of pre-decision information distortion
Kvam, Peter D. (Max Planck Institute for Human Development); DeKay, Michael L. (The Ohio State University); Pleskac, Timothy J. (Max Planck Institute for Human Development)
44. Following your heart or the stars: The opinions of others are more influential for long-term decisions
Khambatta, Poruz (Stanford University); Critcher, Clayton (UC Berkeley)
45. Increased preference for natural products when preventing
Scott, Sydney E. (University of Pennsylvania); Rozin, Paul (University of Pennsylvania); Small, Deborah (University of Pennsylvania)
46. Acting fast vs. biding time: Effects of competitive pressure on information sampling
Markant, Douglas (Max Planck Institute for Human Development); Phillips, Nathaniel (University of Konstanz); Kareev, Yaakov

- (The Hebrew University of Jerusalem); Avrahami, Judith (The Hebrew University of Jerusalem); Hertwig, Ralph (Max Planck Institute for Human Development)
47. What is the essence of risk taking and how to best measure it?
Frey, Renato (University of Basel); Pedroni, Andreas (University of Basel); Mata, Rui (University of Basel); Hertwig, Ralph (Max Planck Institute for Human Development); Rieskamp, Jörg (University of Basel)
 48. The Role of Cultural Norms and Expectations on Risk-Taking
Lee, Jonathan (Washington University in St Louis); Kitayama, Shinobu (University of Michigan)
 49. Risky Behavior, Religious Influence and Substance Use: Factors Predicting Arrest in Past Year Marijuana Users
Duncan, Shannon M. (Center for Decision Sciences, Columbia University); Todhunter, Briana N. (Teachers College, Columbia University); Gu, Jingyi (Teachers College, Columbia University)
 50. The relations of objective and subjective numeracy to financial outcomes over time
Tompkins, Mary Kate (Ohio State University); Peters, Ellen (Ohio State University); Schley, Dan (Ohio State University)
 51. How is Ratio Data Reported in Surgery Journals? On the Potential Effect of Denominator Neglect
Garcia-Retamero, Rocio (University of Granada); Petrova, Dafina G. (University of Granada); Cokely, Edward T. (University of Oklahoma); Joeris, Alexander (AO Clinical Investigation and Documentation)
 52. Visual Aids Improve Diagnostic Inferences and Metacognitive Judgment Calibration
Garcia-Retamero, Rocio (University of Granada); Cokely, Edward T. (University of Oklahoma); Hoffrage, Ulrich (University of Lausanne)
 53. Simple Technology – Better Decisions: Interpretation of the Home HIV Test
Ellis, Katrina M. (Florida Institute of Technology); Cokely, Edward T. (University of Oklahoma); Garcia-Retamero, Rocio (University of Granada, Spain)
 54. Withdrawn
 55. Is it possible to design graphs that promote both risk understanding and behavior change?
Okan, Yasmina (Leeds University Business School); Stone, Eric R. (Wake Forest University); Bruine de Bruin, Wandi (Leeds University Business School)
 56. Comparing the Influence of Symbolic Number Estimation and Numeracy on Financial Risky Decision Making.
Park, Inkyung (Chung-Ang University); Park, Yunji (Chung-Ang University); Cho, Soohyun (Chung-Ang University)
 57. Relationships among Affect, Recent Experience, Numeracy and Risk Preferences
Fuller, Elizabeth M. (University of South Florida); Schneider, Sandra L. (University of South Florida)
 58. Drift from rationality caused by affective processes is moderated by numerical skills
Traczyk, Jakub (University of Social Sciences and Humanities, Wroclaw); Fulawka, Kamil (University of Social Sciences and Humanities, Wroclaw)
 59. Effects of sleep restriction and circadian mismatch on simple social interactions.
Dickinson, David L. (Appalachian State University); McElroy, Todd (Florida Gulf Coast University)
 60. Examining graphical display effects at different probability levels: Do effects only hold for low-probability risks?
Stone, Eric R. (Wake Forest University); Okan, Yasmina (Leeds University Business School); Bonapart, Jaiden (Wake Forest University); Parker, Andrew M. (RAND Corporation); Bruine de Bruin, Wändi (Leeds University Business School; Carnegie Mellon University)
 61. An Investigation of Social Norms to Explain Physician Overprescription of Antibiotics
Luther, Vera P. (Wake Forest School of Medicine); Stone, Eric R. (Wake Forest University); Garg, Madhuri (Wake Forest University); Garcia-Retamero, Rocio (University of Granada)
 62. How We Compare Our Health to Others: A Rank-Based Model of Social Comparison
Melrose, Karen L. (University of Warwick); Brown, Gordon D. A. (University of Warwick)
 63. Do Delay and Probability Discounting Functions of Protected Sex Fit Hyperbolic Discounting Model?
Wongsomboon, Sineenuch (Arizona State University); Robles, Elias (Arizona State University)
 64. Nudges at Work: Encouraging Healthy Eating in an Office Setting
Baskin, Ernest (St. Joseph's University); Gorlin, Margarita (Yale University); Chance, Zoe (Yale University); Novemsky, Nathan (Yale University); Dhar, Ravi (Yale University); Huskey, Kim; Hatzis, Michelle
 65. Fairness Versus Efficiency: How Procedural Fairness Concerns Affect Outcomes in a Coordination Game
Posadzy, Kinga (Linköping University); Kurz, Verena (University of Gothenburg); Orland, Andreas (University of Potsdam)
 66. Ultimatum game decisions: A cross-sample comparison
Burgeno, Jessica N. (California State University San Marcos); Calvillo, Dustin P. (California State University San Marcos)

67. When hurrying to finish offsets the benefits of time-based goal setting
Tenbrink, Andrew (Kansas State University); Young, Michael (Kansas State University)
68. Withdrawn
69. Why do Smart Shoppers Make Foolish Decisions: An Examination of Smart Shopper Lay Theories on Biased Judgement and Decision Making
Sobol, Kamila (Concordia University); Darke, Peter (York University)
70. Out of Proportion? The Role of Proportions versus Amounts in Eating-Related Affect and Behavior
Hagen, Linda (University of Michigan); Krishna, Aradhna (University of Michigan)
71. Why don't people ask more questions? Question-asking increases information exchange and improves interpersonal perception
Huang, Karen (Harvard); Brooks, Alison Wood (Harvard); Yeomans, Mike (Harvard); Minson, Julia (Harvard); Gino, Francesca (Harvard)
72. Trust the guilty: Dispositional and incidental guilt increase trustworthiness
Levine, Emma E. (Wharton); Bitterly, T. Bradford (Wharton); Schweitzer, Maurice E. (Wharton)
73. The Judgment of Temporal Sequences in Statistical Reasoning
Himes, Susan M. (Kansas State University)
74. Are happy crowds wiser? The influence of positive affect on the quality of internet movie reviews
Sinayev, Aleksandr (Ohio State University); Peters, Ellen (Ohio State University); Leung, Ming D. (UC Berkeley)
75. Factors affecting communication style preferences: SNS versus Face-to-face and Individual versus Group
Tatsuya, Ohkawa (Rikkyo University); Takashi, Tuzuki (Rikkyo University)
76. The effect of interpersonal conflict on judging advice in financial decision making
Chen, Shuo (University of Alberta); Murray, Kyle B. (University of Alberta)
77. The Impact of Employee Trust on the Effectiveness of Guidance in Health Insurance Decisions
Conell-Price, Lynn (Carnegie Mellon University)
78. Disguised Discrimination
Danilov, Anastasia (University of Cologne); Saccardo, Silvia (University of California San Diego)
79. Social value orientation determines whether intuitive versus reflective information processing affects responses to unfair offers
Bieleke, Maik (University of Konstanz); Gollwitzer, Peter M. (New York University); Oettingen, Gabriele (New York University); Fischbacher, Urs (University of Konstanz)
80. The Seller's Sense: Buying-Selling Perspective Affects the Sensitivity to Expected-Value Differences
Abofol, Taher A. (Technion – Israel Institute of Technology); Yechiam, Eldad (Technion – Israel Institute of Technology); Pachur Thorsten (Max Planck Institute for Human Development, Berlin)
81. Decision to donate: as simple as that?
Koutmeridou, Kiki (Instinctiv)
82. Who are maximizers? Revisiting the maximization construct
Liu, Mengmeng (Temple University); Venkatraman, Vinod (Temple University)
83. Withdrawn
84. Satisficing and Life Satisfaction: The Mediation Effect of Optimism
Taylor, Wyn E. (University of Texas at Arlington); Hamby, Tyler (University of Texas at Arlington); Snowden, Audrey K. (University of Texas at Arlington); Levine, Daniel S. (University of Texas at Arlington)
85. The Role of Regret in Young Children's Decision Making: From Risk to Delaying Reward
Feeney, Aidan (Queen's University Belfast); O'Connor, Eimear (Queen's University Belfast); McCormack, Teresa (Queen's University Belfast); Beck, Sarah (University of Birmingham)
86. The grass isn't merely greener on the other side; it's also very brown over here
Bullens, Lottie (Leiden University); van Harreveld, Frenk (University of Amsterdam); Förster, Jens (University of Bogum); van der Pligt, Joop (University of Amsterdam)
87. To deliberate or not? The Role of Anticipated Regret and Deliberation on Valuation
Ang, Dionysius (Katholieke Universiteit Leuven); Diecidue, Enrico (INSEAD)
88. The Roles of Locus of Control and Controllability in Regret
He, Xin (University of Central Florida); Gong, Baiyun (Nova Southeastern University)
89. The Weight Loss Lottery as a commitment device. Who will play, and what will they feel?
van der Swaluw, Koen (Tilburg University, RIVM); Lambooi, Mattijs (RIVM); Mathijssen, Jolanda (Tilburg University); Prast, Henriette (Tilburg University); Johan Polder, (Tilburg University, RIVM)

