

# Society for Judgment and Decision Making

## The 2018 39<sup>th</sup> Annual Conference



**Hyatt Regency New Orleans**  
**601 Loyola Avenue, New Orleans, Louisiana, USA**  
**November 16–19, 2018**

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**2018 Program Committee:** Oleg Urminsky (Chair), Suzanne Shu, Daniel Oppenheimer and Abigail Sussman

**THANKS TO:** Kaye de Kruif and Kate Wessels (conference coordinators), Jon Baron (webmaster), Christopher Hsee (President), Dan Schley (social event), Hengchen Dai (student poster award), and the ad hoc reviewers: On Amir, Shahzeen Attari, Peter Ayton, Alixandra Barasch, Daniel Bartels, Jonathan Berman, John Beshears, Sudeep Bhatia, Charlotte Blank, Alison Wood Brooks, Wandu Bruine de Bruin, Katherine Burson, Keith Chen, Stephanie Chen, Ed Cokely, Helen Colby, Cynthia Cryder, Hengchen Dai, Jason Dana, Clinton Davis-Stober, Bart de Langhe, Michael Dekay, Berkeley Dietvorst, Ido Erev, Ioannis Evangelidis, Ellen Evers, Daniel Feiler, Philip Fernbach, Geoffrey Fisher, Craig Fox, Ana Franco-Watkins, Ayelet Gneezy, Dan Goldstein, Indranil Goswami, Etan Green, Todd Gureckis, Kareem Haggag, Crystal Hall, Stefan Herzog, Janina Anna Hoffmann, Alex Imas, Mirjam Jenny, Leslie John, Minah Hong Jung, Natalia Karelaia, Uma Karmarkar, Ian Krajbich, Rick Larrick, Robyn LeBoeuf, Jennifer Lerner, Emma Levine, Meng Li, Ye Li, Jingyi Lu, Selin A. Malkoc, Cade Massey, Nina Mažar, Joseph McGuire, Craig McKenzie, Katy Milkman, Julia Minson, Daniel Mochon, Carey Morewedge, Johannes Muller-Trede, Gideon Nave, Leif Nelson, Benjamin Newell, Nathan Novemsky, Christopher Olivola, Danny Oppenheimer, Nailya Ordabayeva, Thorsten Pachur, Andreas Pape, Hannah Perfecto, Daniel Schwartz Perloth, Jonathan Pettibone, Lamar Pierce, Devin Pope, Crystal Reeck, Alex Rees-Jones, Nicholas Reinholtz, Jane Risen, Todd Rogers, Emily Rosenzweig, David Rothschild, Dan Schley, Juliana Schroeder, Christin Schulze, Ovul Sezer, Victoria Shaffer, Anuj Shah, Eesha Sharma, Steven Shechter, Lucy Shen, Suzanne Shu, Joseph Simmons, Uri Simonsohn, Jack Soll, Stephen Spiller, Nina Strohminger, Abigail Sussman, David Tannenbaum, Jennifer Trueblood, Claire Tsai, Stephanie Tully, Bettina von Helversen, Edward Vul, Elizabeth Webb, George Wu, Adelle Yang, Charles Zhang and Jiaying Zhao.

**2018 SJDM Conference Master Schedule**  
**Hyatt Regency Hotel, New Orleans**  
**November 16-19, 2018**

**FRIDAY, NOVEMBER 16**

- 4:30-6:00 pm **Women in SJDM Networking Event** (*Empire C, Level 2*)  
5:00-7:00 pm **Registration/ Welcome Reception Sponsored by Women in SJDM**  
(*Empire Foyer & Empire B, Level 2*)  
7:30-9:30 pm Executive Board Dinner (*Invite only*)

**SATURDAY, NOVEMBER 17**

- 7:30-8:30 am **Registration** w/ Cont. Breakfast (*Empire Foyer, Level 2*)  
8:30-10:00 am **Paper Session #1** (*Empire B, C & D, Level 2*)  
10:00-10:30 am Morning Coffee Break (*Empire Foyer, Level 2*)  
10:30 am-12:00 pm **Paper Session #2** (*Empire B, C & D, Level 2*)  
12:00-1:30 pm Lunch Break (on your own)  
1:30-2:30 pm **Keynote Address: Representation Lives: JDM as Collective Cognition,**  
**Steven Sloman** (*Empire A, Level 2*)  
2:30-4:00 pm **Paper Session #3** (*Empire B, C & D, Level 2*)  
4:00-4:30 pm Afternoon Coffee Break (*Empire Foyer, Level 2*)  
4:30-6:00 pm **Paper Session #4** (*Empire B, C & D, Level 2*)  
6:00-6:30 pm **Einhorn Award** (*Empire A, Level 2*)  
6:30-8:30 pm **Graduate Student Social Event** (*Strand 11A, Level 2*)

**SUNDAY, NOVEMBER 18**

- 8:30-10:30 am **Poster Session #1** w/ Cont. Breakfast (*Elite A, Level 1*)  
10:30 am-12:00 pm **Paper Session #5** (*Empire B, C & D, Level 2*)  
12:00-1:30 pm Lunch Break (on your own)  
1:30-2:15 pm **Presidential Address: Hedonomics, Experience and Behavior**  
**Christopher Hsee** (*Empire A, Level 2*)  
2:15-3:45 pm **Paper Session #6** (*Empire B, C & D, Level 2*)  
3:45-4:15 pm Afternoon Coffee Break (*Empire Foyer, Level 2*)  
4:15-5:45 pm **Paper Session #7** (*Empire B, C & D, Level 2*)  
6:00-8:00 pm **Poster Session #2** w/ Cash Bar (*Elite A, Level 1*)  
9:00pm-1:00am **SJDM Evening Social Event** (*Bourbon Street Drinkery, 217 Bourbon St*)

**MONDAY, NOVEMBER 19**

- 8:00-9:00 am **Business Meeting** w/ Breakfast & **Student Poster Award** (*Celestin B/C, Level 3*)  
9:00-10:30 am **Paper Session #8** (*Empire B, C & D, Level 2*)  
10:35 am-11:55 pm **Paper Session #9** (*Empire B, C & D, Level 2*)

SATURDAY NOVEMBER 17, 2018			
	Track I: Empire B (Level 2)	Track II: : Empire C (Level 2)	Track III: : Empire D (Level 2)
Session #1	Optimism	Political Reasoning	Fairness
8:30	Chaudhry - Extending the Time Horizon: Elevating Concern for Rare Events by Communicating Losses Over a Longer Period of Time	Krijnen - Attributions About Uncertainty in Financial Well-being Predict Political and Policy Preferences	Putnam-Farr - Ensemble Representation Directs Comparisons Within and Responses to Inequitable Distributions of Reward
8:50	Risen - Good Luck as a Limited Resource	Baker - Motivated Numeracy: Testing Boundary Conditions on the Expression of Political Bias	Dorison - When Waste Pays: Equal (but inefficient) Allocations Signal Trustworthiness
9:10	Ayton - Brexit, Donald Trump and Car Accidents: Effects of Emotions on Risky Decisions?	Mochon - Anger makes people engage with ideology inconsistent political content online	Bogard - Heuristic Thinking in Judgments about Fair Allocations of Wealth
9:30	Ghosh - Turning "Expenses" into "Bills": How spending categorization impacts budget optimism and likelihood of success	Rand - Combatting fake news	Evers - Arbitrary fairness
Session #2	Time Discounting	Policy Decisions	Prosociality
10:30	He - Noisy Time Preference	Sah - Patient Responses to Physician Disclosures of Industry Conflicts of Interest: A Randomized Field Experiment	Barak-Corren - What's in a Name? The Asymmetric Effects of Identifiability on Offenders and Victims of Sexual Harassment
10:50	Crane - Thinking fast does not increase temporal myopia in decision-making	Longoni - Artificial Intelligence and Medical Decision Making	Schwartz - The Chill of the Moment: Emotions and Pro-Environmental Behavior
11:10	Desiraju - The Role of Expectations about Changes in Wealth in Discounting Decisions	Jordan - The Mental Attribution Error	Lee - Experiential Purchases Promote Prosocial Decisions
11:30	MacDonald - Perceptions of Numeric Magnitude & Time Relate to Present Bias	Munguia Gomez - People Versus Policies: Preference Reversals When Making Equivalent Choices Between Individuals and Policies that Affect Individuals	KC - The Negative Effects of Precommitment on Reciprocal Behavior: Evidence from a Series of Voluntary Payment Experiments
Session #3	Information	Loss Aversion	Ethics
2:30	White - When Shrouded Attributes Seem More Transparent: A Preference for Error-Inducing Complexity	Imas - Selling Fast and Buying Slow: Heuristics of Financial Experts	Hemmatian - A Matter of Consequences: A Decade of Discourse about Same-sex Marriage
2:50	Bitterly - The Economic and Interpersonal Consequences of Deflecting Direct Questions	Rubinchik - Meta-study (a multitude of tiny studies conducted simultaneously) reveals surprising result for gain/loss framing effect	Boyce-Jacino - Cheating is in the Eye of the Beholder
3:10	Krajibich - On the strategic use of response times	Wall - Narrow bracketing your way to reinvestment success: Myopia and loss aversion lead to better outcomes for hazardous investments	Saccardo - Narrow Bracketing in Ethical Tradeoffs
3:30	Dietvorst - Intentionally "Biased": People Purposefully Use To-Be-Ignored Information, But Can Be Persuaded Not To	Blank - Are Firms Loss Averse? Pre-payments, bonus claw-backs, and sales performance in the auto industry	Permut - When close calls curb crime: almost getting caught reduces future unethical behavior
Session #4	Probability	Financial Decisions	Altruism
4:30	Hong - Proximity Bias: Motivated Effects of Spatial Distance on Probability Judgments	Sussman - Tax Aversion in the Wild: Leveraging Tax Salience to Enhance Investor Behavior	Yang - Mandatory Self-Promotion Increases Charitable Acts
4:50	Hadjichristidis - Unpacking effects in probability judgment: The role of diversity	Roeder - Depletion Aversion: People Dislike Spending Accounts Down to Zero	Sharps - The psychology of allocating help: Distributing help across group members increases the amount of help
5:10	Miller - The Hot Hand Fallacy Fallacy	Howard - Neutralizing the Expense Prediction Bias	Powell - The Broken Cycle of Giving: How the Misperceptions of Givers and Receivers Keep Both from Maximizing Happiness
5:30	Koester - Salience and Skewness Preferences	Kettle - Labeling Debt as due to Ordinary rather than Exceptional Spending Leads to Greater Debt Repayments	Zhang - Getting the Rich and Powerful to Give

SUNDAY NOVEMBER 18, 2018			
	Track I: Empire B (Level 2)	Track II: : Empire C (Level 2)	Track III: : Empire D (Level 2)
Session #5	Risky Choice	Nudges	Social Interaction
10:30	Shen - Risk Averse In Prospect, Risk Seeking In Process	Hagmann - The Hidden Cost of Soft Paternalism	Kumar - Undervaluing gratitude: Expressors misunderstand the consequences of showing appreciation
10:50	Lewis - Anticipated Outcome Bias: People Are More Motivated To Improve Their Chances of Obtaining A Desirable Outcome When Those Chances Are Already Very Good	Daniels - Good Guesses, Biased Buildings: How Choice Architects Use and Misuse Anchoring, Framing, Social Norm, Mental Accounting, Transaction Utility, and Decoy Effects to Influence Others in Decisions, Games, and Negotiations	Schulze - Would you bet on it? How life's gambles impact people's beliefs
11:10	Zhao - Why do decision makers reject low-stake positive-expected-value gambles?	Conell-Price - Save(d) by Design	Roberts - Hiding One's Success
11:30	Markle - Risky Sure Things and Reference-Dependent Risk Attitudes	Beshears - Should Governments Invest More in Nudging?	Pierce - Peer Bargaining and Productivity in Teams: Gender and the Inequitable Division of Pay
Session #6	Dynamic Reasoning	Advice	Choice Motives
2:15	Pleskac - Stochasticity, Dynamism, and Context-Dependence in Desirability Ratings	Meyers - What does an expert know that I don't? Undermining an illusion of knowledge increases the influence of experts	Cheek - How Self-Expression Creates Choice Overload
2:35	Gunadi - Processing moving numbers: How update frequency influences magnitude judgments	Levari - Advice from top performers feels (but is not) more helpful.	Pachur - When easy is hard: The cognitive costs of decision-making strategies
2:55	Hardisty - The Sign Effect in Past and Future Discounting	Plonsky - When and how can social scientists add value to data scientists? A choice prediction competition for human decision making.	DeWees - The Peril and Promise of Unknown Odds: Choice under Ambiguity when Reputations are on the Line
3:15	Moyal - Post-Contest (not so) Prosocial Behavior	Logg - Algorithm Appreciation: People prefer algorithmic to human judgment	Karmarkar - Different Value Mechanisms Involved in Liking a Set vs. Choosing From It
Session #7	Uncertainty	Policy Experiments	Social Judgment
4:15	Gaertig - 60% + 60%=60%, but Likely + Likely=Very Likely	Grinstein-Weiss - Can Pre-Commitment Increase Savings Deposits? Evidence from a Tax Time Field Experiment	Davidai - The second pugilist's plight: Why people believe they are above average, but are not especially happy about it
4:35	Fox - Ambiguity Aversion and the Perceived Nature of Uncertainty	Shah - Reducing failures to appear in New York City criminal courts	Kardas - Digging Deeper: Meaningful Conversations are Surprisingly Pleasant
4:55	Hotaling - New Insights into Decisions from Experience: Using Cognitive Models to Understand How Value Information, Outcome Order, and Salience Drive Risk Taking	Gardner - Green or grey, I'll do whatever you say: Implied endorsement mediates the effects of defaults on green energy choice regardless of disclosure or perceptions of the choice architect	Kupor - When Moderation Fosters Persuasion: The Persuasive Power of Deviatory Reviews
5:15	Attali - An Item Response Approach to Calibration of Confidence Judgments	Mislavsky - Critical Condition: People Only Object to Corporate Experiments If They Object to a Condition	Minson - "I was first, and I was right" The effects of order on evaluation of peer judgment.

MONDAY NOVEMBER 19, 2018			
	Track I: Empire B (Level 2)	Track II: : Empire C (Level 2)	Track III: : Empire D (Level 2)
Session #8	Choice Processes	Consumer Decisions	Goals and Incentives
9:00	Bhatia - The Established Laws of Preferential Choice Behaviour	Scheibehenne - How does the peak-end rule smell? Tracing hedonic experience with odors	Lieberman - How Incentive Framing Can Harness the Power of Social Norms
9:20	Schley - Competing Theories of Multialternative, Multiattribute Preferential Choice	Pretnar - Durables, Non-Durables, and a Structural Test of Fungibility	Mertens - Decision Signposts: How Attribute Translations Guide Consumer Decision Making
9:40	Catapano - Preference Reversals Between Digital and Physical Goods	Kvam - Dynamics and distributions of price judgments	Memmi - Goal Conflict Discourages Leisure (and Encourages Work)
10:00	Webb - Choice Set Size in Context: How Choice Set Size Affects the Share of Compromise Options	Duke - The Quantity Integration Effect	Scopelliti - Long-Term Goal Violation and Regret Characterize Self-Control Failures
Session #9	Learning	Research Methods	Judgment
10:35	Segal - Competitive search in uncertain environments: The influence of having more/less options to choose from	Vosgerau - Internal Meta-Analysis Makes False-Positives Easier To Produce and Harder To Correct	Park - Regularity in Similarity Judgments
10:55	Jessup - Decision field theory with learning: Learning through experience to choose in an uncertain world	Ryan - Poisson Regressions: A Little Fishy	Zhao - Why don't people give enough compliments? Cause and consequence of underestimating compliments' positive impact on their recipients
11:15	Morewedge - Debiasing Training Transfers Without Awareness	Stillman - Harnessing Motor Conflict to Predict and Understand Choices Under Risk	Munz - Spreading of Alternatives Without a Perception of Choice
11:35	Umphres - On Second Thought: Confidence in quantitative estimates decreases with repeated judgments	Chen - Using Smartphone Data to Measure Partisan Antipathy, Sorting, and Motivated Reasoning	O'Brien - The Critical Role of Second-Order Normative Beliefs in Predicting Energy Conservation

### Announcements

#### Chuck Howard wins the Beattie Memorial Travel Scholarship 2018

The 2018 Jane Beattie Memorial Travel Scholarship has been awarded to Chuck Howard from the University of British Columbia. The funds are being provided to cover his travel to New Orleans.

### Research at SJDM

Research will be conducted during this year's conference to optimize the submission and review process. If you have any questions, contact the 2018 Program Committee Chair, Oleg Urminsky ([oleg.urminsky@chicagobooth.edu](mailto:oleg.urminsky@chicagobooth.edu)).

## 2018 SJDM Conference Special Events

### FRIDAY, NOVEMBER 16

4:30-6:00 pm

#### **Women in SJDM Networking Event** – Empire C, Level 2

All (women and men) are welcome to attend the annual Women in SJDM networking event. This year's event will be a networking reception divided into two parts. During the first part (from 4:30-6pm; registration required), attendees will be assigned to several small breakout groups for short periods of time. Groups will be comprised of both junior and senior scholars, and during your time together you will have the opportunity to discuss a variety of professional topics. Drinks and light snacks will be served to make this event fun and relaxing! The second part of the event will merge with the welcome reception, sponsored by Women in SJDM. The event is organized this year by Julia Minson, Abby Sussman, and Eesha Sharma.

5:00-7:00 pm

#### **Welcome Reception Sponsored by Women in SJDM/ Registration** – Empire Foyer and Empire B, Level 2

#### **Thank You to the Sponsors of the 2018 Women in SJDM Event**

As of November 8, 2018

##### **Institutions:**

Social & Decision Sciences | Carnegie Mellon University  
Center for Decision Sciences | Columbia University  
Management & Organizations, SC 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  
Women and Public Policy Program | Harvard Kennedy School  
Centre for Decision Research | Leeds University Business School in the UK  
Stern School of Business | New York University  
Department of Psychology | Ohio State University  
Kahneman-Treisman Center for Behavioral Science & Public Policy | Princeton University  
Department of Psychology | Princeton University  
Eller College of Management | University of Arizona  
Haas Center for Equity, Gender, and Leadership | University of California Berkeley  
Center for Decision Research | University of Chicago Booth School of Business  
Department of Psychology | University of Oklahoma  
The Wharton School | University of Pennsylvania  
Olin School of Business | Washington University  
Center for Customer Insights | Yale University

##### **Individuals:**

Annalese Bolton, Kristen Brinkdopke, Wandí Bruine de Bruin, Eva Buechel, Gretchen Chapman, Stephanie Chen, Helen Colby, Michael DeKay, Margaret Echelbarger, Celia Gaertig, Anastasiya Ghosh, Kelly Goldsmith, Raleigh Goodwin, Shawna Guttman, Dave Hardisty, Chuck Howard, Nahid Ibrahim, Erika Kirgios, Eleanor J. Kyung, Rick Larrick, Meng Li, Jennifer S. Lerner, Christina Leuker, Christopher Olivola, Mao Mao, Nina Mažar, Peter McGraw, Sarah Memmi, Stephanie Mertens, Julia Minson, Alice Moon, Shibeal O'Flaherty, Eleanor Putnam-Farr, Christina Rader, Irene Scopelliti, Eesha Sharma, Mary Steffel, Abigail Sussman, Eric VanEpps, Xue Yang, Meng Zhu, Julian Zlatev. Plus many anonymous donors.

##### **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 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 Event Fund”, and click “Donate”).

## SATURDAY, NOVEMBER 17

7:30-8:30 am **Registration w/ Continental Breakfast** – Empire Foyer and Empire B, Level 2

1:30-2:30 pm **Keynote Address: *Representation Lives: JDM as Collective Cognition***  
– **Steven Sloman**, Empire A, Level 2

6:00-6:30 pm **Einhorn Award** - Empire A, Level 2

6:30-8:30 pm **Graduate Student Social Event** – Strand 11A, Level 2

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

## SUNDAY, NOVEMBER 18

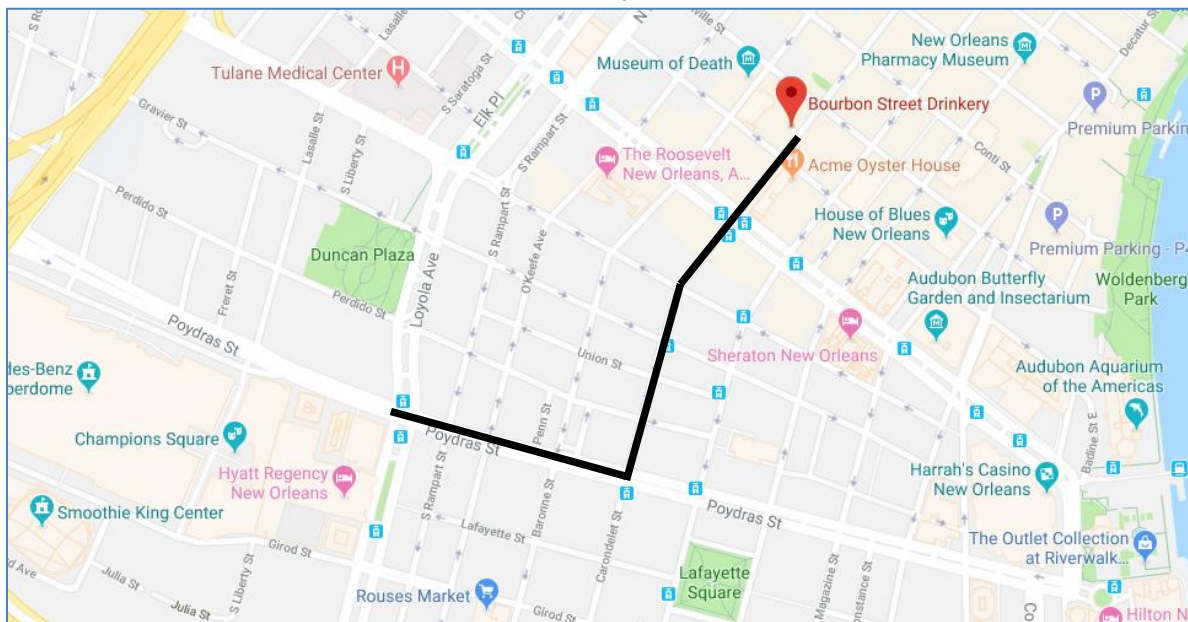
8:30-10:30 am **Poster Session #1 w/ Continental Breakfast** – Elite A, Level 1

1:30-2:15 pm **Presidential Address: *Hedonomics, Experience and Behavior***  
– **Christopher Hsee**, Empire A, Level 2

6:00-8:00 pm **Poster Session #2 w/ Cash Bar** - Elite A, Level 1

9:00pm-1:00am **SJDM Evening Social Event** – Offsite

Be sure to make your way over to the Bourbon Street Drinkery at 217 Bourbon St for our annual social event. Drink tickets will be distributed to the first JDMers to arrive. See you there!



