Behavioral Decision Making Group Colloquium Series [PAST SPEAKERS]

WINTER 2004

01/09/04  Rachel Croson  |  University of Pennsylvania
01/23/04  Craig Fox  |  UCLA Anderson School of Management
02/13/04  Chris Hsee  |  University of Chicago
03/05/04  Brigitte Madrian  |  University of Pennsylvania

SPRING 2004

03/12/04  Avanidhar Subrahmanyam  |  UCLA Anderson School of Management
04/09/04  Shlomo Benartzi  |  UCLA Anderson School of Management
04/23/04  Colin Camerer  |  California Institute of Technology
04/30/04  Daniel Kahneman  |  Princeton University
05/14/04  Lyle Brenner  |  University of Florida
05/28/04  Corinne Bendersky  |  UCLA Anderson School of Management

FALL 2004

10/01/04  Charles Plott  |  California Institute of Technology
10/15/04  Sheena Iyengar  |  Columbia University
10/22/04  Nicholas Barberis  |  Yale University
11/05/04  Linda Babcock  |  Carnegie Mellon University
11/12/04  Jay Koehler  |  University of Texas
11/19/04  David Liabson  |  Harvard University
12/03/04  Brian Knutson  |  Stanford University
12/10/04  Andrew Ward  |  UCLA Department of Psychology

WINTER 2005

01/14/05  Uri Gneezy  |  University of Chicago

01/28/05  Dale Griffin  |  University of British Columbia
[abstract]  “From Individuals to Markets: A Cure for Prediction Bias?”
<table>
<thead>
<tr>
<th>Date</th>
<th>Author</th>
<th>Institution</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>02/11/05</td>
<td>Steve Hoch</td>
<td>University of Pennsylvania</td>
<td>“The Psychology of Two-part Tariffs”</td>
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<tr>
<td>02/25/05</td>
<td>Rick Larrick</td>
<td>Duke University</td>
<td>“Strategies for Revising Judgment: How, and How Well, Do People Use Others’ Opinions?”</td>
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<tr>
<td>03/04/05</td>
<td>Barry Schwartz</td>
<td>Swarthmore College</td>
<td>“Self-Determination: The Tyranny of Freedom”</td>
</tr>
<tr>
<td>03/24/05</td>
<td>Linda Babcock</td>
<td>Carnegie Mellon University</td>
<td>“Who Goes to the Bargaining Table? Understanding Gender Variation in the Initiation of Negotiations”</td>
</tr>
<tr>
<td>04/15/05</td>
<td>Robert Shiller</td>
<td>Yale University</td>
<td>“Irrational Exuberance and the President’s Plan for Personal Accounts”</td>
</tr>
<tr>
<td>04/22/05</td>
<td>Enrico Diecidue</td>
<td>INSEAD</td>
<td>“Eliciting the Regret Function through the Trade-off Method”</td>
</tr>
<tr>
<td>05/06/05</td>
<td>Terrance Odean</td>
<td>University of California, Berkeley</td>
<td>“Who Loses from Trade? Evidence from Taiwan”</td>
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<tr>
<td>05/20/05</td>
<td>J. Edward Russo</td>
<td>Cornell University</td>
<td>“Monetary Incentives and Mood”</td>
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<tr>
<td>05/31/05</td>
<td>Jennifer S. Lerner</td>
<td>Carnegie Mellon University</td>
<td>“Heart Strings and Purse Strings: Effects of Incidental Emotions on Risk Perceptions and Economic Transactions”</td>
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<tr>
<td>10/14/05</td>
<td>Antoine Bechara</td>
<td>USC Neuroscience Department</td>
<td>“Human Emotions in Decision-Making: Useful or Disruptive Role?”</td>
</tr>
<tr>
<td>11/04/05</td>
<td>Kristin Diehl</td>
<td>University of Southern California</td>
<td>“Great Expectations?! Assortment Size, Expectations and Satisfaction”</td>
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<tr>
<td>11/18/05</td>
<td>Detlof Von Winterfeld</td>
<td>USC School of Policy &amp; Center for Risk and Economic Analysis of Terrorism Events</td>
<td>“Terrorism Risk Analysis”</td>
</tr>
<tr>
<td>12/02/05</td>
<td>Max Bazerman</td>
<td>Harvard University</td>
<td>“A Behavioral Decision Researcher Goes to Washington”</td>
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<tr>
<td>12/09/05</td>
<td>Peter Ayton</td>
<td>City University, London</td>
<td>“Why Can’t People Predict Their Own Emotional Reactions?”</td>
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<tr>
<td>01/13/06</td>
<td>Dean Karlan</td>
<td>Yale University</td>
<td>“What’s Psychology Worth? A Field Experiment in the Consumer Credit Market”</td>
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</table>