90. Maximizing My Performance in Both Social and Temporal Comparisons
Lu, Xi (Peking University); Xie, Xiaofei (Peking University)
91. A Goal-Activation Theory Of Effective Advice Taking
Cooper, Dylan (University of Arizona)
92. Decision-making Ability Beliefs
O'Dell, Nicholas W. (Ohio State University); Gretton, Jeremy D. (Ohio State University); Wegener, Duane T. (Ohio State University)
93. Millennials and chocolate product ethics: Saying one thing and doing another
McCoy, Anthony (Kansas State University); Young, Michael (Kansas State University)
94. Competitive Positioning Strategy: Uniqueness versus Superiority
He, Sharlene (Northwestern University, Kellogg School of Management); De Angelis, Matteo (LUISS Business School); Carpenter, Gregory S. (Northwestern University, Kellogg School of Management)
95. The Phantom Decoy Effect in Perceptual Decision-making
Trueblood, Jennifer (Vanderbilt University); Pettibone, Jonathan (Southern Illinois University, Edwardsville)
96. A cognitive model of the relationship between expertise and meta-cognitive awareness: Applications to knowledge aggregation
Mistry, Percy K. (UCI); Steyvers, Mark (UCI)
97. The Role of Agency in Consumer Identity Expression
Morgan, Carter (University of Miami); Kettle, Keri (University of Miami)
98. I Want to Be Me: Identity Integration and the Role of Others in Decision-Making
Hanek, Kathrin J. (University of Michigan); Yates, J. Frank (University of Michigan)
99. Individuating Gifts out of Liking and Respect: Expanding Gift Giving Theory with a Cross-Culture Perspective
Wu, Ruomeng (University of Cincinnati); Steffel, Mary (Northeastern University); Shavitt, Sharon (University of Illinois at Urbana-Champaign)
100. Cultural background influences the effects of social information on decision-making
Tompson, Steven (University of Michigan); Huff, Sarah (University of Michigan); Kitayama, Shinobu (University of Michigan); Yoon, Carolyn (University of Michigan)
101. Payment type spent well: People derive more happiness and value from small cash purchases.
Ksendzova, Masha (Boston University Questrom School of Business); Donnelly, Grant (Harvard Business School); Trudel, Remi (Boston University Questrom School of Business)
102. Fostering Gratitude and Giving Through Experiential Consumption
Walker, Jesse (Cornell University); Kumar, Amit (University of Chicago); Gilovich, Thomas (Cornell University)
103. Does Money Buy Economic Value or Happiness?
Lee, Kelly Kiyeon (Washington University in St. Louis); Zhao, Min (University of Toronto); Zhao, Ying (Hong Kong University of Science and Technology)
104. Can personalized face composites be used for implicit and covert targeted advertising?
Samat, Sonam (Carnegie Mellon University); Peer, Eyal (Bar-Ilan University); Gross, Ralph (Carnegie Mellon University); Acquisti, Alessandro (Carnegie Mellon University)
105. Assimilation or Contrast? The Presenting Order of Same Category Product Can Affect Comparison Results
Li, Xilin (Department of Psychology, Peking University, China); Xiaofei, Xie (Department of Psychology, Peking University, China); Wu, Shufan (Department of Psychology, Peking University, China)
106. Is Top 10 Better than Top 9? The Role of Expectations in Consumer Response to Imprecise Rank Claims
Isaac, Mathew S. (Seattle University); Brough, Aaron R. (Utah State University); Grayson, Kent (Northwestern University)
107. Digital Sharing Dilutes Felt Ownership
Stough, Rusty (Wisconsin School of Business); Weiss, Liad (Wisconsin School of Business)
108. Strength of Ownership Counterintuitively Increases Charitable Donations
Angulo, Ashley N. (UCLA); Colby, Helen (UCLA); Goldstein, Noah J. (UCLA)
109. It's Mine, But I'll Help You: How Psychological Ownership Increases Prosocial Behavior
Kouchaki, Maryam (Kellogg School of Management, Northwestern University); Gino, Francesca (Harvard Business School); Jami, Ata (University of Central Florida)
110. Authentic Objects as Substitutes for Human Connection
Smith, Rosanna (Yale University); Newman, George (Yale University)
111. Of photos, souvenirs, and ticket stubs: Why and when consumers keep mementos
Chu, Charlene K. (UCLA Anderson); Shu, Suzanne B. (UCLA Anderson)

