

Society for Judgment and Decision Making

The 2016 37th Annual Conference



Sheraton Boston Hotel

39 Dalton St

Boston, MA 02199

November 18 – 21, 2016

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2016 Program Committee: Nina Mažar (chair), Katherine Milkman, Suzanne Shu, Oleg Urminsky

Thanks to Kate Wessels (conference coordinator), Jon Baron (webmaster), Dan Goldstein (President), Thorsten Pachur (social event), Mary Kate Tompkins (grad social), Oleg Urminsky (student posters), and the ad hoc reviewers: Kirstin Appelt, Peter Ayton, Alison Wood Brooks, Katherine Burson, Hengchen Dai, Jason Dana, Michael Dekay, Ellen Evers, Daniel Feiler, Phil Fernbach, Geoffrey Fisher, Ana Franco-Watkins, Crystal Hall, Einav Hart, Stefan Herzog, Alex Imas, Yoel Inbar, Leslie John, Joe Johnson, Esther Kaufmann, Ellie Kyung, Rick Larrick, Meng Li, Ye Li, Craig McKenzie, Katy Milkman, Daniel Mochon, Don Moore, Simone Moran, Milica Mormann, Johannes Muller-Trede, Thorsten Pachur, Ellen Peters, Timothy Pleskac, Devin Pope, Alex Rees-Jones, Todd Rogers, David Rothschild, Dan Schley, Alan Schwartz, Janet Schwartz, Suzanne Shu, Uri Simonsohn, Deborah Small, Jack Soll, Stephen Spiller, Neil Stewart, Clinton Stober, Eric Stone, Jennifer Trueblood, Oleg Urminsky, Marijke Van Putten, Bettina von Helversen, Joachim Vosgerau, Ed Vul, Gal Zauberman.

2016 SJDM Conference Master Schedule
Sheraton Boston Hotel
November 19-21, 2016

FRIDAY, NOVEMBER 18

5:00-7:00 pm **Welcome Reception / Registration** (*Constitution Ballroom, 2nd Fl*)
 5:30-7:00 pm **Tribute to Baruch Fischhoff** (*Back Bay A, 2nd Fl*)
 7:30-9:30 pm Executive Board Dinner (*Invite only. The Capital Grille, Hynes Conv Ctr*)

SATURDAY, NOVEMBER 19

7:45-9:45 am **Poster Session #1** w/ Cont. Breakfast (*Offsite: Hynes Convention Center*)
(Convention Center: 900 Boylston St, Just north of Sheraton, Ballrooms A-C)
 9:00-10:00 am **Registration** (*Constitution Ballroom Foyer, 2nd Fl*)
 9:45-11:15 am **Paper Session #1** (*Constitution A&B; Fairfax Room*)
 11:15-11:45 am Morning Coffee Break (*Constitution Ballroom Foyer, 2nd Fl*)
 11:45 am-12:30 pm **Presidential Address by Dan Goldstein** (*Constitution Ballroom, 2nd Fl*)
 12:30-2:00 pm Lunch Break (on your own)
 2:00-3:30 pm **Paper Session #2** (*Constitution A&B; Fairfax Room*)
 3:30-4:00 pm Afternoon Coffee Break (*Constitution A&B; Fairfax Room*)
 4:00-5:30 pm **Paper Session #3** (*Constitution A&B; Fairfax Room*)
 5:30-5:45 pm Transition Break
 5:45-7:15 pm **Paper Session #4** (*Constitution A&B; Fairfax Room*)
 7:30-9:30 pm **Graduate Student Social Event** (*Gardner Room, 3rd Fl*)

SUNDAY, NOVEMBER 20

7:30-8:30 am **Registration** w/ Cont. Breakfast (*Constitution Ballroom Foyer, 2nd Fl*)
 8:30-10:00 am **Paper Session #5** (*Constitution A&B; Fairfax Room*)
 10:00-10:30 am Morning Coffee Break (*Constitution Ballroom Foyer, 2nd Fl*)
 10:30 am-12:00 pm **Paper Session #6** (*Constitution A&B; Fairfax Room*)
 12:00-1:30 pm **Women in SJDM Networking Event** (*Back Bay A, 2nd Fl*)
 12:00-1:30 pm Lunch Break (on your own)
 1:30-2:30 pm **Keynote Address by Linda Babcock** (*Constitution Ballroom, 2nd Fl*)
 2:30-3:00 pm Transition Break
 3:00-4:30 pm **Paper Session #7** (*Constitution A&B; Fairfax Room*)
 4:30-5:00 pm Afternoon Coffee Break (*Constitution Ballroom Foyer, 2nd Fl*)
 5:00-5:30 pm **Einhorn Award** (*Constitution Ballroom, 2nd Fl*)
 5:30-7:30 pm **Poster Session #2** w/ Cash Bar (*Offsite: Hynes Convention Center*)
(Convention Center: 900 Boylston St, Just north of Sheraton, Ballrooms A-C)
 9:00pm-1:00am **SJDM Evening Social Event** (*Offsite: Storyville, 90 Exeter St, Boston*)

MONDAY, NOVEMBER 21

7:50-8:50 am **Business Meeting** w/ Cont. Breakfast & **Student Poster Award** (*Back Bay A, 2nd Fl*)
 8:50-9:00 pm Transition Break
 9:00-10:30 am **Paper Session #8** (*Constitution A&B; Fairfax Room*)
 10:30-11:00 am Morning Coffee Break (*Constitution Ballroom Foyer*)
 11:00-12:30 pm **Paper Session #9** (*Constitution A&B; Fairfax Room*)

2016 SJDM Conference Paper Presentations Listed by Session

SATURDAY, NOVEMBER 19, 2016			
Rooms - Sheraton - Constitution A (2 nd Fl), Constitution B (2 nd Fl), Fairfax (3 rd Fl)			
	Track I Constitution A (2 nd Fl)	Track II Constitution B (2 nd Fl)	Track III Fairfax (3 rd Fl)
Session #1	Biases I	Behavioral Economics I	Consumer Decision Making I
9:45 AM	Gürçay - The Use of Alternative Reasons in Probabilistic Judgment	Atanasov - Small Steps to Prediction Accuracy	Truncellito - The Right Moment: Context-Sensitivities, Ease of Retrieval, and Their Effects on Consumption
10:05 AM	Yang - A New Look At "Old" Biases	Hagmann - Loss Aversion and Exploration	Dai - "Don't Tell Me What to Do!" Shoppers Rely Less on Consumer Reviews for Experiential than Material Purchases
10:25 AM	John - The Revision Bias: Preferences for Revised Experiences Absent Objective Improvement	Teodorescu - Repeated search in variable environments and the role of post-decision search	Ksendzova - Payment made personal: How using cash shapes consumers' feelings of helpfulness
10:45 AM	Walker - Sudden Death Aversion	Yeomans - Plan-making nudges encourage and forecast goal pursuit in MOOCs	Lieberman - Consumer Coordination: Encouraging Consumers to Consider Others' Perspectives Helps Them Optimize Consumption Timing
Session #2	Goals	Choices and Decisions	Dual System Theory
2:00 PM	Wallace - Range Goals and the Effects of Multiple Reference Points	Zwebner - The Aversion to Being Observed During Conflict and its Impact on Choice	Zhao - Understanding Automatic and Controlled Intertemporal Choice with a Two-Stage Sequential Sampling Model
2:20 PM	Conell-Price - Discouragement and the Psychological Costs of Job Search	Chaudhry - Thanking, Apologizing, Bragging, and Blaming: The Currency of Communication	Kool - A cost-benefit analysis between multiple reinforcement learning systems
2:40 PM	Weingarten - Multiple Goals as Reference Points	Duncan - Default-Rejection: The Hidden Cost of Defaults	Sinayev - Testing a Mathematical Dual-System Model of Risky Choice
3:00 PM	Larkin - Why do goal-based incentives cause cheating? Unpacking the confounding effects of goals, social comparisons and monetary pay	Gershon - Getting Credit for Corporate Donations: When Money Doesn't Talk	Rand - Cooperation, fast and slow: Meta-analytic evidence for a theory of social heuristics & self-interested deliberation
Session #3	Decision Making and Fairness	Confidence	Health and Decision Support Systems
4:00 PM	Evangelidis - Expectation-Based Effects of Common Attributes on Choice	Galak - When it Could Have Been Worse, it Gets Better? How Favorable Uncertainty Resolution Slows Hedonic Adaptation	Scott - Consumers Prefer "Natural" More for Preventatives than for Curatives
4:20 PM	Lu - Less Willing to Pay But More Willing to Buy: A Value-Inference Account of Preference Reversal	Jeong - Backing Down: A (Partially) Misguided Aversion to Changing Our Minds	Kostopoulou - Decision support targeting physicians' first impressions
4:40 PM	Shaddy - Why Some Prices Are Fairer Than Others	Moore - Eliciting and Modeling Probability Forecasts of Continuous Quantities	Talboy - Focusing on What Matters in Bayesian Inference Problems
5:00 PM	Choshen-Hillel - Equity-Efficiency Tradeoffs: Can We Create a "Win-Win" Situation?	Kardas - Easier seen than done: Merely watching others perform leads to an illusion of skill acquisition	Kaufmann - The success of linear bootstrapping models: Decision domain-, expertise-, and criterion-specific meta-analysis
Session #4	Ethics and Morality I	Prediction and Methodology	Framing
5:45 PM	Yip - Trash-talking: Competitive incivility motivates constructive effort and unethical decisions	Simonsohn - Two-Lines: The First Valid Test of U-Shaped Relationships	Yu - Does looking mean liking? Impact of selective attention on value-based vs perceptual choice
6:05 PM	Hedesstrom - What's the net benefit of a nudge? Exploring behavioral spillover from choosing a default	Schley - The Anchor Integration Model: A Descriptive Model of Anchoring Effects	Srna - Multitasking: Perception and Performance
6:25 PM	Gerstenberg - Lucky or clever? From changed expectations to responsibility judgments	Plonsky - Psychological Forest: Integrating Machine Learning and Psychology to Predict Choice Behavior	Duke - On the Risk Attitude Asymmetry between Gains and Losses
6:45 PM	Landy - Inductive Ethics: A Bottom-Up Taxonomy of the Moral Domain	Urminsky - What You Predict And What You Would Do: Reverse-Projection Beliefs in Strategic Contexts	Müller-Trede - When Payoffs Look Like Probabilities: Novel Framing Effects in Risky Choice

SUNDAY, NOVEMBER 20, 2016			
Rooms - Sheraton - Constitution A (2 nd Fl), Constitution B (2 nd Fl), Fairfax (3 rd Fl)			
	Track I Constitution A (2 nd Fl)	Track II Constitution B (2 nd Fl)	Track III Fairfax (3 rd Fl)
Session #5	Time Perception and Preferences	Behavioral Economics II	Ethics and Morality II
8:30 AM	Imai - A Large-Scale, Interdisciplinary Meta-Analysis on Time Preferences	Keating - The time of our lives: Student decisions to leave college when expectations eclipse the experience	Levine - Community Standards of Deception
8:50 AM	Maglio - Ambiguity Aversion Drives the Return Trip Effect	Green - Anchoring among Experts in a Natural Field Experiment	Lin - Moral Traps: When Self-Serving Attributions Backfire in Prosocial Behavior
9:10 AM	Imas - Mental Accounting and Preferences over the Timing of Outcomes	Schwartz - Opting In to Prosocial and Standard Incentives	Hutcherson - Taboo for you?: Computational modeling reveals novel insights into sacred values and cost-benefit tradeoffs
9:30 AM	Tonietto - When an Hour Feels Shorter: Salient Boundary Tasks Contract Time	Zhang - Recognition for Loyalty: Evidence from Charitable Giving	Ayal - Biased Processing and Increased Arousal in Dishonest Responses
Session #6	Biases II	Uncertainty	Methodology
10:30 AM	Follis - Paternalistic Bias in Advice	Soll - Neglect of Epistemic Uncertainty Causes Overprecision in Judgment	Oppenheimer - Choice Blindness as a Paradigm for Detecting Constructed vs. Revealed Preference.
10:50 AM	Olivola - Shining a Light on the Other-Nothing Blind Spot: How Asymmetric Considerations of Opportunity Costs Hinder Generosity	Rothschild - Overprecise yet tuned to uncertainty	Wulff - Measuring the (dis-)continuous mind
11:10 AM	Ordabayeva - The Accuracy of Less: Why People Underestimate Increases but not Decreases in Quantity	Van Zant - Certainty Posing: Evidence of Inauthentic Certainty in Advice	Li - Cognitively Optimized Preference Elicitation
11:30 AM	Scopelliti - Evidence against a Unified Confirmation Bias	Gaertig - People Dislike Uncertain Advisors, But Not Uncertain Advice	Bhatia - Studying Everyday Multiattribute Choice
Session #7	Financial Decision Making	Field Experiments	Consumer Decision Making II
3:00 PM	Rees-Jones - Heuristic Perceptions of the Income Tax: Evidence and Implications for Debiasing	Jachimowicz - Commitment Contracts Increase Medication Adherence Only When Framed as an Internal Benefit: Evidence From a Randomized Controlled Trial With UK Pharma	Yoon - Tuition Aversion: Temporal Discounting Induces a Myopic Focus on the Costs of Higher Education
3:20 PM	Reeck - Seek, and Ye Shall Find Patience: Information Search Strategies Both Reveal and Shape Intertemporal Choice	Chapman - Blood Money: A Signaling Account of Financial Incentives for Blood Donation	Weiss - Opportunity Cost Overestimation in Choices among Opportunities versus Alternatives
3:40 PM	Knoll - Preference Checklists: Effective and Selective Choice Architecture for Retirement Decisions	Rogers - Impact of Default Rules on Parent Adoption of School-to-Parent Communications, Student Achievement, and Parent Engagement	Buechel - Buying Beauty for the Long Run: (Mis)predicting Liking of Product Aesthetics
4:00 PM	Cryder - Choice Architecture and Tax Refund Savings: A Large-scale Field Experiment	Putnam-Farr - "Up to" Is Not Equal For Marketers and Consumers: How Quantification Influences Expectations and Satisfaction	Yechiam - Who's biased? A meta-analysis of buyer-seller differences in the pricing of lotteries

MONDAY, NOVEMBER 21, 2016			
Rooms - Sheraton - Constitution A (2 nd Fl), Constitution B (2 nd Fl), Fairfax (3 rd Fl)			
	Track I Constitution A (2 nd Fl)	Track II Constitution B (2 nd Fl)	Track III Fairfax (3 rd Fl)
Session #8	Morality and Financial Decision Making	Consumer Decision Making III	Numeracy and Knowledge
9:00 AM	Vohs - Can Ordinary People Detect Deception After All?	Gal - The Acquisition Effect	Zhang - Back to the beginning: Rediscovering inexperience helps experts give advice
9:20 AM	Saccardo - Detering Small Scale Unethical Behavior	O'Donnell - Preference Reversals Over Consumer Goods	Riederer - Finding the Best Perspective to Improve Numerical Comprehension
9:40 AM	Long - Better Understood Companies Seem Like Safer Investments	Hadar - Subjective Knowledge Attenuates the Effectiveness of "Nudges"	Chesney - Symbolic & Non-Symbolic Math Training Improves Judgments
10:00 AM	Mochon - Scope Insensitivity in Debt Repayment	Paul - Numerical Minority Membership Diminishes the Appeal of Identity-Linked Products	Landy - Domain-general psychophysical scaling, not issue-specific biases, explains most apparent political ignorance
Session #9	Biases and Predictions	Groups, Competition, and Cooperation	Biases III
11:00 AM	de Oliveira - Socially diverse crowds are probably no wiser than homogeneous crowds	Molnar - The lesser of two evils: Revealing context to signal generosity	Lieder - Overweighting extreme events reflects rational use of cognitive resources
11:20 AM	Meikle - Is Overconfidence Punished? The Effect of Verbal and Nonverbal Expressions of Confidence	White - The "Secret Sauce" of Intergroup Contact: Predicting Attitude Change in an Intervention for Jewish Israeli and Palestinian Youth	Niemi - Implicit measurement of causal attribution and social values
11:40 AM	Caruso - Slow Motion Increases Perceived Intent	Hanek - Where women prefer to compete: The role of competition size in competition entry decisions	Minson - Why won't you listen to me? Measuring receptiveness to opposing views
12:00 PM	Zaval - Affective forecasting improves across the life span	Chang - Threshold Effects May Limit Gender Diversity in Groups, As Evidenced by "Ttokenism" on U.S. Corporate Boards	Molouki - Neglecting Decline: Examining the divergence between predicted, remembered, and actual personal change

ANNOUNCEMENTS

Rose Martin wins Beattie Memorial Travel Scholarship 2016

The 2016 Jane Beattie Memorial Travel Scholarship has been awarded to *Rose Martin*, who is a student and researcher working with Dr Petko Kusev at Kingston University (UK). The funds are being provided to cover her travel to Boston, where she will present a poster entitled 'Rational Choice Predicted by Utility Ratio and Uncertainty' at the conferences of SJDM and Psychonomic Society, while also holding project meetings on moral decision-making with international collaborators attending SJDM.

The Beattie award committee consists of Wändi Bruine de Bruin (chair), Marijke van Putten, and Sunita Sah.

2016 SJDM Conference Special Events

FRIDAY, NOVEMBER 18

5:00-7:00 pm **Welcome Reception / Registration** – Constitution Ballroom, 2nd Fl

5:30-7:30 pm **Tribute to Baruch Fischhoff** – Back Bay A, 2nd Fl



Baruch Fischhoff Tribute

Friday November 18 – 5:30-7:30 pm Sheraton – Back Bay A

We will celebrate Baruch's major contributions to multiple disciplines, including JDM, psychology, economics, engineering, philosophy, and public health. Special attention will also be given to his influence on real-world policy, including as chair of the Food and Drug Administration Risk Communication Advisory Committee and various National Research Council committees.

Speakers include Maya Bar-Hillel, Ruth Beyth-Marom, Daniel Kahneman, Granger Morgan, Paul Slovic, Steve Woloshin and Lisa Schwartz, and others. The tribute is organized by Wändi Bruine de Bruin (chair), Maya Bar-Hillel, Ann Bostrom, and Andrew Parker.

SATURDAY, NOVEMBER 19

11:45 am-12:30 pm **Presidential Address** by **Dan Goldstein**– Constitution Ballroom, 2nd Fl

7:30-9:30 pm **Graduate Student Social Event** –Fairfax

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 at tompkins.61@osu.edu

SUNDAY, NOVEMBER 20

12:00-1:30 pm **Women in SJDM Networking Event** –Back Bay A, 2nd Fl

All (women and men) are welcome to attend the twelfth annual Women in SJDM Luncheon on Sunday, November 20, focused on promoting the advancement of women in JDM. We will accept a maximum of 140 attendees online, and will establish a wait-list if necessary. The event is held free of charge and will feature lunch, networking opportunities, and a very special presentation on women in leadership by Dr. Dana Born, a decorated general in the United States Air Force who is currently on the faculty at the Harvard Kennedy School of Government. The event is organized this year by Kelly Goldsmith, Sunita Sah and Julia Minson.

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 Kelly at kelly-goldsmith@kellogg.northwestern.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 2016 Women in SJDM Luncheon

As of November 1, 2016

Institutions:

Department of Social & Decision Sciences | Carnegie Mellon University
Management & Organizations, Johnson Graduate School of Management | Cornell University
Tuck School of Business | Dartmouth College
Fuqua School of Business | Duke University
Negotiations, Organizations & Markets Unit | Harvard Business School
Kellogg School of Management | Northwestern University
Decision Sciences Collaborative | Ohio State University
Department of Psychology | Princeton University
Kahneman-Triesman Center for Behavioral Science & Public Policy | Princeton University
Center for Cognitive Science | Rutgers University
Marketing Department, Graduate School of Business | Stanford University
Freeman School of Business | Tulane University

Management and Organizations, Eller College of Management | University of Arizona
Center for Decision Research | University of Chicago Booth School of Business
The Wharton School | University of Pennsylvania
Rotman School of Management | University of Toronto
David Eccles School of Business | University of Utah
Evans School of Public Policy and Governance | University of Washington
Olin School of Business | Washington University

Individuals:

Ann Bostrom, Christina Boyce-Jacino, Gretchen Chapman, Michael L. DeKay, Kelly Goldsmith, Ellie Kyung, Richard Larrick, Jennifer Lerner, Nina Mažar, Peter McGraw, Julia Minson, Sunita Sah, Kate Wessels

This event is made possible entirely through sponsorship.

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

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

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

1:30-2:30 pm **Keynote Address** by **Linda Babcock**—Constitution Ballroom, 2nd Fl

Understanding Barriers to Women’s Advancement in the Workplace: Applied and Action-Oriented Research

James M. Walton Professor of Economics, Carnegie Mellon; Department Head Social and Decision Sciences; Faculty Director of CMU Leadership and Negotiation Academy for Women; Faculty Director of PROGRESS—Program for Research and Outreach on Gender Equity in Society

Despite significant gains in women’s educational attainment, gender differences in labor market outcomes persist and barriers to the advancement of women in the workplace still remain. In this talk I will discuss my portfolio of research in this area as well as speak about the pleasures and pitfalls of doing action-oriented research.