## MONDAY, NOVEMBER 19

8:00-9:00 am **Business Meeting w/Breakfast & Student Poster Award** (Celestin B/C, Level 3)



## Psychonomics Society Sessions on Judgment and Decision Making

*The SJDM Conference first began as a small discussion group at the Psychonomics Society Conference and has been held concurrently ever since. The Psychonomics Conference features research on human cognition, including attention, perception, memory, learning, language, numerical reasoning, problem solving, judgement and decision making. The full program can be found online at <https://www.psychonomic.org/page/2018annualmeeting>, and the sessions focusing specifically on judgment and decision making are listed below.*

### **Judgment..... Friday, 8:00 AM-9:40 AM Strand 13 AB**

8:00 Integrating Discrepant Informants in Judgment. JESSECAE MARSH, Lehigh University, ANDRES DE LOS REYES, University of Maryland, College Park, ANDREW ZEVENEY, Duke University

8:20 False Consensus and the Role of Social Circles. WANDI BRUINE DE BRUIN, University of Leeds, MIRTA GALESIC, Santa Fe Institute, ANDREW M. PARKER and RAFFAELE VARDAS, RAND Corporation

8:40 Boosting Experts' Judgment Accuracy via Coherentization and Aggregation. DAVID R. MANDEL, Defence Research and Development Canada, CHRISTOPHER KARVETSKI, Unaffiliated, MANDEEP K. DHAMI, University of Middlesex

9:00 A Hindsight Bias Associated With the Illusory Sense of Prediction During Déjà vu. ANNE M. CLEARY, ANDREW M. HUEBERT, and KATHERINE L. MCNEELY-WHITE, Colorado State University

9:20 Metamemory Viewed Through the Judgment Lens. ARNDT BRÖDER and MONIKA UNDORF, University of Mannheim

### **Decision Making I.....Friday, 1:30 PM-3:10 PM Celestin GH**

1:30 Confidence and Varieties of Bias. ANDREW HEATHCOTE, ELEANOR HOLLOWAY, and JIM SAUER, University of Tasmania

1:50 A Comparison of a Prediction Error Frequency Model to the Delta Rule Model. DARRELL A. WORTHY and ASTIN C. CORNWALL, Texas A&M University, HILARY J. DON, University of Sydney, TYLER DAVIS, Texas Tech University

2:10 Why Do Decision Makers Reject Mixed Gambles? A Drift-Diffusion Analysis. WENJIA ZHAO, University of Pennsylvania, LUKASZ WALASEK, University of Warwick, SUDEEP BHATIA, University of Pennsylvania

2:30 Models of Risky Choice: A State-Trace Analysis. JOHN C. DUNN, University of Western Australia, LI-LIN RAO, University of Chinese Academy of Sciences

2:50 Modeling Decision Processes on a Continuous Scale. ROGER RATCLIFF, The Ohio State University

### **Decision Making II.....Saturday, 8:00 AM-9:40 AM Celestin BC L**

8:00 Lay Understanding of Illness Probability Distributions. PERNILLE HEMMER and TALIA ROBBINS, Rutgers University

8:20 When Changes in Probability Near the Midpoint Produce Large Changes in Risk Preferences: Contrasting Fuzzy-Trace and Dual-System Affective Models. YUVAL EREZ, VALERIE F. REYNA, SHUTING LU, and LINDSEY TARPINIAN, Cornell University, REBECCA B. WELDON, Juniata College

8:40 Time Course of Repeated Choice: The Effect of Experience on Choosers' Well-Being. YAAKOV KAREEV and JUDITH AVRAHAMI, The Hebrew University of Jerusalem, GAEL LE MENS, Universitat Pompeu Fabra

9:00 Blinded by Context: Insensitivity to Probability in Good and Bad Settings. ANDREA RANIERI and SANDRA L. SCHNEIDER, University of South Florida

9:20 Consumer Choices Under Time Pressure. JON-PAUL CAVALLARO, REILLY INNES, and GUY E. HAWKINS, University of Newcastle



## **Psychonomics Society Sessions on Judgment and Decision Making (Continued)**

### **Decision Making III.....Saturday, 1:30 PM-3:30 PM Celestin F A**

1:30 Optimal Forecasting Teams. DAVID V. BUDESCU and YIZHI (ROXANNE) ZHANG, Fordham University, BARBARA MELLERS, University of Pennsylvania, EVA CHEN, Good Judgment Inc.

1:50 Variables Affecting Go/No-Go Discrimination and Response Bias. MICHAEL E. YOUNG and ANTHONY W. MCCOY, Kansas State University, STEVEN C. SUTHERLAND, University of Houston at Clear Lake

2:10 How Performance in a Cognitive Test Is Influenced by the Test Itself vs. by the Participants' Abilities. LAURA WALL, University of Newcastle, ROBERT KOHN and DAVID GUNAWAN, University of New South Wales, SCOTT D. BROWN, University of Newcastle

2:30 The Cost of Imperfect Memory in Social Interactions. MINOU GHAFARI, and SUSANN FIEDLER, MPI for Research on Collective Goods, BETTINA VON HELVERSEN, University of Zurich

2:50 Do Police Record Styles Influence Credibility Judgments? ANITA EERLAND and TESSA VAN CHARLDORP, Utrecht University

### **Decision Making IV..... Sunday, 8:00 AM-9:40 AM Strand 10 B R**

8:00 Context Effects and the Comparison Process. ANDREA M. CATALDO and ANDREW L. COHEN, University of Massachusetts, Amherst

8:20 Fast and Slow Thinking: Electrophysiological Evidence for Early Conflict Sensitivity. WIM DE NEYS, CNRS & Paris Descartes University, DARREN FREY, Science Po Paris, GRÉGOIRE BORST, OLIVIER HOUDÉ, JULIE VIDAL, and BENCE BAGO, Paris Descartes University

8:40 Moderators of Framing Effect in Asian Disease Kind Problems: Time Constraint, Need, and Disease Type. ADELE DIEDERICH and MARC WYSZYNSKI, Jacobs University Bremen, ILANA RITOV, The Hebrew University of Jerusalem

9:00 The Mere Exposure Effect in the Social Evaluation. NATALIA ANDRIYANOVA and KARINA BAKULEVA, Saint-Petersburg State University

9:20 Value Information, Outcome Order, and Salience Drive Risk Taking in Decisions From Experience. JARED M. HOTALING, University of New South Wales, ANDREAS JARVSTAD, University of Oxford, CHRIS DONKIN and BEN R. NEWELL, University of New South Wales

# 2018 SJDM Conference Paper Abstracts

SATURDAY NOVEMBER 17, 2018

Rooms – Level 2 – Empire B, Empire C & Empire D

## **Session #1 Track I: Optimism – Empire B - Saturday 8:30 am - 9:50 am**

*Recommended Posters: Sunday morning, posters 161-185 “Risk”*

### **Extending the Time Horizon: Elevating Concern for Rare Events by Communicating Losses Over a Longer Period of Time**

Chaudhry, Shereen (University of Pennsylvania); Hand, Michael (USDA Forest Service); Kunreuther, Howard (University of Pennsylvania); Larrick, Richard (Duke University)

To overcome the tendency for individuals to underprepare for rare, catastrophic events, we present a new risk communication intervention in which we "extend the time horizon" over which probabilities for rare events are calculated. Participants are given the choice between losing a small amount for sure and a risky option that involves losing a large amount with a small probability. We found that increasing the time horizon over which the probability of potential loss was calculated increased choice of the safe option in a way that persisted for multiple rounds and was robust to experiencing a loss.

### **Good Luck as a Limited Resource**

Shen, Luxi (Chinese University of Hong Kong); Risen, Jane (University of Chicago); Caruso, Eugene (University of California-Los Angeles)

We explore lay beliefs about how luck operates over time. People believe that good luck, like a limited resource, can run out, and this belief is triggered by the magnitude of initial luck. When an event appears extremely lucky, people predict a reversal, expecting bad luck to follow (regression over the mean). However, they expect mild luck to continue. The luck-runs-out belief applies to good luck (not bad luck or skill-based events) and occurs when people assume temporally-close events draw on a shared resource. Indeed, when events are bracketed separately, people no longer expect bad luck to follow good luck.

### **Brexit, Donald Trump and Car Accidents: Effects of Emotions on Risky Decisions?**

Ayton, Peter (City University of London); Yee, Lana (City University of London)

Numerous laboratory studies reveal that incidental emotions produce distinct effects on risky decision-making: e.g. while fear induces risk-averse choices, anger promotes risk-seeking choices. Accordingly, if risky driving decisions cause car accidents, emotionally arousing events might influence accident rates. Noting studies showing effects on voters' happiness for both the 2016 UK Brexit referendum and 2016 US Presidential election, we exploit geographic voting variation across 378 UK Local authority areas and 3141 US counties and find evidence that region partisanship was associated with fluctuations in post-election car accidents. We consider whether these correlational data indicate that emotions affect drivers' propensity for accidents.

### **Turning “Expenses” into “Bills”: How spending categorization impacts budget optimism and likelihood of success**

Putnam-Farr, Eleanor (Rice University); Ghosh, Anastasiya (University of Arizona)

We examine the very first step of budgeting process (setting budgets) to understand how the budget creation process impacts budget adherence. We demonstrate that budgeters are particularly optimistic in certain spending categories, where spending could be considered discretionary. This optimism is unresponsive to informational prompts and knowledge of past spending and predisposes consumers to repeatedly fail to adhere to budget given the discrepancy between actual spending and the overly optimistic budget.

## **Session #1 Track II: Political Reasoning – Empire C - Saturday 8:30 am - 9:50 am**

*Recommended Posters: Sunday morning, posters 63-71 “Fake News and Convincing Science”*

### **Attributions About Uncertainty in Financial Well-being Predict Political and Policy Preferences**

Krijnen, Job (UCLA); Fox, Craig (UCLA); Ulkumen, Gulden (University of Southern California); Bogard, Jon (UCLA)

Whereas conservatives see changes in financial well-being as predictable based on individual factors such as effort (‘rewarding’), liberals see these changes as both more knowable due to systemic factors such as discrimination and favoritism (‘rigged’), and as more inherently unpredictable (‘random’). These differences in beliefs predict support for a range of public policies, even when controlling for political identity and factors like income and subjective social status. Framing policies as (a) a means to incentivize good behavior, (b) to help disadvantaged, or (c) to pool risks makes them uniquely appealing to people higher on rewarding, rigged, and random dimensions, respectively.

### **Motivated Numeracy: Testing Boundary Conditions on the Expression of Political Bias**

Baker, S. Glenn (University of Missouri); Patel, Niraj (University of Missouri); VonGunten, Curtis (University of Missouri); Valentine, K. D. (University of Missouri); Scherer, Laura D. (University of Missouri);

Research has suggested that numerate individuals may express more worldview-consistent bias in their interpretation of numerical data than their less numerate peers. The present study examined potential boundary conditions of this “motivated numeracy” effect by directly manipulating the difficulty level of data interpretation problems, and including problems on a variety of politicized topics, such as gun control, Obamacare, and man-made climate change. Results indicated that numerate participants interpreted data more accurately than their less numerate peers across all types of problems and levels of difficulty. Crucially, the number of worldview-consistent errors was not moderated by difficulty level or numerical ability.

### **Anger makes people engage with ideology inconsistent political content online**

Mochon, Daniel (Tulane University); Schwartz, Janet (Tulane University)

People typically seek out information that aligns with their political ideology and avoid information that does not. Here we show a boundary condition to this effect where this pattern of engagement reverses. Through a series of field studies, in which we exposed over half a million Americans to political posts on Facebook, we found that people were more likely to engage with posts advocating for an ideology-inconsistent political cause than an ideology-consistent one. Our results suggest that such engagement is driven by the anger generated by ideology-inconsistent content.

### **Combatting fake news**

Pennycook, Gordon (University of Regina); Rand, David (MIT)

The spread of misinformation is a major societal challenge. Here, we assess two potential approaches for combatting misinformation online. First, we find that attaching warnings to stories that have been disputed by third-party fact-checkers does reduce the perceived accuracy of the tagged headlines. However, we also identify an “implied truth” effect whereby false stories that fail to get tagged are seen as more accurate. Second, we find that crowdsourcing ratings of news source quality is promising: Despite substantial partisan differences, laypeople across the political spectrum rated mainstream media outlets as far more trustworthy than either hyper-partisan or fake news sources.

## **Session #1 Track III: Fairness – Empire D - Saturday 8:30 am - 9:50 am**

*Recommended Posters: Sunday evening, posters 128-159 “Moral Judgment”*

### **Ensemble Representation Directs Comparisons Within and Responses to Inequitable Distributions of Reward**

Putnam-Farr, Eleanor (Rice University); Morewedge, Carey (Boston University)

People focus on statistical properties of distributions such as their mean and range when evaluating stimulus sets (e.g., lines, circles, and faces). We examine how this ensemble representation directs social comparisons within and responses to unequal distributions of rewards. We find that ensemble representations direct all people to compare their reward to the mean of the distribution, and directs those paid above average to compare to the sample maximum (i.e., the highest reward in the distribution). The relative distance between the reward that a person receives and these two properties, not the reward rank, uniquely influences happiness with the reward.

### **When Waste Pays: Equal (but inefficient) Allocations Signal Trustworthiness**

DeWees, Bradley R (Harvard University); Dorison, Charles A (Harvard University); Rahwan, Zoe (Harvard University); Robichaud, Chris (Harvard University); Lerner, Jennifer S. (Harvard University)

Scarce and indivisible resources force decision-makers to tradeoff competing values: resources ought to be used efficiently and others ought to be treated equally. Such tradeoffs rarely occur in social vacuums, and the social context can affect how allocators balance equality and efficiency. The present research examines how the core social motive of desiring to appear trustworthy affects resource allocations. Across financial and ethical decisions, we find that allocators are less efficient when they are concerned with appearing trustworthy. Further, we find that their inferences are accurate: observers on average consider efficient allocators less trustworthy.

### **Heuristic Thinking in Judgments about Fair Allocations of Wealth**

Bogard, Jon E (UCLA); West, Colin (UCLA); Fox, Craig (UCLA)

Judgments about how wealth is or should be allocated are critical to many policy decisions. In four studies, we document how people misunderstand these allocations and how heuristic thinking and biases affect construction of wealth distributions and their perceived fairness. We find that evaluations of distributions vary systematically with how income categories are partitioned, suggesting a bias toward equal allocation over all identified categories, but this effect is attenuated when information is presented in “wealth per percentile” format. Thought-elicitation suggests that participants attend most to wealth allocated to the top and bottom income categories, ignoring the middle of the distribution.

### **Arbitrary fairness**

Evers, Ellen R. K. (University of California-Berkeley); O'Donnell, Michael (University of California-Berkeley); Inbar, Yoel (University of Toronto Scarborough)

People often hold strong but simple moral beliefs. For example, many people believe that resources should be assigned in an equitable fashion; the same effort should be compensated the same, and the similar violations should be fined in the same way. Missing in this belief is the unit in which these outcomes should be expressed. Whatever is the same in time spent does not have to be the same in money earned and vice versa. Here we show that people generally fail to take the interchangeability of units into account when judging and assigning fair punishments and rewards.

## **Session #2 Track I: Time Discounting – Empire B - Saturday 10:30 am - 11:50 am**

*Recommended Posters: Sunday evening, posters 119-127 “Intertemporal Choice”*

### **Noisy Time Preference**

He, Lisheng (University of Pennsylvania); Bhatia, Sudeep (University of Pennsylvania); Golman, Russell (Carnegie Mellon University)

People's desire to be patient can fluctuate from moment to moment, yet little is known about the effects of variability in time preference on intertemporal choice behavior. We examine this issue through the lens of an exponential discounting model with noisy discount factors. We provide mathematical results showing that such a model generates decreasing impatience over time, accounting for patterns typically attributed to hyperbolic discounting. We also show that this model makes reasonable predictions regarding violations of intertemporal dominance and predicts observed violations of strong stochastic transitivity. We find empirical support for the noisy exponential model in three novel experiments.

### **Thinking fast does not increase temporal myopia in decision-making**

Crane, Breanna (Vanderbilt University); Trueblood, Jennifer (Vanderbilt University)

Intertemporal choice involves tradeoffs between smaller-sooner and larger-later rewards. A common hypothesis is that myopic behavior occurs through a fast, intuitive system per dual-process theory, suggesting quick decisions should favor immediate rewards. In two experiments, we investigated intertemporal choices in the presence and absence of time pressure and found that time pressure increased impatience for shorter time delays (3-6 days) but decreased impatience for longer delays (12-24 days). Thus, our results do not support the dual-process hypothesis. Additionally, model simulations using variants of the diffusion decision model show that a single-process instead of a dual-process model best explains our results.

## **The Role of Expectations about Changes in Wealth in Discounting Decisions**

Desiraju, Shweta (University of Chicago); Urminsky, Oleg (University of Chicago); Sussman, Abigail (University of Chicago)

Individuals factor beliefs about future changes in wealth (relative to the present) into decisions about intertemporal tradeoffs. Across six studies, we find that participants who expect any change (either an increase or a decrease) in their personal wealth are less patient than those who expect no change. Further, those who anticipate a greater (vs. smaller) magnitude of change are less patient, and this result persists after accounting for current wealth. In addition, those who were reminded to think about changes to their wealth were less patient than those who were not reminded to do so.

## **Perceptions of Numeric Magnitude & Time Relate to Present Bias**

MacDonald, Tyler (Ohio State University); Malkoc, Selin (Ohio State University); Bjälkebring, Par (Ohio State University); Peters, Ellen (Ohio State University)

Individuals tend to choose smaller, immediate amounts over larger, later amounts (i.e. present bias). This tendency has implications, e.g., for debt and savings. In this research, we demonstrated that one's sensitivity to numeric magnitudes, how big one number feels compared to another, helps explain this phenomenon and related time perceptions. In two studies, we found that those with more precise sense of numeric magnitude exhibit less present bias and perceive time more linearly, controlling for numeric competencies and cognitive reflection. These results are the first to examine perceptions of time and numeric magnitudes together as potential determinants of present bias.

## **Session #2 Track II: Policy Decisions – Empire C - Saturday 10:30 am - 11:50 am**

*Recommended Posters: Sunday evening, posters 74-92 "Health"*

## **Patient Responses to Physician Disclosures of Industry Conflicts of Interest: A Randomized Field Experiment**

Rose, Susannah (Cleveland Clinic); Sah, Sunita (Cornell University); Robertson, Christopher (University of Arizona); Dweik, Raed (Cleveland Clinic); Schmidt, Cory (Cleveland Clinic); Mercer, MaryBeth (Cleveland Clinic); Mitchum, Ariane; Kattan, Michael; Karafa, Matthew

Most physicians have financial relationships with the pharmaceutical industry that create conflicts-of-interest (COI). We conducted a highly-powered pre-registered randomized field experiment on 1903 patients at a large U.S. hospital to assess the impact of written disclosures of physicians' COIs. The disclosure significantly increased patients' knowledge of their physicians' COIs, but there was no effect on patients' trust in their physician, nor in missed/cancelled appointments. Thus, mailed financial COI disclosures were effective as an educational tool, but may not be a panacea to addressing COIs if the intended purpose is for patients to assimilate information and account for potential physician bias.

## **Artificial Intelligence and Medical Decision Making**

Longoni, Chiara (Boston University); Bonezzi, Andrea (New York University); Morewedge, Carey (Boston University)

Artificial Intelligence (AI) is revolutionizing healthcare, but little is known about consumer receptivity toward medical AI. In real and hypothetical choices, separate and joint evaluations, consumers are reluctant to utilize healthcare provided by medical AI. Consumers are less likely to utilize healthcare when providers are automated than human, and more reluctant to choose an objectively superior medical provider, if that provider is automated than human. Uniqueness neglect, a concern that AI providers are not able to account for consumers' unique characteristics and circumstances as well as human providers, underlies reluctance toward medical AI.

## **The Mental Attribution Error**

Jordan, Matthew (Yale University); Strohminger, Nina (University of Pennsylvania)

Accurately inferring the values of others is crucial for successful social interactions. Nevertheless, without direct access to others' minds, perspective taking errors are common. We document a systematic perspective-taking failure: people value their minds more than their bodies, but fail to realize others share those values, often believing that others value their bodies more than their minds. The bias manifests across a variety of domains, from severity of injuries to preferences for new abilities to assessments of the corporeality of identity. This self-other preference reversal is diminished, but still present, when availability of others' mental states is made more salient.

## **People Versus Policies: Preference Reversals When Making Equivalent Choices Between Individuals and Policies that Affect Individuals**

Munguia Gomez, David M (University of Chicago); Levine, Emma (University of Chicago)

Across five preregistered experiments (N=2,257), we examine whether people make systematically different choices when choosing between individuals and policies. In an admissions context, we randomly assign participants to admit one of two individuals or select one of two admissions policies. When choosing between individuals, people are significantly more likely to choose an applicant with higher objective achievements over a less privileged applicant, but people exhibit the opposite preference when deciding between policies that would have equivalent consequences. This research has practical and theoretical implications for understanding why our choices frequently violate our espoused policies.

## **Session #2 Track III: Prosociality – Empire D - Saturday 10:30 am - 11:50 am**

*Recommended Posters: Sunday morning, posters 1-15 “Altruism”*

### **What’s in a Name? The Asymmetric Effects of Identifiability on Offenders and Victims of Sexual Harassment**

Barak-Corren, Netta (Hebrew University); Lewinsohn-Zamir, Daphna (Hebrew University)

Sexual harassment victims increasingly choose to become identified. In three large-N experiments using representative populations, we find that identification (by first name only) does not benefit victims of sexual harassment—but helps offenders. Identified offenders are regarded as more credible/moral and less blameworthy/responsible for sexual harassment than unidentified offenders, and they are less likely to be punished. We demonstrate that identifiability’s asymmetric effects on victims and offenders are moderated by the victim’s mode of identification and gender—with actively identified female victims judged more harshly than others. Our results bear implications for courts, legislators, and movements to combat sexual harassment.

### **The Chill of the Moment: Emotions and Pro-Environmental Behavior**

Schwartz, Daniel (University of Chile); Loewenstein, George (Carnegie Mellon University)

Many problems, including those associated with the environment, warrant a sustained response, but the emotions that motivate action are often transient. We examine the impact of affective ads about global warming after a delay. We found that sadness-inducing videos lead to greater donations to an environmental organization than non-affective videos. However, once emotions have cooled off after a delay, there are no differences between affective and non-affective messages. Warning people that emotions, and their effects on behavior, cool off does not reverse the effects of the time delay unless people make a nonbinding commitment just after watching the affective ad.

### **Experiential Purchases Promote Prosocial Decisions**

Lee, Kelly Kiyeon (Georgetown University); Yip, Jeremy A. (Georgetown University); Zhao, Min (Boston College)

Previous research has revealed that experiential consumption fosters social connections compared to material consumption. Building on this prior research, we explore whether experiential consumption promotes prosocial decision-making. Across five lab experiments, we demonstrate that, relative to material consumption, experiential consumption increases donation behavior. Importantly, we find social connectedness mediates the relationship between experiential consumption and donation decisions. Further, we demonstrate that social distance moderates the effect of experiential consumption on donation decisions. Altogether, we demonstrate the robust link between experiential consumption and charitable-giving with different manipulations of experiential consumption and different measures of charitable-giving.

### **The Negative Effects of Precommitment on Reciprocal Behavior: Evidence from a Series of Voluntary Payment Experiments**

KC, Raghabendra (University of Cambridge); Mak, Vincent (University of Cambridge); Ofek, Elie (Harvard University)

Many aspects of social life revolve around people receiving and reciprocating benefits. Oftentimes, there is little uncertainty about the benefits to be received, and it might seem unimportant as to whether the beneficiary is asked to precommit his/her reciprocal behavior. Through a series of experiments in several countries, we show that, on the contrary, precommitment often weakens reciprocal behavior. In a field experiment with pay-what-you-want pricing, the payment amounts decreased when consumers were asked to precommit. In two follow-up experiments, this weakening effect was replicated. The results from our final experiment provides process evidence for our posited mental-accounting mechanism.