112. Can't Help Myself: The Effects of Helplessness on Time Preferences
Gneezy, Ayelet (Univ. of California San Diego, Rady School of Management); Imas, Alex (Carnegie Mellon University, Social & Decision Sciences); Jaroszewicz, Ania (Carnegie Mellon University, Social & Decision Sciences)
113. Preference for the Emergency Reserve
Sharif, Marissa A. (UCLA Anderson School of Management); Shu, Suzanne B. (UCLA Anderson School of Management)
114. For the fun of it: Harnessing immediate rewards to increase persistence on long-term goals
Woolley, Kaitlin (University of Chicago); Fishbach, Ayelet (University of Chicago)
115. Creative Decision Making and Aging: Positive Consequences of Diminished Inhibitory Control
Carpenter, Stephanie M. (University of Michigan); Yoon, Carolyn (University of Michigan)
116. The Effect of Slack on Grocery Shopping Decision Mindset and Outcomes
Colby, Helen (UCLA - Anderson School of Management)
117. The role of consumers' risk and health-related perceptions in the reduction of avoidable household food waste
Bown, Nicola (Centre for Decision Research, University of Leeds); Tesic, Anja (Swiss Federal Institute of Technology); Visschers, Vivianne (Swiss Federal Institute of Technology)
118. A cognitive model of ego depletion
Scheibehenne, Benjamin (University of Basel); Rieskamp, Jörg (University of Basel); Olschewski, Sebastian (University of Basel)
119. Withdrawn
120. The Resourceful Decision Maker: Effects of Both Depletion and Accretion of Self-Regulatory Resources on Consumer Openness to Purchase Opportunities
Chang, Dianna Y L (SIM University); Gibbs, Brian J (Melbourne Business School)
121. From observation to prediction: Effects of kind and wicked experience
Hogarth, Robin (Universitat Pompeu Fabra, Barcelona); Soyer, Emre (Ozyegin University, Istanbul); Lejarraga, Tomás (Max Planck Institute, Berlin)
122. Aesthetic Forecasting: Buying Beauty for the Long Run
Buechel, Eva C. (University of South Carolina); Townsend, Claudia (University of Miami); Park, Jane (University of South Carolina)
123. The Perception of Daily Temperatures as Evidence of Climate Change.
Broomell, Stephen B. (Carnegie Mellon University); Winkles, Jon-Francis (Carnegie Mellon University); Kane, Patrick (Carnegie Mellon University)
124. Identifying recycling and composting biases
Luo, Yu (University of British Columbia); Giammarco, Maria (University of Guelph); Zhao, Jiaying (University of British Columbia)
125. The Relationship between Hindsight Bias and Learning in a Pattern Recognition Task.
Quinn, Molly (University of South Florida, St. Petersburg); Pezzo, Mark (University of South Florida, St. Petersburg)
126. Extending the Desirability Bias to Behavior
Stuart, Jillian O'Rourke (University of Iowa); Windschitl, Paul D. (University of Iowa); Smith, Andrew, R. (Appalachian State University); Scherer, Aaron, M. (CBSSM, University of Michigan)
127. A potential limitation of the Cognitive Reflection Test: Familiarity
Stieger, Stefan (University of Konstanz); Reips, Ulf-Dietrich (University of Konstanz)
128. Investigating The Role of Early Selection Strategies in the Cognitive Reflection Test
Szaszi, Barnabas (Eotvos Lorand University); Aczel, Balazs (Eotvos Lorand University); Szollosi, Aba (Eotvos Lorand University); Bence, Palfi (Eotvos Lorand University)
129. Prompting deliberation about base-rates improves base-rate use, but explaining base-rate use yields no additional benefit
Chesney, Dana (Ohio State University); Obrecht, Natalie (William Paterson University)
130. The Role of Trust in the Social Heuristic Hypothesis
Montealegre, Andres (Universidad de los Andes); Jimenez, William (Universidad de los Andes)
131. Decomposing the Framing Effect using the Drift-Diffusion Model
Clithero, John A. (Pomona College); Carter, R. McKell (University of Colorado - Boulder); Huettel, Scott A. (Duke University)
132. A Dynamic Dual-Process account for Framing Effects in Risky Choice
Guo, Lisa (University of California, Irvine); Diederich, Adele (Jacobs University); Trueblood, Jennifer (Vanderbilt University)
133. The Allais Common Ratio Effect in Choice, Pricing, and Happiness Tasks
Schneider, Mark (University of Connecticut); Shor, Mikhael (University of Connecticut)

134. Fast Logic? Examining the Time Course Assumption of Dual Process Theory
Bago, Bence (LaPsyDe - Paris Descartes University); De Neys, Wim (CNRS, LaPsyDE, Paris Descartes University)
135. Inferential and holistic-big-picture intuition predict base-rate neglect.
Obrecht, Natalie A. (William Paterson University); Chesney, Dana L. (Ohio State University)
136. Mechanisms of Gratitude and Temporal Discounting
Demirdag, Bilge Ipek (University of Michigan, Ann Arbor); Yan, Haoyang (University of Michigan, Ann Arbor); de Oliveira Chen, Stephanie (University of Michigan, Ann Arbor); Yates, J. Frank (University of Michigan, Ann Arbor)
137. Response dynamics of the police officer's dilemma
Johnson, Joseph (Miami University); Frame, Mary (Miami University); Zhang, Ruohui (Miami University); Zhou, Xiaolei (Miami University)
138. Valence Matching Increases Confidence
Perfecto, Hannah (University of California, Berkeley); Galak, Jeff (Carnegie Mellon University); Nelson, Leif D. (University of California, Berkeley); Simmons, Joseph P. (University of Pennsylvania)
139. A Time-series Attribute-and-alternative-wise Saccades Analysis of the Attraction and Compromise Effects in Multi-alternative Decision Making
Tsuzuki, Takashi (Rikkyo University); Chiba, Itsuki (Rikkyo University)
140. Eye-tracking Analysis of the Compromise and Attraction Effects in Perceptual Decision Making
Chiba, Itsuki (Rikkyo University); Tsuzuki, Takashi (Rikkyo University); Hashiguchi, Shuichi (Rikkyo University)
141. Stealing Diamonds – An eye-tracking study of dishonesty
Jacobsen, Catrine (University of Copenhagen); Street, Chris N. H. (University of British Columbia); Fossgaard, Toke R. (University of Copenhagen); Gino, Francesca (Harvard Business School)
142. Gaze data reveal different choice processes underlying model-based and model-free reinforcement learning
Kononov, Arkady (Ohio State University); Krajbich, Ian (Ohio State University)
143. Attention to the Unchosen Alternative Predicts Subsequent Changes in Preference in Intertemporal Choice
Hsu, Eustace (University of Southern California); Melrose, A. James (University of Southern California); Monterosso, John R. (University of Southern California)
144. Attention and choice across domains
Smith, Stephanie M. (Ohio State University); Krajbich, Ian M. (Ohio State University)
145. Justifications Shape Ethical Blind Spots
Pittarello, Andrea (Ben Gurion University of the Negev); Leib, Margarita (Ben Gurion University of the Negev); Gordon-Hecker, Tom (Ben Gurion University of the Negev); Shalvi, Shaul (Ben Gurion University of the Negev)
146. Eyes on the Price – Behavioral and Attentional Processes in Bidding Procedures
Schurr, Amos (Ben-Gurion University of the Negev); Moran, Simone (Ben-Gurion University of the Negev); Dekel, Omer (College of Business and Law); Pitarello, Andrea (Ben-Gurion University of the Negev); Leib, Margarita (Ben-Gurion University of the Negev); Shalvi, Shaul (University of Amsterdam)
147. Moderators of anchoring effects in prosocial decision making
Kleber, Janet (Alpen-Adria University of Klagenfurt & WU Vienna); Dickert, Stephan (WU Vienna University of Economics and Business); Rubaltelli, Enrico (University of Padova)
148. The upside of flextime: open-ended time facilitates creative insight
Whillans, A.V. (University of British Columbia); Chen, F.S. (University of British Columbia); Zhao, J. (University of British Columbia)
149. Discrimination Between Safe and Dangerous Images: Learning Over Time
Snowden, Audrey K. (UTA); Taylor, Wyn E. (UTA); Levine, Daniel S. (UTA)
150. Time Expectations and Stimuli Evaluations: The Effects of Subjective Perceptions and Priming
Radzevick, Joseph R. (Gettysburg College); Roy, Michael (Elizabethtown College)
151. Withdrawn
152. Calendar Mindset: Scheduling Takes the Fun Out and Puts the Work In
Tonietto, Gabriela N. (Washington University in St. Louis); Malkoc, Selin A. (Washington University in St. Louis)
153. Pooled Data Do Not Tell Much About Individuals
Chen, Muye (University of Illinois at Urbana-Champaign); Regenwetter, Michel (University of Illinois at Urbana-Champaign)
154. Bayesian Mixture Models for Intertemporal Choice
Chavez, Melisa E. (UNAM); Villalobos, Elena (UNAM); Bouzas, Arturo (UNAM)