5:00-5:30 pm **Einhorn Award**—Constitution Ballroom, 2nd Fl

9:00 pm-1:00 am **SJDM Evening Social Event** (Storyville, 90 Exeter Street, Boston)



SJDM Evening Social Event

9:00 pm - 1:00 am at Storyville <http://storyvilleboston.com/>,

Located at **90 Exeter Street, Boston**



2016 SJDM Conference Paper Abstracts

SATURDAY NOVEMBER 19, 2016

Rooms - Sheraton - Constitution A (2nd Fl), Constitution B (2nd Fl), Fairfax (3rd Fl)

Session #1 Track I: Biases I - Constitution A, 2nd Fl - Saturday 9:45 am - 11:15 am

The Use of Alternative Reasons in Probabilistic Judgment

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

In a series of probabilistic judgment tasks we look at the individual differences in actively open-minded thinking (AOT) via self-report and behavioral measures. When subjects answered questions incorrectly, high behavioral AOT scores were associated with better accuracy. High behavioral AOT scores were also associated with lower overconfidence. Telling subjects to consider alternative reasons led to better accuracy when they answered the questions incorrectly compared to subjects who were not told to do so. A short online training in AOT increased subjects' scores on both AOT measures, and also increased their accuracy compared to subjects with no AOT training. Contact: bgurcay@sas.upenn.edu

A New Look At "Old" Biases

Hsee, Christopher K. (University of Chicago); Yang, Yang (University of Florida); Li, Xilin (Peking University)

We propose psychological inertia as a framework to elucidate a diverse set of classic psychological biases, ranging from overconfidence and conservatism to the gambler's fallacy and the sunk cost fallacy. The framework consists of two simple propositions: (a) a bias is a result of insensitivity to a specific situational variable, and (b) each bias has a reverse bias. Eight experiments, each covering a classic psychological bias, support our theory, and rule out uninteresting alternative accounts. This research suggests these biases are neither as general nor as disparate as previously thought; rather, they are all manifestations of psychological inertia. Contact:

Christopher.Hsee@chicagobooth.edu

The Revision Bias: Preferences for Revised Experiences Absent Objective Improvement

John, Leslie K. (Harvard University); Garcia-Rada, Ximena (Harvard University); Norton, Michael I. (Harvard University)

Many authors (academic and otherwise) have felt that although critics and reviewers preferred revised versions of their work, the original version was the better product - that reviewers preferred the revision simply because it was revised, rather than improved. In four experiments, we offer empirical evidence of this "revision bias": people prefer experiences and products that have been revised over time, regardless of whether newer versions are objectively better than their predecessors. Contact: ljohn@hbs.edu

Sudden Death Aversion

Walker, Jesse (Cornell University); Gilovich, Thomas (Cornell University); Risen, Jane (University of Chicago); Thaler, Richard (University of Chicago)

Evidence is presented for Sudden Death Aversion (SDA) - the tendency to avoid "fast" strategies that provide a greater chance of success but include the possibility of immediate defeat in favor of "slow" strategies that minimize the possibility of losing quickly as well as the chance of ultimate success. Archival data from the NFL and NBA as well as a laboratory experiment show evidence of SDA and the cost it carries for decision makers. Additional data suggest that SDA may be due to myopic loss aversion, concerns about "tempting fate," and fear of being judged harshly after choosing a "fast" strategy. Contact: jtw98@cornell.edu

Session #1 Track II: Behavioral Economics I - Constitution B, 2nd Fl - Saturday 9:45 am - 11:15 am

Small Steps to Prediction Accuracy

Atanasov, Pavel (University of Pennsylvania); Witkowski, Jens (ETH Zurich); Ungar, Lyle (University of Pennsylvania); Mellers, Barbara (University of Pennsylvania); Tetlock, Philip (University of Pennsylvania)

Under-reaction and over-reaction to new information are the Scylla and Charybdis of belief updating. We show that highly accurate forecasters successfully navigate these hazards by making frequent, small belief updates. Frequency and magnitude of updating are stable individual characteristics that predict accuracy out of sample, across three seasons of a large, longitudinal geopolitical forecasting tournament. The relationship holds after accounting for observed news consumption and measures of cognitive reflection, numeracy and fluid intelligence. Small, frequent updating patterns more closely emulate an external Bayesian standard. A simple model develops intuition for this result. Contact: apav@sas.upenn.edu

Loss Aversion and Exploration

Chin, Alycia (Consumer Financial Protection Bureau); Loewenstein, George (Carnegie Mellon University); Hagmann, David (Carnegie Mellon University)

Decision makers with incomplete knowledge about options in an environment can "explore" to obtain more information or "exploit" a known option. We investigate the effect of loss aversion on exploration decisions. Using a novel paradigm in which participants can move about a landscape featuring either only gains or gains and losses, we show that losses discourage exploration. However, we find that participants in the gain-only condition in some settings over-explore, suggesting that loss-aversion can be adaptive. Moreover, participants who can experience losses are likely to explore when they obtain losses, but stop exploring once they obtain a non-negative outcome. Contact: hagmann@cmu.edu

Repeated search in variable environments and the role of post-decision search

Teodorescu, Kinneret (The Technion - Israel Institute of Technology); Sang, Ke (Indiana University); Todd, Peter M. (Indiana University)

People often search for information about alternatives after they have already chosen an option, even if this choice is irreversible and will not be repeated. While previous studies on such post-decision search focused on "one shot" decisions and highlighted its irrational aspects, here we explore the possible benefits of post-decision search in the long run. Using a simple search task, we show that post-decision search improve performance especially for people who search relatively little. Other results support the role of post-decision search in modifying one's search and suggest the main change occur in data collection behaviors, before thresholds are generated. Contact: kinnerett@technion.ac.il

Plan-making nudges encourage and forecast goal pursuit in MOOCs

Yeomans, Michael (Harvard University); Reich, Justin (MIT)

Online education has exploded in the last five years, but retention is still rare, even among students who intend to complete their course. In a natural field experiment in three courses at HarvardX, some students received open-ended planning prompts at enrollment. These prompts increased course completion, and payments for certificates. Furthermore, the text of the plans could be parsed by machine learning algorithms to forecast which students would complete the course. In particular, plans focused on concrete times were least likely to succeed. This natural language nudge has wide applicability in other goal pursuit domains. Contact: yeomans@fas.harvard.edu

Session #1 Track III: Consumer Decision Making I - Fairfax, 3rd Fl - Saturday 9:45 am - 11:15 am

The Right Moment: Context-Sensitivities, Ease of Retrieval, and Their Effects on Consumption

Truncellito, Rich (Carnegie Mellon University)

Two lab experiments and one field data set provide evidence that consumers mistakenly wait too long to use certain items they already own. A new theory, drawing on prospection and optimal stopping rules, points toward an over-anticipation of the "right" moment for item use" as one core reason for this mistake. Effectively, this theory proposes that item owners attempt more often than they should to maximize their returns from moment-sensitive consumption experiences. Implications for consumer behavior in various domains, including luxury goods' and finance, are discussed. Contact: rtruncel@andrew.cmu.edu

"Don't Tell Me What to Do!" Shoppers Rely Less on Consumer Reviews for Experiential than Material Purchases

Dai, Hengchen (Washington University in St. Louis); Chan, Cindy (University of Toronto); Holmes, Cassie M. (UCLA Anderson School of Management)

An analysis of 6,508,574 reviews on Amazon.com and six experiments reveal that shoppers perceive consumer reviews to be less useful and are less likely to seek consumer reviews for experiential purchases than for material purchases. Importantly, not all information is discounted for experiential purchases--the effect is specific to consumer reviews. This tendency is driven by perceptions of preference uniqueness: people believe that their evaluations are more unique compared to those of other consumers for experiential purchases than for material purchases. Thus, it is not that all information is discounted more for experiential purchases; rather, the effect is specific to other consumers' reviews. Contact: cindy.chan@utoronto.ca

Payment made personal: How using cash shapes consumers' feelings of helpfulness

Ksendzova, Masha (Boston University); Donnelly, Grant (Harvard Business School); Trudel, Remi (Boston University)

In field and lab studies, we find that consumers feel more helpful when paying with cash, rather than credit or debit cards. Humanizing of a business helps explain the relationship between payment method and perceived helpfulness, and this effect is more pronounced with small (vs. large) businesses. However, when consumers are prompted to think of businesses as composed of relatable employees, they feel just as helpful paying cash to a large business as to a small one. Further, through perceived helpfulness, cash increases purchase satisfaction, thus enhancing the value of an exchange for both buyers and sellers. Contact: mksendz@gmail.com

Consumer Coordination: Encouraging Consumers to Consider Others' Perspectives Helps Them Optimize Consumption Timing

Williams, Elanor F. (UCSD); Amir, On (UCSD); Lieberman, Alicea J. (UCSD)

Decision makers often struggle with tricky coordination problems in which people converge on scarce resources, leading to poor outcomes for all. Contrary to common assumptions, we demonstrate that people do not naturally approach such scenarios strategically and if people were able to better anticipate the actions of others, they could increase coordination and improve general welfare. Across five laboratory and consequential field situations, we demonstrate that encouraging decision makers to consider what others do and why can enhance coordination and improve outcomes. This insight offers solutions to consumers, marketers, and policymakers aiming to improve experiences, satisfaction, and welfare. Contact: alicea.lieberman@rad.uci.edu

Session #2 Track I: Goals - Constitution A, 2nd Fl - Saturday 2:00 pm - 3:30 pm

Range Goals and the Effects of Multiple Reference Points

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

Range goals (e.g., earn \$100-200, lose 10-15 pounds) provide multiple reference points that people can use to motivate behavior. How do people use these two reference points, and which strategy is most effective? In six experiments, we identify three distinct strategies and demonstrate that dynamically switching attention between the lower and upper endpoints of the range (vs. selecting just one endpoint) produces the best outcomes. We also explore how factors such as range width and difficulty influence strategy use and efficacy. Results provide insight into attention, judgment, and motivation in contexts where multiple reference points are available. Contact: sgw11@duke.edu

Discouragement and the Psychological Costs of Job Search

Conell-Price, Lynn (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

We modify traditional economic theories of job search to incorporate psychological costs associated with time spent on search during unemployment. Our theory can explain why job seekers spend little time actively searching and why search declines over the course of unemployment, patterns that are inconsistent with standard models. Study 1 presents novel survey evidence from unemployed job seekers supporting the main predictions of our theory. Study 2, a stylized experiment, shows that reducing individuals' perceptions of their value on a labor market increases the cost of search effort and changes real effort decisions. Contact: lconellp@andrew.cmu.edu

Multiple Goals as Reference Points

Weingarten, Evan (University of Pennsylvania); Bhatia, Sudeep (University of Pennsylvania); Mellers, Barbara (University of Pennsylvania)

How do people react to outcomes when they want to achieve multiple goals? We investigate whether the theory of goals as reference points generalizes to multiple goals. Six studies provide strong support for loss aversion and diminishing sensitivity along each separate dimension, but separability does not hold across dimensions. The pleasure of being above a goal on one dimension doesn't make up for the pain of being below a goal on another. The lack of independence in both choices and emotional reactions can be well fit with a configural weight model. Contact: ewein@wharton.upenn.edu

Why do goal-based incentives cause cheating? Unpacking the confounding effects of goals, social comparisons and monetary pay

Chao, Matthew (Williams College); Larkin, Ian (UCLA)

Recent studies suggest that goal-based incentive systems can increase unethical behavior such as cheating. However, these studies examine the joint effect of several common (but not universal) elements of goal-based systems, such as the mere presence of a goal, the use of a social comparison-based justification when communicating a goal, and increased monetary pay for goal attainment. We use a carefully-designed 2x2x2 laboratory experiment to compare cheating caused by mere goal use, increased pay from goal attainment, and social comparison framing. We find that goals do not increase cheating, while increased monetary pay and social comparison framing do. Contact: ian.larkin@anderson.ucla.edu

Session #2 Track II: Choices and Decisions - Constitution B, 2nd Fl - Saturday 2:00 pm - 3:30 pm

The Aversion to Being Observed During Conflict and its Impact on Choice

Zwebner, Yonat (The Wharton School, University of Pennsylvania); Schrift Y., Rom (The Wharton School, University of Pennsylvania)

Often is the case that others observe us while making our decisions. The current research explores how being observed during the deliberation phase impacts our preferences and ultimate choice. Across 6 studies we find that decision-makers are bothered by being observed during their deliberations and prefer to avoid being observed. Such aversion is accentuated when making high-conflict decisions. Interestingly, this aversion does not stem from increased accountability but rather by a direct threat to free-will and autonomy. Once observed, decision-makers engage in behaviors that help them resolve decisions with as little conflict as possible, consequently distorting their preferences and choices. Contact: yonatz@gmail.com

Thanking, Apologizing, Bragging, and Blaming: The Currency of Communication

Chaudhry, Shereen J. (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

Why is it sometimes difficult to say simple things like "thank you" and "I'm sorry"? Why do we demand these things from others? We propose and test a new theory to answer this: Thanking, apologizing, bragging, and blaming all relay information about responsibility attribution, and because of this, sending these communications involves a tradeoff between appearing competent and appearing likable. We present a utility model, and provide evidence from the lab and an observational survey that simply failing to thank and failing to apologize can damage both social and working relationships in ways predicted by the theory. Contact: sjchaudh@andrew.cmu.edu

Default-Rejection: The Hidden Cost of Defaults

Jachimowicz, Jon Michael (Columbia Business School); Duncan, Shannon (Columbia Business School); Weber, Elke U. (Princeton University)

Default-setting is a wide-spread intervention to increase the uptake of one option over another, especially appealing because defaults supposedly retain choice autonomy. Here, we suggest because individuals perceive decisions involving defaults to reduce perceived choice autonomy, they may reject the default even in cases when the defaults' intent is aligned with their preferences. Designing defaults that retain not just theoretical, but also perceived choice autonomy can reduce default-rejection, in turn making defaults more effective in aligning preferences with decisions. We present evidence from a meta-analysis of existing default studies and four lab experiments in the context of environmental decisions. Contact: euw2@columbia.edu

Getting Credit for Corporate Donations: When Money Doesn't Talk

Gershon, Rachel (Washington University in St. Louis); Cryder, Cindy (Washington University in St. Louis)

Although charities typically prefer monetary donations, this research finds that corporations that donate money are judged less favorably than corporations that donate tangible goods. This "money doesn't talk" effect hinges on consumers' assessments of authentic prosocial motivation: corporate monetary donations are perceived as less authentically motivated than equivalent donations of goods. Furthermore, this preference for goods-donations occurs for corporate donors but does not hold for typical individual donors. The studies find that perceived warmth acts as a moderator, such that warm brands (and individuals) get equal credit for donations of money and goods. Contact: rachelgershon@wustl.edu

Session #2 Track III: Dual System Theory - Fairfax, 3rd Fl - Saturday 2:00 pm - 3:30 pm

Understanding Automatic and Controlled Intertemporal Choice with a Two-Stage Sequential Sampling Model

Zhao, Joyce Wenjia (University of Pennsylvania); Bhatia, Sudeep (University of Pennsylvania); Diederich, Adele (Jacobs University)

We study the interplay of automatic and controlled processes underlying intertemporal choices by analyzing choice probabilities and RTs. On the aggregate level, people choose immediate rewards quicker than delayed rewards. On the individual level, the direction and magnitude of this tendency varies, but is correlated with deliberative control. A two-stage sequential sampling model can describe both aggregate and subgroup data well. The biases in the automatic process vary across subgroups: the automatic response of the low deliberative control group is to choose the immediate rewards, whereas that of the high deliberative control group is to choose the delayed rewards. Contact: zhaowenj@sas.upenn.edu

A cost-benefit analysis between multiple reinforcement learning systems

Kool, Wouter (Harvard University); Cushman, Fiery A (Harvard University); Gershman, Samuel J (Harvard University)

Many accounts of decision making assume there are two distinct systems that can control choice: an automatic and computationally cheap "model-free" system, and a deliberative and computationally expensive "model-based" system. It is unclear, however, how people choose to allocate control between them. We propose that arbitration occurs by comparing each system's costs (demand) and benefits (accuracy). Three experiments (n = 596) demonstrate increased model-based control in response to increased potential rewards, but only when this system yields greater accuracy than model-free control. Together, they suggest that arbitration is guided by an adaptive assignment of value to model-free versus model-based control. Contact: wouter.kool@gmail.com

Testing a Mathematical Dual-System Model of Risky Choice

Sinayev, Aleksandr (The Ohio State University); Peters, Ellen (The Ohio State University); DeKay, Michael L. (The Ohio State University)

Popular dual-system models of decision making are sometimes criticized for being vague and making few specific predictions. Mukherjee (2010) proposed a mathematical dual-system model that predicts that people ignore probabilities when unable to deliberate. An incentivized experiment (N=94) in which participants responded to a competing task while choosing between gambles was conducted to test the model. Model fits indicated that Mukherjee's model systematically deviated from the data. A modified model, in which people ignored outcomes rather than probabilities when unable to deliberate, fit the data well. Mukherjee's model made specific testable predictions, but these predictions were not validated. Contact: asinayev@gmail.com

Cooperation, fast and slow: Meta-analytic evidence for a theory of social heuristics & self-interested deliberation

Rand, David (Yale University)

I investigate the relationship between intuition, deliberation and cooperation by meta-analyzing 67 studies where cognitive process manipulations were applied to economic cooperation games (N=17,648). I am guided by the Social Heuristics Hypothesis (SHH), which proposes that intuition favors typically payoff-maximizing behavior, while deliberation favors behavior that is payoff-maximizing in the current situation. Therefore, deliberation should undermine "pure" cooperation (in settings where cooperating is not in one's self-interest) but not "strategic" cooperation (in settings where cooperating can be payoff-maximizing). As predicted, meta-analysis revealed 17.4% more pure cooperation when intuition was promoted relative to deliberation, but no significant effect on strategic cooperation. Contact:

david.rand@yale.edu

Session #3 Track I: Decision Making and Fairness - Constitution A, 2nd Fl - Saturday 4:00 pm - 5:30 pm

Expectation-Based Effects of Common Attributes on Choice

Evangelidis, Ioannis (Bocconi University); van Osselaer, Stijn M.J. (Cornell University)

Whereas many theories of decision-making predict that presenting or not presenting common features of choice alternatives should not affect choice, we argue that presenting (vs. omitting) a common feature can increase the choice probability of the alternative that is expected to perform worse on the common feature. We argue that this effect occurs because performance on the common feature is judged not on face value, but relative to expected performance. The effect obtains despite the fact that performance on the common feature is clearly the same when alternatives are presented side by side. Contact: ioannis.evangelidis@unibocconi.it

Less Willing to Pay But More Willing to Buy: A Value-Inference Account of Preference Reversal

Lu, Zoe Y. (University of Wisconsin-Madison); Hsee, Christopher K. (University of Chicago)

Normatively, both willingness-to-pay (WTP) and willingness-to-buy (WTB) reflect individuals' underlying preferences, and should yield the same preference order. For example, if individuals are willing to pay more for A than for B, that means they value A over B. Then, if the prices of A and B are the same, they should also be more willing to buy A than to buy B. However, in the current research, we demonstrate that holding items in a bundle constant, individuals' preferences for a freebie bundle and for a regular bundle can reverse between WTP and WTB, within WTP, and within WTB. Contact: zoe.y.l.0630@gmail.com

Why Some Prices Are Fairer Than Others

Shaddy, Franklin (University of Chicago Booth School of Business); Shah, Anuj K. (University of Chicago Booth School of Business)

Most often, the "prices" people pay are monetary. But people also spend other resources (e.g., time, effort) to acquire things. How fair are these various forms of pricing and rationing? Here, we show that people believe resources differ in how well they signal preferences (e.g., money spent is a worse signal of want/need than time or effort spent). We find that people believe prices are fair if they are set in terms of resources that clearly signal preferences. Next, we document several factors that influence these perceptions and how they shape support for public policies and business practices. Contact: franklin.shaddy@chicagobooth.edu

Equity-Efficiency Tradeoffs: Can We Create a "Win-Win" Situation?

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

Using realistic scenarios and incentivized lab studies, we track participants' satisfaction with the decisions to give others more than them. We demonstrate that giving decision-makers a sense of agency (i.e., involving them in the resource allocation process) increases their satisfaction with inequitable allocations that increase social welfare. The effect of agency on satisfaction persists over time. Our findings have important implications for organizations and public policy. Simple behavioral interventions, such as voting, can encourage individuals to be more generous to others, increase overall welfare, and be less envious of others' good outcomes - even in the face of inequity. Contact: shoham@huji.ac.il

Session #3 Track II: Confidence - Constitution B, 2nd Fl - Saturday 4:00 pm - 5:30 pm

When it Could Have Been Worse, it Gets Better? How Favorable Uncertainty Resolution Slows Hedonic Adaptation

Yang, Yang (University of Florida); Gu, Yangjie (HEC Paris); Galak, Jeff (Carnegie Mellon University)

Thankfully, most consumption experiences are positive. Unfortunately, however, those positive experiences are not always guaranteed to occur, and defects creep into the consumption experience. We demonstrate that making individuals aware of the mere possibility of these negative experiences occurring in a consumption sequence increases individuals' happiness with those experiences. We further demonstrate that this effect is driven by hedonic responses as a result of favorable uncertainty resolution. That is, with the mere possibility of a negative experience, an individual who actually experiences a positive outcome, is likely to feel relief or pleasantness with not having to experience the negative experience. Contact: jeffgalak@gmail.com

Backing Down: A (Partially) Misguided Aversion to Changing Our Minds

John, Leslie (Harvard Business School); Jeong, Martha (Harvard Business School); Gino, Francesca (Harvard Business School); Huang, Laura (Wharton)

In a field study and four lab experiments, we show that people's aversion to changing their mind (i.e., "backing down") is driven in part by a flawed mental model: people mispredict how they will be perceived when they fail to back down. First, observers rate actors who either backed down or not. Although those who back down are seen as lacking confidence, they are viewed as having better judgment than those who do not. Actors are inaccurate in predicting these consequences: actors overestimate the confidence penalty of backing down, and fail to predict the judgment benefit of doing so. Contact: mjeong@hbs.edu

Eliciting and Modeling Probability Forecasts of Continuous Quantities

Tidwell, Joe W. (University of Maryland); Wallsten, Thomas S. (University of Maryland); Moore, Don A. (UC Berkeley)

This paper presents a novel approach to forecasting. We provide evidence that accurate continuous probability distributions can be modeled from a small set of discrete forecasts, and that these continuous distributions can be aggregated to yield consensus distributions that consistently outperform the average forecaster. In two experiments, we evaluated different methods for eliciting and aggregating continuous distributions. Using a diverse sample of both participants and forecasting questions, we successfully demonstrate the practical viability and usefulness of eliciting continuous forecasts. Contact: dm@berkeley.edu

Easier seen than done: Merely watching others perform leads to an illusion of skill acquisition

Kardas, Michael (University of Chicago, Booth School of Business); O'Brien, Ed (University of Chicago, Booth School of Business)

Demonstration is used during instruction in sports, medicine and music. We document a novel cost: people overestimate how much they improve while watching. The more people watch, the more they believe they have acquired various motor skills (Study 1). However, these perceptions are not accurate: repeatedly viewing a skilled dart throwing performance enhanced predicted but not actual dart throwing ability (Study 2). After seeing a person juggle bowling pins, merely holding the pins reduced perceived skill acquisition (Study 3), suggesting that people overestimate skill acquisition because they do not appreciate the full complexity of motor skills by sight alone. Contact: mkardas@chicagobooth.edu

Session #3 Track III: Health and Decision Support Systems - Fairfax, 3rd Fl - Saturday 4:00 pm - 5:30 pm

Consumers Prefer "Natural" More for Preventatives than for Curatives

Scott, Sydney E. (University of Pennsylvania); Rozin, Paul (University of Pennsylvania); Small, Deborah (University of Pennsylvania)

Why do people prefer natural products and avoid synthetic ones in some contexts (e.g., purchasing foods, anti-vaccination attitudes), but not others (e.g., genetically modified insulin)? We show that people more strongly prefer natural products when preventing (versus curing) a problem. This pattern occurs because people infer natural is safer, but less potent, and prefer safer, less potent products when preventing (versus curing). When participants learn that a particular natural remedy is more potent and more risky than the synthetic alternative (the opposite of the intuitive inference), the effect reverses--the natural alternative is more preferred for curing than for preventing. Contact: sydsconfig@sas.upenn.edu

Decision support targeting physicians' first impressions

Kostopoulou, Olga (Imperial College London); Porat, Talya (King's College London); Delaney, Brendan (Imperial College London)

First impressions are known to exert a disproportionate influence on subsequent judgements, with recent evidence establishing a link with diagnostic error. In two randomized controlled experiments in the UK and Greece, we found a consistent effect: presenting family physicians with lists of possible diagnoses to consider early on, before testing hypotheses, was associated with significantly better diagnostic accuracy than control. We designed this principle of "early diagnostic support" into a computerized decision support system and evaluated it in consultations between physicians and actors. We found improved diagnostic accuracy, without significant increases in the number of investigations or length of consultation. Contact: o.kostopoulou@imperial.ac.uk

Focusing on What Matters in Bayesian Inference Problems

Talbot, Alaina (University of South Florida); Schneider, Sandra (University of South Florida)

The ability to differentiate a true positive test result from a false positive on a diagnostic test can mean the difference between undergoing necessary or unneeded treatment. However, many people, including medical professionals, have difficulty understanding the likelihood that a positive result actually indicates the presence of a disease. To help people evaluate this positive predictive value, researchers have spent over 30 years trying to find new ways to present diagnostic information with little consistent success. The results presented here demonstrate how these Bayesian inference problems can be restructured to help over 93% of participants consistently identify the correct answer. Contact: atalboy@mail.usf.edu

The success of linear bootstrapping models: Decision domain-, expertise-, and criterion-specific meta-analysis

Kaufmann, Esther (University of Zurich (Switzerland)); Wittmann, Werner W. (University of Mannheim (Germany))

Judges are often replaced or 'bootstrapped' by decision-making models (e.g., equations) in order to increase the accuracy of important decisions (e.g., a medical diagnosis). Meta-analyses considering the potential dependence of bootstrapping success on a) the decision domain (e.g., education or medicine), b) judges' expertise level (novice vs. expert), and c) the evaluation criteria (subjective, test, objective) have been missing from the literature. Our meta-analysis revealed that bootstrapping success depended on the evaluation criteria, but not on the decision domain nor on the judges' expertise. We discuss the practical implications of our results for the application of bootstrapping models. Contact: esther.kaufmann@gmx.ch

Session #4 Track I: Ethics and Morality I - Constitution A, 2nd Fl - Saturday 5:45 pm - 7:15 pm

Trash-talking: Competitive incivility motivates constructive effort and unethical decisions

Yip, Jeremy A. (Wharton); Schweitzer, M. E. (Wharton); Nurmohamed, S. (Wharton)

Trash-talking increases the psychological stakes of competition and influences decision-making. In Study 1, participants who were targets of trash-talking chose to exert more effort than participants who had the same economic incentives, but were not targets of trash-talking. In Study 2, we show that perceptions of rivalry mediate this effect. In Study 3, we find that targets of trash-talking developed a stronger preference to see their opponents lose. In Study 4, we demonstrate that targets of trash-talking were more likely to make unethical decisions. Collectively, our findings reveal that trash-talking motivates both constructive effort and unethical decisions.