### **Session #3 Track I: Information – Empire B - Saturday 2:30 pm - 3:50 pm**

*Recommended Posters: Sunday morning, posters 109-124 “Learning and Information Search”*

#### **When Shrouded Attributes Seem More Transparent: A Preference for Error-Inducing Complexity**

White, Shannon (University of Chicago); Sussman, Abigail (University of Chicago); Beckett, Dustin (Consumer Financial Protection Bureau)

Price is a major factor in most purchasing decisions. However, companies have flexibility in how they present fee information and can make identifying costs difficult. We find that participants actually prefer more computationally complex fee structures even though they lead decision-makers to choose higher-fee options. A preference for complexity is associated with beliefs that detailed fee structures signal transparency and enable better choices. We explore interventions including warning messages and summary information to help people accurately assess costs across a range of products. Together, results suggest that when fees are disaggregated, subjects commit computational errors but believe they will not.

#### **The Economic and Interpersonal Consequences of Deflecting Direct Questions**

Bitterly, Brad (University of Michigan); Schweitzer, Maurice (University of Pennsylvania)

Direct, difficult questions (e.g., Do you have other offers? When do you plan on having children?) pose a challenge. Respondents may incur economic and reputational costs for honestly revealing information, reputational costs for engaging in deception, and interpersonal costs, including harm to perceptions of trust and likability, for directly declining to answer the question (e.g., I would rather not answer that question.). Across several experiments, we explore the relative economic and interpersonal consequences of a fourth approach: Deflection, answering a direct question with another question.

#### **On the strategic use of response times**

Konovalov, Arkady (University of Zurich); Krajbich, Ian (Ohio State University)

People tend to respond quickly facing easy decisions and slowly facing difficult decisions. Understanding this relationship could allow others to exploit this information. In a two-stage bargaining experiment, we find that buyers tend to quickly reject unreasonably high prices but take more time to respond to offers that are close to their valuation. This allows sellers to infer buyers' values from observable response times (RT), creating an incentive for buyers to manipulate their RT, which they do. These results provide insight into the use of RT as a strategic variable.

#### **Intentionally “Biased”: People Purposefully Use To-Be-Ignored Information, But Can Be Persuaded Not To**

Dietvorst, Berkeley (University of Chicago); Simonsohn, Uri (University of Pennsylvania)

Research has repeatedly shown that people fail to disregard to-be-ignored information, supporting the popular notion that once people learn information, they are unable to ignore it. In 7 studies, we argue and provide evidence that very often the problem is not that people cannot ignore information, but that they do not want to ignore information. We find that 1) the majority of people use to-be-ignored information intentionally, 2) people who intend to ignore to-be-ignored information can often disregard it, and 3) providing stronger arguments to ignore information reduces people's reliance on it by convincing them to plan to ignore it.

### **Session #3 Track II: Loss Aversion – Empire C - Saturday 2:30 pm - 3:50 pm**

*Recommended Posters: Sunday evening, posters 26-39 “Behavioral Economics”*

#### **Selling Fast and Buying Slow: Heuristics of Financial Experts**

Akepanidaworn, Klakow (University of Chicago); Di Mascio, Rick (Inalytics); Imas, Alex (Carnegie Mellon University); Schmidt, Lawrence (Massachusetts Institute of Technology)

Most research on heuristics and biases in financial decision-making comes from non-experts, such as retail investors who hold modest portfolios. We use a unique dataset to show that financial market experts – institutional investors with portfolios averaging \$560 million – display costly, systematic biases. A striking finding emerges: while investors display skill in buying, their selling decisions underperform substantially – even relative to random sell strategies. An extremeness heuristic explains the underperformance: investors are prone to sell assets with extreme returns. This strategy is a mistake, resulting in substantial losses relative to randomly selling assets to raise the same amount.

### **Meta-study (a multitude of tiny studies conducted simultaneously) reveals surprising result for gain/loss framing effect**

Rubinchik, Nataliya (The Ohio State University); DeKay, Michael L. (The Ohio State University); De Boeck, Paul (The Ohio State University)

A meta-study is a set of many tiny studies (micro-studies) that are sampled from a much larger collection of possibilities. Meta-studies can yield many of the benefits of time-consuming replications and meta-analyses, but more efficiently (i.e., with higher power) and with greater attention to generalizability and the causal effects of moderators. This presentation (a) describes meta-studies and their benefits; (b) demonstrates how to conduct a meta-study, using the widely replicated gain/loss framing effect as an example; and (c) reports on the generalizability of that effect, including one robust result that is exactly the opposite of what prospect theory predicts.

### **Narrow bracketing your way to reinvestment success: Myopia and loss aversion lead to better outcomes for hazardous investments**

Wall, Daniel (Carnegie Mellon University); Chapman, Gretchen (Carnegie Mellon University)

Studies of myopic loss aversion conflate maximizing expected value (EV) with maximizing growth rates – the per period expected increase or decrease in assets. In our experiment, investing a high percentage leads to high EV but a low growth rate. Compared to broad brackets, narrow brackets lead to smaller investments yielding a lower expected value but a higher growth rate. Broad brackets with replayed decisions lead to smaller investments, suggesting broad brackets may stunt learning from experience. Other participants preferred growth rate optimal distributions to EV optimal distributions. Our results suggest growth rates are psychologically meaningful.

### **Are Firms Loss Averse? Pre-payments, bonus claw-backs, and sales performance in the auto industry**

Pierce, Lamar (Washington University in St. Louis); Busse, Meghan (Northwestern University); Zettelmeyer, Florian (Northwestern University); Blank, Charlotte (Maritz)

We present a field experiment with an automotive manufacturer which tested the effects of a loss contract on monthly vehicle sales. 290 dealers in its sales incentive program were randomized and treated with monthly pre-payments, which were clawed back when targets were missed. While prepayment dealerships were equally likely to hit 110% targets as the control group, they sold 16.5% fewer units for the less profitable brand in their portfolio. We estimate that our RCT saved the manufacturer 16,458 units and \$493 million in lost revenue had the program been implemented across the population without a pilot experiment.

### **Session #3 Track III: Ethics – Empire D - Saturday 2:30 pm - 3:50 pm**

*Recommended Posters: Sunday evening, posters 128-159 “Moral Judgment”*

### **A Matter of Consequences: A Decade of Discourse about Same-sex Marriage**

Hemmatian, Babak (Brown University); Sloman, Sabina J. (Carnegie Mellon University); Cohen-Prive, Uriel (Brown University); Sloman, Steven (Brown University)

Framing issues as matters of non-negotiable values can increase the perceived intractability of debates. Focusing instead on the concrete consequences of policies can facilitate conflict resolution. Using a topic model of Reddit comments from January 2006 to September 2017, we show that a shift away from discussing same-sex marriage in terms of non-negotiable values and towards a discussion focused on concrete consequences coincides with an increase in public support for same-sex marriage.

### **Cheating is in the Eye of the Beholder**

Boyce-Jacino, Christina (Carnegie Mellon University); Chapman, Gretchen (Carnegie Mellon University)

In this paper we present a model of unethical behavior which elucidates the conditions under which agents are dishonest and defines the existence of distinct types of dishonest behavior. Using a psychological game-theoretic framework, we propose that the problem facing the agent is to infer the likelihood that an observer will think her honest, given her action. We evaluate our key theoretical predictions in an experiment and show that the uncertainty of the decision context strongly affects behavior: when uncertainty is high, agents either cheat maximally or not at all, and when it is low, they cheat incrementally.

## **Narrow Bracketing in Ethical Tradeoffs**

Olivola, Christopher (Carnegie Mellon University); Saccardo, Silvia (Carnegie Mellon University)

We demonstrate narrow bracketing in ethical tradeoffs: individuals who don't share money in lab experiments but later donate their (larger) earnings to charity (unethical+ethical) are evaluated less positively than those who share in lab but later donate less (ethical+ethical) or nothing (ethical+neutral) to charity. However, broadly bracketing these same ethical tradeoffs (by presenting sharing and donation decisions simultaneously, rather than sequentially), shifts evaluations toward favoring the welfare maximizing option.

## **When close calls curb crime: almost getting caught reduces future unethical behavior**

Permut, Stephanie (Carnegie Mellon University); Saccardo, Silvia (Carnegie Mellon University); Downs, Julie (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

We investigate the applications of near-miss effects to theories of deterrence and risk. Across several experimental studies, we study how individuals behave after getting away with a first instance of cheating. We show that participants who cheat and experience subsequent "close calls" with punishment reduce their cheating in levels comparable to cheaters who are punished. By contrast, participants who avoid punishment by wider margins do not decrease their cheating. We present converging evidence that these effects are cognitive in nature. Participants believe that their distance from undesirable outcomes contains information about outcome-likelihoods and about the structure of the task itself.

## **Session #4 Track I: Probability – Empire B - Saturday 4:30 pm - 5:50 pm**

*Recommended Posters: Sunday evening, posters 180-190 "Probability and Uncertainty"*

## **Proximity Bias: Motivated Effects of Spatial Distance on Probability Judgments**

Hong, Jennifer Seokhwa (New York University); Longoni, Chiara (Boston University); Morwitz, Vicki G. (New York University)

Considerable research has shown that people judge physically near events to more likely to occur than faraway ones. We document the reverse effect by identifying a novel proximity bias, whereby event nearness and valence systematically interact in determining probability judgments. When estimating the probability of a negative event, people deem the nearby event less likely to occur than the faraway one. When estimating the probability of a positive event, however, people perceive the nearby (vs. distant) event to more likely to occur. We attribute the findings to people's motivation to approach physically close, positive outcomes and avoid close, negative outcomes.

## **Unpacking effects in probability judgment: The role of diversity**

Hadjichristidis, Constantinos (University of Trento); Geipel, Janet (University of Chicago); Gopalakrishna Pillai, Kishore (University of East Anglia,)

Previous research has shown that the subjective probability of an event depends on whether its description mentions examples ("a randomly chosen undergraduate majors in biology or in any other science") or does not mention examples ("a randomly chosen undergraduate majors in science"). In three experiments we examined descriptions that mention examples and manipulated whether these were similar (e.g., biology, medicine) or diverse (e.g., biology, mathematics). We found a diversity effect: diverse (vs. similar) examples induced higher probability judgments. Further results support a cognitive rather than a pragmatic explanation: diverse (vs. similar) examples activate more parts of the target category.

## **The "Hot Hand Fallacy" Fallacy**

Miller, Joshua B (University of Alicante); Sanjurjo, Adam (University of Alicante)

The hot hand fallacy has long been considered a massive and widespread cognitive illusion with important implications for decision making. We uncover a subtle, but critical, statistical bias that invalidates previous evidence supporting the hot hand fallacy in its canonical domain, basketball shooting. We re-assess and re-analyze basketball shooting and betting data. We find that the hot hand exists, and that players can bet on it successfully.

## **Salience and Skewness Preferences**

Dertwinkel-Kalt, Markus (University of Cologne); Koester, Mats (Heinrich-Heine-University Duesseldorf)

Whether people seek or avoid risks on gambling, insurance, asset, or labor markets crucially depends on the skewness of the underlying probability distribution. In fact, people often seek positively skewed risks and avoid negatively skewed risks. We show that salience theory of choice under risk can explain a preference for positive skewness as unlikely, but outstanding payoffs attract attention. Unlike alternative models, however, salience theory predicts a preference for relative rather than absolute skewness. We exploit this fact to derive experimentally testable predictions that are unique to the salience model and that we find support for in two laboratory experiments.

## **Session #4 Track II: Financial Decisions – Empire C - Saturday 4:30 pm - 5:50 pm**

*Recommended Posters: Sunday morning, posters 72-95 “Financial Decision Making”*

### **Tax Aversion in the Wild: Leveraging Tax Salience to Enhance Investor Behavior**

Sussman, Abigail (University of Chicago); Egan, Daniel (Betterment); Swift, Sam (Bowery Farms)

In a field experiment and examination of data from an online investment adviser, we introduce a novel nudge to reduce excessive trading levels, which have been associated with lower returns. We highlight tax consequences of trading and find that the rate of allocation changes drop significantly when investors are notified of potential taxes owed. Reactions to taxes differ as a function of political party, consistent with prior research on tax aversion and suggesting that this response may be specific to taxes. Tax reminders can be used to leverage one bias (tax aversion) to assist in reducing others (e.g., excessive trading).

### **Depletion Aversion: People Dislike Spending Accounts Down to Zero**

Roeder, Scott S. (Washington University in St. Louis); Lee, Dongju (Washington University in St. Louis); LeBoeuf, Robyn (Washington University in St. Louis)

In 6 studies ( $n = 3188$ ), we show evidence for “depletion aversion:” people avoid spending from accounts when doing so would deplete those accounts (even when the accounts perhaps should, normatively, be depleted). For example, people would rather pay a \$500 expense from an account with a \$1000 balance than from one with a \$500 balance, even if the \$1000 account pays interest at a higher rate.

### **Neutralizing the Expense Prediction Bias**

Howard, Chuck (University of British Columbia); Hardisty, David (University of British Columbia); Sussman, Abigail (University of Chicago); Knoll, Melissa (Consumer Financial Protection Bureau)

Consumers under-predict their future expenses. The present research theorizes that this expense prediction bias occurs because consumers’ mental representations of the future are shaped by cognitive prototypes. We then leverage this insight to develop a simple cognitive tool that improves expense prediction accuracy. Four studies ( $N = 2,022$ ) provide support for this theory and validate the effectiveness of the tool. Consumers predict their future expenses will be both more typical and lower than their past expenses. A longitudinal field study shows that without intervention these effects persist over time, but that decreasing perceived typicality of future expenses neutralizes the bias.

### **Labeling Debt as due to Ordinary rather than Exceptional Spending Leads to Greater Debt Repayments**

Trudel, Remi (Boston University); Blanchard, Simon J. (Georgetown University); Kettle, Keri L. (University of Manitoba)

We study how interventions that label debt as resulting from ordinary or exceptional spending potentially encourage consumers to increase their debt repayments. Across three experiments and a field study of more than 3000 indebted consumers, we show that debt labeling interventions increase debt repayments when the debt is predominantly due to ordinary versus exceptional spending. This occurs because accumulating debt from ordinary (common, frequent) expenditures suggests a lack of financial control. Consumers thus view debt as less acceptable if it results from ordinary spending rather than exceptional spending, and are more motivated to repay ordinary debt than exceptional debt.

#### **Session #4 Track III: Altruism – Empire D - Saturday 4:30 pm - 5:50 pm**

*Recommended Posters: Sunday morning, posters 1-15 “Altruism”*

##### **Mandatory Self-Promotion Increases Charitable Acts**

Yang, Adelle Xue (National University of Singapore); Hsee, Christopher (University of Chicago)

People often feel conflicted about broadcasting their charitable acts: while they desire to be known as charitable, they fear being seen as a “braggart” or a “poser”. This research examines mandatory self-promotion as a counterintuitively effective charity campaign recruitment strategy that solves the donor’s dilemma. Four studies (N = 9, 629), including a large-scale field study, demonstrate that a charity campaign recruits more charitable acts when the charity recruitment makes self-promotion mandatory instead of voluntary, because the former mitigates potential donors’ concern about the social inferences of reputation motives while satisfying their desire to establish a charitable reputation.

##### **The psychology of allocating help: Distributing help across group members increases the amount of help**

Sharps, Daron (University of California-Berkeley); Schroeder, Juliana (University of California-Berkeley)

Helpers are often faced with more than one request for help, such as multiple lenders on Kiva.org requesting donations. Five experiments (N=2,459) testing real help decisions explore how the number of help-requesters influences the amount of help given. We proposed that the act of distributing help unpacks the helping decision, causing helpers to consider each individual requester’s need more carefully and to provide more help overall. Results supported our prediction; helpers donated more when they viewed more requesters, but only when distributing their help to each requester separately.

##### **The Broken Cycle of Giving: How the Misperceptions of Givers and Receivers Keep Both from Maximizing Happiness**

Powell, Emily (New York University); Jung, Minah (New York University); Nelson, Leif (University of California-Berkeley)

It feels good when a little bit of kindness makes someone else happy, but people do not always offer that little bit of kindness. Why not? Three pre-registered investigations, all conducted in naturalistic field settings, identify asymmetries in the perceived and experienced happiness of givers and recipients in “pay-it-forward” chains of kindness. People underestimate how happy their kindness will make their recipients feel and fail to update their beliefs even after receiving kindness from someone. These inaccurate beliefs about the impact of their kindness on others’ happiness might contribute to why the chains of kindness often quickly break.

##### **Getting the Rich and Powerful to Give**

Kessler, Judd B (University of Pennsylvania); Milkman, Katherine L (University of Pennsylvania); Zhang, C Yiwei (University of Chicago)

What motivates the rich and powerful to exhibit generosity? In a large field experiment with 32,174 alumni of an Ivy League university, we find that, consistent with past psychology research, the rich and powerful respond dramatically, and differently than others, to being given a sense of agency over the use of donated funds. Gifts from rich and powerful alumni increase by 100-350 percent when given a sense of agency. This response arises primarily on the intensive margin with no effect on the likelihood of donating. Results suggest that motivating the rich and powerful to act may require tailored interventions.

**SUNDAY NOVEMBER 18, 2018**

**Rooms – Level 2 – Empire B, Empire C & Empire D**

**Session #5 Track I: Risky Choice – Empire B - Sunday 10:30 am - 11:50 am**

*Recommended Posters: Sunday morning, posters 161-185 “Risk”*

**Risk Averse In Prospect, Risk Seeking In Process**

Shen, Luxi (Chinese University of Hong Kong)

How do people respond to outcome uncertainty? I propose a theoretical framework and present empirical evidence to reconcile two starkly contradictory findings regarding risk preference: Gneezy et al. (2006) show strong uncertainty loathing—that an uncertain outcome (e.g., \$5 or \$10) is less attractive than its worse certain outcome (\$5), while Shen et al. (2015) show strong uncertainty loving—that an uncertain outcome (e.g., \$5 or \$10) is more motivating than its best certain outcome (\$10). It appears that uncertainty loathing occurs in prospect, whereas uncertainty loving occurs in process.

**Anticipated Outcome Bias: People Are More Motivated To Improve Their Chances of Obtaining A Desirable Outcome When Those Chances Are Already Very Good**

Lewis, Joshua (University of Pennsylvania); Simmons, Joseph (University of Pennsylvania)

People are more motivated to increase their chances of obtaining a positive outcome that was already likely than a positive outcome that was previously unlikely. For example, people are more motivated to pursue a medical treatment that will increase the probability of a cure from 70% to 80% than one that will increase the probability of a cure from 20% to 30%. This seems to be because people expect to feel better about incurring costs when these costs are accompanied by a good outcome, whether or not the costs themselves actually influence the outcome.

**Why do decision makers reject low-stake positive-expected-value gambles?**

Zhao, Wenjia Joyce (University of Pennsylvania); Bhatia, Sudeep (University of Pennsylvania); Walasek, Lukasz (University of Warwick)

The rejection of low-stake positive-expected-value mixed gambles has been traditionally attributed to loss aversion (higher utility weights for losses than gains). This paper considers an additional psychological mechanism: A predecisional bias towards rejection, without the evaluation of the gamble. We used a drift diffusion model, fit to data from four experiments, to compare these two mechanisms. We found that the predecisional bias provides the largest quantitative contribution to model fits. Additionally, it predicts the unique decision time patterns observed in our experiments. Our results suggest that people reject low-stake positive-EV mixed gambles largely due to a predecisional bias favoring rejection.

**Risky Sure Things and Reference-Dependent Risk Attitudes**

Rottenstreich, Yuval (UCSD); Markle, Alex (Fordham University); Muller-Trede, Johannes (University of Navarra)

Most models associate risk with outcome variability. But we observe that even sure things, which have zero outcome variability, are perceived as risky from risky reference points. For example, when an equal chance at \$385 and \$65 is the reference point, receiving \$200 for sure is judged relatively risky; after all, it can yield a relative loss or gain. The observation of risky sure things helps explain why risky reference points attenuate the preference for sure things. Sure things have special appeal when they enable risk avoidance. By rendering sure things risky, risky reference points eliminate this special appeal.

**Session #5 Track II: Nudges – Empire C - Sunday 10:30 am - 11:50 am**

*Recommended Posters: Sunday evening, posters 160-179 “Nudges and De-biasing”*

**The Hidden Cost of Soft Paternalism**

Hagmann, David (Carnegie Mellon University); Ho, Emily (Fordham University); Loewenstein, George (Carnegie Mellon University)

Nudges appear virtually costless, preserving people's freedom to choose differently than a (potentially misinformed) policymaker. We propose, however, that they can have an indirect cost: when heavy-handed and painful policies may be needed, nudges can provide the promise of a lower cost 'quick fix,' undermining support for more effective policies. In a series of five studies, we show that people perceive nudges as less painful alternatives, rather than complements. When nudges are introduced as options, they diminish support for more effective standard policies. We replicate our findings with alumni of a policy school, suggesting that this effect generalizes to experts.



## **Good Guesses, Biased Buildings: How Choice Architects Use and Misuse Anchoring, Framing, Social Norm, Mental Accounting, Transaction Utility, and Decoy Effects to Influence Others in Decisions, Games, and Negotiations**

Daniels, David (Hong Kong University of Science and Technology); Neale, Margaret (Stanford University); Nakashima, Nathaniel (Stanford University)

We examine how good Choice Architects (e.g., business executives) are at strategically using seven biases/effects to influence others in desired directions. For three biases/effects (the mental accounting effect, the transaction utility effect, and the decoy effect), Choice Architects appear to understand and use them with surprising effectiveness. For four other biases/effects (the anchoring effect, the valence framing effect, the social norm effect, and the contribution/competition framing effect), Choice Architects appear to use them effectively on average, while also revealing a strong distortion towards building “prosocial” (vs. “antisocial”) choice environments. These distortions appear to reflect decision biases rather than social preferences.

### **Save(d) by Design**

Bhargava, Saurabh (Carnegie Mellon University); Conell-Price, Lynn (Carnegie Mellon University); Mason, Richard (Voya Financial, University College of London); Benartzi, Shlomo (UCLA)

Online 401(k) enrollment interface design varies extensively along non-economic dimensions such as how options are presented, and plan information is displayed. Yet there is little evidence on how these factors affect behavior. Field experiments reported here show that randomized design variation can be very influential, with one design increasing average contributions across thousands of employees from hundreds of different firms by a magnitude equivalent to that predicted by increasing matching incentives by over 60% of the typical match limit. This design also made decisions more responsive to cross-plan variation in match incentives, highlighting complementarities between design and incentives.

### **Should Governments Invest More in Nudging?**

Benartzi, Shlomo (University of California at Los Angeles); Beshears, John (Harvard University); Milkman, Katherine L (The University of Pennsylvania); Sunstein, Cass R (Harvard University); Thaler, Richard H (University of Chicago); Shankar, Maya (Google); Will Tucker-Ray, William J. Congdon, and Steven Galing

Governments are increasingly adopting behavioral science techniques for changing behavior in pursuit of policy objectives. The types of “nudge” interventions that governments are adopting alter people’s decisions without coercion or significant changes to economic incentives. We calculated ratios of impact to cost for nudge interventions and traditional policy tools, such as tax incentives and other financial inducements, and we found that nudge interventions often compare favorably with traditional interventions. We conclude that nudging is a valuable approach that should be used more often in conjunction with traditional policies, but more calculations are needed to determine the relative effectiveness of nudging.