155. Framing the Future First: Cognitive Processes in Intertemporal Choice
Reeck, Crystal (Temple University); Wall, Daniel (Rutgers University); Johnson, Eric J. (Columbia University)
156. $1 + 10 \neq 11$: The Cancellation Heuristic in Intertemporal Choice
Savani, Krishna (Nanyang Business School); Wang, David D. W. (National University of Singapore)
157. How Persistent are Time Preferences? Heuristics, Context, and Validity.
Wall, Daniel (Rutgers Department of Psychology); Li, Ye (University of California Riverside); Toubia, Olivier (Columbia Business School); Johnson, Eric (Columbia Business School)
158. Beyond Delay Discounting: Intertemporal Choice Between Non-Unitary Rewards
Enkavi, A. Zeynep (Stanford University); McClure, Samuel M. (Arizona State University)
159. Conviction Bias: Intertemporal Differences in Nonconforming Choices
Kim, Nicole Y. (Yonsei University); Park, Se-Bum (Yonsei University)
160. The description-experience gap in mixed gambles: Evidence for the overall probability of winning heuristic
Yoon, Sangsuk (Temple University); Vo, Khoi (Duke University); Venkatraman, Vinod (Temple University)
161. Semantic schema mediate the effects of feedback on the gambler's fallacy and the hot-hand fallacy
Gao, Jie (Educational Testing Service); Corter, James (Columbia University)
162. The validity of random criteria: Applying Cover functions to anchoring and adjustment heuristics
Burns, Bruce D. (University of Sydney)
163. Wise crowds and complex tasks, they're not just for point estimates anymore.
Heyman, James E. (University of St. Thomas); Rathod, Sandra R. (University of St. Thomas)
164. Characterizing strategic behavior in rich social environments
Kleiman-Weiner, Max (MIT); Vientós, Alejandro (University of Puerto Rico); Littman, Michael L (Brown); Tenenbaum, Josh B (MIT)
165. "Take 9": The wisdom of small crowds
Luan, Shenghua (Max Planck Institute for Human Development); Herzog, Stefan (Max Planck Institute for Human Development)
166. Small crowds are wise when the world can surprise
Galesic, Mirta (Santa Fe Institute); Barkoczi, Daniel (Max Planck Institute for Human Development); Katsikopoulos, Konstantinos (Max Planck Institute for Human Development)
167. Sensitivity to trustworthiness cues: do groups differ from individuals?
Evans, Jon (University of Arizona); Schilke, Oliver (University of Arizona); Kugler, Tamar (University of Arizona); Connolly, Terry (University of Arizona)
168. A Comparison of Individuals and Groups in Ethical Decision Making
Tindale, R. Scott (Loyola University Chicago); Shi, Zhenyan (Loyola University Chicago); Kluwe, Katharina (Loyola University Chicago); Winget, Jeremy (Loyola University Chicago)
169. Human Resources Professionals Overestimate the Efficacy of the Myers-Briggs Type Indicator
Rose, Alexandra (University of Minnesota - Duluth); Carlson, Jordan (University of Minnesota - Duluth); Lake, Christopher J. (University of Minnesota - Duluth)
170. Clinical and Actuarial Hiring Procedure Preferences as a Function of Role
Ward, Michael (University of Minnesota Duluth); Fawcett, Jacob (University of Minnesota Duluth); Luong, Alexandra (University of Minnesota Duluth); Lake, Christopher J. (University of Minnesota Duluth)
171. Working Memory Capacity and Fuzzy Processing Preference Predict Conjunction Fallacies in Subjective Probability Estimation
Weil, Audrey (Miami University); Wolfe, Christopher (Miami University)
172. Three Approaches to Improving Accuracy on Bayesian Inference Problems
Talboy, Alaina (University of South Florida); Schneider, Sandra (University of South Florida)
173. How Accurate are Lay-Perceptions of Effect Size Indicators? Replications and Extensions
Dalal, Dev K. (University of Connecticut); Nolan, Kevin P. (Hofstra University); Zhu, Xiaoyuan (Susan) (University of Connecticut); Brooks, Margaret E. (Bowling Green State University)
174. Lost in Translation: There is More to Base Rate Neglect Than Neglect
Byun, Kunjoon (College of William and Mary); Ball, Christopher T. (College of William and Mary)
175. Indecisiveness leads to increased effort during reward-based decision-making
Wu, Haijing (Washington University in St. Louis); Thompson, Renee J. (Washington University in St. Louis)
176. Development and Validation of the Scientific Reasoning Scale
Drummond, Caitlin (Carnegie Mellon University); Fischhoff, Baruch (Carnegie Mellon University)

177. Decisions with Compound Lotteries
Fan, Yuyu (Fordham University); Budescu, David V. (Fordham University); Diecidue, Enrico (INSEAD)
178. Some People are More Resistant to Advice than Others: Agency and Communion as Predictors of Advice Taking
Gerlach, Tanja M. (Georg August University Göttingen); Rittich, Jacob C. (Georg August University Göttingen); Schultze, Thomas (Georg August University Göttingen)
179. On the (nearly ubiquitous) desire for greater wealth equality in the United States: A follow-up to Norton & Ariely (2011)
Pennycook, Gordon (University of Waterloo); Koehler, Derek J. (University of Waterloo); Fugelsang, Jonathan A. (University of Waterloo)
180. Withdrawn
181. Thresholds of Fairness: Equity and Efficiency in Scarce Resource Allocation
Boyce-Jacino, Christina (Rutgers University); Chapman, Gretchen (Rutgers University)
182. Preferences for Allocating Pains and Pleasures Across Individuals
Friedman, Elizabeth (Yale University); Cain, Daylian (Yale University)
183. In a just world, sex offenders do not win the lottery (but murderers do)
Lively, Chaz (University of Pennsylvania); Berryessa, Collen (University of Pennsylvania)
184. When Money Doesn't Matter: How Moral Reactions Restrict the Use of Money
Koo, K.B. (Queen's University); Ashworth, Laurence (Queen's University)
185. Money or lives: Where does equality matter the most?
Li, Meng (University of Colorado Denver); Colby, Helen (University of California Los Angeles); Fernbach, Philip (University of Colorado Boulder)
186. It's not right but it's permitted. Differentiating morality and legality
Barbosa, Sergio (Universidad de los Andes); Jiménez-Leal, William (Universidad de los Andes)
187. An Extension of Kahneman Tversky Vaccine Framing Experiment
Marmarchi, Amir. (University of Illinois at Urbana Champaign); Javadi, Elahe. (Illinois State University)
188. Quixotic Morality: The Effect of Effort on Moral Judgment
Bigman, Yochanan E. (The Hebrew University of Jerusalem); Tamir, Maya (The Hebrew University of Jerusalem)
189. Moral Dimensions of Consumer Decision Making
Ramaswami, Seshan (Singapore Management University)
190. Judgments of organizations are more extreme than judgments of individuals
Tang, Simone (Duke University); Larrick, Richard P. (Duke University); Koval, Christy Z. (Duke University); Harris, Lasana T. (Leiden University)
191. The Diffusion of Moral Responsibility: Downside Immorality and Agents' Ethical Choices
Wang, Long (City University of Hong Kong); Murnighan, J. Keith (Kellogg School of Management, Northwestern University)
192. Different Views on Moral Essentialism
Kouchaki, Maryam (Kellogg School of Management, Northwestern University); Schweitzer, Shane (Kellogg School of Management, Northwestern University); Gino, Francesca (Harvard Business School)
193. Moving Beyond the Stalemate: Haidt Vs. Philosophers
Ferrin, Asia (University of Washington)
194. One vs. Many: Does the Identified Victim Effect Extend to Non-Human Victims?
Kortenkamp, Katherine V. (University of Wisconsin, La Crosse)
195. The effects of previous donation appeals on current appeals: evidence from longitudinal data on real donation choices
Leliveld, Marijke C. (University of Groningen); Risselada, Hans, (University of Groningen)
196. No right or wrong in judging trolley dilemmas when you are anxious: The functions of the behavioral inhibition system and trait anxiety
Zhao, Jinling (Ohio University); Harris, Mary (Ohio University); Kirwen, Nicholas (Ohio University); Litton, Michaela (Ohio University); Johnson, Jedidiah (Ohio University); Vigo, Ronaldo
197. Product Weight and Estimates of Price Change: An Error Management Framework
Grossman, Daniel M. (University of Cincinnati); Rahinel, Ryan (University of Cincinnati)