Contact: yip@wharton.upenn.edu

What's the net benefit of a nudge? Exploring behavioral spillover from choosing a default

Hedesstrom, Martin (University of Gothenburg, Dept of Psychology); Johansson, Lars-Olof (University of Gothenburg, Dept of Psychology)

Experimental participants made two sequential choices. At Choice 1, a prosocial or a proself option was default. Choice 2 also stood between a prosocial and a proself option but neither was default. The prosocial default increased prosocial Choice 1 but decreased prosocial Choice 2. Selecting the prosocial option in Choice 1 elicited less pride, and rejecting it elicited more guilt, if it was default. Likelihood of making a prosocial Choice 2 increased with pride only amongst participants subjected to the proself default. The net effect of nudges may be diminished due to decision makers' taking less ownership of their choice. Contact: martin.hedesstrom@psy.gu.se

Lucky or clever? From changed expectations to responsibility judgments

Gerstenberg, Tobias (Massachusetts Institute of Technology); Ullman, Tomer D (Massachusetts Institute of Technology); Nagel, Jonas (Goettingen University); Kleiman-Weiner, Max H (Massachusetts Institute of Technology); Lagnado, David A. (University College London); Tenenbaum, Joshua B. (Massachusetts Institute of Technology)

How do we hold others responsible for the consequences of their decisions? While most accounts predict that unexpected decisions elicit more responsibility, we demonstrate in four experiments that there is no direct link from action expectations to responsibility judgments. We develop a computational model that attributes responsibility as a function of what the observed action revealed about the person, and the causal role that the action played in bringing about the outcome. The model correctly predicts that we credit others to the extent that our expectations about their future performance have increased, and blame them when our expectations have decreased. Contact:

tger@mit.edu

Inductive Ethics: A Bottom-Up Taxonomy of the Moral Domain

Landy, Justin F. (University of Chicago); Bartels, Daniel M. (University of Chicago)

Moral Foundations Theory (MFT) posits that people moralize at least six distinct kinds of virtues. These virtues are divided into "individualizing" and "binding" virtues. Despite widespread enthusiasm for MFT, it is unknown how plausible it is as a model of people's conceptualizations of the moral domain. In this research, we take a bottom-up approach to characterizing people's representations of the moral domain, and derive a taxonomy of morality that does not resemble MFT, using methods from the study of inductive reasoning. Across three studies, we find that this model more accurately reflects people's theories of morality than does MFT. Contact:

justinlandy@chicagobooth.edu

Session #4 Track II: Prediction and Methodology - Constitution B, 2nd Fl - Saturday 5:45 pm - 7:15 pm

Two-Lines: The First Valid Test of U-Shaped Relationships

Simonsohn, Uri (Penn)

Many JDM hypotheses involve u-shaped relationships: x is good in low quantities, but bad in high quantities, or vice-versa. These hypotheses are typically tested with quadratic regressions. Here I demonstrate these regressions are essentially never valid for u-shape testing. I propose as an alternative estimating two regressions, one for 'low' and one for 'high' values of x. Setting the breakpoint to maximize statistical power to detect a u-shape is key, but challenging because the true relationship between x and y is unknown but consequential. A procedure is proposed and shown to be superior to all existing alternatives. Contact: uws@wharton.upenn.edu

The Anchor Integration Model: A Descriptive Model of Anchoring Effects

Turner, Brandon (The Ohio State University); Schley, Dan (Erasmus University)

Few experimental effects in the psychology of judgment and decision making have been studied as meticulously as the anchoring effect. Although the existing literature provides considerable insight into the psychological processes underlying anchoring effects, extant theories up to this point have only generated qualitative predictions. While these theories have been productive in advancing our understanding of the underlying anchoring process, they leave much to be desired in the interpretation of specific anchoring effects. In this research, we introduce the Anchor Integration Model (AIM) as a descriptive tool for the measurement and quantification of anchoring effects. Contact: schley@rsm.nl

Psychological Forest: Integrating Machine Learning and Psychology to Predict Choice Behavior

Plonsky, Ori (Technion); Erev, Ido (Technion); Hazan, Tamir (Technion); Tennenholtz, Moshe (Technion)

We examine when and how social scientists and data scientists can inform one another to create better models for prediction of choice behavior. We test a list of machine learning algorithms' predictive performance in a large dataset of repeated choice between gambles, with and without theoretical insights implied by research on the psychology of choice. The results show that given previous choices, such algorithms can benefit little from psychological insights. Conversely, to predict behavior in a novel setting, these algorithms require psychological input. Psychological Forest, a machine learning algorithm supplied with psychological features, obtains best predictive accuracy on our data. Contact: plonsky@campus.technion.ac.il

What You Predict And What You Would Do: Reverse-Projection Beliefs in Strategic Contexts

Urminsky, Oleg (University of Chicago Booth School of Business); Orhun, Yesim (University of Michigan Ross School of Business)

People used another person's prediction about others' traits as informative of the predictor's own traits. In strategic altruism games, participants viewed predictions about others by their partner as informative, were willing to pay to see predictions by their partner, and changed their own strategy based on their partners' predictions. The findings extended to predictions of other behaviors, including predictions of other's honesty. People who made predictions which implied that others would cheat were seen as more likely to themselves be cheating, whether or not the specific type of prediction was in fact diagnostic, on average. Contact: oleg.urminsky@chicagobooth.edu

Session #4 Track III: Framing - Sheraton - Fairfax, 3rd Fl - Saturday 5:45 pm - 7:15 pm

Does looking mean liking? Impact of selective attention on value-based vs. perceptual choice

Yu, Shuli (Max Planck Institute for Human Development); Pleskac, Timothy (Max Planck Institute for Human Development); Liu, Taosheng (Michigan State University)

Research in perceptual decisions highlights how attention improves perceptual performance by enhancing early visual processing. Yet value-based preference is also known to be biased by selective attention. Does looking improve discrimination accuracy or does looking simply lead to liking? To investigate this, we monitored eye movements as participants chose between two rapidly updating options framed as either a perceptual or preferential choice. Results show that their gaze shifts toward the favored option just before choice, especially in preferential decisions. While gaze behavior was well-described by an evidence accumulation process across both tasks, each information sample contributed less to preferential choice. Contact: yu@mpib-berlin.mpg.de

Multitasking: Perception and Performance

Srna, Shalena (University of Pennsylvania); Schrift, Rom Y. (University of Pennsylvania); Zauberman, Gal (Yale University)

Previous research has demonstrated the detrimental effects of multitasking on performance. In the current paper, we first provide evidence that multitasking can be about people's perceptions. That is, the same activity a person is engaging in may be perceived as either multitasking or single-tasking. Secondly, we demonstrate, using incentive-compatible studies, that the mere perception of multitasking increases persistence and improves performance compared to the perception of single-tasking, holding the task constant. Finally, we propose that the perception of multitasking reduces boredom and increases engagement with the task, which drives this improvement in performance and increase in persistence. Contact: shalena.srna@gmail.com

On the Risk Attitude Asymmetry between Gains and Losses

Duke, Kristen (University of California, San Diego); Mochon, Daniel (Tulane University); Amir, On (University of California, San Diego)

Individuals tend to be risk averse in gains and risk seeking in losses, a pattern termed the "reflection effect." This asymmetry is generally attributed to the curvature of the utility function (Kahneman and Tversky 1979). We challenge this explanation and provide evidence that these opposing risk attitudes arrive through distinct psychological processes. In four experiments, involving both hypothetical and incentive-compatible choices, we show that risk in a gain frame is processed coldly and heuristically, but risk in a loss frame is processed affectively and with greater depth. Disruption of either process can accordingly attenuate and even eliminate the reflection effect. Contact: k1duke@ucsd.edu

When Payoffs Look Like Probabilities: Novel Framing Effects in Risky Choice

Müller-Trede, Johannes (UCSD); Sher, Shlomi (Pomona College); McKenzie, Craig R. M. (UCSD)

Decision makers are commonly seen as subjectively evaluating monetary gains with a concave value function, and probabilities with an inverse-S-shaped weighting function. But in experimental studies, form and content are often confounded: Probabilities are usually represented numerically on bounded scales, whereas representations of monetary gains are often unbounded above. We hypothesized that bounded representations of monetary gains can yield inverse-S-shaped value functions, and unbounded representations of probability yield concave weighting functions. In several experiments, we document novel framing effects predicted by our hypothesis. These findings shed light on the cognitive foundations of reference-dependent valuation in prospect theory and beyond. Contact:

jmullertrede@ucsd.edu

SUNDAY NOVEMBER 20, 2016

Rooms - Sheraton - Constitution A (2nd Fl), Constitution B (2nd Fl), Fairfax (3rd Fl)

Session #5 Track I: Time Perception and Preferences - Constitution A, 2nd Fl - Sunday 8:30 am - 10:00 am

A Large-Scale, Interdisciplinary Meta-Analysis on Time Preferences

Imai, Taisuke (California Institute of Technology); Camerer, Colin F. (California Institute of Technology)

A huge number of experiments have been conducted to measure individuals' time preferences. The empirical evidence identifies certain regularities, which are often inconsistent with the standard theory of exponential discounting model, but the literature has not reached a consensus. We conduct a formal meta-analysis of published and unpublished research in economics, psychology, and neuroscience to cumulate knowledge about time preferences. The meta-analysis cumulates evidence on heterogeneity of estimated parameters associated with patience. We also measure the effect of moderator variables such as elicitation methods, country, and subject population, and examine whether there is a publication bias that underreports atypical estimates. Contact: camerer@hss.caltech.edu

Ambiguity Aversion Drives the Return Trip Effect

Maglio, Sam (University of Toronto Scarborough); Kwok, Cherrie (University of Toronto Scarborough)

Every event that can occupy a span of time can also warp how long that duration feels. An open question to date might ask whether forward-looking factors similarly impact duration judgments in the present. Our investigation leverages one prevalent phenomenon - the return trip effect - to examine this question. Three studies document a consistent effect by which the ambiguity of a future event (occurring at a destination) expands the subjective magnitude of present durations (the travel time to a destination). Duration judgments thus appear sensitive to an increasingly broad scope of factors, informing theories of both time estimation and ambiguity aversion.

Contact: sam.maglio@utoronto.ca

Mental Accounting and Preferences over the Timing of Outcomes

Evers, Ellen (University of California, Berkeley); Imas, Alex (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

Understanding preferences over the timing of gains and losses is a critical question for the study of judgment and decision making. Applying the hedonic editing hypothesis directly leads to the prediction that people should prefer to group losses together and segregate gains over time. Support for these predictions has been mixed, particularly for losses. Drawing on the theory of mental accounting, we argue and show that preferences over the timing of outcomes depend on their categorization. Losses belonging to the same category are grouped together, while different losses are segregated over time. Category membership has the reverse effect for gains. Contact:

aimas@andrew.cmu.edu

When an Hour Feels Shorter: Salient Boundary Tasks Contract Time

Tonietto, Gabriela N. (Washington University in St. Louis); Malkoc, Selin A. (Washington University in St. Louis); Nowlis, Stephen M. (Washington University in St. Louis)

The authors propose that by creating boundaries around intervals of unaccounted time, scheduling can inadvertently reduce individuals' sense of available time, leading time to be underutilized. Together, thirteen studies demonstrate that terminating (vs. initiating) boundary tasks - whether desirable or undesirable - that mark a strict and rigid end to an interval contract time. Further, bounded intervals feel subjectively shorter even when individuals recognize that they have objectively equivalent time during bounded and unbounded intervals. Finally, once time feels contracted, individuals also do less with their available time, forgoing in particular relatively productive and extended tasks that they might otherwise have completed. Contact: toniettog@wustl.edu

Session #5 Track II: Behavioral Economics II - Constitution B, 2nd Fl - Sunday 8:30 am - 10:00 am

The time of our lives: Student decisions to leave college when expectations eclipse the experience

Keating, Jessica (University of Colorado Boulder); Van Boven, Leaf (University of Colorado Boulder); Ito, Tiffany A. (University of Colorado Boulder)

A longitudinal study of 651 first-year students found that students' expectations about belonging, in combination with success in meeting those expectations, predicted their intent to remain at the university and their actual retention into sophomore year. Controlling for average levels of belonging, students who met or exceeded their expectations of belonging were more likely to remain at the university. Students who failed to meet expectations of belonging were more likely to leave the university before their second year. We suggest that interventions to help students accurately anticipate the challenges of college may inoculate against disappointment about belonging once in college. Contact: jess.keating@gmail.com

Anchoring among Experts in a Natural Field Experiment

Green, Etan A. (Wharton); Rao, Justin M. (Microsoft Research); Rothschild, David (Microsoft Research)

We conduct a natural field experiment with hundreds of professional experts who make probabilistic predictions about familiar and widely predicted events. These experts report two judgements: first, how the probability of an event compares with an anchor value--here, an explicitly random probability--and second, the probability of that event. We find that predicted probabilities strongly correlate with anchor values. To our knowledge, we are the first to show that transparently irrelevant anchors bias the judgments of experts in a natural and information-rich setting. Contact: etangreen@gmail.com

Opting In to Prosocial and Standard Incentives

Schwartz, Daniel (The Wharton School & University of Chile); Keenan, Elizabeth A. (Harvard Business School); Imas, Alex (Carnegie Mellon University, Social & Decision Sciences); Gneezy, Ayelet (UC San Diego, Rady School of Management)

In a series of field experiments--using an online labor market task, sign-ups for a campus recycling campaign, and actual recycling behavior--we explore whether prosocial incentives are effective in contexts in which people can avoid them. Findings show individuals may be more likely to select into situations if their effort is paid using prosocial vs. standard incentives when stakes are low and public, but not when prosocial incentives are optional (i.e., individuals can choose to forego a standard incentive and give to charity instead). Our results have implications for contract design and policies aimed at improving selection and recruitment. Contact: ekeenan@hbs.edu

Recognition for Loyalty: Evidence from Charitable Giving

Zhang, Yiwei (University of Chicago and CFPB); Kessler, Judd (University of Pennsylvania, The Wharton School); Milkman, Katherine (University of Pennsylvania, the Wharton School)

Loyalty is an admirable trait that is difficult to display to others since it is defined by repeated actions that must be observed and remembered over time. Consequently, individuals may value the opportunity to signal their loyalty. We demonstrate that allowing donors to signal their loyalty to a charity increases giving to that charity. We study the introduction of two public recognition programs that recognize loyalty through consecutive giving to an Ivy League School. In the year the programs are introduced, those eligible for recognition are significantly more likely to donate and donate more relative to those who are ineligible. Contact: christina.y.zhang@gmail.com

Session #5 Track III: Ethics and Morality II - Fairfax, 3rd Fl - Sunday 8:30 am - 10:00 am

Community Standards of Deception

Levine, Emma (University of Pennsylvania)

When is lying ethical? I develop and test a descriptive moral theory to address this fundamental question. Through a large inductive study, and a series of experiments (N = 1313), I demonstrate that deception is perceived to be ethical when it prevents unnecessary harm. I identify nine implicit rules - pertaining to the targets of deception and the topic and timing of a conversation - that specify the systematic circumstances in which deception is perceived to be ethical. This research provides insight into when and why people value both honesty and deception. Contact: emma.edelman@gmail.com

Moral Traps: When Self-Serving Attributions Backfire in Prosocial Behavior

Lin, Stephanie (Stanford University); Zlatev, Julian (Stanford University); Miller, Dale (Stanford University)

The desire to maintain a moral self-image disposes people to make self-serving attributions when facing prosocial requests: They attribute non-compliance to external factors (e.g., "I had an appointment then"), and compliance to internal factors (e.g., "I believe in the cause"). These attributions can backfire when challenged. Two studies demonstrate that people can be induced to behave prosocially if they attribute their initial refusal to an excuse that is later removed. Two more studies demonstrate that people can be similarly trapped into prosocial behavior if they commit to it in the presence of an external incentive that is later removed. Contact: sclin1@stanford.edu

Taboo for you?: Computational modeling reveals novel insights into sacred values and cost-benefit tradeoffs

Hutcherson, Cendri (University of Toronto Scarborough); Inbar, Yoel (University of Toronto Scarborough)

People sometimes claim that violating certain "sacred values" cannot be justified by secular benefits (e.g., "You can't put a price on life"). Do people who consistently reject "taboo tradeoffs" fail to consider offsetting benefits, or do they evaluate these benefits and simply find them insufficient to override compelling moral interests? To answer this question, we applied novel behavioral and computational approaches to a real, consequential moral tradeoff task. We found evidence that 1) people are tempted by benefits from taboo tradeoffs even when consistently rejecting them; and 2) consideration of benefits occurred only after a "gut" instinct to say no. Contact:

c.hutcherson@utoronto.ca

Biased Processing and Increased Arousal in Dishonest Responses

Hochman, Guy (Interdisciplinary Center (IDC), Herzliya); Glöckner, Andreas (University of Hagen, Hagen, Germany); Fiedler, Susann (Max Planck Institute for Research on Collective Goods); Ayal, Shahar (Interdisciplinary Center (IDC), Herzliya)

Self-Maintenance theory suggests that people notice their dishonest acts, thus experience ethical dissonance between their misconduct and their positive moral-self. By contrast, Bounded Ethicality suggests that biased perception prevents people from becoming aware of their dishonesty. We tested the key process assumptions behind these accounts using pupillary responses and fixation data and found physiological evidence for both kinds of mechanisms. Physiological arousal increased at the initial stage of cheating responses, suggesting that people are (to some extent) aware of their wrongdoings. At the same time, however, we found attentional biases that can reduce the likelihood for detecting potentially disadvantageous information Contact: g.hochman@idc.ac.il

Session #6 Track I: Biases II - Constitution A, 2nd Fl - Sunday 10:30 am - 12:00 pm

Paternalistic Bias in Advice

Follis, Lee (Yale University); Cain, Daylian (Yale University); Dana, Jason (Yale University)

Despite the near universality of the maxim that one should treat others as one ought to be treated, advisers often tell others to act differently than they act themselves. We find a paternalistic bias in advice favoring caution. This bias is not driven by cognitive factors such as mispredicting others' preferences or projecting one's own preferences onto others, and it does not appear to be driven by accountability concerns. Even when advisers predict--or are told--that the advisee likes risk, they often advise caution. People appear to be simply more risk averse when thinking of risks vicariously. Contact: lee.follis@yale.edu

Shining a Light on the Other-Nothing Blind Spot: How Asymmetric Considerations of Opportunity Costs Hinder Generosity

Olivola, Christopher (Carnegie Mellon University); Han, John (Carnegie Mellon University)

Decisions to be altruistic (or not) are typically thought to result from salient internal conflicts between self-serving and other-regarding motives. We show, however, that, when faced with a choice between a selfish or altruistic outcome, people's decisions are biased by an implicit asymmetry in the attention (or weight) given to the opportunity costs associated with each alternative. Eleven studies provide converging evidence for the existence of this subtle, but consequential, default asymmetry in how people attend to their own vs. others' outcomes, and they highlight a novel semantic "nudge" that increases generosity by countering this tendency. Contact:

cyolivola@gmail.com

The Accuracy of Less: Why People Underestimate Increases but not Decreases in Quantity

Chandon, Pierre (INSEAD); Ordabayeva, Nailya (Boston College)

While it is known that people strongly underestimate increases in product or food quantity, we find that they almost perfectly estimate quantity decreases. This asymmetry is not caused by loss aversion, but by the presence of a natural zero bound which makes estimating downsizing an interpolation task and estimating supersizing an extrapolation task. The "accuracy of less" disappears when all estimations involve extrapolation (when estimating the ratio of size change), or interpolation (when upper bounds for size increases are provided). The results hold with novices and professional cooks, solid and amorphous, countable and non-countable foods as well as non-food quantities. Contact: nailya.ordabayeva@bc.edu

Evidence against a Unified Confirmation Bias

Scopelliti, Irene (City University London); Morewedge, Carey (Boston University); Dawson, Abigail (Legendary Entertainment); Kassam, Karim (Pittsburgh Steelers)

We present evidence that confirmation bias is not a unified process, but rather a host of independent processes producing similar output. We developed reliable scales measuring the six paradigms most often used to illustrate the bias: card selection (Wason, 1968), rule identification (Wason, 1968), trait hypothesis testing (Snyder & Swann, 1978), cause identification (Tschirgi, 1980), enriched and impoverished option evaluation (Downs & Shafir, 1999), and event covariance judgment (Shaklee & Mims, 1982). However, the inter-scale correlations were trivially small or null, and their correlations with intelligence, cognitive reflection, and decision making competence showed no consistent pattern. Contact: irene.scopelliti@city.ac.uk

Session #6 Track II: Uncertainty - Constitution B, 2nd Fl - Sunday 10:30 am - 12:00 pm

Neglect of Epistemic Uncertainty Causes Overprecision in Judgment

Soll, Jack B. (Duke University); Klayman, Joshua (University of Chicago); Moore, Don A. (University of California, Berkeley); Palley, Asa B. (Indiana University)

We explore the roles of aleatory and epistemic uncertainty in producing overprecision, the excessive faith that one's estimates are close to the truth. Participants assessed probability distributions for various quantities for which we could obtain empirical distributions (e.g., home prices in Cleveland). The Gini coefficient (from economics) provides an ideal measure of the extent to which true, subjective, and well-calibrated probability distributions are spread out vs. concentrated in a small range. Overconfidence abounded, though subjective and true distributions were similarly concentrated. We conclude that participants depicted the aleatory uncertainty in their subjective distributions and ignored the effects of epistemic uncertainty. Contact: jsoll@duke.edu

Overprecise yet tuned to uncertainty

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

In overconfidence research that uses confidence intervals, calibration depends on the width of intervals as well as their locations on the number line. When asking people about numbers sampled from natural distributions, researchers can assess the location and width of subjective intervals separately. In so doing, we find 80% confidence intervals to be appropriately sized, reflecting peoples' sensitivity to the uncertainty in estimates. Subjective belief distributions were biased in their central tendency, but accurately mirrored the variance in the natural distributions. Contact: david@researchdmr.com

Certainty Posing: Evidence of Inauthentic Certainty in Advice

Van Zant, Alex (University of Pennsylvania)

People who display certainty are often conferred a variety of social and economic rewards, but little is known about whether they deliberately exaggerate their degree of certainty in order to reap these rewards. Across a series of four experiments, I find evidence of a phenomenon that I refer to as certainty posturing, or inauthentic certainty displays, in advice contexts. I not only find evidence that certainty posturing is driven by motives to convey expertise, but also that advisors primarily engage in it when uncertainty can be attributed to internal causes (i.e., inadequate knowledge) rather than external ones (i.e., statistical randomness). Contact: vanzant@wharton.upenn.edu

People Dislike Uncertain Advisors, But Not Uncertain Advice

Gaertig, Celia (University of Pennsylvania); Simmons, Joseph P. (University of Pennsylvania)

Research suggests that people prefer confident advisors to uncertain advisors. But do people dislike uncertain advice or merely uncertain presentations of advice? Across four studies, we find that an advisor is judged more favorably when the advice is expressed confidently than when it is preceded by "I am not sure." Importantly, however, people are not more likely to prefer certain advice. People do not dislike (and sometimes prefer) advisors who express uncertainty by providing ranges of possibilities, or by saying that something is only X% likely. Thus, it seems that people dislike presentations of uncertainty, but not uncertainty itself. Contact: celiaga@wharton.upenn.edu

Session #6 Track III: Methodology - Fairfax, 3rd Fl - Sunday 10:30 am - 12:00 pm

Choice Blindness as a Paradigm for Detecting Constructed vs. Revealed Preference.