## **Session #5 Track III: Social Interaction – Empire D - Sunday 10:30 am - 11:50 am**

*Recommended Posters: Sunday morning, posters 186-193 “Social Processes”*

### **Undervaluing gratitude: Expressors misunderstand the consequences of showing appreciation**

Kumar, Amit (University of Texas at Austin); Epley, Nicholas (University of Chicago)

Expressing gratitude improves welfare, but we find that expressors systematically undervalue its positive impact on recipients. Participants sent gratitude letters and predicted how surprised, happy, and awkward recipients would feel. Recipients were then contacted and reported how they actually felt. Expressors significantly underestimated the benefits and overestimated the cost of expressing gratitude. We then examined how these anticipated responses affect choices. Wise decisions are guided by accurate assessments of the expected value of action. These results suggest that people may undervalue prosociality, a tendency that could keep them from engaging in behavior that would maximize their own--and others’--well-being.

### **Would you bet on it? How life’s gambles impact people’s beliefs**

Schulze, Christin (Max Planck Institute for Human Development); Pleskac, Timothy J. (Max Planck Institute for Human Development)

Should and does the mere proposal of a bet alter your beliefs? Typically, bets are treated merely as stimuli which indicate preferences. Yet a bet is also datum that signals the bet-upon event. Based on the hypothesis that bets reflect a systematic inverse risk–reward regularity, we developed a Bayesian belief-updating model for making inferences from bets. We tested the model’s predictions in two experiments and found that the signal carried in a bet influenced participants’ beliefs. These results reveal how people use risk–reward relationships as a window onto other people’s beliefs and update their own based on what they see.

## **Hiding One's Success**

Roberts, Annabelle R (University of Chicago); Levine, Emma E (University of Chicago); Sezer, Ovul (University of North Carolina-Chapel Hill)

Effective communication is an integral aspect of social life. Unsuccessful communication can hurt people or backfire in unintended ways. Across four studies ( $N = 1,511$ ), we find that individuals often hide - rather than share - their successes from close others, and that such hiding is penalized in social interactions. We explore the underlying mechanism and find that hiding one's success uniquely leads targets to make negative inferences about the communicator's motives and beliefs. These results challenge prior research about the ubiquity of self-promotion and provide new insights into the consequences of hiding information in everyday communication.

## **Peer Bargaining and Productivity in Teams: Gender and the Inequitable Division of Pay**

Pierce, Lamar (Washington University in St. Louis); Wang, Laura (University of Illinois Urbana-Champaign); Zhang, Dennis (Washington University in St. Louis)

We show that when teams are allowed to internally allocate rewards, the ensuing peer bargaining process generates inequitable outcomes toward women based in social processes and distributional preferences. We provide the first firm-based evidence on how peers bargain in dividing team-based compensation. We use risk-adjusted fixed-effect models to identify productivity and peer bargaining traits in 965 workers at 32 large Chinese beauty salons. Machine learning models confirm that although women are slightly more productive than their male counterparts, they consistently receive smaller shares of joint commissions. A formal bargaining model indicates women are more prosocial and have less bargaining power.

## **Session #6 Track I: Dynamic Choice – Empire B - Sunday 2:15 pm - 3:35 pm**

*Recommended Posters: Sunday morning, posters 16-39 “Consumer Decision Making”*

## **Stochasticity, Dynamism, and Context-Dependence in Desirability Ratings**

Bhatia, Sudeep (University of Pennsylvania); Pleskac, Timothy (Max Planck Institute for Human Development)

In desirability rating tasks, decision makers evaluate objects on a continuous response scale. What are the key behavioral patterns at play in these tasks, and can they be predicted by established theories of preferential choice? We address these questions using a dynamic, competitive multiattribute preference accumulator with stochastic attribute sampling, modified to generate continuous responses. This model makes unique predictions regarding the statistical distribution of desirability ratings, as well as their dependence on deliberation time and on context. We test and confirm these predictions in two experimental studies. Our studies also find strong quantitative support for the proposed model.

## **Processing moving numbers: How update frequency influences magnitude judgments**

Gunadi, Manissa P (Erasmus University); Lembregts, Christophe (Erasmus University)

Our lives are pervaded with quantitative information. Increasingly, this information is dynamic and updates recurrently. We demonstrate that people perceive an identical numerical value as larger when it stems from a more frequently updated source than from a less frequently updated source, although update frequency is irrelevant for magnitude judgments. The effect occurs because people misattribute higher frequency for greater magnitude, and it is attenuated when people's focus of attention is shifted to the size of each increase.

## **The Sign Effect in Past and Future Discounting**

Molouki, Sarah (University of Chicago); Hardisty, David (University of British Columbia); Caruso, Eugene (University of Chicago)

We compare the extent to which people discount positive and negative events in the future and in the past. We find that the tendency to discount gains more than losses (i.e., the sign effect) emerges for future, but not past, outcomes. We present evidence from three studies that the effect of tense on discounting is mediated by differences in contemplation utility, which we define as the emotional intensity from either anticipating or remembering the event.

## **Post-Contest (not so) Prosocial Behavior**

Moyal, Adiel (Hebrew University); Ritov, Ilana (Hebrew University)

This research focuses on whether the experience of having just competed in a contest has an impact on other-regarding decisions, and examined whether a preliminary contest affects winners and losers differently in a subsequent interaction. Our hypothesis, that participation in a contest reduces prosociality in an ostensibly unrelated situation, was examined and supported in four experiments. Moreover, results revealed the mediating role of empathy in the link between a preceding contest and consequent diminished prosocial behavior. Additionally, the findings suggest that the effect of a contest's outcome on subsequent prosocial decisions may depend on the specific domain of behavior.

## **Session #6 Track II: Advice – Empire C - Sunday 2:15 pm - 3:35 pm**

*Recommended Posters: Sunday evening, posters 1-7 “Advice”*

### **What does an expert know that I don't? Undermining an illusion of knowledge increases the influence of experts**

Meyers, Ethan, A (University of Waterloo); Turpin, Martin, H (University of Waterloo); Bialek, Michal (University of Waterloo); Fugelsang, Jonathan (University of Waterloo); Koehler, Derek (University of Waterloo);

People don't respond more to experts than to fellow lay people (Johnston & Ballard, 2016). We sought to better understand the factors that make it more likely that people will revise their beliefs in response to expert vs. public opinion. We hypothesized that exposing an illusion of explanatory depth would lead to more belief revision to experts. We found that after exposure, expert opinion was more influential than public opinion. Our results suggest that experts may not be afforded privilege of opinion in their own domains over the public because people think they know more than they do.

### **Advice from top performers feels (but is not) more helpful.**

Levari, David E. (Harvard University); Gilbert, Daniel T. (Harvard University)

How do advice-seekers choose advisors? Are they choosing well? Across six studies, we find that advisors, advisees and observers all predict that higher-performing advisors will give better advice in a variety of tasks. However, we find no relationship between actual advice quality and advisor performance. Curiously, advice from higher performers is rated as being more helpful than other advice, even when advisees have no knowledge about advisor performance. As an explanation for this finding, we further show that advice seems more helpful when more of it is given, and that higher-performing advisors tend to give more advice on average.

### **When and how can social scientists add value to data scientists? A choice prediction competition for human decision making.**

Plonsky, Ori (Duke University); Apel, Reut (Technion); Erev, Ido (Technion); Ert, Eyal (Hebrew University); Tennenholtz, Moshe (Technion);

To evaluate when and why models based on knowledge accumulated in behavioral decision research can outperform machine learning algorithms in pure prediction problems, we organized two parallel choice prediction competitions. In the first, participants were asked to predict aggregate choices of an unseen sample of decision-makers in a set of unknown choice tasks. In the second, participants were asked to predict, in a set of known tasks, choices made by individual decision-makers whose behavior in other tasks is known. This talk presents the results of the two competitions and their implications for the integration of behavioral science and data science.

### **Algorithm Appreciation: People prefer algorithmic to human judgment**

Logg, Jennifer M. (Harvard University); Minson, Julia A. (Harvard University); Moore, Don A. (University of California-Berkeley)

Even though computational algorithms often outperform human judgment, received wisdom suggests that people may be skeptical of them (Dawes, 1979). Counter to this notion, results from eight experiments (N=2,501) show that lay participants adhered more to advice when they thought it came from an algorithm than a person. People showed “algorithm appreciation” when forecasting the popularity of songs, romantic matches, and geopolitical events and when making numeric estimates about a visual stimulus. Researchers who reviewed experimental materials (N=119) predicted algorithm aversion. Algorithm appreciation waned when people choose between their own versus algorithm judgment or had expertise in forecasting.

## **Session #6 Track III: Choice Motives – Empire D - Sunday 2:15 pm - 3:35 pm**

*Recommended Posters: Sunday evening, posters 110-118 “Inference”*

### **How Self-Expression Creates Choice Overload**

Cheek, Nathan N. (Princeton University); Schwartz, Barry (UC Berkeley); Shafir, Eldar (Princeton University)

Why are large choice sets overwhelming? We propose and test a novel explanation for choice overload that integrates previous research on the effects of large choice sets with the social psychological literature on self-expression. Specifically, we show that larger choice sets make choices seem more self-expressive, which increases maximizing and decision stress and difficulty. We also find evidence for mediators and boundary conditions of the effect of choice set size on perceived self-expressiveness. Taken together, our studies show that larger choice sets raise the stakes of choice, making even trivial choices seem self-relevant and important.

### **When easy is hard: The cognitive costs of decision-making strategies**

Fechner, Hanna (University of Zurich); Schooler, Lael (Syracuse University); Pachur, Thorsten (Max Planck Institute for Human Development)

Decision-making strategies are often distinguished in terms of the cognitive costs they entail. Attempts to conceptualize these costs, however, have remained elusive. We developed an approach that grounds strategies in a cognitive architecture and decomposes their costs into the time costs associated with the demands for using specific cognitive resources. Computer simulations showed that under increasing cognitive demands the costs of a presumably simple, noncompensatory strategy exceeded those of a compensatory strategy. This result was confirmed in an empirical study. Our results revealed cognitive costs of strategies that remain hidden when using the prominent elementary information processes (EIP) framework.

### **The Peril and Promise of Unknown Odds: Choice under Ambiguity when Reputations are on the Line**

DeWees, Bradley R. (Harvard University); Lerner, Jennifer S. (Harvard University)

Accountability research finds that justifying one's choices to others amplifies ambiguity aversion, or the tendency to avoid options with unknown or vague probabilities. We show that this is not true in cases where decision-makers generate ambiguous probabilities themselves (i.e., predictions). In such cases, accountability's effects depend on a decision-maker's knowledge of a given domain and the extent to which the decision-maker appears to back down from her initial judgment of ambiguity. When decision-makers have high knowledge and appear to back down, accountability's effects flip from what prior research has shown and leads decision-makers to be more tolerant of ambiguity.

### **Different Value Mechanisms Involved in Liking a Set vs. Choosing From It**

Shenhav, Amitai (Brown University); Karmarkar, Uma R. (University of California-San Diego)

We explore how people evaluate their liking for a prospective choice set, and find that a set's appraisal value is best predicted by the average preference for its individual items. Using fMRI, we show this value is encoded similarly in a network of reward-related brain areas (including ventral striatum) regardless of whether individuals are appraising the overall set, or choosing one option from it. Notably, though, a second network (including medial orbitofrontal cortex) showed activity specifically associated with making a choice. These findings suggest differentiable evaluatory mechanisms involved in integrating set options vs. comparing between them.

## **Session #7 Track I: Uncertainty – Empire B - Sunday 4:15 pm - 5:35 pm**

*Recommended Posters: Sunday evening, posters 180-190 “Probability and Uncertainty”*

### **60% + 60%=60%, but Likely + Likely=Very Likely**

Mislavsky, Robert (Johns Hopkins University); Gaertig, Celia (University of Pennsylvania)

How do we combine others' probability forecasts? Prior research has shown that when advisors provide numeric forecasts, people typically average them. For example, if two advisors think an event has a 60% chance of occurring, people also believe it has a 60% chance (more or less). However, what happens if two advisors say that an event is “likely” or “probable”? In four studies, we find that people combine verbal forecasts additively, making their forecasts more extreme than each advisor's forecast. For example, if two advisors say something is “likely,” people believe that it is “very likely.”

### **Ambiguity Aversion and the Perceived Nature of Uncertainty**

Fox, Craig (UCLA); Goedde-Menke, Michael (University of Muenster); Tannenbaum, David (University of Utah)

Four studies show that ambiguity aversion is exacerbated when uncertainty is seen as primarily knowable/epistemic and mitigated when it includes a random/aleatory component. First, ambiguity aversion is exacerbated when participants bet on the majority color of an Ellberg urn (pure ignorance) rather than a single draw from it (ignorance+chance). Second, most participants prefer to bet on both sides of a soccer match (knowable+random uncertainty) to betting on both teams being favored (pure knowable uncertainty). Third, preference to add a random component to epistemic uncertainty is eliminated when reframed. These results violate SEU and economic models of aversion to compound lotteries.

### **New Insights into Decisions from Experience: Using Cognitive Models to Understand How Value Information, Outcome Order, and Salience Drive Risk Taking**

Hotaling, Jared M. (University of New South Wales); Dokin, Chris (University of New South Wales); Ben R. Newell (University of New South Wales) and Andreas Jarvstad (University of Oxford)

Attention and memory play crucial roles in decisions from experience because one must learn about options by observing their outcomes. In a series of experiments investigating the links between attention, memory, and decision making, participants made choices between pairs of risky gambles within a standard “sampling” paradigm. After observing a representative sample from each, participants chose an urn to draw from for a consequential payment. Our findings point to several factors influencing people’s choices. We propose a cognitive model to explain the how interactions between attention, memory, and choice produce exemplar confusions that produce systematic deviations from expected utility maximization.

### **An Item Response Approach to Calibration of Confidence Judgments**

Attali, Yigal (Educational Testing Service); Budescu, David (Fordham University); Arieli-Attali, Meirav (ACT Next)

The general overconfidence and hard-easy effects in confidence research are based on aggregated analyses of confidence and accuracy and ignore the objective difficulty of the item for the person. We argue that this leads to confounding of bias in confidence judgments with variations in the difficulties of the items, and propose a multilevel approach, whereby the probability of a correct response is modeled as a function of both objective and subjectively judged difficulty. We demonstrate the confounding effects of conventional aggregated analyses through synthetic examples and an empirical study with 300 people providing confidence judgments for 50 general knowledge questions.

## **Session #7 Track II: Policy Experiments – Empire C- Sunday 4:15 pm - 5:35 pm**

*Recommended Posters: Sunday evening, posters 160-179 “Nudges and De-biasing”*

### **Can Pre-Commitment Increase Savings Deposits? Evidence from a Tax Time Field Experiment**

Roll, Stephen (Washington University in St. Louis); Grinstein-Weiss, Michal (Washington University in St. Louis); Cryder, Cynthia (Washington University in St. Louis); Gallagher, Emily (University of Colorado)

This research uses a field experiment to test the role that savings pre-commitments, a choice architecture emphasizing refund savings deposits, and providing different savings options to tax filers based on savings account ownership can play in motivating 845,786 tax filers’ decisions to deposit their tax refund into savings vehicles. We find that our interventions are effective at significantly and substantially improving savings deposits. Most of this impact appears to be driven by the choice architecture rather than the pre-commitment, and the evidence on the incremental impact of pre-commitment itself on refund savings deposits is mixed.

### **Reducing failures to appear in New York City criminal courts**

Fishbane, Alissa (ideas42); Ouss, Aurelie (University of Pennsylvania); Shah, Anuj K. (University of Chicago)

Failures to appear (FTAs) for court are common. The criminal justice system implicitly treats FTAs as intentional acts, issuing arrest warrants for contempt of court. Here, we suggest that people might mistakenly miss court due to inattention. We evaluated two large-scale interventions to reduce inattention. First, we redesigned New York City’s court summons forms to make court information more salient. This intervention reduced FTAs by 13%. Second, we randomized summons recipients to receive text message reminders about their court dates, reducing FTAs by as much as 26%. Finally, we discuss why policymakers might often overlook behavioral interventions for criminal justice.

**Green or grey, I'll do whatever you say: Implied endorsement mediates the effects of defaults on green energy choice regardless of disclosure or perceptions of the choice architect**

Reeck, Crystal (Temple University); Appelt, Kirstin C (University of British Columbia); Gardner, Emily A (Temple University); Johnson, Eric (Columbia University); Weber, Elke (Princeton University);

Choice architecture interventions have been touted as a means to encourage consumer welfare. However, it remains unclear whether transparency about such interventions might compromise their efficacy. We examine how defaults influence the adoption of environmentally-friendly utility plans when consumer awareness of the default varies. Across three experiments, establishing a green plan as the default encourages its adoption. Perceptions of implied endorsement mediate this effect, and high approval exists for using defaults to shape choices. Neither disclosing the use of choice architecture nor varying the entity enacting the default decreases the default's effectiveness, with the latter result contradicting previous findings.

**Critical Condition: People Only Object to Corporate Experiments If They Object to a Condition**

Mislavsky, Robert (Johns Hopkins University); Dietvorst, Berkeley (University of Chicago); Simonsohn, Uri (University of Pennsylvania)

Why have companies faced a backlash for running experiments? Academics and pundits have argued that it is because the public finds corporate experimentation objectionable. In this paper we investigate "experiment aversion," finding evidence that, if anything, experiments are rated more highly than the least acceptable policies that they contain. In five studies participants evaluated the acceptability of either corporate policy changes or of experiments testing those policy changes. When all policy changes were deemed acceptable, so was the experiment, even when it involved deception, unequal outcomes, and lack of consent. Experiments are not unpopular, unpopular policies are unpopular.

**Session #7 Track III: Social Judgment – Empire D - Sunday 4:15 pm - 5:35 pm**

*Recommended Posters: Sunday morning, posters 186-193 "Social Processes"*

**The second pugilist's plight: Why people believe they are above average, but are not especially happy about it**

Davidai, Shai (The New School for Social Research); Deri, Sebastian (Cornell University)

Although people frequently judge themselves as above average, they often feel inadequate and insecure. How can these two experiences be reconciled? We argue that people believe they are above average but also typically measure themselves against standards that are well above average. We find that this is due to the increased mental availability of high-performers. Because it is easier to bring to mind people who exhibit a given trait or ability than people who lack that very same trait or ability, people tend to compare themselves to others who are high on a given domain of comparison.

**Digging Deeper: Meaningful Conversations are Surprisingly Pleasant**

Kardas, Michael (University of Chicago); Kumar, Amit (University of Texas at Austin); Epley, Nicholas (University of Chicago)

Small talk is ubiquitous, yet three experiments suggest that people's miscalibrated beliefs about deep conversation may act as barriers to opening up. People who discussed deep questions such as, "Can you describe a time you cried in front of another person?" (Exp. 1), as well as people who wrote and discussed their own deep questions (Exp. 2), overestimated experiences of awkwardness but underestimated connectedness and happiness. This occurred in part because people underestimated how much their conversation partner would care about their intimate revelations (Exp. 3). People may connect with others less deeply than would be optimal for their well-being.

**When Moderation Fosters Persuasion: The Persuasive Power of Deviatory Reviews**

Kupor, Daniella (Boston University); Tormala, Zakary (Stanford University)

When people seek to persuade others to purchase a product, they often review it extremely favorably. Despite the intuitive appeal of this strategy, we find that a moderately positive review can sometimes be more persuasive: When the perceived default evaluation is extremely positive, moderately positive reviews that deviate from that default are more persuasive. This deviation effect occurs because reviews that deviate from the perceived default are believed to be more thoughtful, and thus accurate, which enhances their persuasive impact. This effect is demonstrated in analysis of secondary data and four experiments set in a diverse range of consumer contexts.



**“I was first, and I was right” The effects of order on evaluation of peer judgment.**

DeWees, Brad (Harvard University); Minson, Julia (Harvard University)

Across seven experiments (collective  $N = 3,775$ ), we test whether committing to one’s own point of view influences evaluations of peer judgments and decisions. We find that such commitment leads evaluators to derogate others’ contributions. Committing to one’s own judgment prior to evaluating a peer’s judgment increases the likelihood of disagreement, which subsequently drives the derogation of others’ inputs (Studies 1-3). Studies 4 & 5 test our effect in two complex decision-making scenarios. We find that, after committing to a decision themselves, both lay participants and national security experts derogate peers’ decisions and character. We discuss implications for collaborative decision-making.

**MONDAY NOVEMBER 19, 2018**

**Rooms – Level 2 – Empire B, Empire C & Empire D**

**Session #8 Track I: Choice Processes – Empire B - Monday 9:00 am - 10:20 am**

*Recommended Posters: Sunday morning, posters 16-39 “Consumer Decision Making”*

**The Established Laws of Preferential Choice Behaviour**

Bhatia, Sudeep (University of Pennsylvania); Loomes, Graham (University of Warwick); Read, Daniel (University of Warwick)

We provide a theoretical synthesis of formal models of risky, multiattribute, and intertemporal choice, three important domains in decision making research. This synthesis identifies recurring discoveries by scholars from different generations and different disciplines across these three domains, and uses these to classify over 100 different models as involving a set of nine key mathematical and computational operations. Our synthesis enables researchers to better understand the similarities and differences between different models, thereby leading to more efficient theorizing and empirical testing.

**Competing Theories of Multialternative, Multiattribute Preferential Choice**

Turner, Brandon (Ohio State University); Schley, Dan (Erasmus University); Muller, Carly (Ohio State University); Tsetsos, Konstantinos (University Medical Center Hamburg)

Researchers have long proposed that the latent processes governing perception underlie judgments and decisions. To test this, a number of models have been developed to jointly account for perceptual and preferential choices. In addition to traditional model-comparison techniques, the current work introduces a novel model-based approach for theory testing. Our Switchboard Analysis involves developing a generalized form of extant models and orthogonally turning on and off theoretically relevant parameters (e.g., loss aversion).

**Preference Reversals Between Digital and Physical Goods**

Catapano, Rhia (Stanford University); Shennib, Fuad (Stanford University); Levav, Jonathan (Stanford University)

Increasingly, facets of modern life have moved from the physical to the digital, ranging from photographs, to media, to social interactions. Previous work suggests that despite the many advantages of digital goods, people remain willing to pay more for physical goods. We extend this work, and find a preference reversal by which individuals are indeed willing to pay more for physical goods, but are more likely to select digital goods in choice paradigms. This occurs across a number of different goods (Study 1), as well as in incentive-compatible contexts (Study 2). Practical and theoretical implications are discussed.

**Choice Set Size in Context: How Choice Set Size Affects the Share of Compromise Options**

Sharif, Marissa (University of Pennsylvania); Webb, Elizabeth (Columbia University)

In six studies, we demonstrate individuals are more likely to choose options with extreme attribute values in larger choice sets (vs. smaller choice sets). This effect occurs because larger sets induce a different (non-compensatory) choice strategy, wherein consumers focus on one attribute over the other. This effect holds controlling for the range of attribute values offered in both large and small choice sets, confirming it is the mere presence of more options that changes decision strategy. We thus confirm that choice set size is an important task variable in determining decision strategy, and this, in turn, moderates extremeness aversion.