SJDM Evening Poster Session

Sunday 5:30pm – 7:30pm w/ Cash Bar - Hilton - Salon D

1. The Berlin Knowledge of Brain Death Scale
Nelson, Brittany (Michigan Technological University); Feltz, Adam (Michigan Technological University)
2. Effects of frequency learning through simulation on subsequent prior probability judgments
Armstrong, Bonnie A. (Ryerson University); Spaniol, Julia (Ryerson University)
3. Context Effects in Decisions from Experience
Spektor, Mikhail S. (University of Basel); Gluth, Sebastian (University of Basel); Fontanesi, Laura (University of Basel); Rieskamp, Jörg (University of Basel)
4. “Too much of a good thing? How Big Data changes managerial decision making in marketing”
Wortmann, Christoph (University of St. Gallen); Fischer, Peter M. (University of St. Gallen); Reinecke, Sven (University of St. Gallen)
5. A comparison of actual and optimal advice taking in quantitative judgments
Schultze, Thomas (Georg-August-University Göttingen)
6. Detecting Regime Shifts in the Domain of Gains and Losses
Seifert, Matthias (IE Business School); Tsouderou, Athena (IE Business School); Farooqi, Sara (IE Business School); Schweinsberg, Martin (INSEAD)
7. Withdrawn
8. Deriving a dissimilarity index between nonparametric distributions by visual comparisons of probability distributions
Ho, Emily (Fordham University); Budescu, David (Fordham University)
9. Misses vs. false alarms in probabilistic forecasts: Quantifying error tradeoffs in high-stakes judgments
Herzog, Stefan M. (Max Planck Institute for Human Development (Berlin))
10. Innocent Defendants in a Mock Plea Bargaining Scenario
Hunter, Samantha (Missouri State University); Pate, Ellen (Missouri State University); Zimmerman, David (Missouri State University); Cauble, Charles (Georgia Association of Criminal Defense Lawyers)
11. Bayesian Analysis of the Prior Probability of Guilt and the Presumption of Innocence
John, Richard (University of Southern California); Nguyen, Kenneth (University of Southern California); Scurich, Nicholas (University of California, Irvine)
12. Rethink! The Gambler's Fallacy and Partitions
Talloon, Joachim (Carnegie Mellon University); Chapman, Gretchen (Rutgers University)
13. Discounting and Decision Making Under Hurricane Threat
Losee, Joy E. (University of Florida); Cox, David J. (University of Florida)
14. Wolves in Sheep's Clothing: Elicitation of Priors, Biased Judgments, and a New Incentive Compatible Measure of Confidence in Heavy-Tailed Contexts
Weston, Shellwyn L. (NYU)
15. Approach-avoid decisions track the value of information
Gureckis, Todd M. (New York University); Rich, Alexander S. (New York University)
16. Optimal stopping is impacted by learners' sampling goals
Coenen, Anna (NYU); Gureckis, Todd (NYU)
17. Peeks and keeps: A new paradigm for studying the exploration-exploitation trade-off
Phillips, Nathaniel (University of Konstanz); Neth, Hans (University of Konstanz); Navarro, Daniel (University of Adelaide); Wolfgang Gaissmaier (University of Konstanz)
18. The Coupled Impact of Conflict and Imprecision from Multiple Forecasts
Benjamin, Daniel M. (Fordham University); Budescu, David V. (Fordham University)
19. Linking perceptions of uncertainty to algorithm aversion in hiring
Zhang, Don (Bowling Green State University); Zhu, Xiaoyuan (Susan) (University of Connecticut); Dalal, Dev (University of Connecticut)
20. Taking the easy way out? The role of strategy implementation effort in repeated risky choice under cognitive load
Schulze, Christin (Max Planck Institute for Human Development, Berlin); Newell, Ben R. (University of New South Wales)
21. "Was that a lie?" Motivated Interpretations of potentially painful information
Vainapel, Sigal. (Ben-Gurion University of the Negev); Shani, Yaniv. (Tel Aviv University); Shalvi, Shaul. (Ben-Gurion University of the Negev)
22. The Effects of Ambiguity on Judgments of Deception
Lupoli, Matthew J. (University of California San Diego Rady School of Management); Levine, Emma E. (University of Pennsylvania Wharton School); Greenberg, Adam E. (University of California San Diego Economics)

23. Does sampling experience reduce ambiguity aversion? The role of missing and incomplete information
Guney, Sule (University of Southern California); Newell, Ben R. (University of New South Wales)
24. Cognitive control functions orchestrate strategical exploration in a 2-Armed Bandit Task
Cogliati Dezza, Irene (Université Libre de Bruxelles); Cleeremans, Axel (Université Libre de Bruxelles)
25. Learning and Adjusting Risk Taking in an Uncertain Environment
Stershic, Sandra (University of South Florida); Schneider, Sandra (University of South Florida)
26. The Effects of Time Pressure on Evidence Accumulation in a Complex Multi-Stimulus Environment
Palada, Hector D. (University of Queensland); Neal, Andrew (University of Queensland); Heathcote, Andrew (University of Newcastle); Martin, Russell (Defence Science Technology Organization); Tay, Rachel (University of Queensland)
27. Disentangling factors affecting the adaptive use of cognitive strategies in dynamic tasks
Mistry, Percy K. (UCI); Trueblood, Jennifer S. (Vanderbilt University); Lee, Michael D. (UCI)
28. Rain or Shine? Does emphasising the threat posed by different climate change impacts affect feelings towards mitigation amongst the UK public?
Taylor, Andrea (University of Leeds); Summers, Barbara (University of Leeds)
29. Salience, competition, and learning in dynamic multi-cue decision environment
Jonaityte, Inga (Ca' Foscari University of Venice); Warglien, Massimo (Ca' Foscari University of Venice)
30. Withdrawn
31. A method for eliciting and integrating prior information into psychological studies
Chrabaszcz, Jeffrey S. (UMD); Tidwell, Joe W. (UMD); Dougherty, Michael R. (UMD)
32. Inference of missing cue values and decision confidence in cue-based inferences
Gula, Bartosz (University of Klagenfurt); Vitouch, Oliver (University of Klagenfurt)
33. Now that we have saved lives, let's save the environment! Defaults and their effect on behavioral spillover.
Crookes, Raymond D. (Columbia University); Markowitz, Ezra M. (University of Massachusetts, Amherst); Weber, Elke U. (Columbia University)
34. Maximizing tendency predicts stopping behavior in sequential search with accept-reject options
Lolli, Sydney L. (Wesleyan University); Rojek, Anna J. (Wesleyan University); Wong, Suet Ning (Wesleyan University); Gelly, Bennett (Wesleyan University); Patalano, Andrea L. (Wesleyan University)
35. Strategy selection learning and categorization of environments
Stojic, Hrvoje (Pompeu Fabra University); Olsson, Henrik (University of Warwick); Speekenbrink, Maarten (University College London)
36. 36) Should I look for more or not? Construction and assessment of a new Adaptive Information Search scale
Bhattacharya, Chandrima (Palm Beach Atlantic University); Jasper, John D (University of Toledo)
37. Studying the Beginnings of Strategic Behavior
Abofol, Taher A. (Technion – Israel Institute of Technology); Kareev, Yaakov (The Federmann Center for the Study of Rationality); Avrahami, Judith (The Federmann Center for the Study of Rationality); Todd, Peter (Department of Psychological and Brain Sciences, Indiana University)
38. Comparing rule-based and sequential sampling models of deferred decision making
Hotaling, Jared M. (University of Basel); Rieskamp, Jörg (University of Basel); Gluth, Sebastian (University of Basel)
39. Using Signal Detection Theory to Measure Phishing Detection Ability and Behavior
Canfield, Casey (Carnegie Mellon University); Fischhoff, Baruch (Carnegie Mellon University); Davis, Alex (Carnegie Mellon University)
40. Rationality – the impact of conflict and context on the decision strategy.
Sleboda, Patrycja (University of Social Science and Humanities)
41. Improving composting and recycling rates in high-density residential buildings: does convenience really matter?
Zerbe, Thea (University of British Columbia); DiGiacomo, Alex (University of British Columbia); Wu, David L. (University of British Columbia); Lenkic, Peter (University of British Columbia); Zhao, Jiaying (University of British Columbia); Kingstone, Alan
42. When nudge backfires: A conflict between intrinsic values and social norm messaging
Ebrahimi, Ghazal (University of British Columbia); Wittman, Hannah (University of British Columbia); Zhao, Jiaying (University of British Columbia)
43. Feeling or calculating in helping situations: Induced mindset influence both helping intentions and money allocations.
Erlandsson, Arvid (Linköping University, Lund University); Ivan, Cristina-Elena (Lund University)