Mueller, Pam (UCLA); Oppenheimer, Daniel M. (UCLA)

In the choice blindness paradigm, people are asked to justify judgments they have made, after the experimenter has discreetly altered the answer. People often fail to detect the switch, and happily justify why they "chose" an option that they had not chosen. We demonstrate that likelihood of detecting the switch increases as a function of the stability of the preference, suggesting that this paradigm speaks to questions of whether particular preferences are constructed or revealed. Contact: daniel.oppenheimer@anderson.ucla.edu

Measuring the (dis-)continuous mind

Wulff, Dirk u. (Max Planck Institut for Human Development); Haslbeck, Jonas M. B. (University of Amsterdam); Schulte-Mecklenbeck, Michael (University of Bern)

Mouse and hand-tracking studies often interpret curved aggregate trajectories as reflecting continuous and simultaneous competition between choice options. The assumption underlying this interpretation, i.e., that the aggregate trajectory is a proper representation of trial-level trajectories, however remains inappropriately assessed. In this project, we apply a clustering procedure to the data of 38 published articles to test the assumed homogeneity in trial-level trajectories. We find that most data sets contain, in substantial proportions, trajectory types that are inconsistent with the aggregate trajectory. Our results demonstrate that movement trajectories rarely provide a continuous window into the decision making process. Contact: dirk.wulff@gmail.com

Cognitively Optimized Preference Elicitation

Li, Ye (UC Riverside); Wall, Daniel (Rutgers University); Toubia, Olivier (Columbia University); Johnson, Eric (Columbia University)

When measuring preferences, every question participants answer provides a clearer view of their true preference but consumes scarce attentional resources. This tradeoff between precision and attentional depletion can lead to simplifying heuristics exerting increasing influence with the number of questions answered. We examine this tradeoff using a formal model and test the model predictions in three studies. As predicted, in an adaptive test of time preferences, reliability plateaus and external validity peaks after only 8 questions. Using process tracing, we show that the search processes evolve, suggesting an increasing use of heuristics. When measuring preferences, less can be more. Contact: yeli23@gmail.com

Studying Everyday Multiattribute Choice

Bhatia, Sudeep (University of Pennsylvania); Stewart, Neil (University of Warwick); Mullett, Timothy (University of Warwick)

Everyday choice objects, such as movies, books, and food items, can be seen as possessing different attributes. Although decisions between these objects involve the evaluation of their attributes, the attributes themselves are not observable to researchers. In this paper we showcase a novel approach to uncovering these attributes and rigorously studying everyday multiattribute choice. Our approach combines insights from machine learning, data science, and decision research, and is able to successfully predict participant choices, decision times, attribute weights, and decoy effects, in a wide range of naturalistic decision problems. We illustrate the power of our approach in seven experimental studies. Contact: bhatiasu@sas.upenn.edu

Session #7 Track I: Financial Decision Making - Constitution A, 2nd Fl - Sunday 3:00 pm - 4:30 pm

Heuristic Perceptions of the Income Tax: Evidence and Implications for Debiasing

Rees-Jones, Alex (Wharton, University of Pennsylvania); Taubinsky, Dmitry (Dartmouth College)

This paper reports a new survey experiment designed to assess misperceptions of the US Federal Income Tax, and presents a theoretical framework for analyzing the redistributive consequences of these misperceptions. We estimate the prevalence of previously discussed heuristics for simplifying tax forecasts (Liebman and Zeckhauser, 2004), and identify new classes of misperceptions not captured by existing models. We embed these misperceptions in a standard model of labor supply decisions and study a social planner's decision to "nudge" taxpayers. A social planner might not choose to correct the misperceptions that we estimate, because they are helpful in achieving redistributive goals. Contact: alre@wharton.upenn.edu

Seek, and Ye Shall Find Patience: Information Search Strategies Both Reveal and Shape Intertemporal Choice

Reeck, Crystal (Fox School of Business, Temple University); Wall, Daniel (Department of Psychology, Rutgers University); Johnson, Eric J. (Columbia Business School, Columbia University)

People often select rewarding short-term options that undermine long-term goals. Recent cognitive models emphasize the role of heuristics in intertemporal choice, but do not examine process data or explore individual differences. In two large experiments, we demonstrate systematic and substantial differences in decision strategies across individuals that predict choices and provide causal evidence that manipulating strategies increases patience. This occurs even when respondents are unaware of the causes of strategy shifts. We argue that models of time preferences that ignore individual differences in heuristics miss a crucial aspect of intertemporal choices. These findings inform choice architecture interventions to increase patience. Contact: crystal.reeck@temple.edu

Preference Checklists: Effective and Selective Choice Architecture for Retirement Decisions

Appelt, Kirstin C. (Columbia Business School); Knoll, Melissa A. Z. (Consumer Financial Protection Bureau); Johnson, Eric J. (Columbia Business School); Westfall, Jonathan E. (Delta State University)

We explore whether preference checklists can help consumers make decisions that better match their individual needs. Specifically, preference checklists encourage consumers to consider choice-relevant factors that they might otherwise omit; checklist items are clustered so that reasons supporting one choice option precede reasons supporting other choice options. We evaluate the effectiveness and selectivity of preference checklists in the domain of Social Security retirement benefit claiming decision. Across three studies using older Americans as participants, we find that checklists significantly influence claiming preferences and demonstrate selectivity compared to a standard nudge (i.e., a default). Contact: melissa.knoll@cfpb.gov

Choice Architecture and Tax Refund Savings: A Large-scale Field Experiment

Cryder, Cynthia (Washington University in St. Louis); Grinstein-Weiss, Michal (Washington University in St. Louis); Oliphant, Jane (Washington University in St. Louis); Perantie, Dana (Washington University in St. Louis); Taylor, Samuel (Washington University in St. Louis); Dan Ariely (Duke University); Mathieu Despard (University of Michigan)

A large scale field experiment (N = 646,116), as well as follow-up experiments, uncover a robust choice architecture intervention that results in substantially higher savings by a financially vulnerable group. We specifically test whether emphasizing savings via choice architecture increases the amount of tax refund money that low-moderate income consumers allocate to savings accounts at tax time. We find that the choice architecture intervention increases the prevalence of saving by approximately 50%. Follow-up work suggests that the

choice architecture intervention operates by making saving salient and easy, but not by making it feel like a recommended option. Contact: cryder@wustl.edu

Session #7 Track II: Field Experiments - Constitution B, 2nd Fl - Sunday 3:00 pm - 4:30 pm

Commitment Contracts Increase Medication Adherence Only When Framed as an Internal Benefit: Evidence From a Randomized Controlled Trial With UK Pharma

Jachimowicz, Jon Michael (Columbia Business School); Gladstone, Joe G. (University of Cambridge)

We report evidence from a randomized controlled trial delivered through a UK pharmacy chain designed to increase medication adherence. Patients (N=10,739) were asked to sign a non-enforceable commitment contract specifying to take their medication as prescribed. In two additional trial arms, we paired commitment contracts with rationales, either highlighting external costs to society, or internal cost to patients' own health. Commitment contracts alone did not alter medication adherence compared to control. However, signing a commitment contract paired with an internal cost increased adherence by 4.17%, whereas a commitment contract paired with an external cost decreased adherence by 5.32%. Contact: jmj2183@columbia.edu

Blood Money: A Signaling Account of Financial Incentives for Blood Donation

DeWitt, Jeff (Rutgers); Chapman, Gretchen (Rutgers)

University staff and students (N=11,669) received one of four version of an email about an on-campus blood drive. Emails offered a \$10 gift card described as thanks for donation (self-interest condition) or a celebration of American Heart Month (pro-social condition). Crossed with that, messages did or did not mention the use of special heart arm wraps to spread awareness (audience condition). Blood donation rates show a 2x2 interaction, with rates highest in the self-interest/no audience condition (1.20%) followed by the pro-social/audience condition (0.96%), with the self-interest/audience (0.58%) and pro-social/no-audience (0.72%) conditions lower. Results are related to a social signaling account. Contact: gretchen.chapman@rutgers.edu

Impact of Default Rules on Parent Adoption of School-to-Parent Communications, Student Achievement, and Parent Engagement

Rogers, Todd (Harvard Kennedy School); Bergman, Peter (Columbia University)

A field experiment (12 schools in a large urban district; N=6,976) examines three questions by varying how a school-to-parent automated communication technology is implemented. First, which parents decide to receive communications when offered as opt-in (standard) as opposed to as opt-out default? Second, what improvements in student achievement result from opt-in versus opt-out default? Third, what downstream effects on parent decision-making result from default rule? Relative to opt-in, opt-out implementation: 1) dramatically increases the proportion of parents deciding to receive the automated communications; 2) powerfully increases student achievement; and 3) increases parent demand for more information. Contact: todd_rogers@hks.harvard.edu

“Up to” Is Not Equal For Marketers and Consumers: How Quantification Influences Expectations and Satisfaction

Putnam-Farr, Eleanor (Yale University); Riis, Jason (University of Pennsylvania)

Across field and lab experiments, we examine how the use of numbers to quantify potential benefits of program participation can positively impact enrollment but sometimes negatively affect ongoing participation. Specifically, we look at the framing of potential rewards, and find that people adopt numerical information in recruitment messages as personal targets for performance, and are much less satisfied with the program if they do not meet those target levels. Contact: elpf@sloan.mit.edu

Session #7 Track III: Consumer Decision Making II - Fairfax, 3rd Fl - Sunday 3:00 pm - 4:30 pm

Tuition Aversion: Temporal Discounting Induces a Myopic Focus on the Costs of Higher Education

Yoon, Haewon (Boston College); Yang, Yang (University of Florida); Morewedge, Carey K. (Boston University)

Government, for-profit, and non-profit agencies are pushing students to consider the upfront costs and long-term benefits of their choice of college: to treat higher education as an investment decision. We tested how framing higher education as a financial investment, an aim of current decision aids (e.g., College Scorecard), influences college choice. We found substantial evidence for tuition aversion--students underweight the long-term benefits of prospective colleges and myopically focus on their cost. Temporal discounting appears to inflate perceived immediate costs and leads students to undervalue the long-term benefits of more expensive colleges. Contact: hy@decisiontimes.org

Opportunity Cost Overestimation in Choices among Opportunities versus Alternatives

Weiss, Liad (*Wisconsin School of Business*); Kivetz, Ran (*Columbia University*)

In contrast to findings that opportunity-costs are underweighted, we propose that sometimes---when an option is selected from choice-sets of opportunities rather than alternatives---opportunity-costs are overestimated. Consumers perceive options as opportunities when the necessity to tradeoff one for another arises from external feasibility constraints (e.g., two desirable events co-occur). Consumers perceive options as alternatives when the tradeoff is "built-in" (e.g., marketing incentive provides a choice between two desirable events). Across five studies, choice among opportunities induce imagination of ways to utilize all the choice-set's opportunities. Consequently, consumers feel that by failing to utilize their selected opportunity, they miss-out-on all the opportunities combined. Contact: liweiss@gmail.com

Buying Beauty for the Long Run: (Mis)predicting Liking of Product Aesthetics

Buechel, Eva C. (*University of South Carolina*); Townsend, Claudia (*University of Miami*)

Investigating predicted and experienced satiation to two common product design elements, the intensity of color and pattern, we identify a systematic error in consumer preference for aesthetics over time. When choosing for long-term use versus short-term use, consumers opt for simpler designs (less intense colors and patterns) because they predict faster satiation (greater irritation and greater decrease in liking) for high (vs. low) intensity design elements. This preference, however, seems to be misguided. Specifically, consumers overestimate satiation from high intensity design elements, leading to errors in predicted utility and suboptimal decision-making. Contact: eva.buechel@moore.sc.edu

Who's biased? A meta-analysis of buyer-seller differences in the pricing of lotteries

Yechiam, Eldad (*Technion – Israel Institute of Technology*); Ashby, Nathaniel J.S. (*Technion – Israel Institute of Technology*); Pachur, Thorsten (*Max Planck Institute for Human Development, Berlin*)

A meta-analysis examines to what extent the endowment effect emerges in the trading of risky monetary lotteries, and whether it represents bias on the part of sellers or buyers. We consider several indicators of bias: deviation from expected value, relative accuracy, and variance. The results from 34 independent papers indicate that selling prices considerably exceed buying prices (Cohen's $d = 0.57$). More importantly, selling prices deviate less from lotteries' expected values, both in absolute and in relative terms. Selling prices also exhibit lower variance per unit. Our findings suggest that selling prices are more in line with normative standards. Contact: yeldad@tx.technion.ac.il

MONDAY NOVEMBER 21, 2016

Rooms - Sheraton - Constitution A (2nd Fl), Constitution B (2nd Fl), Fairfax (3rd Fl)

Session #8 Track I: Morality and Financial Decision Making - Constitution A - Monday 9:00 am - 10:30 am

Can Ordinary People Detect Deception After All?

Vohs, Kathleen (*Univ of Minnesota*); ten Brinke, Leanne (*University of Denver*); Carney, Dana (*UC-Berkeley*)

We propose the tipping point framework of lie detection, which posits that people can, and do, accurately detect deception. We discuss - and present supportive evidence - three circumstances that aid accuracy: (1) measurements that circumvent controlled cognition, (2) factors that portend risks to lie detection failure (e.g., high stakes settings), and (3) diminished concern over relationship or reputation costs of asserting someone lied. We depict a psychological system that registers lie detection nonconsciously (e.g., brain, body, oblique social evaluations), thus keeping information out of consciousness until the costs of failing to detect deception exceed those of signaling distrust. Contact: vohsx005@umn.edu

Deterring Small Scale Unethical Behavior

Gneezy, Uri (*UCSD*); Laske, Katharina (*University of Cologne*); Saccardo, Silvia (*Carnegie Mellon University*)

Understanding how to prevent small-scale unethical behavior, which is widespread, is important. In experiments where participants can lie to achieve an economic advantage, we test Becker's (1958) model of deterrence and systematically vary the probability of being audited and the fine associated with it. We find that, for one-shot events, lying behavior is completely insensitive to changes in detection probabilities (5% to 50%), but responds to the size of penalties. This effect is mitigated under decision-from-experience, when subjects directly experience being audited rather than only reading about detection probabilities. We discuss implications for designing policies to deter small-scale unethical behavior. Contact: ssaccard@andrew.cmu.edu

Better Understood Companies Seem Like Safer Investments

Long, Andrew R. (University of Colorado Boulder); Fernbach, Philip M. (University of Colorado Boulder); De Langhe, Bart (University of Colorado Boulder)

Consumers tend to conflate their sense of understanding of what a company does with investment risk, believing better-understood companies to be safer investments. We document the effect using risk ratings, as well as expected return outcomes. In three studies, sense of understanding predicted perceived risk, but not actual risk of stocks. In the final study, participants constructed portfolios for a risk tolerant and a risk averse investor. Participants allocated more investment dollars to easy-to-understand companies for the risk averse investor. The results may explain both the enduring popularity and common misinterpretation of the "invest in what you know" philosophy. Contact: andrew.r.long@colorado.edu

Scope Insensitivity in Debt Repayment

Mochon, Daniel (Tulane University); Mažar, Nina (University of Toronto); Ariely, Dan (Duke University)

In this project we examined whether scope insensitivity, the finding that people are often insensitive to the number or quantity of something they are paying for can be used to help people pay off their credit card debt. That is, whether people would pay off more of their debt if the payment frequency was increased, as they would be insensitive to this change. A series of lab studies show that increasing payment frequency leads to higher debt repayment. Field data of real credit card transactions shows a pattern consistent with these findings. Contact: dmocho@tulane.edu

Session #8 Track II: Consumer Decision Making III - Constitution B, 2nd Fl - Monday 9:00 am - 10:30 am

The Acquisition Effect

Gal, David (University of Illinois at Chicago); Hogan, Dan (University of Illinois at Chicago); Rucker, Derek (Northwestern University)

Prior research suggests that losing an object looms larger than gaining a similar object. However, potential confounds have been identified in past experimental paradigms, namely inertia (Gal 2006) and asymmetric reference price effects (Frederick and Weaver 2009), that suggest the existing paradigms cannot adequately isolate the differential role of losses compared to gains in driving the observed effects. We designed new experimental paradigms to more cleanly examine the differing psychological impact of losses versus gains. Across three studies, we find evidence for an acquisition effect: gains are more impactful than losses, particularly in the context of inexpensive everyday items. Contact: dgaluic@gmail.com

Preference Reversals Over Consumer Goods

O'Donnell, Michael (University of California, Berkeley Haas School of Business); Evers, Ellen (University of California, Berkeley Haas School of Business)

We demonstrate evidence for preference reversals that are distinct from those evinced in prior work. Specifically, in both hypothetical and incentive compatible settings, we find that participants prefer a relatively more utilitarian good when indicating willingness-to-pay than when asked to make a choice between two products. We demonstrate that this is due to participants relying more on their affective responses when making a choice (vs. indicating WTP). The effect is attenuated when participants are told to deliberate. These findings question the notion of stable preferences and violate the assumption of procedure invariance. Contact: mo279@berkeley.edu

Subjective Knowledge Attenuates the Effectiveness of "Nudges"

Hadar, Liat (IDC Herzliya); Tannenbaum, David (University of Chicago); Fox, Craig R. (UCLA)

"Nudging" a particular option may lead to suboptimal choice when decision makers (DMs) have heterogeneous preferences. We propose that subjective knowledge (SK), the perceived level of knowing, moderates the effectiveness of nudges, as it is positively associated with confidence and willingness to act. We hypothesize and find that DMs who feel more knowledgeable in the choice domain are less likely to stick to defaults, less likely to demonstrate extremity aversion, or to choose an asymmetrically dominant option. We conclude that methods that enhance SK weaken the effectiveness of nudges and encourage choice of more suitable options. Contact: lhadar@idc.ac.il

Numerical Minority Membership Diminishes the Appeal of Identity-Linked Products

Paul, Iman (Georgia Institute of Technology); Parker, Jeffrey Robert (Georgia State University); Dommer, Sara Loughran (Georgia Institute of Technology)

Does being a numerical minority member in a group of out-group members influence the in-group member's evaluations of his or her identity linked products? Three studies find that when a person's social identity is activated by being in the numerical minority of a group, he/she reports greater identity salience but less positive attitudes toward products associated with negative aspects of the social identity. Contact: iman.paul@scheller.gatech.edu

Session #8 Track III: Numeracy and Knowledge - Fairfax, 3rd Fl - Monday 9:00 am - 10:30 am

Back to the beginning: Rediscovering inexperience helps experts give advice

Zhang, Ting (Columbia Business School)

Individuals with more knowledge and expertise tend to forget about the experience of inexperience. A series of experiments investigates how rediscovering the feeling of being a novice--either by rediscovering documentation of a past experience or making a mastered skill feel new again--influences experts' ability to advise novices. Expert guitarists who rediscovered the feeling of being inexperienced--by playing their instrument with their non-dominant hand--gave advice that novices rated as more encouraging and useful, relative to experts who played traditionally. These findings demonstrate that rediscovering inexperience influences experts' perception of novices and their ability to give advice. Contact: tz2287@gsb.columbia.edu

Finding the Best Perspective to Improve Numerical Comprehension

Goldstein, Daniel G. (Microsoft Research); Hofman, Jake M. (Microsoft Research); Riederer, Chris (Columbia University)

Prior work has shown that perspective sentences (e.g. "Pakistan has twice the area of California") help people remember unfamiliar numerical quantities (e.g., 307,000 square miles), estimate unknown amounts, and detect errors (Barrio, Goldstein, Hofman, 2016). In this work, we explore what makes good perspectives. In three experiments, we find that good perspectives depend on the scaling factor (e.g. 1x, 2x, etc) and familiarity of the object in the analogy, and that the most objectively accurate perspective may not always be the most useful one. Furthermore, we show that perspectives have both short- and long-term benefits in improving estimation ability. Contact: jmh@microsoft.com

Symbolic & Non-Symbolic Math Training Improves Judgments

Chesney, Dana L. (St. John's University); Peters, Ellen (The Ohio State University)

More numerate people make more use of numbers when making judgments. This may be because more numerate individuals have a stronger intuitive sense of the approximate value of symbolic numbers. If so, then strengthening individuals' intuitions about the approximate value of numbers should increase their use of numbers in judgment and decision-making tasks and lead to more normative judgments. To test this experimentally, we randomly assigned participants to complete approximate arithmetic training designed to strengthen their numerical intuitions (intervention). We compared their post-test number-based judgments to those of control participants. Indeed, intervention participants made more normative judgments. Contact:

dlchesney@gmail.com

Domain-general psychophysical scaling, not issue-specific biases, explains most apparent political ignorance