**Session #8 Track II: Consumer Decisions – Empire C - Monday 9:00 am - 10:20 am**

*Recommended Posters: Sunday morning, posters 16-39 “Consumer Decision Making”*

**How does the peak-end rule smell? Tracing hedonic experience with odors**

Scheibehenne, Benjamin (University of Geneva); Copin, Geraldine (University of Geneva)

The peak-end rule predicts that retrospective evaluations heavily depend on the most intense and last moment. It is unclear however if it applies to positive and negative experiences alike. Previously, rigorous comparisons between both domains were hindered because it required qualitatively different stimuli. To overcome this constraint and to test the hypothesis in a genuinely affective domain, participants in two experiments ( $n = 48$  each) continuously rated sequences of pleasant and unpleasant odors delivered through an olfactometer. A comparison with retrospective evaluations provided evidence for the peak-end rule and for duration neglect for both, positive and negative events.

## **Durables, Non-Durables, and a Structural Test of Fungibility**

Pretnar, Nick (Carnegie Mellon University); Olivola, Christopher (Carnegie Mellon University); Montgomery, Alan (Carnegie Mellon University)

We exploit a linked dataset of banking customers to examine consumer purchasing patterns when paying with credit vs. debit/cash, and when purchasing durable vs. non-durable goods. Specifically, we construct a dynamic consumption/savings decision model that allows consumers to exhibit differing degrees of fungibility with respect to credit and debit card usage. Estimates of the fungibility parameter reveal that the median consumer behaves as if an additional dollar of credit yields twice as much value, in real consumption terms, as an additional dollar in cash. We also find that durable purchases are (even) more sensitive to credit increases than non-durable purchases.

## **Dynamics and distributions of price judgments**

Kvam, Peter (Indiana University); Busemeyer, Jerome (Indiana University)

Traditional theories of price – whether buying, selling, or indicating a certainty equivalent – posit static, deterministic accounts of how people assess value. We examine these assumptions experimentally by investigating the empirical distribution of prices given to gambles. These distributions change dramatically in skew and variance across different types of gambles. We also manipulated the time participants are given to assign price values to various gambles, showing that buying and selling prices respond differentially to time pressure. We develop a dynamic, stochastic theory of price that accounts for these effects including the distribution of price responses and associated response times.

## **The Quantity Integration Effect**

Duke, Kristen (University of California-San Diego); Amir, On (University of California-San Diego)

Individuals face countless decisions in which they must decide both whether to act and the magnitude of the action. In 26 experiments with over 16,000 observations, we test the consequences of integrating these decisions in the context of purchasing. We compare the common quantity-sequential purchasing format (first decide whether to purchase, then choose the quantity) to the quantity-integrated format (simultaneously decide whether and how much to buy). This slight change increased the likelihood of purchasing by 41% and increased the overall sales volume by 29%. This effect is primarily driven by differences in the sense of closure.

## **Session #8 Track III: Goals and Incentives – Empire D - Monday 9:00 am - 10:20 am**

*Recommended Posters: Sunday morning, posters 104-108 “Goals and Motivation”*

## **How Incentive Framing Can Harness the Power of Social Norms**

Lieberman, Alicea J. (University of California-San Diego); Duke, Kristen (University of California-San Diego); Amir, On (University of California-San Diego)

Social norms are powerful drivers of behavior. The current research proposes that policymakers, organizations, and academics can guide perceptions of social norms simply through the framing of incentives. We demonstrate that framing an incentive as a surcharge (vs. discount) signals that the incentivized behavior is more socially normative. In response, people display emotions consistent with a desire to conform and, in turn, are more likely to engage in the incentivized behavior. This effect is especially pronounced among individuals with a propensity to conform to their peers. Further, surcharges can influence individuals merely exposed to them and cause sustained behavior change.

## **Decision Signposts: How Attribute Translations Guide Consumer Decision Making**

Mertens, Stephanie (University of Geneva); Hahnel, Ulf J. J. (University of Geneva); Brosch, Tobias (University of Geneva)

Consumers tend to overlook personal objectives when making decisions. The aim of the present study was to investigate how different expressions, or “translations”, of product attributes may help to overcome this tendency and guide consumers towards purchase decisions that are in line with their values and objectives. In a series of choice experiments, we investigated the behavioral and cognitive effects of attribute translations on consumer decision making in the energy domain, demonstrating that attribute translations enhance consumers’ decisions by facilitating the valuation and differentiation of choice options. The theoretical and practical implications of these findings are discussed.

### **Goal Conflict Discourages Leisure (and Encourages Work)**

Etkin, Jordan (Duke University); Memmi, Sarah A. (Duke University)

Goal conflict and time are closely connected. But while time constraints can bring goals into conflict, might goal conflict also affect how people choose to spend their time? Could goal conflict encourage people to spend more time on certain activities and less on others? Five experiments demonstrate that goal conflict discourages leisure and encourages work. This occurs because goal conflict increases the need to justify how time is spent, leading people to prefer productive activities (i.e., work) over merely enjoyable ones (i.e., leisure). Even when the leisure-work activities are unrelated to the conflicting goals, goal conflict impacts time spent.

### **Long-Term Goal Violation and Regret Characterize Self-Control Failures**

Vosgerau, Joachim (Bocconi University); Scopelliti, Irene (City University of London); Huh, Young Eun (Korea Advanced Institute of Science and Technology)

In the typical self-control experiment, participants are given a choice between a hedonic vice-food (e.g., chocolate) and a utilitarian virtue-food (e.g., fruit). Choosing the vice is interpreted as a self-control failure, exerting self-control means abstaining from hedonic consumption. We argue that self-control failures are better captured as choices that violate one's long-term goals and induce regret. Accordingly, hedonic consumption is not necessarily a self-control failure, and self-control anomalies like hyperopia and tightwadness can easily be understood as self-control conflicts involving different goals. Three preregistered experiments provide evidence that our conceptualization captures self-control failures more accurately than choice of a vice.

### **Session #9 Track I: Learning – Empire B - Monday 10:35 am - 11:55 am**

*Recommended Posters: Sunday morning, posters 109-124 “Learning and Information Search”*

### **Competitive search in uncertain environments: The influence of having more/less options to choose from**

Segal, Shiri (Technion); Todd, Peter M. (Indiana University); Teodorescu, Kinneret (Technion)

The current work examines competitive search, in ‘kind’ and ‘wicked’ environments where some competitors have more available options than others. We developed a variation of the competitive sampling game in which some players have less options to choose from and others have more. Our results reveal that paradoxically the disadvantage of having less options to choose from can lead to improved performance in ‘kind’ environments where faster choices are rewarded. Even in ‘wicked environments, having less options is not necessarily a disadvantage, since players with less options sample more from each option and thus better understand the option's value.

### **Decision field theory with learning: Learning through experience to choose in an uncertain world**

Jessup, Ryan K (Abilene Christian University); Phillips, Allison (Deloitte Consulting, LLP); Homer, John (Abilene Christian University); Dimperio, Eric (Corios, LLC); Busemeyer, Jerome (Indiana University);

Decision making has been studied using two largely independent paradigms: descriptive and experiential. A result of these distinct paradigms is that different results requiring different theories emerged. Here, we introduce a learning version of decision field theory (Busemeyer & Townsend, 1993) that bridges the two paradigms. We further present the results of two studies that incorporate elements from both paradigms in order to test our new model against competing models. Statistical analyses using ANOVA together with model comparisons via the BIC indicate that our new model outperforms traditional models designed for a single paradigm.

### **Debiasing Training Transfers Without Awareness**

Morewedge, Carey K. (Boston University); Sellier, Anne Laure (HEC Paris); Scopelliti, Irene (City University of London)

A field experiment tested whether a debiasing training intervention would reduce cognitive bias when bias was measured without the awareness of participants. Business students (N = 316) received a one-shot game-based debiasing training intervention before or after solving an ostensibly unrelated business case as part of their coursework. The case, Carter Racing, measured susceptibility to confirmation bias. The intervention worked. Participants who completed the intervention beforehand were 29% less likely to choose the (erroneous) hypothesis confirming answer than students who received the debiasing training afterward.

## **On Second Thought: Confidence in quantitative estimates decreases with repeated judgments**

Umphres, Christopher (Harvard University); Minson, Julia (Harvard University)

In four studies, we find a surprising result: making a series of quantitative estimates decreases judgment confidence over time. In contrast to prior literature (e.g. Sanchez & Dunning, 2018), we find that answering a series of questions across a variety of domains, elicitation methods, and incentive schemes leads to a linear decrease in reported confidence, with or without accuracy feedback. A series of experiments methodically eliminates a number of theoretical explanations such as fatigue, lack of effort, and accumulated uncertainty but the phenomenon remains unexplained.

## **Session #9 Track II: Research Methods – Empire C - Monday 10:35 am - 11:55 am**

*Recommended Posters: Sunday morning, posters 125-130 “Methodology”*

### **Internal Meta-Analysis Makes False-Positives Easier To Produce and Harder To Correct**

Vosgerau, Joachim (Bocconi University); Simonsohn, Uri (ESADE); Nelson, Leif (University California-Berkeley); Simmons, Joseph (University of Pennsylvania)

Internal meta-analysis, statistically aggregating all studies in a paper to arrive at a summary assessment of the evidence, is argued to increase statistical power while solving the file-drawer problem. Internal meta-analysis rests on two critical assumptions: (1) that the meta-analysis includes every study that was conducted, and (2) that researchers attempted only one analysis per study. We demonstrate that even trivially minor violations of these assumptions invalidate internal meta-analysis. Making matters worse, it is prohibitively difficult to correct false-positive internal meta-analyses. We recommend to never draw inferences about the existence of an effect from an internal meta-analysis.

### **Poisson Regressions: A Little Fishy**

Ryan, William H (University of California-Berkeley); Evers, Ellen RK (University of California-Berkeley); Moore, Don A (University of California-Berkeley)

When analyzing count-data (such as number of questions answered correctly), psychologists often use Poisson regressions. We show through simulations that violating the assumptions of a Poisson distribution even slightly can lead to false positive rates more than doubling. We illustrate this issue with a study that finds a clearly spurious but highly significant connection between observing blue shirts and eating fish candies. In additional simulations we test alternate methods for analyzing count-data and show that these generally do not suffer from the same inflated false positive rate, nor result in much higher false negatives in situations where Poisson is appropriate.

### **Harnessing Motor Conflict to Predict and Understand Choices Under Risk**

Stillman, Paul E (Yale University); Ferguson, Melissa (Cornell University); Krajbich, Ian (Ohio State University)

Decision-making fundamentally requires resolving the conflict that arises when between multiple possible outcomes. This conflict is central for choices between certain and uncertain outcomes. Across two pre-registered studies, we use computer mouse-tracking to directly measure choice conflict under risk. We find that the mouse movements are less direct when the subjective value of the certain and uncertain option are similar. Further, this conflict is highly predictive of participants' loss aversion – the more (less) conflicted one is when electing to gamble (electing certain outcomes), the more loss averse they are (R-squared up to .60).

### **Using Smartphone Data to Measure Partisan Antipathy, Sorting, and Motivated Reasoning**

Chen, Keith (UCLA); Rohla, Ryne (Washington State)

77% of adult Americans carry smartphones, and the data they produce represents a tremendous opportunity to learn about cognition and decision making. We use anonymized data for 10 million smartphone users to study partisan antipathy and biases, using the 2016 election as an event study. Towards antipathy: we find that Democrats, African-Americans, and Hispanics traveled less, slept less, and stayed home more, after the 2016 election; also, mixed-party Thanksgivings shortened by 47 minutes. Towards cognition, we find that belief in government warnings about hurricanes has become partisan, and a 15% partisan difference in hurricane evacuation has opened up post election.

## **Session #9 Track III: Judgment – Empire D - Monday 10:35 am - 11:55 am**

*Recommended Posters: Sunday morning, posters 109-124 “Learning and Information Search”*

### **Regularity in Similarity Judgments**

Park, Alexander B. (Washington University in St. Louis); Evers, Ellen R.K. (University of California-Berkeley); Lakens, Daniel (Eindhoven University of Technology)

Similarity judgments play a crucial role in many day-to-day decisions. Unlike prevalent similarity theories which focus on object-to-object similarity judgments, the current research investigates how people form similarity judgments about groups of stimuli. In three studies, we asked a total of 150 within-subject participants to judge the similarity of strings of numbers and sets of shapes. Results showed that when attributional features are all different, regularity in the stimuli differences increased judgment of similarity.

### **Spreading of Alternatives Without a Perception of Choice**

Munz, Kurt P. (New York University); Morwitz, Vicki G. (New York University)

Choosing an option leads to more favorable attitudes toward that option compared to before choice. Three studies demonstrate that this “post choice spreading of alternatives” may not require choice at all. Spreading depends on accepting an outcome, rather than on the behavior of choosing or self-perception of having chosen. People normally accept the outcomes of their own choices, but they can also accept outcomes they did not have personal agency to choose or the freedom to reject. Higher outcome acceptance predicts greater post-outcome attitude change.

### **Why don’t people give enough compliments? Cause and consequence of underestimating compliments’ positive impact on their recipients**

Zhao, Xuan (University of Chicago); Epley, Nicholas (University of Chicago)

Complimenting others promises numerous interpersonal benefits, yet survey respondents reported both giving and receiving fewer compliments than they would like. Six experiments suggest that people may systematically underestimate the positive impact of compliments, creating an expected value barrier to expressing compliments more often. Compliment-givers’ mistaken expectations stem partly from attending too much to competence when anticipating recipients’ reactions, focusing on how articulate the compliment was instead of the warmth conveyed. Thus, directing compliment-givers to focus on the warmth conveyed by their compliment leads to more calibrated expectations. Increasing interpersonal understanding may increase prosocial behavior, improving one’s own and others’ well-being.

### **The Critical Role of Second-Order Normative Beliefs in Predicting Energy Conservation**

Jachimowicz, Jon M (Columbia University); Hauser, Oliver (Exeter University); O'Brien, Julia (Duke University); Sherman, Erin (Ideas42); Galinsky, Adam (Columbia University);

We explored the role second-order normative beliefs—the belief that community members believe saving energy helps the environment—play in curbing energy use. We first analyzed a dataset of 211 independent, randomized controlled trials conducted in 27 U.S. states by Opower (N=16,198,595), which we matched with a survey we conducted of over 2,000 individuals in those same states on their first-order personal and second-order normative beliefs. We found that second-order normative beliefs predicted energy savings beyond first-order personal beliefs. A subsequent pre-registered experiment provides causal evidence for the role of second-order normative beliefs in predicting energy conservation above first-order personal beliefs.

**SJDM Morning Poster Session #1**  
**Sunday 8:30am – 10:30am w/ Continental Breakfast - Elite A, Level 1**

**Altruism**

- 1) A Malleable Altruism: Information about an Unavailable Fundraising Campaign Increases Donation Rate  
Morvinski, Coby (Ben-Gurion University)
- 2) Contribution in context: The effect of status on prosocial decisions  
Motsenok, Marina (Hebrew University); Pittarello, Andrea (Brooklyn College, City University of New York (CUNY)); Dickert, Stephan (Queen Mary University of London); Ritov, Ilana (Hebrew University)
- 3) Debiasing pseudoinefficacy: Affective, analytic and moral interventions to increase charitable giving  
Vastfjall, Daniel (Decision Research); Erlandsson, Arvid (Linköping University); Mayorga, Marcus (Decision Research); Slovic, Paul (Decision Research)
- 4) Do I care about you? The effect of identifiability, framing, and time limits on sharing  
Wyszynski, Marc (Jacobs University); Diederich, Adele (Jacobs University); Ritov, Ilana (Hebrew University)
- 5) Doing good for nothing: Motive inferences from the probabilistic profits of prosociality  
Silver, Ike (University of Pennsylvania); Silverman, Jackie (University of Pennsylvania)
- 6) Effects of Nonprofits' Prominence and Paired Requests on Donors' Perceptions and Allocations  
Ernst, Kim (Loyola University New Orleans); Militello, Nicholas (Loyola University New Orleans); Farooqui, Rabiya (Loyola University New Orleans); Hibben, Sabrina (Loyola University New Orleans); Messina, Ashley (Loyola University New Orleans)
- 7) Feeling good about doing good: The role of affect in responses to repeated requests for donations  
Shlefer, Shirley (Ben Gurion University); Kogut, Tehila (Ben Gurion University)
- 8) Halfway to the help is not halfway to the heart: Underestimating the appreciation of partial help  
Wang, Yilu (Peking University); Xie, Xiaofei (Peking University)
- 9) More than Strangers, Less than Friends: Revisiting Closeness and Competitive Behavior  
Reese, Zachary A. (University of Michigan); Pesheck, Laraine (University of Michigan); Garcia, Stephen M. (University of Michigan)
- 10) Name Similarity Encourages Generosity: A Field Experiment in Email Personalization  
Munz, Kurt P. (New York University); Jung, Minah H. (New York University); Alter, Adam L. (New York University)
- 11) Same Family or Different Families? Recurring Donation Preferences  
Beswick, Melissa R (University of Chicago); Levine, Emma E (University of Chicago); Bryan, Christopher J (University of Chicago)
- 12) Sharing and belonging: The recipient's group affiliation moderates the association between social acceptance and prosocial behavior  
Sabato, Hagit (Ben Gurion University); Kogut, Tehila (Ben Gurion University)
- 13) The effect of religiousness and references to religious beliefs on organ donation decisions  
Harel Kessler, Inbal (Ben Gurion University); Mayorga, Marcus (Decision Research); Slovic, Paul (Decision Research); Kogut, Tehila (Ben Gurion University)
- 14) The negative relationship between human development achievements and prosocial behavior  
Li, Ming-Hui (University of Chinese Academy of Sciences); Rao, Li-Lin (Chinese Academy of Sciences)
- 15) Words save a life: How verbal probability expressions and emotion affect people's donation  
Gu, Yuanqi (The University of Tokyo); Honda, Hidehito (Yasuda Women's University); Ueda, Kazuhiro (The University of Tokyo)

**Consumer Decision Making**

- 16) Resource-Allocation Decisions for Present vs Future, Tangible vs Intangible, in Four Nations  
Guo, Yu (College of William & Mary); Shi, Xiaozhuo (College of William & Mary); Langholtz, Harvey (College of William & Mary); Rouvinski, Vladimir (Icesi University, Cali, Colombia)
- 17) A Time-Series Eye-Tracking Analysis of the Attraction and Compromise Effects Separated by the Final Decision in Multi-Alternative Choice  
Tsuzuki, Takashi (Rikkyo University); Chiba, Itsuki (Rikkyo University)
- 18) Age Perceptions and Variety Seeking  
Oh, Ga-Eun (Grace) (Open University of Hong Kong)

- 19) An Implemental Mindset Affects the Evaluation of Deep Experience  
Kim, Joonkyung (University of Toronto); Soman, Dilip (University of Toronto); Zhao, Min (Boston College)
- 20) Choice overload among children  
Schupak, Hilla (Bar-Ilan University); Pe'er, Eyal (Hebrew University)
- 21) Choice Paradox in the Digital Age  
Demirdag, Ipek (UCLA); Shu, Suzanne (UCLA); Chen, Keith (UCLA)
- 22) Do Opportunity Costs Matter for Post-Choice Utility?  
Odermatt, Reto (University of Chicago and University of Basel); Sisso, Itay (Hebrew University); Brun, Fanny (University of Zurich); Scheibehenne, Benjamin (University of Geneva)
- 23) Effects of attentional selection on preference choices for consumer products  
Makarina, Nadiia (University of Konstanz); Hübner, Ronald (University of Konstanz); Dummel, Sebastian (University of Cologne); Florack, Arnd (University of Vienna)
- 24) Folk Theories of Smartphones Implicate Well-Being and Consumer Decision Making  
Montgomery, Robert M (California State University-Northridge); Rutchick, Abraham M (California State University-Northridge)
- 25) Giving to Political Candidates: The Role of Underdog Positioning  
Schneider, Gustavo (University of South Carolina); Savary, Jennifer (University of Arizona); Pocheptsova Ghosh, Anastasiya (University of Arizona); Matherly, Ted (Oklahoma State University)
- 26) How Shame in Poverty Relates to Status Consumption  
Plantinga, Arnoud (Tilburg University); Zeelenberg, Marcel (Tilburg University); Breugelmans, Seger (Tilburg University)
- 27) Machine Talk: How Conversational Chatbots Promote Brand Intimacy and Influence Consumer Choice  
Hildebrand, Christian (University of Geneva); Häubl, Gerald (University of Alberta)
- 28) Misguided Preference for Mysterious Consumption  
Li, Ruouu (University of South Carolina); Buechel, Eva (University of Southern California)
- 29) Mix-and-match vs. Head-to-toe: How Brand Combinations Affect Observer Inferences and Trust  
Engeler, Isabelle (IESE Business School); Barasz, Kate (IESE Business School)
- 30) No Pain, Yes Gain: Lower Pain of Payment Increases Variety Seeking  
Huang, Liang (University of Arizona); Siddiqui, Rafay (Hong Kong Polytechnic University); Ghosh, Anastasiya (University of Arizona)
- 31) Pain of Paying in Price Promotion  
Lee, Chang-Yuan (Boston University); Morewedge, Carey (Boston University); Hochman, Guy (Interdisciplinary Center Herzliya); Ariely, Dan (Duke University)
- 32) Product vs. Packaging: Decomposing the distinction between perceptual and value-based decisions  
Smith, Stephanie M. (Ohio State University); Krajbich, Ian (Ohio State University)
- 33) The Diminishing Criterion Model in the wild – How do people allocate time to cognitive tasks in the lab and in real life?  
Ackerman, Rakefet (Technion--Israel Institute of Technology); Shraga, Roei (Technion--Israel Institute of Technology); Gal, Avigdor (Technion--Israel Institute of Technology)
- 34) The Effect of Incentivized Referral Programs on Perceptions of Referrers and Referred Products  
O'Donnell, Michael (University of California-Berkeley); Nelson, Leif D. (University of California-Berkeley)
- 35) The effect of message ephemerality on information processing and preferences in content sharing  
Barnea, Uri (University of Pennsylvania); Meyer, Robert (University of Pennsylvania); Nave, Gideon (University of Pennsylvania)
- 36) The Effect of Rejection Frames on Choice Commitment  
Park, Jen H (Stanford University); Simonson, Itamar (Stanford University)
- 37) The Impact of Experiencing Money Versus Time Scarcity on Tradeoffs  
Caserotti, Marta (Concordia University); Roux, Caroline (Concordia University)
- 38) What Could Have Been or What Will Be: A Test of the Functional Theory of Counterfactual Thinking  
Branch, Jared G (Bowling Green State University); McCoy, Mark G (Bowling Green State University); Anderson, Richard B (Bowling Green State University)
- 39) Explicit value cues alter the decision process  
Shevlin, Blair (Ohio State University); Smith, Stephanie (Ohio State University); Hausfeld, Jan (University of Konstanz); Krajbich, Ian (Ohio State University)