44. Burning the Money of Identifiable Others: The Anti-Social Identifiable-Victim Effect
Hafenbrädl, Sebastian (University of Lausanne, Faculty of Business and Economics); Woike, Jan K. (Max Planck Institute for Human Development, ARC)
45. Donations to identified and unidentified recipients: The role of incidental mood and general life satisfaction
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46. The strategic value of emotions – happiness and fear in market entry games
Abratis, Anna (Humboldt University Berlin); Schade, Christian D. (Humboldt University Berlin)
47. Magnitude matters: The role of emotion intensity in interpersonal perception
Gaertig, Celia (University of Pennsylvania); Barasch, Alixandra (University of Pennsylvania); Levine, Emma E. (University of Pennsylvania); Schweitzer, Maurice (University of Pennsylvania)
48. Exploring the Sign Effect in Past and Future Discounting
Molouki, Sarah (University of Chicago); Hardisty, David J. (University of British Columbia); Caruso, Eugene M. (University of Chicago)
49. Mad and Misleading: Incidental Anger Promotes Deception
Yip, Jeremy (The Wharton School); Schweitzer, Maurice (The Wharton School)
50. You Don't Want to Lie to Me When I'm Angry: The Effect of Emotion on Detecting Social Deception
Motro, Daphna (University of Arizona); Evans, Jonathan (University of Arizona); Hart, Einav (Hebrew University); Kugler, Tamar (University of Arizona)
51. Anger Promotes Economic Conservatism
Salerno, Anthony (University of Cincinnati); Kettle, Keri (University of Miami)
52. Christmas cheer can be dear! Investigating the individual factors predicting festive financial behaviors
McNair, Simon (Leeds University Business School (UK)); Summers, Barbara (Leeds University Business School (UK)); Bruine de Bruin, Wändi (Leeds University Business School (UK)); Ranyard, Rob (Leeds University Business School (UK))
53. Cognition-based versus Affect-based Reasons in Consumer Decision Making
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54. Tipping the affective scales: Decision modes alter the integration of emotional information when confronting tradeoffs
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55. How will you feel tomorrow? Thinking about positive future emotions promotes sustainable decisions today
Schneider, Claudia R. (Columbia University); Zaval, Lisa (Columbia University); Markowitz, Ezra (University of Massachusetts); Weber, Elke U. (Columbia University)
56. Effects of Emotion and Foreign Language Proficiency on Decision Making
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57. A Dual-Process Approach to Interpersonal Affective Decision Making
Gonzalez, Fausto (University of California, Berkeley); John, Oliver P. (University of California, Berkeley)
58. Separating Representation, Reflection, and Emotional Reaction: A Fuzzy-Trace Theory Approach to Criminal Adjudication
Helm, Rebecca K. (Cornell University); Reyna, Valerie F. (Cornell University); Meschkow, Alisha (Cornell University); Weldon, Rebecca B. (Cornell University)
59. Using Decision Making Tasks and Individual Difference Measures to Understand Adults on the Autism Spectrum
Levin, Irwin (University of Iowa); Gaeth, Gary (University of Iowa); Foley-Nicpon, Megan (University of Iowa); Jain, Gaurav (University of Iowa)
60. The Effects of Money Priming on Support of Government Programs
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61. Enlarging the Market Yet Decreasing the Profit: Competitive Behavior When Investment Affects the Prize
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62. Bills that Save: Nudging Energy Conservation and Demand Shifting Through Effective Communication of Time of Use Pricing
Peters, Kelly (BEworks); Syal, Supriya (BEworks; University of Toronto); Thevarajah, Dhushan (BEworks); Pizarro, David (Cornell University); Mazar, Nina (Rotman School of Management); Malik, Wardah; Ford, Mikayla
63. Consumers' Overestimation of Average Fuel-Efficiency and How It Can Lead to Biased Car Choices
Gamliel, Eyal (Ruppin Academic Center); Peer, Eyal (Bar-Ilan University)
64. The pursuit of imperfection
Carter, Erin P. (University of Colorado); McGraw, A. Peter (University of Colorado)

65. Knowledge and use of price distributions by populations and individuals.
Vul, Edward (UCSD Psychology)
66. Withdrawn
67. Smart Choice Sets as Choice Architecture: Coping with Information Overload by Sorting and Partitioning Large Sets
Dellaert, Benedict G.C. (Erasmus University Rotterdam); Baker, Tom (University of Pennsylvania Law School); Johnson, Eric J. (Columbia Business School)
68. Should We Care about the Vocabulary of an Advertisement? A Study on the Roles of Language and Word Category in Advertising
Zhang, Chun (Concordia University); Laroche, Michel (Concordia University); Richard, Marie-Odile (SUNY Polytechnic Institute)
69. Choice architecture to the rescue: Differential impact of product categorization “nudges”.
Mathew, Shawn (Indian Institute of Management Ahmedabad); Joseph, Joshy (Indian Institute of Management Kozhikode); Brahmabhatt, Kruti (Pidilite)
70. What Makes Firsts Special: Insight on the Relationship between Transitions and Sentimental Value
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71. Hedonic Durability Revisited
Tennant, Raegan J. (Chicago Booth); Hsee, Christopher H. (Chicago Booth)
72. Ease of reading influences trust in the seller and willingness to buy
Chrobot, Nina (University of Social Sciences and Humanities, Warsaw); Schwarz, Norbert (University of Southern California); Falkowski, Andrzej (University of Social Sciences and Humanities, Warsaw)
73. Dynamics of human trust in recommender systems
Harman, Jason L. (Carnegie Mellon University); O'Donovan, John (University of California, Santa Barbara); Gonzalez, Cleotilde (Carnegie Mellon University)
74. The Impact of Country-of-Origin on Choice Context Effects
Kim, Moon-Yong (Hankuk University of Foreign Studies)
75. The Halo Effect as the Product of Optimal Statistical Inference: Explaining how Categories Affect the Perception of Partially Observed Features
Konovalova, Elizaveta (Universitat Pompeu Fabra); Le Mens, Gael (Universitat Pompeu Fabra)
76. Integration Bias in Multi-Attribute Decision Making
Erguncu, Selin (USC); Sayman, Serdar (Koc University)
77. The Effect of Changes in Future Income on Present Consumption
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78. When and why do people hate corporate field experiments?
Mislavsky, Robert (University of Pennsylvania); Dietvorst, Berkeley (University of Pennsylvania); Simonsohn, Uri (University of Pennsylvania)
79. Resource visibility reduces consumption
Zhao, Jiaying (University of British Columbia)
80. The Impact of ‘Display Set Composition’ on Purchase Decisions
Karmarkar, Uma R. (Harvard Business School)
81. Not Happy I’ll be Staying at the Ritz Carlton While All My Friends Are at the Hilton for JDM
Greenberg, Adam E. (University of California, San Diego); Liu, Wendy (University of California, San Diego)
82. Preferences, framing and satisfaction
Hagman, William (Linköpings University); Västfjäll, Daniel (Linköpings University)
83. Anchoring Energy Intake and Expenditure Estimations to Adjust Nutrition and Exercise Decision Making
Jackson, Marc (Auburn University); Franco-Watkins, Ana (Auburn University)
84. Cognitive biases in the perception of climate change
Wang, Yu (University of British Columbia); Tomm, Brandon (University of British Columbia); Zhao, Jiaying (University of British Columbia)
85. Assessing transparency in within-subjects measures of the framing effect
Szollosi, Aba (Eotvos Lorand University); Bago, Bence (Paris Descartes University); Aczel, Balazs (Eotvos Lorand University)
86. Information leakage is sufficient to explain attribute framing effects
Leong, Lim M. (Psychology Department, UCSD); McKenzie, Craig R. M. (Psychology Department, UCSD); Sher, Shlomi (Pomona College); Müller-Trede, Johannes (Rady School of Management, UCSD)
87. When good is stickier than bad: Sequential framing effects in the gain domain
Sparks, Jehan (UC Davis); Ledgerwood, Alison (UC Davis)