Landy, David (Indiana University Bloomington); Karlapudi, Anish (Indiana University Bloomington); Guay, Brian (Duke University); Marghetis, Tyler (Indiana University Bloomington)

Previous US and international surveys assert that people are 'ignorant' of basic demographic facts: for example, US residents vastly overestimate LGBT and immigrant populations, but underestimate the proportion of people who are white or high-school educated. This pattern is regularly presented in major media outlets and the academic literature as caused by issue-specific biases such as racism and homophobia. We demonstrate that these biases are nearly entirely explained by domain-general cognitive mechanisms governing the perception of proportions, regardless of topic, domain, and time. We conclude that there is little evidence for widespread voter misinformation regarding specific, hot-topic demographics. Contact:

dhlandy@gmail.com

Session #9 Track I: Biases and Predictions - Constitution A, 2nd Fl - Monday 11:00 am - 12:30 pm

Socially diverse crowds are probably no wiser than homogeneous crowds

de Oliveira, Stephanie (University of Michigan); Nisbett, Richard (University of Michigan)

In numerical judgment tasks, do aggregates of socially diverse people outperform homogeneous aggregates? They can if the effect of social factors on judgment is stronger than $r = .3$, approximately, and if the social groups in question are systematically biased in opposite directions (Study 1). Across diverse judgment tasks, the effects of social factors on numerical judgments were only stronger than $r = .2$ about 3% of the time (Study 2). When we aggregated people's predictions of election outcomes and stock prices, random (diverse) aggregates failed to outperform socially homogeneous groups that overlapped on several dimensions (e.g., Religious White Republicans). Contact: sdeochen@umich.edu

Is Overconfidence Punished? The Effect of Verbal and Nonverbal Expressions of Confidence

Meikle, Nathan (University of Utah); Tenney, Elizabeth (University of Utah); David Hunsaker (University of Utah); Don Moore (Cal Berkeley); Cameron Anderson (Cal Berkeley)

Some research finds that overconfidence, when detected, damages a person's reputation; however, other research finds that it does not. We propose that the channel of confidence expression is a key moderator--that is, whether confidence is expressed verbally or nonverbally. In three experiments, verbal overconfidence was advantageous initially--participants perceived overconfident targets more positively than cautious candidates--but was disadvantageous after the targets' actual performance was revealed. Nonverbal overconfidence, on the other hand, remained largely beneficial. The results suggest that nonverbal

overconfidence leads to reputational benefits because its biased nature goes undetected by others. Contact: nate.meikle@gmail.com

Slow Motion Increases Perceived Intent

Caruso, Eugene M. (University of Chicago); Burns, Zachary C. (University of San Francisco); Converse, Benjamin A. (University of Virginia)

When determining responsibility for harmful actions, people often consider the actor's intentions. The spread of surveillance cameras, "on-officer" recording, and smart-phone video makes it increasingly likely that such judgments are aided by video replay. Yet, little is known about how a video's qualities affect human judgment. Four experiments (N=2,384) involving real surveillance footage from a murder or broadcast replays of violent contact in professional football demonstrate that viewing an action in slow motion, compared to regular speed, systematically biases viewers' judgments toward perceiving actions as more intentional, in part because viewers falsely conclude that actors had more time to act. Contact: ecaruso@chicagobooth.edu

Affective forecasting improves across the life span

Zaval, Lisa (Columbia University); Li, Ye (University of California, Riverside); Johnson, Eric J. (Columbia University)

Investigations of age-related differences in affective forecasting constitute a vital, but neglected area of study. Across four studies, we show evidence of age-related improvements: Older adults are less likely than younger adults to wrongly predict that their affective response to an event will be less intense if the event occurs later in time--a reduction of future anhedonia. Further, we show that age differences in future anhedonia may underlie older adults' more patient temporal discounting. An examination of underlying mechanisms suggests this age-related improvement is driven by increases in the perceived psychological connectedness between one's current and future self. Contact: lz2261@columbia.edu

Session #9 Track II: Groups, Competition, and Cooperation - Constitution B, 2nd Fl - Monday 11:00 am - 12:30 pm

The lesser of two evils: Revealing context to signal generosity

Molnar, Andras (Carnegie Mellon University); Chaudhry, Shereen (Carnegie Mellon University)

We test social image maintenance and guilt aversion theories in dictator games: allocators initially appear selfish but can later improve their image by disclosing contextual information. We find that 1) recipients evaluate allocators' offers with respect to prior expectations about potential alternatives, 2) allocators correctly identify situations when their partners have a negative belief about them, but can potentially improve their image by disclosing information, 3) allocators are willing to sacrifice some of their gains in order to improve their social image by disclosing such contextual information, 4) recipients' ratings improve greatly after allocators 'saved their face' by disclosing information. Contact: andrasm@andrew.cmu.edu

The "Secret Sauce" of Intergroup Contact: Predicting Attitude Change in an Intervention for Jewish Israeli and Palestinian Youth

Schroeder, Juliana (Haas School of Business); Risen, Jane L. (Booth School of Business); White, Shannon (Booth School of Business)

One of the largest Middle East coexistence programs, Seeds of Peace, brings together Jewish Israeli and Palestinian youth for an annual summer camp to reduce intergroup conflict. For five years, we conducted longitudinal studies evaluating predictors of outgroup attitudes. Controlling for participants' pre-camp attitudes, campers who formed at least one outgroup friendship maintained significantly more positive attitude change toward the outgroup even nine months after camp's end. This result replicated for every camp cohort. But a randomized experiment to facilitate friendship formation showed different effects on Jewish Israelis and Palestinians, underscoring the importance of optimal conditions for positive intergroup contact. Contact: smwhite213@chicagobooth.edu

Where women prefer to compete: The role of competition size in competition entry decisions

Hanek, Kathrin J. (University of Dayton); Garcia, Stephen M. (University of Michigan); Tor, Avishalom (University of Notre Dame)

Drawing on theories of gender roles and extending knowledge about women's distaste for competition, we show that women prefer to enter smaller compared with larger competitions. We demonstrate this effect with observational data on preferences for working in differently-sized firms and applying to differently-sized colleges as well as with real behavioral decisions in different domains. Suggesting that prescriptive gender norms underlie this effect, women and men differed in their preferences for differently-sized groups only under competition. We also show that perceptions of comfort underlie women's preferences, suggesting that their preferences may be driven by adherence to prescriptive gender norms. Contact: khanek@umich.edu

Threshold Effects May Limit Gender Diversity in Groups, As Evidenced by "Twokenism" on U.S. Corporate Boards

Chang, Edward H. (Wharton); Milkman, Katherine L. (Wharton); Chugh, Dolly (NYU); Akinola, Modupe (Columbia)

We present evidence that corporate boards may relax diversity efforts once a minimum diversity threshold is attained.

Analyses of S&P 1500 and S&P 500 data reveal that boards are significantly more likely to include exactly two women and less likely to include zero than would be expected by chance, a phenomenon we call "twokenism". Laboratory data also reveal twokenism: individuals choose to add a female director to a corporate board with one woman at a discontinuously higher rate than to a board with zero, two, or three women, and this choice is mediated by perceptions of the board's gender diversity.

Contact: changed@wharton.upenn.edu

Session #9 Track III: Biases III - Fairfax, 3rd Fl - Monday 11:00 am - 12:30 pm

Overweighting extreme events reflects rational use of cognitive resources

Lieder, Falk (UC Berkeley); Griffiths, Thomas L. (UC Berkeley); Hsu, Ming (UC Berkeley)

People's decisions and judgments are disproportionately swayed by improbable but extreme eventualities that come to mind easily. We reconcile these availability biases with rational information processing by showing that decision-makers seeking to make optimal use of finite resources should use a heuristic that estimates the expected utility of potential actions by considering each of their outcomes with a probability proportional to their extremity. We present simulations and experiments suggesting that this model provides a unifying explanation for seemingly disconnected cognitive biases in frequency judgment, decisions from description, memory recall, and decisions from experience. Contact: falk.lieder@berkeley.edu

Implicit measurement of causal attribution and social values

Niemi, Laura (Harvard University); Hartshorne, Joshua (Boston College); Gerstenberg, Tobias (Massachusetts Institute of Technology); Young, Liane (Boston College)

Expression of moral judgment reveals "who one sides with", therefore it can be a costly social act that people are motivated to conceal. In two studies (n=459, n=440), we demonstrate that a simple, well-studied psycholinguistic task (implicit causality) can be leveraged as a novel measure of causal attributions and social values. In the implicit causality task, participants read prompts in the form "[Subject][verb][Object] because..." and indicated whether they expected a pronoun referring to the subject or object to follow. Selections mapped onto (Study 1) explicit causal judgments, moral values tied to victim-blaming, and sexism scores; and (Study 2) racism scores. Contact: lauraniemi@fas.harvard.edu

Why won't you listen to me? Measuring receptiveness to opposing views

Minson, Julia A. (Harvard Kennedy School, Harvard University); Chen, Frances S. (Department of Psychology, University of British Columbia)

We develop and validate an 18-item self-report measure of receptiveness to opposing views. Our scale consists of four factors that shed light on the reasons why individuals may avoid counter-attitudinal views and opinions. We demonstrate that the scale possesses appropriate levels of internal validity, and measures a construct that is distinct from several related measures (e.g. Big Five, Need for Closure, Need to Evaluate, Perspective Taking, etc.). We find that individuals' scores on the new receptiveness scale predict preferences for engagement with holders of opposing views in social, professional, and educational contexts. Contact: julia_minson@hks.harvard.edu

Neglecting Decline: Examining the divergence between predicted, remembered, and actual personal change

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

A one-year longitudinal study examined people's beliefs about their personal change. Comparisons of predicted, actual, and remembered change revealed that participants simultaneously underestimated the absolute magnitude and overestimated the positivity of change in both prediction and recall. This effect is due to an asymmetry whereby people selectively neglect their negative changes, especially prospectively. We discuss how the current findings reconcile research demonstrating expectations of improvement in personal development (e.g., Wilson & Ross, 2001; Kanten & Teigen, 2008) with other research suggesting that people overpredict personal stability (Quoidbach, Gilbert, & Wilson, 2013). Contact:

s.molouki@chicagobooth.edu

2016 SJDM Conference Paper Abstracts

MORNING POSTER SESSION #1

Saturday 7:45am – 9:45am w/ Continental Breakfast - Hynes Convention Center
(Convention Center: 900 Boylston St, Just north of Sheraton, Ballrooms A-C)

Nudges and Field Studies

- 1) Creating Exercise Habits through Incentives: The Tradeoff between Flexibility and Routinization
Beshears, John (Harvard Business School); Lee, Hae Nim (Sunny) (University of Pennsylvania); Milkman, Katherine (University of Pennsylvania); Mislavsky, Robert (University of Pennsylvania)
- 2) A comprehensive review of nudge techniques
Szaszi, Barnabas (ELTE); Palinkas, Anna (ELTE); Kovacs, Marton (ELTE); Zrubka, Mark (ELTE); Bence, Palfi (ELTE); Aba, Szollosi and Aczel, Balazs
- 3) Meta-Prospect Theory: An Analysis of Choices over Choice Sets, with Evidence from Nudge Strategies
Daniels, David P. (Stanford University GSB); Zlatev, Julian J. (Stanford University GSB)
- 4) Perceived benefit and acceptance of framing retirement information
Hagman, William (Department of Behavioral Sciences and Learning, Linköping); Västfjäll, Daniel (Department of Behavioral Sciences and Learning, Linköping)
- 5) Does Revealing a Nudge Affect Trust? An Experimental Investigation of Policy Default Disclosure
Johnson, Tim (Willamette University); von Helversen, Bettina (University of Zurich); Dawes, Chris (New York University)
- 6) Cuing Actively Open-Minded Thinking Improves Forecasting and Reduces Susceptibility to the Pseudo-Profound
Corbin, Jonathan (University of Richmond); Vavra, Dylan (University of Richmond)
- 7) The Behavioural Economics of Electricity Tariffs: Using Loss aversion to leverage Energy Savings
Mahmoodi, Jasmin (University of Geneva); Hille, Stefanie (University of St Gallen); Patel, Martin (University of Geneva); Brosch, Tobias (University of Geneva)
- 8) Matching costs to context: Fluent framing encourages household energy efficiency
Gill, Carrie (University of Rhode Island); Atlas, Stephen (University of Rhode Island); Hardisty, David (University of British Columbia)
- 9) Keeping up with the Joneses: Second-order beliefs of energy conservation predict compliance to energy-savings norm
Hauser, Oliver (Harvard Business School); Jachimowicz, Jon M (Columbia Business School); O'Brien, Julia D (Duke University); Sherman, Erin (Ideas42)
- 10) Revealing the Water/Energy Demands of Meat Production Reduces Intentions to Consume Red Meat, But No Spillover to Other Pro-Environmental Behaviors
Corser, Ryan (Vanderbilt University); Maki, Alexander (Vanderbilt University)
- 11) Don't Count Calorie Labeling Out: Calorie Counts on the Left Side of Menus Lead to Lower Calorie Food Choices
Dallas, Steven K. (New York University); Liu, Peggy J. (University of Pittsburgh); Ubel, Peter A. (Duke University)
- 12) Voting for Charity: The Benefits for Firms of Direct Consumer Involvement in Charitable Campaigns
Donnelly, Grant (Harvard Business School); Simester, Duncan (MIT); Norton, Michael (Harvard Business School)
- 13) The Dreadlock-Paradox: Promoting Attraction – Provoking Rejection
Boller, Daniel (University of St. Gallen); Walter, Maik (University of St. Gallen)
- 14) It's Too Pretty to Use! The Impact of Product Aesthetics on Consumption Behaviors
Wu, Freeman (Arizona State University); Samper, Adriana (Arizona State University); Morales, Andrea C. (Arizona State University); Fitzsimons, Gavan J. (Duke University)
- 15) Decision-Making during Information Seeking: Finding Interconnections Between Personal/Social Contextual Behavior and Information Exploration Behavior
Choi, Dongho (Rutgers University); Chirag Shah (Rutgers University); Vivek Singh (Rutgers University)
- 16) Understanding Descriptive and Prescriptive Norms
Dannals, Jennifer E (Stanford University); Miller, Dale T (Stanford University)
- 17) Conflict, Multiple Identities, and Cooperation
Kopilovitch, Rebecca (Ben-Gurion University of the Negev); Shalvi, Shaul (University of Amsterdam); Zultan, Ro'i (Ben-Gurion University of the Negev)

- 18) Cultural Differences in Conformity to Different Descriptive Norms
Chae, Rebecca (University of Michigan); Yoon, Carolyn (University of Michigan)
- 19) Extending Construal Level Theory to the Hiring Decision Process
Roller, Emily R (University of Connecticut); Zhu, Xiaoyuan (University of Connecticut); Dalal, Dev K (University at Albany, SUNY)
- 20) Evaluating the Effectiveness of Frames & Reminders on Field Agent Performance in Policy Implementation: Evidence from Field Experiments in Rural India
Srinivasan, Shuchi (Indian Institute of Management Ahmedabad)
- 21) The gambler's fallacy depends on the type information used to judge likelihood of events recurrence
Ishikawa, Takuro (University of British Columbia); Brussoni, Mariana (University of British Columbia); Mâsse, Louise (University of British Columbia)
- 22) Using decoy to promote hand hygiene —Field experiments in a food factory
Li, Meng (University of Colorado Denver); Sun, Yan (Institute of Psychology, Chinese Academy of Sciences); Chen, Hui (Institute of Psychology, Chinese Academy of Sciences)

Health and Medical Decisions

- 23) Decision-making under threat: what determines our engagement in preventive behaviors?
Kos, Maciej (Northeastern University); Blajer, Anna (University of Gdansk); Wach, Dagmara (University of Gdansk); Gonzalez, Richard (University of Michigan); Pavel, Misha (Northeastern University)
- 24) The role of predecisional information distortion in suboptimal diagnostic decisions
Nurek, Martine (King's College London); Vadillo, Miguel A. (King's College London); Kostopoulou, O. (Imperial College London)
- 25) Audience Effects and Health Information Avoidance
Lipsey, Nikolette P. (University of Florida); Shepperd, James (University of Florida)
- 26) Measuring Graph Literacy: A Meta-Analysis
Garcia-Retamero, Rocio (University of Granada); Petrova, Dafina G. (University of Granada); Feltz, Adam (Michigan Technological University); Cokely, Edward T. (University of Oklahoma)
- 27) Biasing and debiasing health decisions with bar graphs: Costs and benefits of graph literacy
Okan, Yasmina (Leeds University Business School, UK); Garcia-Retamero, Rocio (University of Granada, Spain); Cokely, Edward T. (University of Oklahoma, US); Maldonado, Antonio (University of Granada, Spain)
- 28) When context matters: The impact of different probability sizes and risk reductions on graphical display effects
Parillo, Jonathan (Wake Forest University); Stone, Eric R. (Wake Forest University); Okan, Yasmina (Leeds University Business School); Bruine de Bruin, Wändi (Leeds University Business School, Carnegie Mellon University); Parker, Andrew M. (RAND Corporation)
- 29) Prostate cancer patients select different treatments after decision aid intervention but are not more satisfied with information received
Cuypers, Maarten (Tilburg University); Lamers, Romy E. (Elisabeth-Tweesteden Hospital); Kil, Paul J. (Elisabeth-Tweesteden Hospital); van de Poll-Franse, Lonneke V. (Netherlands Comprehensive Cancer Organization); de Vries, Marieke (Radboud University)
- 30) Intuitively predicting morbidity in emergency department patients
Jenny, Mirjam Annina (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development); Bingisser, Roland (Basel University Hospital)
- 31) Improving numeracy causes better health and financial outcomes
Peters, Ellen (The Ohio State University); Shoots-Reinhard, Brittany (The Ohio State University); Tompkins, Mary Kate (The Ohio State University); Schley, Dan (Erasmus University); Meilleur, Louise (The Ohio State University); Sinayev, Alex; Tusler, Martin; Wagner, Laura; & Crocker, Jennifer
- 32) Numeracy predicts risk of critical pre-hospital decision delay
Petrova, Dafina (University of Granada, Spain); Garcia-Retamero, Rocio (University of Granada, Spain); Catena, Andrés (University of Granada, Spain); Cokely, Edward (University of Oklahoma, USA); Heredia Carrasco, Ana (University of Granada, Spain); Arrebola Moreno, Antonio (University Hospital Virgen de las Nieves, Spain); Ramírez Hernández, José Antonio (University Hospital Virgen de las Nieves, Spain)
- 33) Beyond the Limits of Predictive Models: Responding to Patients' Self-Identification of Residual Readmission Risk
Ferries, Erin A. (Humana Inc.); Hall, Benjamin K. (Humana Inc.)

- 34) The role of causal explanation in decision making
Witteman, Cilia (Radboud University Nijmegen); Hagmayer, York (University of Goettingen)
- 35) Causal Explanations and Clinical Judgments in Structured Clinical Interviews
Jenkins, Mason (Northeastern University); Kim, Nancy (Northeastern University)
- 36) Why Risk Death for a Cure? A Survey of HIV Patients Who Are Presumably Doing Well On Treatment
Murray, Ben (Duke University); Blumenthal-Barby, JS (Baylor College of Medicine); Halpern, Scott (University of Pennsylvania); Zikmund-Fisher, Brian (University of Michigan); Edifor, Regina (Harvard University); Hammitt, James (Harvard University); Eyal, Nir (Harvard University); Pollak, Kathryn (Duke University); Ubel, Peter (Duke University)
- 37) Preferences for prioritizing patients with rare diseases: a survey of the general population in Sweden
Wiss, Johanna (Linköping University); Levin, Lars-Åke (Linköping University); Andersson, David (Linköping University); Tinghög, Gustav (Linköping University)
- 38) Nutrient-Specific System Trumps Full Fact Panel: Understanding Nutritional Judgment Using Lens Model Analysis
Carter, Kristina A. (Ohio University); Gonzalez-Vallejo, Claudia (Ohio University)
- 39) Do you like it better presented as 'activity' or 'calorie'? It depends on the food
Liu, Dawn (University of Essex); Juanchich, Marie (University of Essex)
- 40) Tasting Shapes: Capitalizing on Crossmodal Correspondence to Modify Consumer's Taste Perception
Gao, Fei (HEC Paris, France); Lowrey, Tina M. (HEC Paris, France); Shrum, L. J. (HEC Paris, France)
- 41) Perception of Nutritional Value in the Absence of Explicit Information
Lazerus, Talya (Carnegie Mellon University); Downs, Julie S. (Carnegie Mellon University)
- 42) How should individual valuations be aggregated to create a societal valuation for health-related quality of life? Evidence from a US national survey
Dewitt, Barry (Carnegie Mellon University); Davis, Alexander (Carnegie Mellon University); Fischhoff, Baruch (Carnegie Mellon University); Hammer, Janel (University of Pittsburgh)
- 43) How far can opinions travel in social networks? The spatio-temporal dynamics of judgment propagation in the laboratory
Moussaïd, Mehdi (Max Planck Institute for Human Development, Berlin); Herzog, Stefan M. (Max Planck Institute for Human Development, Berlin); Kämmer, Juliane E. (Charite Medical School, Berlin); Hertwig, Ralph (Max Planck Institute for Human Development, Berlin)
- 44) The effects of generic product branding on perceived value and effectiveness
Voss, Raymond P. (University of Toledo); Prunier, Stephen G. (University of Toledo); Jasper, J.D. (University of Toledo)
- 45) Exercise Your Decision Making: Physically Active Individuals Are Less Susceptible To Dilution Effects In Decision Making
Zimmermann, Laura (LSE); Chakravarti, Amitav (LSE)
- 46) Fitness Trackers' Influence on the Two Systems of Cognition
Paquin, Megan (The Chicago School of Professional Psychology)
- 47) The Effect of Gender Role Stereotypes on Exercise Motivation and Participation
Howe, Holly S (University of Toronto); Sabiston, Catherine M (University of Toronto)
- 48) "What Should I Do?" Implied Endorsement Influences Wellness Decisions Via Query Theory Mechanisms Health and medicine endorsement preference construction
Duncan, Shannon M. (Columbia University); Weber, Elke U. (Columbia University)
- 49) Exploration of the determinants of the use of weekly, seasonal, and yearly rainfall forecasts by stakeholders in Guanacaste, Costa Rica
Babcock, Matthew D (Carnegie Mellon University); Wong-Parodi, Gabrielle (Carnegie Mellon University); Small, Mitchell (Carnegie Mellon University); Grossman, Iris (Carnegie Mellon University)
- 50) No Hiking Beyond this Point! Analysis of Outdoor Risk Prevention Recommendations
Moore, Colleen F. (Montana State University); Kortenkamp, Katherine V. (University of Wisconsin--La Crosse); Ahrens, Emily (University of Wisconsin--La Crosse); Sheridan, Dan (University of Wisconsin--La Crosse)

Morality, Ethics, Cooperation and Fairness

- 51) David and Goliath in Old Age: Asymmetric Competition and Resource Allocation in Younger and Older Adults
Horn, Sebastian (Max Planck Institute for Human Development, Berlin); Avrahami, Judith (The Hebrew University of Jerusalem); Kareev, Yaakov (The Hebrew University of Jerusalem); Hertwig, Ralph (Max Planck Institute for Human Development, Berlin)