## Dual Process Models



- 40) Decision making under process and outcome accountability in compensatory and non-compensatory decision environments  
Sluga, Aljaž (Erasmus University); Hartmann, Frank (Erasmus University); Boksem, Maarten (Erasmus University)
- 41) Bayesian inference and the use of heuristics by younger and older adults  
Armstrong, Bonnie A (Ryerson University); Spaniol, Julia (Ryerson University)
- 42) Brain stimulation of right dorso-lateral prefrontal cortex increases cognitive reflection performance  
Thoma, Volker (University of East London); Edgcumbe, Daniel (University of East London)
- 43) Connecting research on human reason to the challenges of the Anthropocene  
Barr, Nathaniel (Sheridan College); Pennycook, Gordon (University of Regina)
- 44) From Unethical to Prosocial Behavior: The Role of Guilt, Positive Affect, and System Processing  
Hatch, Denton (University of Arizona); Kugler, Tamar (University of Arizona)
- 45) Fuzzy trace theory predicts paramedic diagnostic decision better than fast and frugal heuristics in simulated patients  
Keene, Toby M. (Australian National University); Pammer, Kristen (University of Newcastle)
- 46) How Intuition and Deliberation Influence Desirability and Feasibility: The Moderating Role of Psychological Distance  
Zhang, Yufeng (University of Oregon); Luan, Mo (Tsinghua University); Li, Hong (Tsinghua University)
- 47) How Using Smartphone Influence Decision Making Processes?  
Etgar, Shir (The Open University of Israel); Amichai-Hamburger, Yair (Interdisciplinary Center Herzliya)
- 48) Older, wiser, and more indecisive: The aging effect on decision-making  
Choi, Jaimie (University of Alabama); Black, Sheila (University of Alabama)
- 49) The Cognitive Reflection Test: A Measure of Numeracy, and Insight Problem Solving, and the Implications for Understanding Real-World Judgments and Beliefs  
Patel, Niraj (University of Missouri); Baker, S. Glenn (University of Missouri); Scherer, Laura D. (University of Missouri)
- 50) The Relationship of Types of Intuition to Various Thoughts, Beliefs, and Cognitions  
Roy, Michael (Elizabethtown College); Pretz, Jean (Elizabethtown College); Killen, Allyson (Elizabethtown College); Furman, Kayla (Elizabethtown College)
- 51) The time-course of altruistic and selfish decisions  
Bago, Bence (Paris Descartes University); De Neys, Wim (CNRS)
- 52) The Tortoise or the Hare? Influence of Response Fluency on Feeling-of-Rightness and Reflection  
Stewart, Kaiden M. (University of Waterloo); Fugelsang, Jonathan A. (University of Waterloo); Risko, Evan F. (University of Waterloo)

## Environment

- 53) Environmental Inequality and Allocation Preferences for Necessary Evils  
Makov, Tamar (Yale University); Newman, George (Yale University); Zauberman, Gal (Yale University)
- 54) Exploring the relationship between the degree of experienced narrative transportation and recycling intention  
Park, April (Fort Hays State University); Willits, Taylor (Auburn University); Hill, Trey (Fort Hays State University)
- 55) Financial and Environmental Motivations for Energy Efficiency Investments  
Forster, Hale A (Columbia University); Kunreuther, Howard (University of Pennsylvania); Weber, Elke U (Princeton University)
- 56) How language affects sustainable consumption  
Geipel, Janet (University of Chicago); Hadjichristidis, Constantinos (University of Trento); Klesse, Anne-Kathrin (Erasmus University Rotterdam)
- 57) Motivated attention framework of climate change perception and action  
Zhao, Jiaying (University of British Columbia); Luo, Yu (University of British Columbia)
- 58) Reducing Global Warming Skepticism  
Demnitz, Raoni (University of Washington); Joslyn, Susan (University of Washington)
- 59) The Causal Centrality of Identity and Environmental Decision-Making  
Yu, Jiaqi (University of Chicago); Urminsky, Oleg (University of Chicago); Chen, Stephanie (University of Chicago)
- 60) The Influence of Priming, Nudging, and Information Provision on Pro-Environmental Behavior  
Goodwin, Raleigh (Louisiana State University); Harman, Jason (Louisiana State University)

- 61) The psychology of climate change: Cognitive biases and decision making  
Haga, Andreas (Department of Building, Energy and Environmental Engineering); Holmgren, Mattias (Department of Building, Energy and Environmental Engineering)
- 62) The Source is the Message: The Role of the Source of an Institutional Signal on Norm Perceptions  
Constantino, Sara (Princeton University); Pianta, Silvia (Bocconi University); Rinscheid, Adrian (University of St. Gallen); Weber, Elke (Princeton University)

### **Fake News and Convincing Science**

- 63) Detection of Fake Social Media Postings following Extreme Events  
Zhao, Mengtian (University of Southern California); John, Richard (University of Southern California)
- 64) Finding Meaning in the Clouds: Illusory Pattern Perception Predicts Bullshit Receptivity  
Walker, Alexander C (University of Waterloo); Turpin, Martin H (University of Waterloo); Stolz, Jennifer A (University of Waterloo); Fugelsang, Jonathan A (University of Waterloo); Koehler, Derek J (University of Waterloo)
- 65) Judging science by its covers  
Kathmandu, Alice (Stanford University); Wang, Yachan (University of Southampton); Cohen, Geoffrey (Stanford University)
- 66) Lay Evaluations of Scientific Research  
Drummond, Caitlin (University of Michigan); Fischhoff, Baruch (Carnegie Mellon University)
- 67) Lazy, not biased: Susceptibility to partisan fake news is better explained by lack of reasoning than by motivated reasoning  
Pennycook, Gordon (University of Regina); Rand, David G (Massachusetts Institute of Technology)
- 68) Predicting Vulnerability to Fake News: Examining the Roles of Cognition, Personality, and Social Media Use  
Gyurovski, Ivo I. (Hampden-Sydney College); Mossler, Dan G. (Hampden-Sydney College)
- 69) Putting Up a FYT Against Science: Political differences on equating scientific and non-scientific points of view are due to differences in reasoning about how reality works  
Stein, Randy (Cal Poly Pomona); Swan, Alexander (Eureka College); Sarraf, Michelle (Cal Poly Pomona)
- 70) Tell it like it is: When politically incorrect language promotes authenticity  
Rosenblum, Michael (University of California-Berkeley); Schroeder, Juliana (University of California-Berkeley); Gino, Francesca (Harvard University)
- 71) The Investment "BS" You believe - An Online Field Experiment on Reddit  
Ehret, Soenke (University of Oxford); Duch, Raymond (University of Oxford)

### **Financial Decision Making**

- 72) When in Rome: The Effects of Activity in Financial Markets on Maximizing Tendencies  
Sisso, Itay (Hebrew University); Shayo, Moses (Hebrew University)
- 73) Indebted Savers: Focusing Illusions and Optimism Biases for Debt and Savings  
Maddix, Nathan (Max Planck Institute)
- 74) Closing a Mental Account: The Realization Effect for Gains and Losses  
Merkle, Christoph (Kühne Logistics University); Müller-Dethard, Jan (University of Mannheim); Weber, Martin (University of Mannheim)
- 75) Dynamic Budget Monitoring: When Positive Feedback Leads to Increase in Spending over Time  
Huang, Liang (University of Arizona); Ghosh, Anastasiya (University of Arizona)
- 76) Economic Situation and Financial Risk Taking  
Jiao, Jinfeng (Binghamton University); Lu, Fang-Chi (Korean University)
- 77) Effects of value strength on financial framing effects  
Kleiman, Leo J (Columbia University); Forster, Hale A (Columbia University)
- 78) Exploring relationships between present bias, savings automation, and financial welfare  
Middlewood, Brianna (Bureau of Consumer Financial Protection); Chin, Alycia (Public Company Accounting Oversight Board); Johnson, Heidi (Bureau of Consumer Financial Protection); Knoll, Melissa (Bureau of Consumer Financial Protection)
- 79) Graduate Student Lending: Can partitioning help students borrow better?  
Dinneen, Andrea (Duke University); Beasley, Mariel (Duke University); Ariely, Dan (Duke University)
- 80) Designing Effective Financial Tips to Guide Debt Repayment: Experimental Evidence from Tax Refund Recipients  
Roll, Stephen (Washington University in St. Louis); Kondratjeva, Olga (Washington University in St. Louis); Bufe, Sam (Washington University in St. Louis); Despard, Mat (Washington University in St. Louis); Grinstein-Weiss, Michal (Washington University in St. Louis)

- 81) Heterogeneous Effects of Savings on Participation in the Gig Economy  
Bufo, Samuel (Washington University in St. Louis); Roll, Stephen (Washington University in St. Louis); Kondratjeva, Olga (Washington University in St. Louis); Despard, Mat (Washington University in St. Louis); Grinstein-Weiss, Michal (Washington University in St. Louis)
- 82) Heuristics for Judgments of Savings  
Gamliel, Eyal (Ruppin Academic Center); Peer, Eyal (Bar-Ilan University)
- 83) Imagine Being 70: Future Possible Selves and Planning for Older Age  
Raue, Martina (Massachusetts Institute of Technology); D'Ambrosio, Lisa A. (Massachusetts Institute of Technology); Brady, Samantha (Massachusetts Institute of Technology); Ellis, Dana (Massachusetts Institute of Technology); Coughlin, Joseph F. (Massachusetts Institute of Technology)
- 84) Income Misprediction in the Gig Economy  
Howard, Chuck (University of British Columbia); Hardisty, David (University of British Columbia); Griffin, Dale (University of British Columbia)
- 85) Invoking busyness to influence service choices for tax preparation  
Tepper, Stephanie J. (Duke University); Nelms, Emory (Duke University); Beasley, Mariel (Duke University)
- 86) Money is Sweet When it Says I Love You  
Peng, Cong (Tilburg University); Nelissen, Rob M.A. (Tilburg University); Zeelenberg, Marcel (Tilburg University)
- 87) Payment-on-Demand Wages and Consumer Decision Making  
Strzeszkowski, Sasha (Indiana University); Colby, Helen (Indiana University)
- 88) Prior Knowledge and Take-Up of Financial Education  
Chin, Alycia (PCAOB); Williams, Alanna K (CFPB)
- 89) Puzzling tax law - Behavioral responses to complex rules  
Kasper, Matthias (University of Vienna); Beer, Sebastian (International Monetary Fund); Loeprick, Jan (World Bank)
- 90) Testing the Impact of Child Saliency with Claiming Savings for Higher Education  
Zong, Michelle Margaret (The Center for Advanced Hindsight); Tepper, Stephanie (The Center for Advanced Hindsight)
- 91) The impact of pension amount on money illusion  
Caserotti, Marta (University of Padova); Rubaltelli, Enrico (University of Padova)
- 92) The Influences of Locus of Control, Debt, and Framing on Retirement Savings  
Foltice, Bryan S. (Butler University); Ilcin, Patrick (Butler University)
- 93) The Role of Face in the Relationship between Culture and Financial Risk Preference  
Kim, Young Doo (Hansei University); Ha, Young-Won (Sogang University); Min, Kyeong Sam (University of New Orleans); Ahn, Hee-Kyung (Hanyang University)
- 94) The Role of Volatility on Action Bias and Justifiability in Sequential Decisions  
DePaoli, Alexander (Northeastern University); Bart, Yakov (Northeastern University)
- 95) Inequality and Market (In)Efficiency  
Hagerty, Serena (Harvard Business School); Norton, Michael (Harvard Business School)

## **Framing**

- 96) Connecting the Dots: Superordinate Framing Enhances the Experience of Work  
Yoon, Jaewon (Harvard Business School); O'Brien, Ed (The University of Chicago Booth School of Business)
- 97) Framing Effects in Tipping Behavior  
Bluvstein- Netter, Shirly (NYU); Raghubir, Priya (NYU)
- 98) Framing patience: How the representation of reward amounts and time delays shapes intertemporal choice  
Stevens, Jeffrey R (University of Nebraska-Lincoln); Cully, Tyler (University of Nebraska-Lincoln); Goh, Francine (University of Nebraska-Lincoln)
- 99) Framing political questions and different types of uncertainty: Status quo or change?  
Vésteinsdóttir, Vaka (University of Konstanz); Asgeirsdottir, Ragnhildur L. (University of Iceland); Thorsdottir, F (University of Iceland); Reips, Ulf-Dietrich (University of Konstanz)
- 100) How the framing of retirement benefits affects preferences for when to claim social security  
Nichols, Aaron (Duke University); Ariely, Dan (Duke University)
- 101) The Effect of Partisan Identity and Frame on Risky-Choice  
Corbin, Jonathan C. (University of Richmond)

- 102) The Effects of Thought Speed and Framing on Risky Decision Making  
Morales, Cynthia, C (California State University-Northridge); Moshiri, Jasmine (California State University-Northridge); Delgado, Emily (California State University-Northridge); Abarca, Jesus (California State University-Northridge); Vargas, Jorge (California State University-Northridge); Nunez, Jacob (California State University-Northridge)
- 103) The language of impatience  
Urminsky, Oleg (University of Chicago); Banerjee, Akshina (University of Chicago)

### **Goals and Motivation**

- 104) Incentive Designs with Uncertainty: Keep the Hope Alive  
Luo, Xiyueyao (Siria) (Free University of Amsterdam); Shen, Luxi (Chinese University of Hong Kong)
- 105) Seeing the Forest or the Trees? Motivation Matters  
Blaywais, Reut (Ben Gurion University of the Negev); Rosenboim, Mosi (Ben Gurion University of the Negev)
- 106) Should points have a point? Two field experiments on a rewards program  
Bartmann, Nina (Duke University); Lindemans, Jan Willem (Duke University); Ariely, Dan (Duke University); Jiang, Ting (Duke University)
- 107) What's Lagging in our Understanding of Interruptions?: Effects of Interruption Lags in Sequential Decision-Making  
Sloane, Jennifer (University New South Wales); Liang, Garston (University New South Wales); Donkin, Chris (University New South Wales); Newell, Benjamin (University New South Wales)
- 108) When 'Well Begun' is Not Enough: The Need for a Fresh Start  
Min, Kyeong Sam (University of New Orleans); Min, Dong-Jun (University of New Orleans); Tadesse, Amanuel (University of New Orleans)

### **Learning and Information Search**

- 109) Adaptation of evidence accumulation and decision confidence in changing environments  
Gula, Bartosz (Alpen-Adria Universität Klagenfurt); Tuzsus, Deniz (Alpen-Adria Universität Klagenfurt); Vitouch, Oliver (Alpen-Adria Universität Klagenfurt)
- 110) An Experimental Study of Information Acquisition Decisions in Engineering Design  
Chaudhari, Ashish M. (Purdue University); Bilonis, Ilias (Purdue University); Panchal, Jitesh H. (Purdue University)
- 111) Confirmatory vs. Disconfirmatory Hypothesis Testing Strategies  
Anglin, Stephanie (Carnegie Mellon University); Broomell, Stephen (Carnegie Mellon University); Drummond, Caitlin (University of Michigan)
- 112) Curiosity under Conditions of Comparative Ignorance  
Brimhall, Craig (University of Utah); Tannenbaum, David (University of Utah); VanEpps, Eric (University of Utah)
- 113) Effects of articulating what is learned in decisions from experience  
Mao, Yaoli (Columbia University); Corter, James (Columbia University)
- 114) Explore/exploit tradeoff strategies in a resource accumulation search task  
Todd, Peter M (Indiana University); Sang, Ke (Indiana University)
- 115) Generalizing the Attraction Search Effect to Realistic Decision Scenarios  
Bröder, Arndt (University of Mannheim); Scharf, Sophie (University of Mannheim); Wiegmann, Monika (University of Mannheim)
- 116) Generated Hypotheses Influence Depository Preferences During Information Foraging  
Illingworth, David A. (Georgia Institute of Technology); Thomas, Rick P. (Georgia Institute of Technology)
- 117) How Does the Availability of Ranking Information Affect Competitive Performance? A Field Experiment in a Chess Tournament  
Zak, Uri (Hebrew University); Kareev, Yaakov (Hebrew University); Avrahami, Judith (Hebrew University)
- 118) Learning preference structure from choices  
De la Maza, Cristobal (CMU); Davis, Alexander (CMU); Gonzalez, Cleotilde (CMU); Azevedo, Ines (CMU)
- 119) Predicting value-based decisions using a memory model  
Gomilsek, Tamara (University of Konstanz); Hoffmann, Janina A. (University of Konstanz); Gaissmaier, Wolfgang (University of Konstanz)
- 120) The Effect of Information Availability and Ownership on Group Creativity  
Meyer, Madeline N. (Louisiana State University); Harman, Jason L. (Louisiana State University)
- 121) The influence of biased forgone information  
Plonsky, Ori (Duke University); Teodorescu, Kinneret (Technion)

- 122) The Interaction between Fluency and JOL Timing on Metacognitive Illusions  
Yeager, Lauren T (Bowling Green State University); Anderson, Richard B (Bowling Green State University)
- 123) Using social information in dealing with dilemmas in disguise  
Gaisbauer, Felix (University of Konstanz); Gaissmaier, Wolfgang (University of Konstanz); Neth, Hansjörg (University of Konstanz)
- 124) Valence asymmetries in learning account for age differences in risky choice and predict subsequent memory  
Rosenbaum, Gail M. (NYU); Grassie, Hannah L. (NYU); Hartley, Catherine A. (NYU)

### **Methodology**

- 125) Application of the Bias-Variance Decomposition to Human Forecasting  
Kane, Patrick B. (McGill University); Broomell, Stephen B. (Carnegie Mellon University)
- 126) Assessing Risk Literacy levels among US National Samples  
Ghazal, Saima (University of Oklahoma); Allan, Jinan, N (University of Oklahoma); Feltz, Adam (University of Oklahoma); Garcia-Retamero, Rocio (University of Granada); Galesic, Mirta (Santa Fe Institute); Cokely, Edward, T (University of Oklahoma)
- 127) Consensus Design Process of the Transparent Psi Project  
Szecsi, Peter (Eötvös Loránd University); Palfi, Bence (University of Sussex); Szaszi, Barnabas (Eötvös Loránd University); Zrubka, Mark (University of Amsterdam); Kovacs, Marton (Eötvös Loránd University); Aczel, Balazs (Eötvös Loránd University); Kekecs, Zoltan (Lund University)
- 129) How Do Comparisons Shape Responses to Likert-Type Behavioral Frequency Judgments?  
Miller, Jane E. (University of Iowa); Windschitl, Paul D. (University of Iowa)
- 130) Identifying robust correlates of risk preference: A systematic approach using specification curve analysis  
Frey, Renato (University of Basel); Richter, David (DIW); Schupp, Jürgen (DIW); Hertwig, Ralph (MPIB Berlin); Mata, Rui (University of Basel)

### **Negotiation**

- 131) Decision Making and Negotiation: An Auditor's Perspective  
Khan, Sadaf (Universiti Teknologi Malaysia); Panatik, Aysha (Universiti Teknologi Malaysia); Saat, Maisarah (Universiti Teknologi Malaysia); Khalidi, Manzoor (Barrett Hodgson University)
- 132) Losing Your Temper and Your Perspective: Anger Harms Perspective-Taking  
Yip, Jeremy A. (Georgetown University); Schweitzer, Maurice (University of Pennsylvania)
- 133) Negotiating Goods and Services: How Negotiations Influence Service Quality  
Hart, Einav (University of Pennsylvania); Schweitzer, Maurice (University of Pennsylvania)
- 134) Precision-in-Context Theory: In a Seller's Market, Setting Precise Asking Prices is Suboptimal  
Leib, Margarita (University of Amsterdam); Köbis, Nils (University of Amsterdam); Shalvi, Shaul (University of Amsterdam); Roskes, Marieke (Vrije University Amsterdam)
- 135) The Price of Passion: Hiring and salary decisions in response to job applicants' expressions of work passion  
Freund, Andrea L. (Stanford University); Neale, Margaret A. (Stanford University)
- 136) Ulterior Motives in Negotiation  
Kang, Polly (University of Pennsylvania)
- 137) You can't handle the truth: Mis-predicting others' emotions in conflictual dialogue  
Dorison, Charles A (Harvard University); Minson, Julia A (Harvard University)

### **Numeracy**

- 138) An Examination of an Underlying Cause for Differences in Affect-Rich and Affect-Poor Choice  
Fuller, Elizabeth (University of Tampa); Schneider, Sandra (University of South Florida)
- 139) How Decision Making Skill Redefines Human Intelligence: Results from the Five Year Risk Literacy Project  
Allan, Jinan N. (University of Oklahoma); Ghazal, Saima (University of Oklahoma); Ybarra, Vincent T. (University of Oklahoma); Garcia-Retamero, Rocio (Universidad de Granada); Feltz, Adam (University of Oklahoma); Cokely, Edward T. (University of Oklahoma)
- 140) Numeracy and Life Domain Satisfaction: Ignorance is Not Bliss  
Bjalkebring, Par (The Ohio State University); Peters, Ellen (The Ohio State University)
- 141) Numeracy and Use of Numeric and Non-Numeric Information in a Serial Learning Task  
Falco, David (Ohio State University); Bjalkebring, Par (Ohio State University); DeKay, Michael (Ohio State University); Peters, Ellen (Ohio State University)

- 142) Numeracy Predicts Domain General and Specific Risk Perceptions: An Investigation of Flood Risk Literacy and Effective Risk Communication  
Ramasubramanian, Madhuri (University of Oklahoma); Allan, Jinan N. (University of Oklahoma); Jenkins Smith, Hank C. (University of Oklahoma); Garcia Retamero, Rocio (Universidad de Granada); Cokely, Edward T. (University of Oklahoma)
- 143) Numeracy-Related Responding to Numeric Self-Report Scales  
Montoya, Amanda K (UCLA); Smith, Stephanie M (The Ohio State University); Bjälkebring, Pär (The Ohio State University); Tápal, Adam (Masaryk University)
- 144) Perceiving sequential percentage changes: How do people affectively evaluate sequential percentage changes?  
Suresh, Ruchira (University of Konstanz); Gaissmaier, Wolfgang (University of Konstanz); Neth, Hansjörg (University of Konstanz)
- 145) Problem Solving Prerequisites for Bayesian Reasoning  
Talboy, Alaina N. (University of South Florida); Schneider, Sandra L. (University of South Florida)
- 146) Rethinking the Bias Blind Spot: Numerate People are Less Biased and They Know It  
Ybarra, Vincent T. (University of Oklahoma); Allan, Jinan N. (University of Oklahoma); Garcia-Retamero, Rocio (University of Granada); Feltz, Adam (University of Oklahoma); Cokely, Edward T. (University of Oklahoma)

### **Prediction and Forecasting**

- 147) Consuming regardless of quality: Consumers overestimate the impact of quality on the amount consumed  
Yoon, Heeyoung (New York University); Meyvis, Tom (New York University)
- 148) Designing and Communicating Scoring Rules for Range Elicitation Tasks  
Marmarchi, Amir H. (Illinois State University)
- 149) How the number of alternative outcomes influences wishful thinking  
Smith, Cassandra L (Appalachian State University); Smith, Andrew R (Appalachian State University)
- 150) It Doesn't Hurt to Ask (for More Time): Employees Overestimate Interpersonal Costs of Extension Requests  
Yoon, Jaewon (Harvard Business School); Whillans, Ashley (Harvard Business School); Donnelly, Grant (Ohio State University)
- 151) Miscalibration in Predicting One's Performance  
Engeler, Isabelle (IESE Business School); Haeubl, Gerald (University of Alberta)
- 152) Better Calibration When Predicting from Experience (Rather Than Description)  
Camilleri, Adrian (University of Technology Sydney); Newell, Ben (University of New South Wales)
- 153) Nobody Knows When to Stop Talking (and Maybe That's Okay)  
Mastroianni, Adam M. (Harvard University); Gilbert, Daniel T. (Harvard University)
- 154) Overestimating the Negative Consequences of Confrontation  
Dungan, James A (University of Chicago); Epley, Nicholas (University of Chicago)
- 155) Practice Makes Perfect: Improving at Luck in the Future  
Salomon-Amend, Meghan (Northwestern University)
- 156) Quantile Metric: A New Metric to Compare Different Aggregation Methods for Both Point and Interval Estimates  
Han, Ying (Fordham University); Budescu, David (Fordham University)
- 157) Statistical forecasts as advice: How well are people able to assess their quality?  
De Baets, Shari (Ghent University); Harvey, Nigel (University College London)
- 158) The "Future Is Now" Heuristic: People's Misguided Belief That the Future Will Mirror the Present  
Givi, Julian (Carnegie Mellon University); Galak, Jeff (Carnegie Mellon University)
- 159) The Impact of Inconsistent Forecasts on Trust  
Burgeno, Jessica N. (University of Washington); Joslyn, Susan (University of Washington)
- 160) Trust your gut: Intuitive mind-set enhances the quality of trustworthiness forecasts  
Halali, Eliran (Bar-Ilan University); Benjamin, Stav (Tel-Aviv University); Usher, Marius (Tel-Aviv University)