88. Predicting framing susceptibility in food ratings
Davis, Matthew E. (Auburn University); Franco-Watkins, Ana M. (Auburn University)
89. The Effects of Delay and Probabilistic Discounting in Green Consumerism
Bent, Blake J. (Old Dominion University)
90. Effects of Specificity of Numbers on Attribute Framing
Jain, Gaurav (University of Iowa); Nayakankuppam, Dhananjay (University of Iowa); Gaeth, Gary (University of Iowa); Levin, Irwin (University of Iowa)
91. Reminding of opportunity costs has differential effects for the rich and the poor
Plantinga, Arnoud (Tilburg University); Krijnen, Job M. T. (Tilburg University); Zeelenberg, Marcel (Tilburg University); Breugelmans, Seger M. (Tilburg University)
92. Marginal Cost Consideration
Pew, Ethan (Stony Brook University); Lee, Hyunhwan (University of Miami)
93. Selfishly Benevolent or Benevolently Selfish? Framing Effects in Prosocial Behavior
Zlatev, Julian J. (Stanford University); Miller, Dale T. (Stanford University)
94. Temporal Framing, Endowment, and Energy Choice
Gill, Carrie (University of Rhode Island); Atlas, Stephen (University of Rhode Island)
95. Low-Asking Heightens Demand and High-Asking Lowers Demand
Lu, Zoe Y. (University of Wisconsin-Madison); Hsee, Christopher K. (University of Chicago)
96. Investigating the Relationship between Materialism and Sharing: Three Boundary Conditions
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97. Benefit or Harm Framing Influences People's Reported Threshold Probabilities for the Use of Antibiotics for Strep Throat.
Hamm, Robert M. (University of Oklahoma Health Sciences Center)
98. Framing effect in evaluation of others' predictions
Yeung, Saiwing (Beijing Institute of Technology)
99. Poverty and decision-making under risk: Poors are selectively numb to losses but not to gains
Ronzani, Piero (Department of Economics and Management, University of Trento); Savadori, Lucia (Department of Economics and Management, University of Trento); Folloni, Giuseppe (Department of Economics and Management, University of Trento); Mittone, Luigi (Department of Economics and Management, University of Trento)
100. The Effects of Increased Saccadic Eye Movements on Risky Choice
Jasper, John (University of Toledo); Kwiatkowski, Danielle (University of Toledo); Corser, Ryan (University of Toledo)
101. Sensation Seeking and Inhibition in Risky Choice Associated with Subcortical, Parietal and Prefrontal Activation: Fuzzy-trace Theory Explains Reversal
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102. Do Goals influence Framing Effects in Narrative Risk Messages?
Steinhardt, Joseph (Cornell University)
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Johnson, Eric (Columbia Business School); Jachimowicz, Jon (Columbia Business School); Zaval, Lisa (Columbia University); Reeck, Crystal (Columbia Business School); Castelo, Noah (Columbia Business School); Appelt, Kirstin (University of British Columbia); Weber, Elke (Columbia Business School)
104. Spatial preferences in competitive and co-operative hide-and-seek games
Reimers, Stian (City University London); Ayton, Peter (City University London)
105. Neural Network Modeling of Developmental and Attentional Biases in Decision Making
Levine, Daniel S. (University of Texas at Arlington)
106. Age Differences in Affective Responses to Framed Health Messages
Shuster, Michael M. (DePaul University); Mikels, Joseph A. (DePaul University)
107. Brand memory after website exposure: The influence of brand accessibility and brand-related cues
Del Missier, Fabio (Department of Life Sciences, University of Trieste); Romoli, Laura (Illy Co.); Coni, Valentina (Illy Co.); Pivetta, Francesca (Illy Co.); Gerbino, Walter (Department of Life Sciences, University of Trieste)
108. Price Perception in Foreign Currencies: The Reference Dependence View
Goyal, Vikas (Indian Institute of Management Indore)
109. Looking at Both Sides of the Coin: Mixed Representation Moderates Attribute-Framing Bias in Written and Auditory Messages
Kreiner, Hamutal (Ruppin Academic Center); Gamliel, Eyal (Ruppin Academic Center)

110. When Parts form the Whole: Memory Conservation leads to Enhanced Attitude
Shrivastava, Sunaina (University of Iowa); Jain, Gaurav (University of Iowa); Nayakankuppam, Dhananjay (University of Iowa); Gaeth, Gary (University of Iowa)
111. Evoking different comparison values alters choice
Canic, Emina (University of Warwick); Stewart, Neil (University of Warwick); Scholten, Marc (European University, Lisbon); Read, Daniel (Warwick Business School)
112. Information-Seeking Behavior and Confidence Judgments by Chimpanzees
Beran, Michael J. (Georgia State University); Parrish, Audrey E. (Georgia State University); Futch, Sara E. (Wofford College); Evans, Theodore A. (Georgia State University); Perdue, Bonnie M. (Agnes Scott College); Smith, J. David (University at Buffalo, The State University of New York)
113. Withdrawn
114. A Quantitative Model of the Perception of Randomness in Structured Two Dimensional Space
Hurst, Ada (University of Waterloo); Safayeni, Frank (University of Waterloo)
115. A Decision by Sampling Account of Better/Worse-Than-Average Effects
Han, John J. (Carnegie Mellon University); Olivola, Christopher Y. (Carnegie Mellon University)
116. Individual Differences in Predecisional Distortion of Information
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117. The mere presence of a smartphone lowers IQ
DiGiacomo, Alessandra (UBC); Aeschbach, Vanessa (UBC); Kingstone, Alan (UBC); Zhao, Jiaying (UBC)
118. Long Term Debiasing with Limited Training
Morewedge, Carey (Boston University); Yoon, Haewon (Boston College); Scopelliti, Irene (City University London); Symborski, Carl (Leidos); Korris, James (Creative Technologies Incorporated); Kassam, Karim
119. The Effects of Decision Task and Option Quality on the Predecisional Distortion of Leading and Trailing Options
Erford, Breann M (Ohio State University); DeKay, Michael L (Ohio State University)
120. Green biases: Perceived differences between renewable and non-renewable energy
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121. The Revision Bias: Preferences for Revised Experiences Absent Objective Improvement
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122. Decomposing the anchoring effect using truly random anchors: A consistency theory account
Schweickart, Oliver (University of Alberta); Brown, Norman R. (University of Alberta)
123. Is simpler better? Testing the effect of differential recognition on judgment
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124. Individual expertise in underlying memory judgments
Valentine, K.D. (University of Missouri); Buchanan, Erin M. (Missouri State University); Miller, Katherine (Missouri State University)
125. Is Two Enough? Twokenism and the Representation of Women on Corporate Boards
Chang, Edward (The Wharton School, University of Pennsylvania); Milkman, Katherine (The Wharton School, University of Pennsylvania); Chugh, Dolly (NYU Stern); Akinola, Modupe (Columbia Business School)
126. An eye for probabilities: The effect of answering format on additivity neglect
Riege, Anine H. (University of Oslo); Bjørghinsdottir, Røskva (University of Oslo); Miljeteig, Kristina (University of Oslo)
127. Process-tracing in the Ratio Bias paradigm
Palfi, Bence (Eotvos Lorand University); Szaszi, Barnabas (Eotvos Lorand University); Szollosi, Aba (Eotvos Lorand University); Aczel, Balazs (Eotvos Lorand University)
128. Anchors and Arguments in First Offers
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129. The attentional learning trap: how selective attention can cause persistent false beliefs
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130. Anchoring Effects in Monkey Magnitude Judgments
Parrish, Audrey (Georgia State University); Beran, Michael (Georgia State University)
131. Perceived Wealth and Financial Decision Making
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132. How does ethical reasoning change in a personal versus professional context? An investigation of tax practitioners
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133. Is saving a matter of mind-set?
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134. Economic knowledge and intelligence predict decisions on long-term saving in children aged 7-9
Gasiorowska, Agata (University of Social Sciences and Humanities); Zaleskiewicz, Tomasz (University of Social Sciences and Humanities)
135. A pilot study on the time consistency of asset allocations
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136. When Simpler is Better: Evidence from Interest Rate Displays
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137. Understanding the Persistent Apparent Irrationality in Choosing Between Common Stock Market Index and Professionally Managed Mutual Funds
Outeye, Eben (University of New Brunswick); Siddiquee, Mohammad (University of New Brunswick)
138. Why Do We Ignore Opportunity Costs?
Blaywais, Reut (Ben-Gurion University of the Negev); Rosenboim, Mosi (Ben-Gurion University of the Negev)
139. Why Enough is Never Enough: Greed and Overearning
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140. Hidden skewness: On the difficulty of multiplicative compounding under random shocks
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141. The effect of early and salient investment experiences on subsequent asset allocations – An experimental study
Papadovasilaki, Dimitra (University of Nevada, Reno); Guerrero, Federico (University of Nevada, Reno); Sundali, James (University of Nevada, Reno)
142. Prospect Theory and Insurance Demand
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143. Refund to Savings: Applying Behavioral Nudges to Increase Savings at Tax Time
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144. "Examining the Use of the Asymmetrically Dominated Decoy as a Nudge to Reduce Temporal Discounting"
Pettibone, Jonathan C. (Southern Illinois University Edwardsville)
145. Discounting in social dilemma games: Is behaviour in the lab predictive of pro-environmental behaviour?
McNabb, Tara. (Australian Catholic University); Aucote, Helen M. (Australian Catholic University); de la Piedad Garcia, Xochitl. (Australian Catholic University)
146. Is Prelec's function discontinuous at $p = 1$? Can Prelec's function be a simple straight line except discontinuities?
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147. Modeling choice and search in decisions from experience: A sequential sampling approach
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148. Another look at constructed references: Coherent extrapolation from reminders
Barkan, Rachel (Ben-Gurion University of the Negev); Ayal Shahar (Interdisciplinary Center IDC Herzliya)
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Cheng, Jiuqing (Ohio University); Gonzalez-Vallejo, Claudia (Ohio University)
150. Consuming Together Makes the Heart Grow Fonder: Selfishness and Sacrifice in Joint Consumption Decisions
Garcia-Rada, Ximena (Harvard Business School); Anik, Lalin (University of Virginia Darden School of Business); Ariely, Dan (Duke University)