- 52) Age Effects in Moral Judgment: Older Adults are more Deontological than Younger Adults
McNair, Simon (University of Leeds (UK)); Okan, Yasmina (University of Leeds (UK)); Hadjichristidis, Constantinos (University of Trento (IT)); Bruine de Bruin, Wändi (University of Leeds (UK))
- 53) The “morality boomerang”: Distinguishing moral from non-moral hypocrisy and their effects on retributive consumer responses
Tauber, Susanne (RUG); Leliveld, Marijke (RUG); Fennis, Bob (RUG)
- 54) When base rates become irrelevant
Cao, Jack (Harvard University); Kleiman-Weiner, Max (MIT); Banaji, Mahzarin R. (Harvard University)
- 55) Greedy Bastards: The Desire for More and Unethical Behavior
Seuntjens, Terri (Tilburg University); Zeelenberg, Marcel (Tilburg University); Van de Ven, Niels (Tilburg University); Breugelmans, Seger (Tilburg University)
- 56) Our Moral Judgments Are Foreign To Us
Corey, Joanna D. (Universitat Pompeu Fabra); Hayakawa, Sayuri (University of Chicago); Foucart, Alice (Universitat Pompeu Fabra); Aparici, Melina (Universitat Autònoma de Barcelona); Botella, Juan (Universidad Autónoma de Madrid); Keysar, Boaz (University of Chicago); Costa, Albert (Universitat Pompeu Fabra, ICREA)
- 57) Social behavior selection as influenced by moral judgment and social cognition: Evidence from early childhood
Baker, Erin R. (University at Albany, SUNY); Tisak, Marie S. (Bowling Green State University)
- 58) The Neural Computations of Subjective Moral Value
Ugazio, Giuseppe (Harvard University); Grueschow, Marcus (University of Zurich); Polania, Rafael (University of Zurich); Lamm, Claus (University of Vienna); Tobler, Philippe (University of Zurich); Ruff, Christian
- 59) Rational Choice Predicted by Utility Ratio and Uncertainty
Martin, Rose (Kingston University London); Kusev, Petko (Kingston University London)
- 60) “Are you sure you’re doing the right thing?” Utilitarian moral decision-making when net benefits are uncertain
Pearlmutter, Andrew M. (Stanford Graduate School of Business); Laurin, Kristin (University of British Columbia); Monin, Benoit (Stanford Graduate School of Business)
- 61) When value varies, consumers cede value: Decision-making biases of choosing among non-monetary currencies
Pearlmutter, Andrew M. (Stanford Graduate School of Business); Morris, Joshua I. (Stanford Graduate School of Business); Baskin, Ernest (St. Joseph's University Haub School of Business)
- 62) How utilitarian descriptions predict rationality in moral choice
Bilska, Katarzyna (University of Warsaw); Kusev, Petko (Kingston University London)
- 63) Emotional dysregulation and moral judgment in different domains: The mediation of emotional valence and arousal
Li, Zhongquan (Department of Psychology, Nanjing University); Wu, Xiaoyuan (Department of Psychology, Nanjing University)
- 64) Disgust Sensitivity and Moral Judgments
Wagemans, Fieke M. A. (Tilburg University); Brandt, Mark J. (Tilburg University); Zeelenberg, Marcel (Tilburg University)
- 65) Giving fish to the innocent, and rods to the guilty: the effect of perceived target's responsibility on helping decisions
Kogut, Tehila (Ben-Gurion University); HersHKovitz, Noa (Ben-Gurion University)
- 66) The Desire to Spend: It's Not Only about How Much Money You Earned, But Also How You Earned It
Hu, Bingyan (University of Iowa); Jiao, Jinfeng (Jenny) (Binghamton University); Wang, Jing (Alice) (University of Iowa)
- 67) Does using a foreign language make you more utilitarian or less deontological?
Hayakawa, Sayuri (University of Chicago); Tannenbaum, David (University of Chicago Booth School of Business); Keysar, Boaz (University of Chicago)
- 68) The organization is more responsible than its member individuals for a bad outcome
Tang, Simone (Duke University); Larrick, Richard P (Duke University)
- 69) Seething but Quiet: Power Differentially Affects Public vs. Private Expressions of Blame
Ferber, Lauren (Appalachian State University); Monroe, Andrew E. (Appalachian State University)
- 70) Exploring factors affecting moral judgment of character and action
Vranka, Marek A. (Charles University in Prague); Bahník, Štěpán (University of Economics, Prague)
- 71) Essentialist thinking predicts culpability and punishment judgment in crime scenarios
Xu, Yian (Northeastern Psychology); Coley, John D (Northeastern Psychology); Penta, Darrell (Northeastern Psychology)

- 72) To Punish or to Leave: Distinct Cognitive Processes Underlie Partner Control and Partner Choice Behaviors
Martin, Justin (Harvard University); Cushman, Fiery (Harvard University)
- 73) Prosocial Emotions: An Examination using the Dictator Game
Chaudhury, Srinwanti H. (The University of Texas at Arlington); Levine, Daniel S. (The University of Texas at Arlington)
- 74) On Winners and Whiners: Reference Dependence in Distributive Choices
Ehret, Sonke (New York University)
- 75) Money Cues Increase Agency and Decrease Prosociality Among Children: Early Signs of Market-Mode Behaviors
Gasiorowska, Agata (SWPS University of Social Sciences and Humanities); Zaleskiewicz, Tomasz (SWPS University of Social Sciences and Humanities); Chaplin, Lan (University of Illinois at Chicago); Wygrab, Sandra (SWPS University of Social Sciences and Humanities); Vohs, Kathleen D. (University of Minnesota)
- 76) “Let’s help together”: The effect of high and low status on simultaneous helping decisions
Motsenok, Marina (The Hebrew University of Jerusalem); Pittarello, Andrea (University of Groningen); Ritov, Ilana (The Hebrew University of Jerusalem); Dickert, Stephan (Queen Mary University of London)
- 77) Social Perception and Outcome Bias in the Volunteer’s Dilemma
Heck, Patrick (Brown University); Krueger, Joachim (Brown University)
- 78) Valuing reciprocity as a form of fairness linked to reduced prosociality
Niemi, Laura (Harvard University); Young, Liane (Boston)
- 79) Constructing Preferences For Fairness and Impartiality
Kleiman-Weiner, Max (MIT); Tenenbaum, Joshua B (MIT); Shaw, Alex (University of Chicago)
- 80) When protecting provides: how moral motive inductions influence pro-social investment decisions
Rutten, Rosine (KU Leuven); Brebels, Lieven (KU Leuven)
- 81) The Impact of Resource Scarcity on Prosocial Preferences
Boyce-Jacino, Christina (Rutgers University); Chapman, Gretchen (Rutgers University)
- 82) Subjective Well-being and Willingness to Share among Children
Sabato, Hagit (Ben-Gurion University); Kogut, Tehila (Ben-Gurion University)
- 83) Promises and Dice: Most people keep their word rather than their money
Woike, Jan Kristian (Max Planck Institute for Human Development, Berlin, Germany); Kanngiesser, Patricia (Free University Berlin, Germany)
- 84) Lying at the expense of Max vs. Fritz: The effect of social value orientation, victim identity, and framing on dishonest behavior
Soraperra, Ivan (University of Verona); Weisel, Ori (University of Nottingham); Plonner, Matteo (University of Trento)
- 85) Preferences shape dishonesty (when cognitive resources are available)
Gordon-Hecker, Tom (Ben Gurion University of the Negev); Pittarello, Andrea (University of Groningen); Bereby-Meyer, Yoella (Ben Gurion University of the Negev)
- 86) Alcohol is an excuse, not a cause of dishonest behavior
Vranková, Ivana (Charles University in Prague); Vranka, Marek A. (Charles University in Prague)
- 87) Self-Interest Determinants in Support for School District Consolidation Policy
Gadol, Erin (SUNY Stony Brook University); Huddy, Leonie (SUNY Stony Brook University)
- 88) We increased diversity, now I can safely express my preference for white applicants!
Lennartz, Christopher (KU Leuven, Belgium); Proost, Karin (KU Leuven, Belgium; Open University of the Netherlands); Brebels, Lieven (KU Leuven, Belgium)
- 89) Subverting the Norm: Interpersonal Consequences of Being “Politically Correct”
Rosenblum, Michael (UC Berkeley, Haas); Schroeder, Juliana (UC Berkeley, Haas); Gino, Francesca (Harvard Business School)
- 90) Crime and Punishment: Racial Discrimination against Convicted Felons in Hiring Decisions
Goldman, Barry (University of Arizona); Cooper, Dylan (California State University Channel Islands); Kugler, Tamar (University of Arizona)
- 91) Price gouging, surge pricing and agency: Factors affecting the acceptability of dynamic pricing
Reimers, Stian (City University London); Ayton, Peter (City University London)
- 92) How buyers and sellers differ in the way they appraise ethically and unethically perceived goods
Cho, Hanbit (University of New South Wales Australia); Newell, Ben R. (University of New South Wales Australia)

- 93) Judging the Morality Severity and Retribution of Swerving in Self-Driving versus Regular Cars
Schurr, Amos (Ben-Gurion University of the Negev); Moran, Simone (Ben-Gurion University of the Negev); Uliel, Clil (Ben-Gurion University of the Negev)
- 94) The Micro Match: Small Institutions and Efficient Course Allocation Decisions
Gilde, Christian (The University of Montana Western); Seacrest, Tyler (The University of Montana Western); Blankenship, Bethany (The University of Montana)

Prosociality, Altruism and Generosity

- 95) The Power of Giving
Yin, Yidan (UCSD Rady School of Management); Liu, Wendy (UCSD Rady School of Management)
- 96) Should I Keep or Should I Give? The Costs (and Benefits) of Prosocial Behavior
Rubaltelli, Enrico (DPSS University of Padova); Pittarello, Andrea (Ben Gurion University)
- 97) When just acting is enough: The low threshold for a warm glow in charitable giving.
Litovsky, Yana (Carnegie Mellon University)
- 98) Altruism without responsibility: When a dollar feels more helpful if given indirectly
Ksendzova, Masha (Boston University); Trudel, Remi (Boston University)
- 99) The 'Unit Asking' Effect for Charitable Donations: Cognitive and Affective Mechanisms
Fernandez-Duque, Diego (Villanova University); Marcinkiewicz, Martin (Villanova University)
- 100) Barriers in prosocial exchanges: Interpersonal misunderstandings among help-givers and help-recipients reduce prosociality
Sharps, Daron L. (University of California, Berkeley); Schroeder, Juliana R. (University of California, Berkeley)
- 101) To ask or not to ask: Indirect requests increase donations when they enhance involvement
Pittarello, Andrea (Ben Gurion University of the Negev); Kogut, Tehila (Ben Gurion University of the Negev); Sabato, Hagit (Ben Gurion University of the Negev)
- 102) The power of attention: Using eye gaze to bias prosocial choices
Ghaffari, Minou (Max Planck Institute for Research on Collective Goods); Fiedler, Susann (Max Planck Institute for Research on Collective Goods)
- 103) Allocation decisions under cognitive constraints: 2 Eye-tracking studies
Fiedler, Susann (Max Planck Institute for Research on Collective Goods); Lillig, Robert (Max Planck Institute for Research on Collective Goods)
- 104) Personalized hardship sparks donations from self-interested individuals
Dickert, Stephan (WU Vienna University of Economics of Business); Rubaltelli, Enrico (University of Padova); Mayorga, Marcus (Decision Research & University of Oregon); Slovic, Paul (Decision Research & University of Oregon)
- 105) Why We #Help!: The role of moral values in on- and off-line charitable donation
Hoover, Joe (Psychology, University of Southern California); Johnson, Kate M. (Psychology, University of Southern California); Bohgrati, Reihane (Computer Science, University of Southern California); Garten, Justin (Computer Science, University of Southern California); Dehghani, Morteza (Psychology, University of Southern California); Graham, Jesse
- 106) Pursuit of Equity or Control of Pork Barrel? Laboratory Experiment in Real and Hypothetical Public Money Allocation
Houdek, Petr (University of Economics, Prague); Vranka, Marek (Charles University in Prague); Smrčka, Luboš (University of Economics, Prague)
- 107) Social reinforcement and the updating of moral value
Miller, Ryan M (Brown University); Cushman, Fiery A (Harvard University)
- 108) Underlying psychological mechanisms of the identified victim effect, the proportion dominance effect and the ingroup effect
Erlandsson, Arvid (Linköping University, Lund University); Björklund, Fredrik (Lund University); Bäckström, Martin (Lund University)
- 109) Prosocial Risk Aversion: When Trying To Be Moral Prevents Doing Good
Zlatev, Julian (Stanford University); Kupor, Daniella (Boston University); Laurin, Kristin (University of British Columbia); Miller, Dale (Stanford University)
- 110) Distance from death: Perceived life expectancy and the willingness to commit to organ-donation
Harel, Inbal (Ben-Gurion University); Kogut, Tehila (Ben-Gurion University)

- 111) Donating a Kidney to a Stranger: Social Discounting and Costly Altruism
Vekaria, Kruti M. (Georgetown University); Brethel-Haurwitz, Kristin M. (Georgetown University); Cardinale, Elise M. (Georgetown University); Marsh, Abigail A. (Georgetown University)

Motivation and Goal Pursuit

- 112) What you say is not what I hear: How fresh starts are perceived differently by transgressors and victims
Lee, Jonathan I. (Washington University in St. Louis)
- 113) Recruiter-Candidate Asymmetry in the Valuation of Intrinsic Motivation
Woolley, Kaitlin (University of Chicago); Fishbach, Ayelet (University of Chicago)
- 114) Getting less than what you pay for: Negotiations decrease worker motivation
Hart, Einav (University of Pennsylvania); Schweitzer, Maurice (University of Pennsylvania)
- 115) Random-Patterned Behaviors and Intrinsic Motivation
Xu, Minzhe (Peking University); Xia, Chen (University of Chicago)
- 116) Effects of Feedback Frequency and Specificity on Motivation
Gunadi, Manissa P. (Erasmus University Rotterdam); Van den Bergh, Bram (Erasmus University Rotterdam)
- 117) The Dynamics of Success: How Experiencing Success versus Failure Influences Subsequent Motivation
Wei, Sarah (University of Alberta); Häubl, Gerald (University of Alberta)
- 118) Consumers Are More Willing to Incur Costs for Goals Than for Means
Shaddy, Franklin (University of Chicago Booth School of Business); Fishbach, Ayelet (University of Chicago Booth School of Business)
- 119) The Effect of Spending Intentions on Windfall Use
Morris, Joshua I (Stanford University); Levav, Jonathan (Stanford University)
- 120) The "Green is Girly" Heuristic: Gender Identity Maintenance in Men's Avoidance of Eco-friendly Behavior
Brough, Aaron (Utah State University); Wilkie, Jim (University of Notre Dame); Ma, Jingjing (Peking University); Isaac, Mathew (Seattle University); Gal, David (University of Illinois, Chicago)
- 121) Gritty Sets Goals Optimistically: The Effect of Grit on Performance and Goal Setting
Lee, Seulbee (Yonsei University); Sohn, Young Woo (Yonsei University)
- 122) Cover Your Cough, And Your Indulgences: A Lack Of Self-Control Is Contagious
Gamburg, Jessica (Kellogg School of Management, Northwestern University); Touré-Tillery, Maferima (Kellogg School of Management, Northwestern University)
- 123) If you want to save, focus on the forest: abstract mind-set promotes willingness to delay gratification
Rudzinska-Wojciechowska, Joanna (University of Social Sciences and Humanities)
- 124) Abstract thinking enhances exploration through maximizing mindset
Hur, Yewon (New York University); Yudkin, Daniel (New York University); Trope, Yaacov (New York University)
- 125) Interesting: Is it valuable and boring or useless and fascinating?
Barkan, Rachel (Ben-Gurion University of the Negev, Israel)

Time

- 125) Motivation alters perceptions of time
Jeeyoun, Kim (AJOU University); Kyungil, Kim (AJOU University)
- 126) Contextual Preference Reversals in Intertemporal Choice
Loatman, Phillip A. (Stony Brook University); Luhmann, Christian C. (Stony Brook University)
- 127) The whole is not the sum of its parts: Individual estimates of duration do not add up to the global estimates
Roy, Michael M (Elizabethtown College); Burns, Tatem (Elizabethtown College); Radzevick, Joseph (Gettysburg College)
- 128) Cognitive reflection and asymmetry in time discounting: A query theory account
Bialek, Michał (Kozminski University); Sawicki, Przemysław (Kozminski University)
- 129) Intransitivity in Intertemporal and Risky Choice
Villalobos, Elena (UNAM); Bouzas, Arturo (UNAM)

- 130) Towards a rule-based and dimension-wise model of intertemporal risky choice
Konstantinidis, Emmanouil (University of New South Wales); van Ravenzwaaij, Don (University of Groningen); Newell, Benjamin R. (University of New South Wales)
- 131) Examining risk and time preferences across demographics
Huh, Brian (Columbia University); Chafik, Salah (Columbia University); Duncan, Shannon M. (Columbia University); Johnson, Eric (Columbia University)
- 132) Disentangling Time from Risk
Wall, Daniel (Rutgers University); Chapman, Gretchen (Rutgers University); Hemmer, Pernille (Rutgers University)
- 133) A Comparison of Models of Risky Inter-temporal Choice: Predicting Magnitude, Immediacy and Certainty effects in Risky Inter-temporal Choice
Luckman, Ashley (University of New South Wales); Donkin, Chris (University of New South Wales); Newell, Ben R. (University of New South Wales)
- 134) A Domain-Specific Discounting (DOSPED) scale: Measuring preference for immediacy in intertemporal choice
Kofler, Lilly M. (Columbia University); McDonald, Rachel I. (University of Kansas); Luckman, Ashley (University of New South Wales Australia); Newell, Ben R. (University of New South Wales Australia); Weber, Elke U. (Columbia University)
- 135) Time discounting is not domain-specific. The case of money, food and sex discounting
Sawicki, Przemysław (Kozminski University); Bialek, Michał (Kozminski University); Markiewicz, Łukasz (Kozminski University)
- 136) Anger and Intertemporal Choice: The behavioral approach system and the interactive effects of trait and state anger
Zhao, Jinling (Ohio University); Kirwen, Nicholas (Ohio University); Johnson, Jedidiah (Ohio University); Vigo, Ronaldo (Ohio University)
- 137) With Patience Comes Income: Predictive Modeling Shows Delay Discounting Predicts Salary
Hampton, William H (Temple University); Asadi, Nima (Temple University); Olson, Ingrid R (Temple University)
- 138) Underweighting Future Usage in Purchase Decisions
Friedman, Liz (Yale University); Dhar, Ravi (Yale University); Frederick, Shane (Yale University)
- 139) Redundant Temporal Framing and Individual Choice
An, Jiyoung (University of Rhode Island); Atlas, Stephen A. (University of Rhode Island)
- 140) Choosing to Procrastinate: Understanding Conscious Procrastination
Malhotra, Pearl (Indian Institute of Management Ahmedabad (IIMA), India); Mathew, Shawn (Indian Institute of Management Ahmedabad (IIMA), India); Srinivasan, Shuchi (Indian Institute of Management Ahmedabad (IIMA), India)
- 141) When is Time like Money: a conceptual framework
Ramaswami, Seshan (Singapore Management University)
- 142) Too choose or not to choose: How thinking of time versus money impacts choice deferral
Gong, Han (School of Business, Nanjing University); Huang, Yunhui (School of Business, Nanjing University)
- 143) Found Time versus Windfall Money
Chung, Jaeyeon (Columbia Business School); Lee, Leonard (National University of Singapore); Lehmann, Donald (Columbia Business School); Tsai, Claire (University of Toronto)

Numeracy

- 144) Judgment biases in the perception and prediction of non-linear changes
Luo, Yu (University of British Columbia); Zhao, Jiaying (University of British Columbia)
- 145) The malleability of subjective numeracy
Tompkins, Mary Kate (The Ohio State University); Peters, Ellen (The Ohio State University)
- 146) The stability of numeracy: A seven-year longitudinal study
Mayorga, Marcus (University of Oregon); Tompkins, Mary Kate (Ohio State University)
- 147) On the Moderating Role of Numeracy in Attribute-Framing Bias
Gamliel, Eyal (Ruppin Academic Center); Kreiner, Hamutal (Ruppin Academic Center)
- 148) Evaluating the Subjective Numeracy Scale with Item Response Theory
Zhang, Yuyan (Bowling Green State University); Zickar, Michael J. (Bowling Green State University)

- 149) Numeracy - ability or motivation? Deliberation predicts superior performance in difficult decision problems
Traczyk, Jakub (SWPS University of Social Sciences and Humanities); Sobkow, Agata (SWPS University of Social Sciences and Humanities); Fulawka, Kamil (SWPS University of Social Sciences and Humanities); Kus, Jakub (SWPS University of Social Sciences and Humanities)
- 150) Numeracy, Risk Literacy, and Decision making in educated samples in Pakistan
Ghazal, Saima (University of the Punjab, Pakistan); Cokely, Edward (University of Oklahoma, USA); Garcia Retamero, Rocio (University of Granada, Spain)
- 151) Contrast Effect in Purchase Quantity Decisions
Lu, Zoe Y. (University of Wisconsin-Madison); Hsee, Christopher K. (University of Chicago)
- 152) When and Why is $9 > 221$? Evoked Reference Sets and Rating Scale Interpretations
Leong, Lim M. (Psychology Department, UCSD); McKenzie, Craig R. M. (Psychology Department, UCSD); Müller-Trede, Johannes (Rady School of Management, UCSD); Sher, Shlomi (Pomona College)