### **Risk**

- 161) Beyond "Risk Preference"? Towards a More General Model of Risk-Taking Behavior  
Steiner, Markus D. (University of Basel); Frey, Renato (University of Basel)
- 162) Biasing risky preferences by exploiting the dynamics of eye gaze  
Rao, Li-Lin (Chinese Academy of Sciences); Liu, Hong-Zhi (Chinese Academy of Sciences)
- 163) Cybersecurity Risk Literacy: Risk Perceptions and Behavior Vulnerability  
Cho, Jinhyo (University of Oklahoma); Ramasubramanian, Madhuri (University of Oklahoma); Ji, Jenny (University of Oklahoma); Cokely, Edward (University of Oklahoma); Feltz, Adam (University of Oklahoma)

- 164) DANGER! NO HIKING! Risky Hiking Decisions, Framing of Normative Warning Messages, and Self-Justifications  
Kortenkamp, Katherine V. (University of Wisconsin-La Crosse); Moore, Colleen F. (Montana State University & University of Wisconsin-Madison); Miller, Ellie (University of Wisconsin-La Crosse); Truell, Kathryn (University of Wisconsin-La Crosse)
- 165) Designing bar graphs for risk communication: Bar size doesn't matter, but type of display does  
Stilson, Kaitlyn (Wake Forest University); Stone, Eric (Wake Forest University); Okan, Yasmina (Leeds University Business School); Sussman, Lauren (NIH); Bruine de Bruin, Wandl (Leeds University Business School); Parker, Andrew (Rand Corporation)
- 166) Domain-Framed Risk Preferences: Stronger Loss Aversion in Investment than in Gambling Domain  
Lu, Jingyi (East China Normal University); Duan, Hebing (East China Normal University)
- 167) Embodied capital and risk-propensity  
Refaie, Nabhan (University of Regina); Mishra, Sandeep (University of Regina)
- 168) Explanation generation influences judgments about risks  
Latiff, Susan S. (Northeastern University); Kim, Nancy S. (Northeastern University)
- 169) Exploring the Fourfold Pattern Through the Lens of Fuzzy Trace Theory  
Marti, Deniz (George Washington University); Broniatowski, David (George Washington University)
- 170) How Skewness of Risky Prospects Moderates Dynamics of Risk-Taking  
Kim, Jinwoo (Carnegie Mellon University); Imas, Alex (Carnegie Mellon University); Olivola, Christopher (Carnegie Mellon University)
- 171) Influence of Anchors on Loss Aversion  
Goyal, Shruti (Indian Institute of Technology Gandhinagar); Miyapuram, Krishna P. (Indian Institute of Technology Gandhinagar)
- 172) Is it worth the regret? Deciding to engage in employee voice  
Willits, Taylor (Auburn University); Franco-Watkins, Ana (Auburn University)
- 173) Meta-analysis of Risk Taking for Self and Others  
Smout, Ryan (Wake Forest University); Atanasov, Pavel (Pytho LLC); Stone, Eric (Wake Forest University)
- 174) Objective and Subjective Stress on Risky Decision Making  
Dandignac, Mitchell (Miami University); Johnson, Joseph G (Miami University); Ridder, Megan (Miami University); Ashner, Emily (Miami University); Capretta, Zachary (Miami University); Ezpeleta, Ashley (Miami University)
- 175) Probability Dominance  
Diecidue, Enrico (INSEAD); Levy, Haim (The Hebrew University of Jerusalem); Levy, Moshe (The Hebrew University of Jerusalem)
- 176) Remembrance of Perceived Risks Past: A Study of the Hindsight and Recollection Biases in Terrorism-Related Risk Perceptions  
Mumpower, Jeryl L (Texas A & M University); Liu, Xinsheng (Texas A & M University); Portney, Kent E. (Texas A & M University); Vedlitz, Arnold (Texas A & M University)
- 177) Risk Culture as a Framework for Risk Research  
Streicher, Bernhard (UMIT - University for Health Sciences); Eller, Eric (Ludwig-Maximilian-University)
- 178) Risk-taking, regret, and social comparison  
Muda, Aleksandra (SWPS University of Social Sciences and Humanities); Muda, Rafał (Maria Curie-Skłodowska University)
- 179) Roles in the Workplace and Choices  
Maul, Haley (Auburn University); Franco-Watkins, Ana (Auburn University)
- 180) Scientific Risk Reporting in Medical Journals Can Bias Expert Judgment: Comparing Surgeons' Risk Comprehension across Reporting Formats  
Garcia-Retamero, Rocio (University of Granada); Petrova, Dafina (Andalusian School of Public Health, Granada, Spain); Cokely, Edward (University of Oklahoma); Garrido, Dunia (University of Granada); Joeris, Alexander (AO Clinical Investigation and Documentation)
- 181) The effect of hunger on risky choices for food and money: When drive drives risky choices  
Erez, Yuval (Cornell University); Reyna, Valerie F. (Cornell University); Lu, Shuting (Cornell University); Tarpinian, Lindsey (Cornell University); Alcocer, Carlos (Cornell University); Weldon, Rebecca (Juniata College)

- 182) The Effect of Perceived Scarcity: The Perceived Scarcity Increases Risk Taking  
Liang, Shujing (Southwest Jiaotong University); Qing, Zhulin (Southwest Jiaotong University); Yang, Yawen (Southwest Jiaotong University)
- 183) The influence of mindsets on risk perception and risk-taking behavior  
Keller, Lucas (University of Konstanz); Gollwitzer, Peter M. (New York University)
- 184) The role of the affect induced by various probability formats in risk communication  
Idzikowska, Katarzyna (Kozminski University)
- 185) Disambiguating Risk Taking and Entrepreneurial Success: Nuances in the Functional Forms  
Kausel, Edgar E. (Pontificia Universidad Católica de Chile); Dalal, Dev K. (University at Albany, State University of New York); Jahanshahi, Asghar A. (Pontificia Universidad Católica del Perú); Zhang, Stephen (University of Sydney)

### **Social Processes**

- 186) Digging Deeper: Meaningful Conversations are Surprisingly Pleasant  
Kardas, Michael (University of Chicago); Kumar, Amit (University of Texas at Austin); Epley, Nicholas (University of Chicago)
- 187) Early childhood experiences, cognitions, and social comparison reactions: An examination of the impact of childhood experiences on thoughts and beliefs  
Wuth, Mandy (University of Regina); Beshai, Shadi (University of Regina); Mishra, Sandeep (University of Regina); Feeney, Justin (University of Regina)
- 188) fMRI Repetition Suppression During Generalized Social Categorization  
Lau, Tatiana (Harvard University); Cikara, Mina (Harvard University)
- 189) Impression Management Concerns Influence Preparation for Hurricane Irma  
Lipsey, Nikolette P (University of Florida); Losee, Joy E (University of Florida)
- 190) It does hurt to ask: Seeking material help from individuals  
Jaroszewicz, Ania (Carnegie Mellon University)
- 191) Social costs of economic rationality: Accounting for the bottom line of the intuitive politician  
Umphres, Christopher (Harvard University); DeWees, Brad (Harvard University); Dorison, Charles (Harvard University); Lerner, Jennifer (Harvard University)
- 192) The cost of imperfect memory in social interactions  
Ghaffari, Minou (Max Planck Institute for Research on Collective Goods); Fiedler, Susann (Max Planck Institute for Research on Collective Goods); von Helversen, Bettina (University of Zurich)
- 193) The Love of Large Numbers Revisited: A Coherence Model of the Popularity Bias  
Heck, Daniel W. (University of Mannheim); Seiling, Lukas (University of Mannheim); Bröder, Arndt (University of Mannheim)

### **Stereotyping and Discrimination**

- 194) Competition and Groups: When People Opt Into Minority Status  
Kirgios, Erika L (The Wharton School, University of Pennsylvania); Chang, Edward (The Wharton School, University of Pennsylvania); Milkman, Katherine (The Wharton School, University of Pennsylvania)
- 195) Crime and Punishment: Racial Discrimination Against Convicted Felons in Hiring Decisions  
Kugler, Tamar (University of Arizona); Goldman, Barry (University of Arizona); Cooper, Dylan A. (California State University-Channel Islands)
- 196) Exploring Gender and Race in Salary Negotiations  
Hightower, Chelsea D (Louisiana State University); Harman, Jason (Louisiana State University)
- 197) Members of national group are fungible  
Bialek, Michal (University of Waterloo); Fugelsang, Jonathan (University of Waterloo); Friedman, Ori (University of Waterloo)
- 198) Race and Reactions to Negative Feedback Among Women at Work: Examining the Effects of the “Angry Black Woman” Stereotype  
Motro, Daphna (Hofstra University); Evans, J B. (University of Arizona); Ellis, Aleksander P. J. (University of Arizona)
- 199) Religion And Objectivity Of Video Evidence  
Althenayyan, Abdullah (NYU); Balcetis, Emily (NYU)
- 200) The Representativeness of Gender Typicality and Attractiveness Bias in Personnel Selection  
Hickey, Hayden K. (Auburn University); Franco-Watkins, Ana M. (Auburn University)



- 201) When Female CEOs Are Better: How Peripheral Information About the CEO Influences Judgments About the Company  
Tang, Simone (Cornell University); Chang, Edward H (University of Pennsylvania)

**SJDM Evening Poster Session #2**  
**Sunday 6:00pm – 8:00pm: Elite A, Level 1**

**Advice**

- 1) Advisors are more risk-averse than decision-makers in low impact monetary gambles  
Corser, Ryan (Vanderbilt University)
- 2) Advisor-speak: When advisors express overconfidence and why  
Haran, Uriel (Ben Gurion University); Mazar, Asaf (University of Southern California); Hurwitz, Mordechai (Ben Gurion University); Moran, Simone (Ben Gurion University)
- 3) Back to the Future: Can awareness of previous unintentional unethical decisions improve subsequent intentional ethical decisions?  
Bai, Yan (IESE Business School); Vaccaro, Antonino (IESE Business School); Reutskaja, Elena (IESE Business School); Gino, Francesca (Harvard Business School)
- 4) Do advisors get what they want? Comparing advisor expectations and advisee behavior in advice weighting  
Ache, Fabian (Eberhard Karls University Tuebingen); Rader, Christina (Colorado College); Hütter, Mandy (Eberhard Karls University Tuebingen)
- 5) The Impersonal Touch: Improving Feedback-Giving with Psychological Distance  
Blunden, Hayley (Harvard University); Green, Paul (University of Texas at Austin); Gino, Francesca (Harvard University)
- 6) Tracing cognitive processes underlying advice taking: An eye-tracking approach  
Rittich, Jacob C. (University of Goettingen; Leibniz Science Campus 'Primate Cognition'); Fiedler, Susann (Max Planck Institute for Research on Collective Goods); Schultze, Thomas (University of Goettingen; Leibniz Science Campus 'Primate Cognition')
- 7) Wisdom of the crowd or people like me? Consumers' trade-off between volume and similarity in online reviews  
Sahar-Inbar, Limor (Bar-Ilan University, Israel); Peer, Eyal (Hebrew University of Jerusalem, Israel)

**Affect**

- 8) “Brought To You Live”: On The Consumption Experience of Live Social Media Streams  
Duani, Nofar (NYU, Stern); Barasch, Alixandra (NYU, Stern); Ward, Adrian (UT Austin)
- 9) Affective Congruence  
Kang, Polly (University of Pennsylvania)
- 10) Anxiety and the Framing Effect: Intolerance of Uncertainty Predicts Frame-Consistent Choice Patterns  
Himmelstein, Mark (Fordham University)
- 11) Attenuated Model-Based Decision-Making is Predictive of Increased Psychosocial Stress Reactivity  
LaFollette, Kyle J. (University of Arizona); Satterfield, Briann (University of Arizona); Lazer, Michael (University of Arizona); Killgore, W. D. S. (University of Arizona)
- 12) Decision-Making Style: An "Emotional" Approach to Attribute Framing Submission  
Cole, Richard C.
- 13) Bad Things Escalate and Good Things Satisfy? A Reference Point Stickiness Perspective  
Liu, Kailuo (University of Toronto); Tsai, Claire (University of Toronto); Li, Ruoning (University of Toronto)
- 14) Does uncertainty breed greed?  
Hoyer, Karlijn (Tilburg University); Seuntjens, Terri (Tilburg University); Zeelenberg, Marcel (Tilburg University and Vrije Universiteit Amsterdam); Breugelmans, Seger (Tilburg University)
- 15) Effects Induced on the Dynamics of Decision Making by the External Environment  
Garrido, Mauricio (Bhaktivedanta Institute for Higher Studies)
- 16) Expected Consequences of Expressing Doubt  
Spälti, Anna Katharina (Tilburg University); Brandt, Mark (Tilburg University); Evans, Anthony (Tilburg University); Zeelenberg, Marcel (Tilburg University/Vrije Universiteit Amsterdam)
- 17) Fear and Anger on Social Media following a Terror Event  
Baucum, Matthew (University of Southern California); John, Richard S. (University of Southern California)
- 18) How Anger Influence Choice  
Koley, Shruti (University of Virginia); Warren, Caleb (University of Arizona); Ramanathan, Suresh (Texas A & M University)

- 19) Loss Leads to Love: How Temporary Deprivation of Ownership Enhances Valuation  
Lu, Zoe (University of Wisconsin - Madison); Tanner, Robin (University of Wisconsin - Madison); Hsee, Christopher (University of Chicago)
- 20) Sadness, Intertemporal Choice, and Addictive Behavior  
Dorison, Charles A (Harvard University); Lerner, Jennifer S (Harvard University); Wang, Ke (Harvard University); Rees, Vaughan (Harvard University); Kawachi, Ichiro (Harvard University); Ericson, Keith (Boston University)
- 21) Self-reported and revealed risk preferences: The role of domain and affect  
Bridger, Emma (Birmingham City University); Mavritsaki, Eirini (Birmingham City University); Aldrovandi, Silvio (Birmingham City University)
- 22) The Hedonic Costs of Chasing Abundance  
Wang, Ke (Harvard University); Hsee, Christopher K (University of Chicago)
- 23) To laugh or to cry: A social valence bias in language processing  
Sloman, Sabina (Carnegie Mellon University); Oppenheimer, Daniel (Carnegie Mellon University); DeDeo, Simon (Carnegie Mellon University)
- 24) What jazz would be interesting? : A study on complexity and coping-potential  
Seulgi, Son (Ajou University); Jeeyoun, Kim (Ajou University); Kyungcheon, Min (Ajou University); Seonhee, Choi (Ajou University); Kyungil, Kim (Ajou University)
- 25) Words Hurt: Presence of Offensive Words Undermines Feeling of Rightness in Moral and Factual Judgments  
Turpin, Martin H (University of Waterloo); Stolz, Jennifer A (University of Waterloo)

#### **Behavioral Economics**

- 26) As Wages Increase, Do People Work More or Less?  
Shen, Luxi (Chinese University of Hong Kong)
- 27) Behavioral Explanations of Buffett's Alpha  
Otuteye, Eben (University of New Brunswick); Siddiquee, Mohammad (Mount Saint Vincent University)
- 28) Biases in marginal reasoning  
Lindemans, Jan W (Duke University); Ariely, Dan (Duke University)
- 29) Differential Hedonic Adaptation to Absolute versus Relative Income Changes  
Li, Xilin (University of Chicago); Hsee, Christopher (University of Chicago)
- 30) Differentiating preferences in hypothetical distributive decisions  
Cavve, Blake S. (University of Western Australia); Hurlstone, Mark (University of Western Australia); Farrell, Simon (University of Western Australia)
- 31) Effort heuristic revisited  
Gylfason, Haukur F (Reykjavik University); Kristinsson, Kari (University of Iceland); Vésteinsdóttir, Vaka (University of Iceland)
- 32) How fasting affects cognition and decision making: A study of Muslims fasting during Ramadan  
Salari Rad, Mostafa (Princeton University); Shafir, Eldar (Princeton University)
- 33) It's About Time: How Do Intuition, Strength of Preferences, Cognitive Effort, and Swiftness Jointly Determine Decision Times?  
Bieleke, Maik (University of Konstanz); Dohmen, David (University of Konstanz); Gollwitzer, Peter M. (New York University)
- 34) Judgement and Decision Making Biases in Prediction Markets  
Strelloff, Mac (University of California-Irvine); Stokes, Ryan (University of California-Irvine); Lee, Michael (University of California-Irvine)
- 35) Recognition of abilities in random noise: People are willing to pay for the illusion of success  
Houdek, Petr (University of Economics in Prague); Vranka, Marek (University of Economics in Prague); Smrčka, Luboš (University of Economics in Prague); Machek, Ondřej (University of Economics in Prague)
- 36) Reflections of economic trends in the English literature  
Bahnik, Stepan (University of Economics, Prague); Schulz, Daniel (University of Würzburg); Houdek, Petr (University of Economics, Prague)
- 37) The Primacy of Thanking and Apologizing over Bragging and Blaming: A Test of Responsibility Exchange Theory Using Live Chats  
Chaudhry, Shereen (University of Pennsylvania); Loewenstein, George (Carnegie Mellon University)

- 38) The Welfare Implications of Social Interactions  
Grossman, Tomer (Ben-Gurion University of the Negev); Grotas, Yarden (Ben-Gurion University of the Negev); Zultan, Ro'i (Ben-Gurion University of the Negev)
- 39) Undershooting in Strategic Reasoning  
Hsee, Christopher (University of Chicago); Li, Xilin (University of Chicago); Zeng, Ying (University of Chicago); Imas, Alex (Carnegie Mellon University)

## **Bias**

- 40) (Failed) high-powered replications of core experiments in support of the selective accessibility theory of anchoring  
Harris, Adam (University College London); Speekenbrink, Maarten (University College London)
- 41) Alone at the bottom: Why others seem more extroverted than we are  
Yang, Yu (ShanghaiTech University); Guo, Yafei (ShanghaiTech University); Zhou, Haotian (ShanghaiTech University)
- 42) An ACT-R Model of Biased Decision Making  
Scheuerman, Jaelle (Tulane University); Acklin, Dina (U.S. Naval Research Laboratory); Brown, Noelle (U.S. Naval Research Laboratory)
- 43) Can We Trust The Trustees? Behavioral Finance Biases in Pension Trustees' Decision Making  
Weiss-Cohen, Leonardo (City University of London); Ayton, Peter (City University of London); Clacher, Iain (Leeds University); Thoma, Volker (University of East London)
- 44) Causal structure and event controllability influence counterfactual thinking about the self and others  
Jenkins, Mason R. (Northeastern University); Kim, Nancy S. (Northeastern University)
- 45) Does hindsight bias mediate outcome bias in judgments of decision quality?  
Quinn, Molly (University College Dublin); Pezzo, Mark (University of South Florida); Machacek, Marielle (Iowa State University); Marchal, Cynthie (Universite de Mons)
- 46) Does Hindsight Bias Impair Learning?  
Pezzo, Mark (University of South Florida); Quinn, Molly (University College Dublin); Grammar, Hannah (Claremont Graduate University)
- 47) Effects of repdigits on judgments and choices  
Honda, Hidehito (The University of Tokyo); Matsunaga, Sota (The University of Tokyo); Ueda, Kazuhiro (The University of Tokyo)
- 48) Everybody argues and everybody wins: Overestimation of success as a driver of debate  
Logg, Jennifer (Harvard University); Berg, Logan (Harvard University); Minson, Julia (Harvard University)
- 49) Fighting for memory resources: Rarity, extremity and complexity in experience-based choice.  
Vanunu, Yonatan (University of New South Wales); Konstantinidis, Emmanouil (University of Leeds); Newell, Benjamin (University of New South Wales)
- 50) Friend or Foe? The Adaptability of Frame Selection and Frame-based Inferences  
Leong, Lim M. (University of California, San Diego); McKenzie, Craig R. M. (University of California, San Diego)
- 51) Influence of an Attentional Bias on Judgments  
Shrivastava, Sunaina (University of Iowa); Jain, Gaurav (Rensselaer Polytechnic Institute); Nayakankuppam, Dhananjay (University of Iowa); Gaeth, Gary (University of Iowa)
- 52) Intelligence Analysts Show Secrecy Bias and Judgmental Inconsistency in Evaluating Information Accuracy  
Mandel, David R. (DRDC); Dhami, Mandeep K. (University of Middlesex); Kajdasz, James (US Air Force Academy); Weaver, Greg (US Army Research Laboratory)
- 53) Modeling Biases in Value-Based Decisions  
Desai, Nitisha (Ohio State University); Krajbich, Ian (Ohio State University)
- 54) Outcome vs. Performance? Biased Decisions Behind Management Changes: Evidence from Soccer  
Weinmann, Markus (University of Liechtenstein); Müller, Oliver (IT University Copenhagen); Feuerriegel, Stefan (ETH Zurich)
- 55) Perceptual Anchoring - Of Sounds, Sandpapers and Grey Scales  
Jain, Gaurav (Rensselaer Polytechnic Institute); Nayakankuppam, Dhananjay (University of Iowa); Gaeth, Gary (University of Iowa)
- 56) Salience effects in multi-attribute choice: A drift diffusion analysis  
Zhao, Wenjia Joyce (University of Pennsylvania); Bhatia, Sudeep (University of Pennsylvania)

- 57) The Developmental Origins of Variety Seeking in Childhood  
Echelbarger, Margaret (University of Chicago); Maimaran, Michal (Northwestern University); Gelman, Susan A. (University of Michigan)
- 58) The Good Decision Fallacy Due to Disfluency  
Jain, Gaurav (Rensselaer Polytechnic Institute); Shrivastava, Sunaina (University of Iowa); Nayakankuppam, Dhananjay (University of Iowa); Gaeth, Gary (University of Iowa)
- 59) The Psychology of Task Management: The Small Tasks Trap  
Rusou, Zohar (Open University, Israel); Amar, Moty (Ono Academic College, Israel); Ayal, Shahar (The Interdisciplinary Center (IDC), Herzliya)
- 60) When less is more. The intuition of suppressor variables in selection decisions  
Rabinovitch, Hagai (Ben Gurion University); Bereby-Meyer, Yoella (Ben Gurion University); Budescu, David (Fordham University)