151. Seeking a Descriptive Theory of Teachers' Decision Making
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152. Responsibility Exchange Theory
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153. Synergistic Effects of Voting and Enforcement on Internalized Motivation to Cooperate in a Resource Dilemma
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154. Query Theory and Partition Dependence as Tools to Assist Restrained Eaters
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155. Challenges with ethical behavior and accountability in leadership
Thompson, Laura (SJDM)
156. Loss aversion increases round number bias: evidence from the laboratory and financial markets
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157. Tell me what I want to hear: Lay people assign higher authority to financial experts whose advice confirms consumers' expectations
Zaleskiewicz, Tomasz (University of Social Sciences and Humanities); Gasiorowska, Agata (University of Social Sciences and Humanities)
158. Social Influences on Temporal Preferences
Bixter, Michael T. (Stony Brook University); Luhmann, Christian C. (Stony Brook University)
159. Estimating Continuous Distributions by Quantifying Errors in Probability Judgments for Fixed Values
Palley, Asa B. (Duke University, The Fuqua School of Business); Bansal, Saurabh (Pennsylvania State University, Smeal College of Business)
160. Testing a Model of Social Norms in Social Dilemmas
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161. "Teach a man to fish": Sharing Power as Pro-social Behavior
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162. Comedy tomorrow, Tragedy tonight: A laboratory test for inconsistent planning due to present bias
Read, Daniel (Warwick Business School); Bhatia, Sudeep (University of Pennsylvania); Griime, Megan (University of Strathclyde); McDonald, Rebecca (Warwick Business School); Moreno, Miguel (Texas A & M)
163. Withdrawn
164. Take What You Think You Deserve - But Write it Down First
Morvinski, Coby (UC San Diego); Saccardo, Silvia (UC San Diego); Amir, On (UC San Diego)
165. High speed reciprocity: Further evidence for the automatic nature of reciprocal behavior
Halali, Eliran (Stanford University); Bereby-Meyer, Yoella (Ben-Gurion University of the Negev); Meiran, Nachshon (Ben-Gurion University of the Negev)
166. Analytical Thinking and Cognitive Ability in Experimental Beauty Contests
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167. Ostracism and fines in a public goods game with accidental contributions: the importance of punishment type
Liddell, Torrin M (Indiana University); Kruschke, John K (Indiana University)
168. Behavioral momentum in donation decisions
Mrkva, Kellen (University of Colorado Boulder)
169. Adoption of Innovations by Groups and Individuals in a Design Task
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170. Is the Call to Prayer a Call to Cooperate? Religious Salience and the "Ritual Effect" on Prosocial Behavior
Duhaime, Erik P. (MIT)
171. To Cooperate Or To Coordinate: The Impact of Loss Size and Communication on Coordination in Social Dilemmas
Hoeller, Marc Stefan. (Manhattan College); Arora, Poonam. (Manhattan College)
172. Punishing the poor and rewarding the rich
Hauser, Oliver P. (Harvard University); Kraft-Todd, Gordon T. (Yale University); Rand, David G. (Yale University); Nowak, Martin A. (Harvard University); Norton, Michael I. (Harvard Business School)

173. Individual differences in ethical decision making: A trait-based account of cheating
Hilbig, Benjamin E. (University of Koblenz-Landau)
174. Who doesn't love money as a gift? Signal theory and cash as gifts.
Jones, Steven (Rutgers University); DeWitt, Jeff (Rutgers University); Chapman, Gretchen (Rutgers University)
175. 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)
176. Rationality or Irrationality of Preferences? A Quantitative Test of Intransitive Decision Models
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177. Withdrawn
178. Modeling Reaction Times During Reinforcement Learning
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179. A counterfactual simulation model of causal judgments
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180. Yes-No Sieve for Logical Operators
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181. The Experimental Mortality in Online Panels: How Unattended Attrition Rates Undermine Internal Validity
Zhou, Haotian (University of Chicago); Fishbach, Ayelet (University of Chicago)
182. Real Decisions in Eldercare: Predicting Satisfaction with Care in Old Age
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183. Sticky nationalities: the essences of national identities are easy to gain but difficult to lose
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184. Please (Don't) Think Carefully Before You Respond! – When Instructions to Deliberate Reduce Judgmental Accuracy
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185. Momentum-Based Causal Attributions
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186. Does Explicit Attribution Moderate the Influence of Text Fluency on Judgments of Author Competence?
Yeager, Lauren, T (Bowling Green State University); Anderson, Richard (Bowling Green State University)
187. Attaining weakness by seeking strength: The irony of wanting to be big in coalition bargaining settings.
Wissink, Joeri (Department of Social Psychology/TIBER, Tilburg University); Van Beest, Ilja (Department of Social Psychology/TIBER, Tilburg University)
188. The Causal Structure of Identity
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189. The Paradoxical Imitation of bad examples: Learning from unsuccessful strategies
Aharonov-Majar, Efrat (Technion); Sobolev, Michael (Technion); Erev, Ido (Technion)