Decision Processes

- 153) Experimental Designs, the Perception of Utility of 5 Yuan, and the Reversal of Loss Aversion
Zhang, Liqing (Canvard College Beijing Technology and Business University)
- 154) Separate versus Comparative Measurement of Predecisional Information Distortion
Erford, Breann M. (The Ohio State University); DeKay, Michael L. (The Ohio State University)
- 155) Assembling a utility function from multiple evaluation systems
Hunter, Lindsay E. (Princeton University); Daw, Nathaniel D. (Princeton University); Hartley, Catherine A. (New York University); Gershman, Sam J. (Harvard University)
- 156) A Framework for Analyzing Single-Cue Judgment Heuristics
Katsikopoulos, Konstantinos (Max Planck Institute for Human Development); Simsek, Ozgur (Max Planck Institute for Human Development); Lichtenberg, Jan Malte (Max Planck Institute for Human Development); Wheeler, Gregory (University of Munich)
- 157) Modelling human choices: sSoTS and multi-attribute decision-making
Aldrovandi, Silvio (Birmingham City University); Mavritsaki, Eirini (Birmingham City University); Bridger, Emma K. (Birmingham City University)
- 158) h-aDDM: A hierarchical framework to model economic choices and eye movements
Thomas, Armin W. (Technische Universität Berlin); Molter, Felix (WZB Berlin Social Science Center & Freie Universität Berlin); Heekeren, Hauke (Freie Universität Berlin); Mohr, Peter (WZB Berlin Social Science Center & Freie Universität Berlin)
- 159) Empirical Comparison of the Adjustable Spanner and the Adaptive Toolbox Model of Choice
Krefeld-Schwalb, Antonia (University of Geneva); Donkin, Chris (The University of New South Wales); Newell, Ben (The University of New South Wales); Scheibehenne, Benjamin (University of Geneva)
- 160) The relationship between working memory capacity and individual versus group rationality
Fischer, Helen (Heidelberg University); Lohse, Hannes (Heidelberg University)
- 161) Argument evaluation increases normative base-rate judgments
Obrecht, Natalie A. (William Paterson University); Chesney, Dana L. (St. John's University); Salim, Ryan (St. John's University)
- 162) “Rational” Decisions Are Not Always Rational
Li, Xilin (Peking University); Hsee, Christopher K. (University of Chicago); Xie, Xiaofei (Peking University)
- 163) Focus Theory of Choice and Its Application for Resolving St. Petersburg, Allais, Ellsberg and Other Paradoxes
Guo, Peijun (Yokohama National University)
- 164) The effects of negatively valenced stimuli and frame on the ratio-bias phenomenon
Jasper, John D. (University of Toledo); Voss, Raymond Jr. (University of Toledo); Yingst, J.M. (University of Toledo)
- 165) Assessing susceptibility to sunk costs, ratio bias, and framing: An IRT approach
Ybarra, Vincent T. (National Institute for Risk and Resilience and OU); Cokely, Edward T. (NIRRR, OU, and Max Planck Institute for Human Development); Garcia-Retamero, Rocio (University of Granada and Max Planck Institute for Human Dev); Allan, Jinan N (National Institute for Risk and Resilience and OU)
- 166) Circumventing Choice Overload: De-escalation strategies, Anticipated Regret and Consideration Sets
Mathew, Shawn (Indian Institute of Management Ahmedabad (IIMA), India)

- 167) Vulnerable maximizers: When maximizers are trapped in post-choice dissonance
Kim, Kaeun (University of Massachusetts Amherst); Miller, Elizabeth G. (University of Massachusetts Amherst)
- 168) Reducing decision effort by considering more information
Thomson, Keela S. (University of California, Los Angeles); Oppenheimer, Daniel M. (University of California, Los Angeles)
- 169) Believing in best: Expending great effort but feeling bad
Luan, Mo (Department of Psychology, Tsinghua University); Li, Hong (Department of Psychology, Tsinghua University)
- 170) Maximization Attenuation in Joint Evaluation: The Impact of Intermediate Options
Halldorsson, Arnor (University of Michigan); Garcia, Stephen (University of Michigan)
- 171) Emotional Go/No-Go Task Performance Predicts Framing Bias: A Fuzzy-Trace Theory Approach
Weldon, Rebecca B. (Juniata College); Reyna, Valerie F. (Cornell University); Ponzo, Tristan A. (Cornell University); Blansky, Deanna T. (Cornell University); Rahimi-Golkhandan, S. (Cornell University)
- 172) System 2 vs. transitivity of preferences. Rational decisions and strategy selection between multi-attributes options
Sleboda, Patrycja (SWPS University of Social Sciences and Humanities)
- 173) Revisiting Dual System Account of Judgment and Decision Making
Ganuthula, Venkat Ram Reddy (Indian Institute of Technology Madras); Dyaram, Lata (Indian Institute of Technology Madras)
- 174) The matters matter: When conscious thought is superior to unconscious thought
Halali, Eliran (Bar-Ilan University); Dorfman, Anna (Tel-Aviv University); Bereby-Meyer, Yoella (Ben-Gurion University)
- 175) Executives in data analytics trust intuition over analysis
Pretz, Jean E. (Elizabethtown College); Liebowitz, Jay (Harrisburg University of Science and Technology)
- 176) The Empirical Case for Acquiescing to Intuition
Walco, Daniel K. (University of Chicago Booth School of Business); Risen, Jane L. (University of Chicago Booth School of Business)
- 177) Harnessing the wisdom of the inner crowd by exploiting the confidence in your decisions
Litvinova, Aleksandra (Max Planck Institute for Human Development); Herzog, Stefan M. (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development)
- 178) The influence of presentation form and number of advisors on judgment processes in the Judge-Advisor-System
Prüfer, Johanna (University of Göttingen); Treffenstädt, Christian (University of Göttingen); Schulz-Hardt, Stefan (University of Göttingen)
- 179) Arrogance In Advice Taking
Milyavsky, Maxim (University of Maryland)
- 180) Multialternative decision by sampling
Noguchi, Takao (University College London); Stewart, Neil (University of Warwick)
- 181) Information sampling decisions adapt to outcome uniqueness
Coenen, Anna (NYU); Bramley, Neil (UCL); Gureckis, Todd M. (NYU); Ruggeri, Azzurra (MPIB)
- 182) Learning From Small Samples: An Analysis of Simple Decision Heuristics
Simsek, Özgür (Max Planck Institute for Human Development); Buckmann, Marcus (Max Planck Institute for Human Development)
- 183) Intuitive Confidence Reflects Speed of Initial Responses in Point Spread Predictions
Walker, Alexander (University of Waterloo); Fugelsang, Jonathan (University of Waterloo); Koehler, Derek (University of Waterloo)
- 184) Putting on Your Thinking Cap: Completing a Warm-Up Reasoning Task Produces Critical but Biased Evaluations of Scientific Evidence
Drummond, Caitlin (Carnegie Mellon University); Fischhoff, Baruch (Carnegie Mellon University)
- 185) The Effect of Decision Modes on Subsequent Choice Behavior
Yoon, Sangsuk (Temple University); Venkatraman, Vinod (Temple University)
- 186) Modeling long-term serial position effects in decision-making
Lawrence-Huizenga, Ashley M. (Georgia Institute of Technology); Thomas, Rick P. (Georgia Institute of Technology); Dougherty, Michael R. (University of Maryland)
- 187) People learn to make rational use of fallible heuristics
Lieder, Falk (UC Berkeley); Griffiths, Thomas L. (UC Berkeley)

- 188) The Hypercorrection Effect: How do sample characteristics and methodological factors influence the outcome?
Fortune, Erica E. (Arcadia University); Marchese, Marcous (Arcadia University); Crowell, John (Arcadia University)

Learning

- 189) Learning from complex rewards
Rich, Alexander S. (New York University); Gureckis, Todd M. (New York University)
- 190) The effect of early feedback on perceptual learning
Seonhee, Choi (Ajou University); Jeeyoun, Kim (Ajou University); Jinhee, Bae (Ajou University)
- 191) An empirical comparison of trained v. untrained hypothesis-testing strategies for intelligence analysis
Dhami, Mandeep K. (Middlesex University); Belton, Ian K. (Middlesex University)
- 192) Modelling and Testing the Joint Effects of Experience and Descriptions on Judgment and Choice
Kausel, Edgar E. (Catholic University of Chile); González-Vallejo, Claudia (Ohio University); Phillips, Nathaniel (University of Basel)
- 193) Neurophysiological insights into the description-experience gap in adolescents
Rosenbaum, Gail M. (Temple University); Chein, Jason M. (Temple University); Steinberg, Laurence (Temple University); Venkatraman, Vinod (Temple University)
- 194) Testing learning mechanisms of rule-based judgment
Hoffmann, Janina A. (University of Konstanz); von Helversen, Bettina (University of Zürich); Rieskamp, Jörg (University of Basel)
- 195) Iterated learning on multiple cue judgments does not provide evidence for strong linear biases
Kary, Arthur (UNSW Australia); Newell, Ben R. (UNSW Australia); Donkin, Chris (UNSW Australia)
- 196) Transitions in zero-sum 2x2 games
Villarreal, Manuel (UNAM); Bouzas, Arturo (UNAM)
- 197) The Origins of Search in Social Spaces: On the Development of Instance-Based Inference
Schulze, Christin (Max Planck Institute for Human Development); Pachur, Thorsten (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development)
- 198) Search Costs Experienced During Hypothesis Testing Influence Termination Rules in Novel Testing Environments
Illingworth, David A. (Georgia Institute of Technology); Thomas, Rick P. (Georgia Institute of Technology)

SJDM EVENING POSTER SESSION #2

**Sunday 5:30pm – 7:30pm w/ Cash Bar - Hynes Convention Center
 (Convention Center: 900 Boylston St, Just north of Sheraton, Ballrooms A-C)**

Research Methods

- 1) Introducing Cut: an online platform for conducting synchronous interactive experiments
Mostafa, Salari Rad (New School for Social Research); Ginges, Jeremy (New School. for Social Research); Ansarinia, Morteza (Institute for Cognitive Science Studies - Tehran, Iran)
- 2) Pre-Register If you Want To
Moore, Don A. (UC Berkeley)
- 3) Sources of Distraction among Mechanical Turk Study Participants
Lake, Christopher J. (Kansas State University); Youso, Jessa L. (University of Minnesota Duluth); Shrift, Alison G. (Louisiana State University); Lakowske, Areanna (Fastenal Company); Voss, Nathaniel (Kansas State University); Ward, Michael
- 4) Bayesian Rapid Optimal Adaptive Design: Method and Applications
Imai, Taisuke (California Institute of Technology); Camerer, Colin F. (California Institute of Technology)
- 5) Binary Choice Belief Elicitation: An Adaptively Optimal Design
Zankiewicz, Christian (German Institute for Economic Research); Schmidt, Tobias (German Institute for Economic Research)

- 6) FFT: An R package to create, visualize, and apply fast and frugal decision trees
Phillips, Nathaniel D (University of Basel); Neth, Hansjoerg (University of Konstanz); Gaissmaier, Wolfgang (University of Konstanz); Woike, Jan (Max Planck Institute for Human Development)

Beliefs and Predictions

- 7) Waiting For a Hot Hand
Hirshman, Samuel D. (University of Chicago Booth School of Business); Dowd, Connor (University of Chicago Booth School of Business); Polson, Nicholas G. (University of Chicago Booth School of Business)
- 8) Evaluation of the Gambler's Beliefs Questionnaire (GBQ): Confirmatory Factor Analyses and Tests of Measurement Invariance
Shotwell, Jessica J. (University of Georgia); Carter, Nathan T. (University of Georgia); Goodie, Adam S. (University of Georgia)
- 9) The Effect of Stated Preference on Subsequent Revealed Preference
Morvinski, Coby (Interdisciplinary Center (IDC)); Saccardo, Silvia (Carnegie Mellon University); Amir, On (Rady School of Management, UC San Diego)
- 10) Lay psychology about psychological loss: How small economic losses influence compensation judgment for psychological losses
Zhang, Shirley (University of Chicago Booth School of Business); Hsee, Christopher K. (University of Chicago Booth School of Business); Yu, Sherry X. (Northwestern University, Kellogg School of Management)
- 11) The effect of preference for consistency and social power on predecisional distortion of information
Zhang, Min (University of California, San Diego); Smith, Pamela, K (University of California, San Diego)
- 12) Public judgments about the effect of personal mitigating factors in criminal sentencing
Belton, Ian K. (Middlesex University); Dhami, Mandeep K. (Middlesex University)
- 13) Lay Theories of Anger and Judgment Correction
Baker, S. Glenn (University of Missouri); Scherer, Laura D. (University of Missouri)
- 14) The influence of prediction type on the preference-expectation link
Rule, Shanon (University of Iowa); Windschitl, Paul D. (University of Iowa); Smith, Andrew R. (Appalachian State University); Stuart, Jillian O. (Finlandia University)
- 15) A preference for automatically accessible cues in trust dilemmas
Jaeger, Bastian (Tilburg University); Evans, Anthony M. (Tilburg University); Stel, Marielle (Twente University); van Beest, Ilja (Tilburg University)
- 16) Font-Based Processing-Fluency as a Cue for Judgment: Re-Thinking the Role of Attribution
Yeager, Lauren, T (Bowling Green State University); Anderson, Richard (Bowling Green State University)
- 17) You are special but it doesn't matter if you are a greenhorn: Social recommender strategies for mere mortals
Analytis, Pantelis P. (Max Planck Institute for Human Development, Berlin); Barkoczi, Daniel (Max Planck Institute for Human Development, Berlin); Herzog, Stefan M. (Max Planck Institute for Human Development, Berlin)
- 18) Recruiters and Applicants Value Hardworking versus Talent Differently in Recruitment Decisions
Dai, Xianchi (The Chinese University of Hong Kong); Si, Kao (The Chinese University of Hong Kong)
- 19) Do Voters Swing in the Rain? The Impact of Inclement Weather on U.S. Presidential Election Outcomes
Duhaime, Erik P. (MIT); Moulton, Taylor A. (MIT)
- 20) Assessing the impacts of multiple scenario development on planning for the future
McBride, Marissa F (Harvard University); Thompson, Jonathan R (Harvard University)
- 21) Effects of cost framing on simulated voting decisions
Aharoni, Eyal (Georgia State University); Parker, Andrew (RAND); Jahedi, Salar (RAND); Haskell, Amanda (Georgia State University)
- 22) Investigating the rationality of political judgments: Application to the US presidential primaries
Yearsley, James M (Vanderbilt University); Trueblood, Jennifer S (Vanderbilt University)
- 23) When do people rely on algorithms?
Logg, Jennifer (Harvard University)
- 24) Something old and something new: A happy marriage of algorithmic and computational models of human causal judgment
Beam, Colin S. (University of Washington)
- 25) What Makes a Good Explanation? Well, It's Complicated: Complexity Matching and Explanation Quality
Lim, Jonathan B. (UCLA); Oppenheimer, Daniel M. (UCLA)

- 26) On Balance: Broadening the Decision Frame Improves Decision Accuracy
Tennant, Raegan (University of Chicago Booth School of Business); Thaler, Richard (University of Chicago Booth School of Business)
- 27) Effects of personality, perspective, and question format on overconfidence
Bahník, Štěpán (University of Economics, Prague); Vranka, Marek (Charles University in Prague)
- 28) Knowing vs. Feeling Knowledgeable: Opposing Effects on Overclaiming
Atir, Stav (Cornell University); Rosenzweig, Emily (Tulane University); Dunning, David (University of Michigan)
- 29) Exploring Moderators of Anchoring Effects: Implications of Ignoring Answers to the Comparative Question
Norem, Julie K. (Wellesley College); Cheek, Nathan N. (Princeton University)
- 30) Evaluating Effort: Influences of Evaluation Mode on Judgments of Memorial, Motor, and Perceptual Effort
Dunn, Timothy L. (University of Waterloo); Koehler, Derek J. (University of Waterloo); Risko, Evan F. (University of Waterloo)
- 31) Speeded Decision-making Ability Beliefs
O'Dell, Nicholas (The Ohio State University); Gretton, Jeremy (The Ohio State University); Wegener, Duane (The Ohio State University)
- 32) Reactions to Forecast Sets of Increasing Complexity: The Tail Wags the Perceptual Dog
Benjamin, Daniel M. (McGill University); Budescu, David V. (Fordham University)
- 33) Task complexity moderates the influence of descriptions in decisions from experience
Weiss-Cohen, Leonardo (University College London); Konstantinidis, Emmanouil (University of New South Wales); Speekenbrink, Maarten (University College London); Harvey, Nigel (University College London)
- 34) Overestimating the wisdom of socially diverse crowds
de Oliveira, Stephanie (University of Michigan); Nisbett, Richard (University of Michigan)
- 35) Do Beliefs Yield to Evidence? Time for Belief Change about Belief Perseverance Effects
Anglin, Stephanie M. (Carnegie Mellon University)
- 36) Are people as surprised as they should be by reality?
Moore, Don A. (UC Berkeley - Haas School of Business); Schatz, Derek (UC Berkeley - Haas School of Business)
- 37) Longer Processing Time is Correlated with Higher Bullshit Detection and Sensitivity
Cheek, Nathan N. (Princeton University); Norem, Julie K. (Wellesley College)
- 38) Cut the Bull: Reducing Acceptance of the Pseudo-Profound
Wilhelms, Evan A. (Vassar College); Corbin, Jonathan C. (University of Richmond)
- 39) How Real is the Bias in Cross-Gender Judgments of Dating Behaviors: Do Men Really Overpredict Women's Sexual Intentions?
Engeler, Isabelle (University of St.Gallen); Raghbir, Priya (New York University)
- 40) Naïve Naivety: Self-Other Differences in Perceived Self-Awareness and Acceptance of Diverse Human Behaviors
Baum, Stephen M. (Boston University); Lindquist, Kristen A. (University of North Carolina at Chapel Hill); Morewedge, Carey K. (Boston University)
- 41) The Hindsight Bias in Parents' Predictions of Adolescent Violence
Latiff, Susan S. (Northeastern University); Kim, Nancy S. (Northeastern University)
- 42) The Psychological Consequence of Trajectory: Changes in Rankings Affects Expectation to Win
Habbert, Rachel (Berkeley Haas); Schroeder, Juliana (Berkeley Haas)
- 43) Competitive Modeling: Predicting Counterproductive Work Behavior with the Theory of Planned Behavior and the Prototype Willingness Model
Thibodeau, Ryan K. (University of Connecticut); Calvo, Alec J. (University of Connecticut); Dalal, Dev K. (University at Albany, SUNY)

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- 44) Differential Miscalibration of Subjective Prediction Intervals for Events Involving Aleatory and Epistemic Uncertainties
Park, Saemi (Ohio State University); Budescu, David (Fordham University)
- 45) More Isn't Always Better: Receiving Additional Information Increases the Desirability Bias
Smith, Cassandra L. (Appalachian State University); Smith, Andrew R. (Appalachian State University); Windschitl, Paul D. (University of Iowa); Stuart, Jillian O. (University of Iowa); Rule, Shanon (University of Iowa)

- 46) An Empirical Test of Communicating Uncertain Geographical Climate Projections
Broomell, Stephen (Carnegie Mellon University); Moss, Richard (Joint Global Change Research Institute); Mearns, Linda (National Center for Atmospheric Research)
- 47) Did the Paris Climate Agreement send a market signal? An investor survey on climate finance policy attributes and perceived risk of investment
Augustin, Caitlin (University of Miami, Columbia University); Benes, Keith (Columbia University)
- 48) Revised forecasts: the bolder, the better
Løhre, Erik (Simula Research Laboratory)
- 49) Consumer's evaluation of risk in sweepstakes scams
Wood, Stacey (Scripps College); Liu, Pi-Ju (University of California San Francisco); Hanoch, Yaniv (University of Plymouth); Xi, Patricia (Claremont Graduate University); Joyce, Caroline (Scripps College); Klapatch, Lukas; Rolison, Jonathan
- 50) Proximity Bias: Interactive Effects of Event Valence and Event Nearness on Probability Estimates
Hong, Seok Hwa (New York University Stern School of Business); Longoni, Chiara (Boston University Questrom School of Business); Morwitz, Vicki (New York University Stern School of Business)
- 51) Exploring the relationship between verbal probability translations and objective numeracy
Prunier, Stephen G. (University of Toledo); Jasper, J.D. (University of Toledo)
- 52) Evidence anticipation and the effect of official suspicion or indictment on the presumption of innocence
John, Richard (University of Southern California); Scurich, Nicholas (University of California, Irvine); Nguyen, Kenneth (University of Southern California)
- 53) How the risk-return correlation influences sample size in probability judgments from experience.
Hoffart, Janine C. (University of Basel); Dutilh, Gilles (University of Basel); Rieskamp, Joerg (University of Basel)
- 54) Neurons encode subjective opinion in the human prefrontal cortex
Moses, Ziv B (Department of Neurosurgery, Massachusetts General Hospital); Jamali, Mohsen (Department of Neurosurgery, Massachusetts General Hospital); Haroush, Keren (Department of Neurosurgery, Massachusetts General Hospital); Patel, Shaun R (Department of Neurosurgery, Massachusetts General Hospital); Williams, Ziv M (Department of Neurosurgery, Massachusetts General Hospital)
- 55) Less than 50 percent or more than 30 percent chance? Pragmatic implications of single-bound probability estimates
Teigen, Karl H. (University of Oslo); Hohle, Sigrid M. (Simula Research Laboratory, Norway)
- 56) Using a cognitive model to combine probability estimates
Danileiko, Irina (University of California, Irvine); Lee, Michael (University of California, Irvine)
- 57) Estimation of probability in nonstationary environments
Lopez, Adriana (National Autonomous University of Mexico)

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- 58) A Decumulative Probability Discounting Model for High Stakes Naturalistic Decision Making
Chen, Zhiqin (University of Southern California); John, Richard S. (University of Southern California)
- 59) Motivating persistence and risky choice: Beyond monetary incentives
Meng, Rachel (Columbia University); Kivetz, Ran (Columbia University)
- 60) Measuring Trust under Ambiguity
Li, Chen (Erasmus University Rotterdam); Turmunkh, Uyanga (Erasmus University Rotterdam); Wakker, Peter P. (Erasmus University Rotterdam)
- 61) A Signal Detection Analysis of Approximately Equal (\approx) Judgments About Breast Cancer Statistics
Wolfe, Christopher R. (Miami University); Smith, Richard J. (Miami University); Reyna, Valerie F. (Cornell University)
- 62) Unpacking Conflict and Uncertainty in Decision Difficulty: Testing Action Dynamics in Intertemporal Choice, Gamble Choice, and Consumer Choice
Cheng, Jiuqing (College of William & Mary, Ohio University); Gonzalez-Vallejo, Claudia (Ohio University)
- 63) 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)
- 64) Children's awareness of cue-outcome relations in probabilistic inferences
Lang, Anna (University of Erfurt); Betsch, Tilmann (University of Erfurt)