## Expertise

- 61) Applied Beauty Contest and Market Entry Games: On the Impact of Contexts in Simultaneous Decision-Making  
Mueller, Joerg (Justus Liebig University Giessen); Hoelher, Julia (Justus Liebig University Giessen)
- 62) Evidence accumulation in a complex visual domain: Applying the linear ballistic accumulator to fingerprint discrimination  
Palada, Hector (University of Queensland); Searston, Rachel (University of Adelaide); Persson, Annabel (University of Queensland); Thompson, Matthew (Murdoch University); Ballard, Timothy (University of Queensland)
- 63) Expert Decision Making in Offshore Drilling Risk Literacy: Preliminary Evidence from an Immersive Simulation-Based Training Platform  
Raza, Muhammad A. (University of Oklahoma); Ybarra, Vincent T. (University of Oklahoma); Ramasubramanian, Madhuri (University of Oklahoma); Jeon, Jiwon (University of Oklahoma); Tobin, Catalin (University of Oklahoma); Naqvi, Syed A. (University of Oklahoma)
- 64) Why nobody is a soda cracker aficionado: Emergent & adaptive preferences  
Gurney, Nikolos (Carnegie Mellon University); Miller, John (Carnegie Mellon University)
- 65) Wisdom at Work: Asymmetric Evaluations of Professional Expertise  
Baum, Stephen M. (University of California-Berkeley); Schwartz, Barry (University of California-Berkeley); Evers, Ellen R. K. (University of California-Berkeley)

## Groups

- 66) Debasing sacred rituals: Sanctioning group members who misperform rituals  
Stein, Daniel H (UC Berkeley); Schroeder, Juliana (UC Berkeley); Hobson, Nicolas M (University of Toronto); Gino, Francesca (Harvard University); Norton, Michael I (Harvard University)
- 67) Diversity of inference strategies can enhance the wisdom-of-crowds effect  
Itsuki, Fujisaki (University of Tokyo); Hidehito, Honda (Yasuda Women's University); Kazuhiro, Ueda (University of Tokyo)
- 68) Exploring the minimal conditions for G-I transfer in quantitative group judgments  
Lippold, Matthias (Georg August University Goettingen); Schultze, Thomas (Georg August University Goettingen); Schulz-Hardt, Stefan (Georg August University Goettingen)
- 69) Predictive Validity of Partner Preferences: Evidence from a Large-Scale Prospective Study on Relationship Development  
Gerlach, Tanja M. (University of Goettingen); Schultze, Thomas (University of Goettingen); Arslan, Ruben C. (Max Planck Institute for Human Development); Reinhard, Selina K. (Humboldt University Berlin); Penke, Lars (University of Goettingen)
- 70) Social network composition and hurricane-related decision-making: Social context effects on hurricane perceptions and intentions  
Losee, Joy E. (University of Florida); Webster, Gregory D. (University of Florida)
- 71) Structure of social networks influences social frequency judgments  
Lee, Eun (Sungkyunkwan University); Karimi, Fariba (GESIS); Jo, Hang-Hyun (Asia Pacific Center for Theoretical Physics); Strohmaier, Markus (GESIS); Wagner, Claudia (GESIS); Galesic, Mirta (Santa Fe Institute)

- 72) The Dynamic Reciprocal Effects of Team Decision Style Composition and Performance on Decision Strategy  
Zhu, Xiaoyuan (University of Connecticut); Wolfson, Mikhail A. (University of Connecticut); Dalal, Dev K. (University at Albany); Mathieu, John E. (University of Connecticut)
- 73) Why dyads heed advice less than individuals do  
Schultze, Thomas (University of Goettingen); Mojzisch, Andreas (University of Hildesheim); Schulz-Hardt, Stefan (University of Goettingen)

## Health

- 74) A computational model of the Cambridge Gambling Task with applications to substance users  
Romeu, Ricardo J (Indiana University Bloomington); Haines, Nathaniel (Ohio State University); Ahn, Woo-Young (Seoul National University); Busemeyer, Jerome R (Indiana University Bloomington); Vassileva, Jasmin (Virginia Commonwealth University)
- 75) Decision-relevant memory for health information: A conjoint-recognition model based on fuzzy-trace theory  
Reyna, Valerie (Cornell University); Nolte, Julia (Cornell University); Rong, Robert (Cornell University); Garavito, David (Cornell University); Brust-Renck, Priscila (Hospital de Clínicas de Porto Alegre); Brainerd, Charles (Cornell University)
- 76) Estimates of Peers' Substance Use: A Comparison of Cognitive Strategies  
Olsson, Henrik (Santa Fe Institute); Barman-Adhikari, Anamika (University of Denver); Galesic, Mirta (Santa Fe Institute); Hsu, Hsun-Ta (University of Missouri); Rice, Eric (University of Southern California)
- 77) Food Risk Literacy: Results from Studies of Milk Product Literacy  
Feltz, Silke (University of Oklahoma); Garcia-Retamero, Rocio (University of Granada); Cokely, Edward T. (University of Oklahoma); Feltz, Adam (University of Oklahoma)
- 78) Head Against the Wall: The Connection Between Concussions and Overconfidence  
Piehlmaier, Dominik (University of Wisconsin - Madison)
- 79) How does the preference for natural things contribute to vaccination attitudes?  
Li, Meng (University of Colorado, Denver); Watson, Karli (University of Colorado, Boulder); Bayerman, Shawna (University of Colorado, Denver)
- 80) Judging Information Avoidance in Genetic Testing  
Heck, Patrick R (Geisinger Health System); Meyer, Michelle N (Geisinger Health System)
- 81) Knowing how much you know: meta-awareness of difficulty in mammogram image categorisation  
Liang, Garston (University of New South Wales); Sloane, Jennifer (University of New South Wales); Donkin, Chris (University of New South Wales); Newell, Ben (University of New South Wales)
- 82) Logistic and Hybrid Lens Models Complement a Signal Detection Theory Analysis of Physician Decisions  
Hamm, Robert M. (University of Oklahoma Health Sciences Center); Nurek, Martine (Imperial College London); Kostopoulou, Olga (Imperial College London)
- 83) Memory Abilities Predict Decision-Making Competence in Multiple Sclerosis Patients  
Hoffmann, Janina (University of Konstanz); Bareuther, Lena (University of Heidelberg); Schmidt, Roger (Kliniken Schmieder, Konstanz); Dettmers, Christian (Kliniken Schmieder, Konstanz)
- 84) Neurochemical context in self-regulation: Do glycemic load and reward response make a difference?  
Saccogna, Jillian (Case Western Reserve University); Binion, Savannah (Georgetown University); Wilhelms, Evan (College of Wooster)
- 85) Nudging 3-5 Year Olds Toward Fruit and Vegetable Consumption Through Plate Design  
Melnick, Emily M (University of Colorado Denver); Li, Meng (University of Colorado Denver)
- 86) Persuasive messages and attitude change towards genetically modified food  
Sleboda, Patrycja (Swedish University of Agricultural Sciences); Lagerkvist, Carl Johan (Swedish University of Agricultural Sciences)
- 87) Regulatory Focus and Willingness to Sign Advance Directives  
Syed, Adnan S. (University of Colorado Denver); Li, Meng (University of Colorado Denver)
- 88) Talk to me (but the right way): Optimising a fitness chatbot with behavioural insights  
Zimmermann, Laura (London School of Economics); Chakravarti, Amitav (London School of Economics)

- 89) The perceived danger of driving under the influence of small amounts of alcohol and marijuana combined (DUI-SAM)  
Llanes, Karla (The University of Texas at El Paso); Amastae, Jon (The University of Texas at El Paso); Arteaga, Katherina (The University of Texas at El Paso); Lopez, Eugene (The University of Texas at El Paso); Munoz, Cinthia (The University of Texas at El Paso); Moran, Roberto (The University of Texas at El Paso)
- 90) To refer or not? Using Signal Detection to study physicians' referral decisions  
Kostopoulou, Olga (Imperial College London); Nurek, Martine (Imperial College London); Delaney, Brendan C (Imperial College London)
- 91) When does presenting incremental risks improve medical decision making compared to presenting separate total risks?  
Tiede, Kevin E. (University of Konstanz); Ripke, Felicia (University of Konstanz); Degen, Nicole (University of Konstanz); Gaissmaier, Wolfgang (University of Konstanz)
- 92) When money talks: Judging risk and coercion in high-paying clinical trials  
Leuker, Christina (Max Planck Institute for Human Development); Samartzidis, Lasare (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development); Pleskac, Timothy (Max Planck Institute for Human Development)

### Individual Differences

- 93) The Distinctiveness of Risk-Taking from the Big Five Personality and its Narrow Facets  
Joseph, Elizabeth D. (Louisiana State University); Zhang, Don C. (Louisiana State University)
- 94) (mis)Measurement of Group Differences: The Case of Pain-of-Payment  
Sengupta, Rumela (University of Illinois Chicago); Bond, Samuel (Georgia Institute of Technology); Paul, Iman (Georgia Institute of Technology)
- 95) A cross-cultural comparison on category-based induction  
Xu, Yian (Northeastern University); Wen, Fangfang (Central China Normal University); Zuo, Bin (Central China Normal University); Thor, Emily (Northeastern University); Coley, John D. (Northeastern)
- 96) Age Differences in Preferential vs. Perceptual Decisions  
Horn, Sebastian S. (University of Zurich); Yu, Shuli (Max Planck Institute for Human Development); Pleskac, Timothy (Max Planck Institute for Human Development)
- 97) A Multi-analytical Exploratory Analysis Elucidating Antecedents of inflationary circumloquaciousness  
Brown, Zachary (Columbia University); Galinsky, Adam (Columbia University); Anicich, Eric (University of Southern California)
- 98) Ambiguity Aversion and Ambiguity Seeking Are Not Opposite Ends of the Same Continuum: A Psychometric Examination of an Ellsberg-Type Urn Task  
Samo, Andrew (Bowling Green State University); Huang, Susannah (Bowling Green State University); Min, Haylee (Bowling Green State University); Brooks, Margaret (Bowling Green State University); Highhouse, Scott (Bowling Green State University); McAbee, Samuel T. (Bowling Green State University)
- 99) Game-like personality testing: A future direction in personality assessment  
McCord, John-Luke (Louisiana State University); Harman, Jason (Louisiana State University)
- 100) How Loneliness Affects Preferences for Socially-Imbued Information  
Jun, Youjung (Columbia University); Meng, Rachel (Columbia University)
- 101) Hurricane Preparation: The Roles of Individual Differences and Hurricane Severity  
Webster, Gregory D. (University of Florida); Losee, Joy E. (University of Florida); Smith, Colin Tucker (University of Florida)
- 102) Increased anticipatory skin conductance responses of the prevention-focused group following advantageous behavior  
Onoma, Noriko (Railway Technical Research Institute); Kitamura, Yasuhiro (Railway Technical Research Institute); Abe, Tsuneyuki (Tohoku University)
- 103) Investigating the men's overestimation bias: How socioeconomic status affects men's decision to overestimating women's sexual intent  
Moran, James (Tulane University); Kerry, Nicholas (Tulane University); Airington, Zachary (Tulane University); Prokosch, Marjorie (Tulane University); Murray, Damian (Tulane University)
- 104) Personality Correlates of Self-Reported Fantasy Football Success  
Richards, Dylan K. (University of Texas at El Paso); Fritze, Gabriel A. (University of Texas at El Paso); Fetterman, Adam K. (University of Texas at El Paso); Morera, Osvaldo F (University of Texas at El Paso)

- 105) Possibility versus probability: Measuring individual differences in sensitivity to probability and emotional reactivity to possibility in risk perception  
Lacey, Heather P. (Bryant University); Lacey, Steven C. (Boston College); Scherer, Laura (University of Missouri); Zikmund-Fisher, Brian (University of Michigan)
- 106) The Effects of Aging and Cognitive Tutoring on Planning Abilities  
Das, Priyam (University of California-Berkeley); Lieder, Falk (University of California-Berkeley); Griffiths, Thomas L. (University of California-Berkeley)
- 107) The relationship between narcissism, impulsiveness, and reflective thinking  
Littrell, Shane (University of Waterloo); Fugelsang, Jonathan (University of Waterloo); Risko, Evan F. (University of Waterloo)
- 108) Welfare analysis using the sparse multinomial logit  
De la Maza, Cristobal (Carnegie Mellon University); Davis, Alex (Carnegie Mellon University); Azevedo, Ines (Carnegie Mellon University)
- 109) Who are Maximizers, Really?  
Sassaman, Levi (University at Albany); Dalal, Dev (University at Albany)

## **Inference**

- 110) Compatibility Theory  
Evangelidis, Ioannis (Bocconi University); van Osselaer, Stijn (Cornell University)
- 111) Consumer Understanding, Extremity, and Opposition to Genetically Modified Foods  
Fernbach, Philip (University of Colorado); Light, Nicholas E (University of Colorado); Scott, Sydney (Washington University in St. Louis); Inbar, Yoel (University of Toronto Scarborough); Rozin, Paul (University of Pennsylvania)
- 112) Correcting misperceptions in cost-effective charitable giving  
Fitz, Nick (Duke University); Kagan, Ari (Duke University); Scholmerich, Vera (Duke University); Ariely, Dan (Duke University)
- 113) Establishing judgment policies in the absence of feedback  
Omerzu, Tjasa (University of Konstanz); Speekenbrink, Maarten (University College London); Hoffmann, Janina A. (University of Konstanz)
- 114) How Selective Feedback vs Full Feedback Affects Belief Formation  
Gisbert, Josep (University of Pompeu Fabra); Le Mens, Gael (University of Pompeu Fabra)
- 115) Individual differences in adaptive reference point formation  
Mistry, Percy K (University of California Irvine); Lee, Michael D (University of California Irvine)
- 116) People can recognize, learn, and apply default effects in social influence  
Sun, Chengyao (University of Chicago); Jung, Minah H (New York University); Nelson, Leif D. (University of California, Berkeley)
- 117) Rational Analysis of Inferences with Uncertain Categorization  
Konovalova, Elizaveta (Max Planck Institute for Human Development); Le Mens, Gael (University of Pompeu Fabra)
- 118) Risky choice, system-neglect and the desirability of shifting regimes  
Seifert, Matthias (IE Business School); Ulu, Canan (Georgetown University); Guha, Sreyaa (IE Business School)

## **Intertemporal Choice**

- 119) Can't Hold Onto the Future: Fear and the Present-Bias  
Chan, Eugene (Monash University); Saqib, Najam (Laurentian University)
- 120) Delay Discounting and Behavior  
Pezzuto, John-Henry A. (University of Chicago); Urminsky, Oleg (University of Chicago)
- 121) Emotion and Time Discounting  
Yu, Chong (University of Chicago); Urminsky, Oleg (University of Chicago)
- 122) How people think about the future: Fast optimism, slow realism?  
Sjåstad, Hallgeir (Norwegian School of Economics); Baumeister, Roy (University of Queensland)
- 123) Identity Over Time: Perceived Similarity Between Selves Predicts Well-Being Ten Years Later  
Reiff, Joseph (UCLA); Herschfield, Hal (UCLA); Quoidbach, Jordi (ESADE)
- 124) Peer Influence, Frontostriatal Connectivity, and Delay Discounting in African American Emerging Adults  
Holmes, Christopher (University of Georgia); Owens, Max (University of Georgia); Beach, Steven R. H. (University of Georgia); McCormick, Michael (Auburn University); Hallowell, Emily (University of Georgia); Clark, Uraina S. (Mount Sinai Hospital)



- 125) Physiological processes in the human body and the level of financial discounting rates  
Sawicki, Przemyslaw (Kozminski University); Muda, Rafal (Maria Curie Skłodowska University)
- 126) Social influences on similarity judgments and intertemporal choice  
Goh, Francine W. (University of Nebraska-Lincoln); Stevens, Jeffrey R. (University of Nebraska-Lincoln)
- 127) Testing the Discounting Calculation Assumption in Intertemporal Choice: Evidence on the Forward Reference  
Yang-Yang, Zhang (Shaanxi Normal University); Shu, Li (Institute of Psychology, Chinese Academy of Sciences); Zhu-Yuan, Liang (Institute of Psychology, Chinese Academy of Sciences)

### **Moral Judgment**

- 128) A spillover effect of altruistic cheating  
Ayal, Shahrar (Interdisciplinary Center Herzliya); Halevy, Anat (Interdisciplinary Center Herzliya); Hochman, Guy (Interdisciplinary Center Herzliya)
- 129) Attentional correlates of third-party punishment and compensation  
Civai, Claudia (London South Bank University); Johns, Paige (University of Kent)
- 130) Automation Alters (In)Action Expectations and Moral Appraisals: The Case of Autonomous Vehicles  
Schurr, Amos (Ben-Gurion University); Moran, Simone (Ben-Gurion University); Uliel, Clil (Ben-Gurion University)
- 131) Calling You Out: Confrontation and Punishment of Social Norm Violations in the Deep South  
Westfall, Jonathan (Delta State University); Hudgins, Heather R. (Delta State University)
- 132) Degree of Handedness Interacts With Religiosity to Predict Responses to Moral Dilemmas  
Jasper, JD (University of Toledo); Clarkson, Evan (University of Toledo)
- 133) Dishonesty: Cheating Equally for one's own and other's benefit  
Efendic, Emir (Eindhoven University of Technology); Bartoš, František (Charles University); Vranka, Marek A. (Charles University); Bahník, Štěpán (University of Economics)
- 134) Effect of risk on choices in high conflict moral scenarios  
Sahai, Abhishek (Indian Institute of Technology Gandhinagar); Manjaly, Jaison (Indian Institute of Technology Gandhinagar)
- 135) Ethical consumption and luxury gift-giving behavior  
Nguyen, Chau (Southern Illinois University Edwardsville); Hair, Michael (Southern Illinois University Edwardsville)
- 136) Ethical leadership, communication, and accountability in law-enforcement  
Gaither, R. Benjamin (Keiser University); Thompson, Laura (Keiser University); Thompson, Andrea (Keiser University); Jones, Arthur (Keiser University)
- 137) Factors determining cheating behavior  
Markiewicz, Lukasz (Kozminski University); Tyszka, Tadeusz (Kozminski University); Malawski, Marcin (Kozminski University); Gawryluk, Katarzyna (Kozminski University); Czapryna, Marcin (Cracow University of Economics)
- 138) Firm's Moral Character Predominates in Firm Perception and Evaluation  
Khamitov, Mansur (Nanyang Technological University); Duclos, Rod (Western University); Allard, Thomas (Nanyang Technological University)
- 139) How Political Ideology Influences Conflict Among Moral Opinions  
Machacek, Marielle G.A. (Iowa State University); Blankenship, Kevin L. (Iowa State University)
- 140) Judging those you cheat: Consumers' reviews following unethical consumption  
Hod, Nurit (Bar-Ilan University); Peer, Eyal (Hebrew University of Jerusalem); Danziger, Shai (Tel-Aviv University)
- 141) Justice at Any Cost? Effects of Cost/Benefit Salience on Criminal Punishment Judgments  
Aharoni, Eyal (Georgia State University); Kleider-Offutt, Heather (Georgia State University); Brosnan, Sarah (Georgia State University); Watzek, Julia (Georgia State University)
- 142) Lie to Me: Excuse Recipients Prefer Legitimate Lies to Illegitimate Truths  
Fragale, Alison (University of North Carolina-Chapel Hill); Blunden, Hayley (Harvard University); Gino, Francesca (Harvard University)
- 143) Mixing Morals and Markets  
Hagerty, Serena (Harvard University); Norton, Michael (Harvard University)

- 144) Moral Machines: The Challenges of Raising Driverless Cars  
Frank, Darius-Aurel (Aarhus University, Denmark); Chrysochou, Polymeros (Aarhus University); Mitkidis, Panagiotis (Aarhus University; Duke University); Ariely, Dan (Duke University)
- 145) Moral Norms and National-Security Decision-Making  
Wollrich, Daniel F. (Ohio State University)
- 146) Moral Reminders: Keep it Affirmative and Personal  
Schmidt, Thekla M. (University of Groningen); Pittarello, Andrea (Brooklyn College); Mayo, Ruth (Hebrew University)
- 147) Observing me or my decision: Explicit reputation concerns in prosocial and moral behavior  
Andersson, Per A. (Department of Behavioral Sciences and Learning); Erlandsson, Arvid (Department of Behavioral Sciences and Learning); Tinghög, Gustav (Division of Economics, Department of Management and Engineering)
- 148) Pick Your Poison: Comparing Dishonesty in Politics and Business  
Barkan, Rachel (Ben Gurion University); Ayal, Shahar (Interdisciplinary Center Herzliya); Ariely, Dan (Duke University)
- 149) Psychometric and Ethical Issues in the Adaptation of Behavioral Finance Research Scales for Classroom and Client Use  
Rude, Dale E. (University of Houston); Sebastijanovic, Marina (University of Houston)
- 150) Servant Leadership, Ethics and Accountability  
Walker, Natalie (Keiser University); Thompson, Laura (Keiser University.edu)
- 151) The asymmetry effect of intention on moral blame and praise: A moderated mediation model  
Li, Zhongquan; Wu, Xiaoyuan
- 152) The effects of ostracism on young children's social and moral reasoning capacities  
Baker, Erin R. (SUNY-Albany); Woodward, Amanda M. (University at Maryland, College Park)
- 153) The Morality of Paternalism: Applying Behavioral Science to Policy  
Clark, Jenna L. (Duke University); O'Brien, Julie D. (Duke University); Paulin, Ingrid M. (Duke University)
- 154) The prominence effect in helping dilemmas  
Erlandsson, Arvid (Linköping University); Lindkvist, Amanda (Lund University); Lundqvist, Kajsa (Lund University)
- 155) The Prospect of Embarrassment Motivates Unethical Behavior  
Skowronek, Samuel (University of Pennsylvania); Schweitzer, Maurice (University of Pennsylvania)
- 156) The role of language in dishonesty  
Lau, Becky Ka Ying (University of Chicago); Boaz, Keysar (University of Chicago)
- 157) The Role of the Right Hemisphere and Interhemispheric Connectivity in Moral Decision-Making  
Clarkson, Evan (University of Toledo); Jasper, John (University of Toledo)
- 158) Timing and Fluency do not alter Dishonest Behavior  
González-Iraizoz, Marta (Warwick Business School); Ludvig, Elliot A. (University of Warwick); Stewart, Neil (Warwick Business School)
- 159) Visual saliency reduces ethical blind spots and can promote honesty  
Pittarello, Andrea (Brooklyn College); Fratescu, Marcella (University of Groningen); Mathôt, Sebastiaan (University of Groningen)

#### **Nudges and De-biasing**

- 160) Better Late(r) than Never: Increasing Cyber-Security Compliance by Reducing Present Bias  
Frik, Alisa (International Computer Science Institute, University of California Berkeley); Egelman, Serge (International Computer Science Institute, University of California Berkeley); Malkin, Nathan (University of California Berkeley); Harbach, Marian (International Computer Science Institute); Peer, Eyal (Hebrew University of Jerusalem)
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- 169) Examining the Effects of Experience and Customization on Decision Aid Use  
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- 170) Foreign language effect: The role of reasoning  
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- 175) Teaching the Use of Choice Architecture: Two Experiments  
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- 177) Translating nudges: Golden coins and workplace behavior in China  
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- 182) Competency 'Agent' in Decision Making  
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- 183) Embodied States Bias Judgments of Information Quality  
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- 192) Inferring Population Size from Random Samples: High Accuracy, Low Confidence  
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- 193) Integral Affect Influences Decisions in a Ratio-Bias Task  
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- 194) The lure of beauty: People select representations of statistical information based on attractiveness, not comprehensibility  
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