- 65) Risky decision making and cognitive control in children
Lehmann, Anne (University of Erfurt); Betsch, Tilmann (University of Erfurt); Lindow, Stefanie (University of Erfurt)
- 66) The persistence of common-ratio effects in multiple-play decisions
DeKay, Michael L. (The Ohio State University); Schley, Dan R. (The Ohio State University); Miller, Seth A. (The Ohio State University); Erford, Breann M. (The Ohio State University); Sun, Jonghun (The Ohio State University); Karim, Michael N. (The Ohio State University); Lanyon, Mary B. (Carnegie Mellon University)
- 67) Error Rates vs Uncertainty Reduction: What Works Better in a Rule Discovery Task?
Aktunc, M. Emrah (Ozyegin University); Hazar, Ceren (Ozyegin University); Baytimur, Emre (Ozyegin University)
- 68) Risk Compensation, Over Standardization, and the effect of experience
Cohen, Doron (Technion-Israel Institute of Technology); Eitan, Naveh (Technion-Israel Institute of Technology); Erev, Ido (Technion-Israel Institute of Technology)
- 69) Visual display of decision options and the order of information processing affect framing effect during economic risky decision making
Kwak, Youngbin (University of Massachusetts); Huettel, Scott A. (Duke University)
- 70) Winning isn't everything: Differential effects of gain and loss experiences on risk taking
Ranieri, Andrea (University of South Florida); Schneider, Sandra (University of South Florida)
- 71) Differences in Risk Taking for Numerical and Symbolic Outcomes With and Without a Legend
Fuller, Elizabeth M. (University of South Florida); Schneider, Sandra L. (University of South Florida)
- 72) Experiencing Ambiguity through Missing Information
Guney, Sule (University of Southern California); Newell, Ben R. (University of New South Wales)
- 73) Human adaptation to gradual probability and outcome change
McCormick, Erin N. (Social and Decision Sciences, Carnegie Mellon University); Cheyette, Samuel (Social and Decision Sciences, Carnegie Mellon University); Gonzalez, Cleotilde (Social and Decision Sciences, Carnegie Mellon University)
- 74) How the risk-reward relationship shapes decisions under uncertainty
Leuker, Christina (Max Planck Institute for Human Development); Pleskac, Timothy J. (Max Planck Institute for Human Development); Pachur, Thorsten (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development)
- 75) The Influence of Structural Perception to Risk Taking
Akrenius, Mikaela (Indiana University Bloomington)
- 76) Compared to what?: Norming domain-specific risk taking (DOSPRT)
Kofler, Lilly (Columbia University); Brian Huh (Columbia University); Shannon Duncan (Columbia University); Elke Weber (Columbia University)
- 77) The risk – benefit relationship is moderated by risk attitude
Markiewicz, Lukasz (Kozminski University)
- 78) A holistic psychometric approach to studying the concept "risk attitudes"
Frey, Renato (University of Basel); Pedroni, Andreas (University of Zürich); Mata, Rui (University of Basel); Rieskamp, Jörg (University of Basel); Hertwig, Ralph (Max Planck Institute for Human Development)
- 79) Who Dares, Who Errs? Disentangling Cognitive and Motivational Roots of Age Differences in Decisions Under Risk
Pachur, Thorsten (Max Planck Institute for Human Development); Mata, Rui (University of Basel); Hertwig, Ralph (Max Planck Institute for Human Development)
- 80) The Loss Aversion Bias: Variations Related to ADHD Symptomatology
McKee, Tara E. (Hamilton College)
- 81) High Levels of Construal: Improving Bayesian Reasoning?
Branch, Jared (Bowling Green State University); Anderson, Richard (Bowling Green State University)
- 82) Born to risk? Does the DRD4 gene influence risk taking and risk perception?
Muda, Rafał (Maria Curie-Skłodowska University); Kicia, Mariusz (Maria Curie-Skłodowska University); Markiewicz, Lukasz (Kozminski University); Augustynowicz, Paweł (Catholic University of Lublin); Michalak, Małgorzata (Medical University in Lublin); Filip, Agata (Medical University in Lublin); Gawda, Piotr (Medical University in Lublin); Ginszt, Michał, Medical University in Lublin)
- 83) The Effect of Acute Pain on Risky and Intertemporal Choice
Koppel, Lina (Linköping University); Andersson, David (Linköping University); Morrison, India (Linköping University); Västfjäll, Daniel (Linköping University & Decision Research); Tinghög, Gustav (Linköping University)

- 84) Investigating the influences of sleep and circadian rhythm on risk preference
McElroy, Todd (Florida Gulf Coast University); Dickinson, David L. (Appalachian State University)
- 85) The Moderating Role of Arousal in Affect's Influence on Risk Preference: When Happiness Means Risky Business
Chan, Eugene (University of Technology Sydney); Saqib, Najam (Qatar University)
- 86) On Aesthetic Pleasure: The Uncertainty-Reducing Role of Processing Fluency
Faraji-Rad, Ali (Nanyang Technological University); Pham, Michel T (Columbia University)
- 87) The affective bases of risk perception: Negative feelings and stress mediate the relationship between mental imagery and risk perception
Sobkow, Agata (SWPS University of Social Sciences and Humanities); Traczyk, Jakub (SWPS University of Social Sciences and Humanities); Zaleskiewicz, Tomasz (SWPS University of Social Sciences and Humanities)
- 88) Affect heuristic – direct or indirect relation between affect and decision making?
Żyłowska, Aleksandra (SWPS University of Social Sciences and Humanities); Sokołowska, Joanna (SWPS University of Social Sciences and Humanities)
- 89) The Influence of Observers, Frame, and Social Anxiety on Risk-Taking Behavior
Ebert, Eva E. (Appalachian State University); Smith, Andrew R. (Appalachian State University); Rule, Shanon (University of Iowa); Jacobs, Emily L. (Appalachian State University)
- 90) Risky Choice in a Social Context
Olschewski, Sebastian (University of Basel); Ludvig, Elliot A. (University of Warwick)
- 91) Omission Bias in High-Stakes Situations
Park, Kyeonggook (NYU Stern); Bolye, Elizabeth (NYU Stern); Shapira, Zur (NYU Stern)
- 92) Near Miss Events and their Impact on Risk Taking Behaviors
Federspiel, Florian M. (Georgetown University); Seifert, Matthias (IE Business School)
- 93) Effects of Psychological Distance and Cumulative Sequences on Near Miss Appraisals
Cui, Jinshu (University of Southern California); John, Richard S. (University of Southern California)
- 94) Do resit exams promote lower investments of study time? Theory and data from two laboratory studies
Nijenkamp, Rob (University of Groningen); Nieuwenstein, Mark R. (University of Groningen); De Jong, Ritske (University of Groningen); Lorist, Monique M. (University of Groningen)
- 95) Extreme Weather and Natural Hazard Warning Awareness
Allan, Jinan (National Institute for Risk and Resilience, Univ of Oklahoma); Ripberger, Joseph (National Institute for Risk and Resilience, Univ of Oklahoma); Ybarra, Vincent (National Institute for Risk and Resilience, Univ of Oklahoma); Cokely, Edward T. (National Institute for Risk and Resilience, Univ of Oklahoma)
- 96) Discounting the Threat of a Hurricane
Losee, Joy E. (University of Florida); Cox, David J. (University of Florida)
- 97) In the Red: How Color Affects Investors and Financial Markets
Mormann, Milica (University of Miami); Bazley, William (University of Miami); Cronqvist, Henrik (University of Miami)
- 98) Failure of Asset Pricing Models: Confusion Between Objective Risk and Risk Perception
Otuteye, Eben (University of New Brunswick); Siddiquee, Mohammad (University of New Brunswick)
- 99) Power, Economic Situation and Financial Risk Taking
Jiao, Jinfeng (Jenny). (Binghamton University); Lu, Fang-Chi. (Korean University)
- 100) Giving Advice in High-Stakes Situations of Risk and Uncertainty: A Qualitative Study with Public Defenders
Rader, Christina A. (Colorado College); Minson, Julia A. (Harvard Kennedy School)
- 101) The role of financial expertise in financial risk taking and ability to forecast risk and return on financial assets
Jansson, Magnus (University of Gothenburg); Trönnberg, Carl-Christian (University of Gothenburg); Hemlin, Sven (University of Gothenburg)
- 102) Are Financial Advisors Money Doctors or Charlatans? Evidence on Trust, Advice, and Risk Taking in Delegated Asset Management
Sun, Qizhang (Università della Svizzera italiana); Gibber, Michael (Università della Svizzera italiana); Hills, Thomas (University of Warwick); Nowak, Eric (Università della Svizzera italiana)
- 103) You do what you eat. Fast Food users stereotypical activation and preference for risky activities
Biraglia, Alessandro (Leeds University Business School); Mannetti, Lucia (University La Sapienza, Rome, Italy); Brakus, J Josko (Leeds University Business School)

Financial Decision Making

- 104) If you are not likeable, you are not competent: Lay people assign lower authority to financial experts who are not nice to them
Zaleskiewicz, Tomasz (SWPS University of Social Sciences and Humanities); Gasiiorowska, Agata (SWPS University of Social Sciences and Humanities); Polec, Anna (SWPS University of Social Sciences and Humanities)
- 105) You Are Not Really Helping Me! Perceived Financial Status and Preference for Anthropomorphized Products
Kim, Hye-young (Booth School of Business, University of Chicago); McGill, Ann L. (Booth School of Business, University of Chicago)
- 106) Goal Proximity, Social Information, and Giving: When Norms Backfire
Lupoli, Matthew J. (UC San Diego); Morvinski, Coby (IDC Herzliya); Amir, On (UC San Diego)
- 107) Converging vs. Diverging: The Effect of Visual Representation of Goal Structure on Financial Decisions
Zhao, Min (Boston College); Kim, Joonkyung (University of Toronto); Soman, Dilip (University of Toronto)
- 108) Exponential Growth Bias Matters: Evidence and Implications for Financial Decision Making of College Students in the U.S.A.
Foltice, Bryan (Butler University); Langer, Thomas (University of Muenster)
- 109) Confidence In Pension Knowledge Increases Retirement Savings
Eberhardt, Inka (Maastricht University); Bauer, Rob (Maastricht University); Greenberg, Adam E. (University of California, Los Angeles); Smeets, Paul (Maastricht University)
- 110) The Effect of Recent Investment Experience on Subsequent Unrelated Consumer Decisions
Ewe, Soo Yeong (Monash University Malaysia); Lee, Christina Kwai Choi (Monash University Malaysia); Watabe, Motoki (Monash University Malaysia); Gul, Ferdinand A. (Deakin University)
- 111) The Role of the Banker in Mental Accounting
Paul, Iman (Georgia Institute of Technology); Parker, Jeffrey R (Georgia State University); Dommer, Sara Loughran (Georgia Institute of Technology)
- 112) Double Mental Discounting: When a Single Price Promotion Feels Twice as Nice
Cheng, Andong (The Pennsylvania State University); Cryder, Cynthia (Washington University in St. Louis)
- 113) In a foreign language, money is more fungible and sunk costs sink better
Lau, Ka Ying Becky (University of Chicago); Keysar, Boaz (University of Chicago)
- 114) Savings Competition: Social Comparison as Motivation to Save
Raue, Martina (Massachusetts Institute of Technology); D'Ambrosio, Lisa A (Massachusetts Institute of Technology); Coughlin, Joseph F (Massachusetts Institute of Technology)
- 115) Failure To Produce A Sunk Cost Effect For Short-Term Behavioral investments
Nash, Jeremy S (University of Queensland); Imuta, Kana (University of Queensland); Nielsen, Mark (University of Queensland, University of KwaZulu-Natal SA)
- 116) Inaction inertia in retirement saving
Krijnen, Job (Tilburg University); Breugelmans, Seger (Tilburg University); Zeelenberg, Marcel (Tilburg University); Van Putten, Marijke (Leiden University)
- 117) Shame and Status Seeking in Poverty
Plantinga, Arnoud (Tilburg University); Breugelmans, Seger M. (Tilburg University); Zeelenberg, Marcel (Tilburg University)
- 118) Anxiety and the Need for Resource Efficiency
Koley, Shruti (Texas A & M University); Warren, Caleb (Texas A & M University); Ramanathan, Suresh (Texas A & M University)
- 119) Acting on Information: Reminders of Resource Scarcity Promote Adaptive Behavior and Flexible Thinking
Goldsmith, Kelly (Northwestern University); Roux, Caroline (Concordia University); Wilson, Anne (Harvard Business School)
- 120) When Thoughts of "Having Less" Promote the Desire to Become One's Best: Reminders of Resource Scarcity Increase the Desire for Self-Improvement
Goldsmith, Kelly (Northwestern University); Tezer, Ali (Concordia University); Roux, Caroline (Concordia University)
- 121) Scarcity impairs retrospective recall and prospective memory
Tomm, Brandon M. (University of British Columbia); Tam, Ivy (University of British Columbia); Reed, Justin (University of British Columbia); Zhao, Jiaying (University of British Columbia)

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- 122) A View of the Past: How Personal Photos Alter Future-Oriented Decisions
Duke, Kristen (University of California, San Diego); Liu, Wendy (University of California, San Diego)
- 123) Can experiential consumption increase subjective value of products?
Shinaprayoon, Thitapa (University of Georgia); Goodie, Adam S. (University of Georgia)
- 124) Decoupling of Payment from Consumption, and Product Evaluation: A Construal Level Perspective
Tanehkar, Ahmad (University of Waterloo); Safayeni, Frank (University of Waterloo); Onay, Selcuk (University of Waterloo)
- 125) Optional and Mandatory Surcharges and Consumer Choice
Blair, James (University of Rhode Island); Atlas, Stephen (University of Rhode Island)
- 126) Opportunity Cost Neglect in Product Disposal
Wang, Jennifer (Stanford); Lee, Anna (Stanford)
- 127) A neural network model of retail purchase decision making with feedback
Levine, Daniel (University of Texas at Arlington); Chen, Kay-Yut (University of Texas at Arlington)
- 128) Choosing or creating? Framing choices as design processes increases perceived customization of products
Moon, Alice (Disney Research); Bos, Maarten W. (Disney Research)
- 129) Worse than bad: struggles of unfamiliar brands
Simonyan, Yvetta (University of Birmingham); Goldstein, Daniel (Microsoft Research)
- 130) TripAdvisor vs. Yelp: How Prior Attribute Rating Influences Overall Evaluation
Weinmann, Markus (University of Liechtenstein); Schneider, Christoph (City University of Hong Kong); vom Brocke, Jan (University of Liechtenstein); Mohr, Peter N.C. (Freie Universität Berlin)
- 131) The Making of a Successful Advocate: How Incentivizing Consumer Referrals Affects Persuasion
Cheatham, Lauren (Stanford University); Tormala, Zakary (Stanford University)
- 132) Attention Allocation and Choice: An eye-tracking study
Das, Amit (Qatar University); Jansen, Bernard J. (Qatar Computing Research Institute); Das, Shobha S. (Qatar University); Ziegelmayer, Jennifer L. (Qatar University)

Identity and Individual Differences

- 133) The Role of Self-Esteem and Bias Identification
Ya-Hui, Chang (National Taiwan University); Yi-Wen Chien (National Taiwan University)
- 134) The Self-Concept and Identity-Based Behavior: The Role of Causal Beliefs
Chen, Stephanie Y. (University of Chicago Booth School of Business); Urminsky, Oleg (University of Chicago Booth School of Business); Bartels, Daniel M. (University of Chicago Booth School of Business)
- 135) Individual Differences in Working Memory and Belief Bias Reflected in Frontal Midline Theta
Weil, Audrey (Miami University); Wolfe, Christopher (Miami University); Thomas, Robin (Miami University)
- 136) Logical but Incompetent - A New Approach to Adjudicative Competence Grounded in Decision Making Research
Helm, Rebecca K. (Cornell University); Franz, Allison A. (Cornell University); Heller, Garrett C. (Cornell University); Novick, Rachel Z. (Cornell University); Reyna, Valerie F. (Cornell University)
- 137) Why Men Can't Accept Feminine Brands, But Women Don't Mind Masculine Ones?!
R, Aravind (Indian Institute of Management Kozhikode, India); Joseph, Joshy (Indian Institute of Management Kozhikode, India)
- 138) Gender Differences in Preference for Rewarding and Being Rewarded for Effort
Baik, Sooyun (London Business School); Kesebir, Selin (London Business School)
- 139) An Examination of the Correlation between Sense of Humor and Fantasy Proneness
Yuta, Seshita (Rikkyo University); Takashi, Tsuzuki (Rikkyo University)

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- 140) The Effect of Individual Differences in Affective Forecasting Accuracy on Self-Regulation
Nikolova, Hristina (Boston College); Lamberton, Cait (University of Pittsburgh)
- 141) The Drain of Emotional Decisions
Otto, Ashley S. (Baylor University); Clarkson, Joshua J. (University of Cincinnati); Rahinel, Ryan (University of Cincinnati)

- 142) The effect of emotions on exploration behavior
Shevchenko, Yury (University of Mannheim); Broeder, Arndt (University of Mannheim)
- 143) Factors of emotions with decision making
Yang, Xiaobo (Tsinghua University); Luan, Mo (Tsinghua University)
- 144) One, two, three, is worrying enough for me? Worry at its finite best
Huh, Brian (Columbia University); Kim, Cindy (Ellation); Li, Ye (University of California, Riverside); Weber, Elke U. (Columbia University)
- 145) Asymmetry in Emotion Language Is Consequential On Evaluative Judgments
Longoni, Chiara (Questrom School of Business, Boston University); Menon, Geeta (Stern School of Business, New York University)
- 146) Emotions, Attention, and the Reference Point: An Eye Tracking Experiment
Mormann, Milica (University of Miami); Nowlan, Luke (University of Miami); Johnson, Joseph (University of Miami)
- 147) Paradoxical Warmth: The Effect of Physical Warmth on New Product Evaluation
Kim, Soyoun (University of Alberta); Murray, Kyle (University of Alberta); Moore, Sarah (University of Alberta)
- 148) Examining the boundaries and time-course of affective judgements based upon expectation
Lawrence, Adam (University of Manchester); El-Deredy, Wael (University of Manchester); Elliott, Rebecca (University of Manchester); Hoeksma, Marco (Unilever R& D); Thomas, Anna (Unilever R& D)
- 149) Overcorrection for Social Categorization Information Drives Impact Bias in Affective Forecasting
Lau, Tatiana (Harvard University); Morewedge, Carey K. (Boston University); Cikara, Mina (Harvard University)
- 150) Revealing and Erasing Consumers' Preferences for Affectively-Charged Attributes
DePaoli, Alexander (Stanford University); Simonson, Itamar (Stanford University)
- 151) Unconscious thought beyond multi-attribute choice: A meta-analysis
Nieuwenstein, Mark (University of Groningen); Van Rijn, Hedderik (University of Groningen)
- 152) The Emotion Elicitor Bias: Interpersonal Decision Making Affects Perceived Affective Impact
Gonzalez, Fausto (University of California, Berkeley); Jung, Minah H. (New York University); Critcher, Clayton R. (University of California, Berkeley)
- 153) Affect in the affect heuristic: questioning the concept of affective images integration and the direct role of affect
Efendic, Emir (University of Bordeaux); Drace, Sasa (University of Sarajevo); Ric, François (University of Bordeaux)
- 154) Relative Monetary Outcomes as Affecting Envy and Generosity
Moyal, Adiel. (The Hebrew University of Jerusalem); Motsenok, Marina. (The Hebrew University of Jerusalem); Ritov, Ilana. (The Hebrew University of Jerusalem)
- 155) How envy among team members impacts their helping decisions?
Montal Rosenberg, Ronit (Ben Gurion University of the Negev); Moran, Simone (Ben Gurion University of the Negev)
- 156) Could two negative emotions be a positive? The effects of anger and anxiety in enmity
Motro, Daphna (University of Arizona); Sullivan, Daniel (University of Arizona)

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- 157) How Shall I Thank Thee? Giver-Recipient Discrepancies in Preferences for Public or Private Expressions of Gratitude
Grewal, Lauren S (University of Pittsburgh); Steffel, Mary (Northeastern University); Grewal, Dhruv (Babson College)
- 158) Why Certain Gifts Are Great to Give But Not to Get: A Framework for Understanding Errors in Gift Giving
Galak, Jeff (Carnegie Mellon University); Givi, Julian (Carnegie Mellon University); Elanor Williams (Indiana University)
- 159) Exploring the Social Media Prevalence and Consequence of "Sharing without Reading"
Zheng, Frank (The University of Texas at Austin); Ward, Adrian (The University of Texas at Austin); Broniarczyk, Susan (The University of Texas at Austin)
- 160) The Interaction Effect of Cognitive Control and Social Value Orientation on Cooperation
Han, Xiao (Renmin University of China); Li, Yingwu (Renmin University of China)
- 161) Learning to Win by Staying Out of the Game: How Different Types of Experience Affect Competitive Escalation
Hafenbrädl, Sebastian (Yale University); Woike, Jan K. (Max Planck Institute for Human Development, ARC)
- 162) Competing on Behalf of Others: Women Lean Out
Paryavi, Maliheh (Harvard University)

- 163) Punishment Paradox
Sobolev, Michael (Technion); Erev, Ido (Technion)
- 164) Competition within and between groups: effects on group decision making quality
De Wilde, Tim R. W. (University of Amsterdam); Ten Velden, Femke S. (University of Amsterdam); De Dreu, Carsten K. W. (Leiden University)
- 165) The Unbearable Lightness of Norms in Lab Games
DeWitt, Jeff (Rutgers University)
- 166) Assessing cognitive conflict in the public goods game: A mouse-tracking analysis
Kieslich, Pascal J. (University of Mannheim, Germany)
- 167) Sticks and Stones: How Teasing a Third-Party Can Improve Negotiation Outcomes
Bitterly, T. Bradford (Wharton); Yip, Jeremy A. (Wharton); Schweitzer, Maurice E. (Wharton)
- 168) A voice inside your head: Listening to messages via headphones vs. speakers increases immersion, presence, and liking
Lieberman, Alicea J. (UCSD); Amir, On (UCSD); Schroeder, Juliana (Berkeley)
- 169) The humanizing voice: Outgroup members seem more mindful when you hear them
Schroeder, Juliana (University of California, Berkeley); Kardas, Michael (University of Chicago); Epley, Nicholas (University of Chicago)
- 170) Selective Information Sampling and the In-Group Heterogeneity Effect
Konovalova, Elizaveta (Universitat Pompeu Fabra); Le Mens, Gael (Universitat Pompeu Fabra)
- 171) Turning a Blind Eye: Tracing the Cognitive Processes involved in Ingroup Favoritism via Eye-Tracking
Rahal, Rima-Maria (Max Planck Institute for Research on Collective Goods); De Dreu, Carsten K. W. (University of Leiden & University of Amsterdam); Fiedler, Susann (Max Planck Institute for Research on Collective Goods)
- 172) "I was with Barack Last Weekend": The Psychology of Namedropping
Sezer, Ovul (Harvard Business School)
- 173) I decide my life, A decision-making intervention with adolescents
Gambara, Hilda (Universidad Autonoma de Madrid); Del Rio, Ana (George Washington university); Vargas-Trujillo, Elvia (Universidad de los Andes)
- 174) Seeking advice - a sampling approach to advice taking
Ache, Fabian (Eberhard Karls Universität Tübingen); Hütter, Mandy (Eberhard Karls Universität Tübingen)
- 175) Deciding for another: The role of explicit feedback in surrogate preference estimations
Smith, Stephanie M. (Department of Psychology, The Ohio State University); Krajbich, Ian M. (Department of Psychology, Department of Economics, The Ohio)
- 176) Post-Investment Advice Taking in New Ventures
Alexiev, Alexander (Vrije Universiteit Amsterdam)
- 177) Message and Messenger for Descriptive vs. Injunctive Norms
Jones, Steven (Rutgers University); Chapman, Gretchen (Rutgers University)
- 178) When leaders ask questions: understanding competence penalties and humbleness premiums
Karelaia, Natalia (INSEAD); Cojuharenco, Irina (Northeastern University)
- 179) Seeker Beware: Take My Advice or Pay the Price
Blunden, Hayley (Harvard Business School); Gino, Francesca (Harvard Business School); John, Leslie (Harvard Business School); Brooks, Alison Wood (Harvard Business School)
- 180) It doesn't hurt to ask: Question-asking increases liking
Huang, Karen (Harvard Business School); Yeomans, Mike (Harvard University); Brooks, Alison W. (Harvard Business School); Minson, Julia (Harvard Kennedy School); Gino, Francesca (Harvard Business School)
- 181) Shopping for Confirmation: How Threatening Feedback Leads People to Reshape Their Social Network
Green Jr., Paul I. (Harvard University); Gino, Francesca (Harvard University); Staats, Bradley (University of North Carolina)
- 182) Looking up: The persistent and self-defeating preference for seeking upward social comparison information
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- 183) Perceptions of Workplace Indecisiveness
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