**SPRING 2005**

**FALL 2005**

**WINTER 2006**
01/20/06  Patrick Suppes | Stanford University
       [abstract]  “A Theory of Rational Choice Based on Habits and Associations Rather than Preferences”

01/27/06  Daniel McFadden | University of California, Berkeley

02/10/06  Lehman Benson III | University of Arizona
       [abstract]  “It’s About Time! Research on the Relationship Between Time Pressure and Decision Making”

02/17/06  Bobbie Spellman | University of Virginia

02/24/06  Eric Johnson | Columbia University

SPRING 2006

03/10/06  Moshe Levy | The Hebrew University of Jerusalem
       [abstract]  “Loss Aversion and the Price of Risk”

04/28/06  Will Goetzmann | Yale University
       [abstract]  “Bubble Investors: What Were They Thinking?”

05/12/06  Zur Shapira | New York University

05/19/06  George Loewenstein | Carnegie Mellon University

05/26/06  David Schkade | University of California, San Diego

FALL 2006

10/27/06  Brad Barber | University of California, Davis

11/03/06  Colin Camerer | California Institute of Technology

11/17/06  Russell Korobkin | UCLA School of Law

12/01/06  Uri Gneezy | University of California, San Diego
       [abstract]  “Gender Differences in Competition: The Role of Socialization”

WINTER 2007

01/12/07  Dan Simon | USC Gould School of Law

01/26/07  Danny Oppenheimer | Princeton University
       [abstract]  “The Secret Life of Fluency”
<table>
<thead>
<tr>
<th>Date</th>
<th>Speaker</th>
<th>Institution</th>
<th>Title</th>
<th>Abstract</th>
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<tbody>
<tr>
<td>02/09/07</td>
<td>Itamar Simonson</td>
<td>Stanford University</td>
<td>“The Effect of Stating Expectations on Satisfaction and Experience”</td>
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<tr>
<td>02/23/07</td>
<td>Tom Gilovich</td>
<td>Cornell University</td>
<td>“A Tale of Three Biases”</td>
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<tr>
<td>03/09/07</td>
<td>Paul Slovic</td>
<td>University of Oregon</td>
<td>“From Preference Reversals to Preference Construction: A Long and Wandering Tale”</td>
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<tr>
<td>04/13/07</td>
<td>Ralph L. Keeney</td>
<td>Duke University</td>
<td>“Specifying Objectives for Important Decisions”</td>
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<tr>
<td>04/27/07</td>
<td>David Budescu</td>
<td>University of Illinois</td>
<td>“Taking Wason to the Market: Studies of the Wason Selection Task in Competitive Markets”</td>
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<tr>
<td>05/11/07</td>
<td>Justin Wolfers</td>
<td>University of Pennsylvania</td>
<td>“Racial Discrimination Among NBA Referees”</td>
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<td>05/25/07</td>
<td>Shane Frederick</td>
<td>Massachusetts Institute of Technology</td>
<td>“Cognitive Reflection and Decision Making”</td>
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<tr>
<td>06/01/07</td>
<td>Dan Goldstein</td>
<td>London Business School</td>
<td>“A New Way to Measure Consumer Risk Preferences”</td>
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<tr>
<td>10/12/07</td>
<td>James Choi</td>
<td>Yale University</td>
<td>“The Flypaper Effect in Individual Investor Asset Allocation”</td>
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<tr>
<td>11/16/07</td>
<td>Maya Bar-Hilel</td>
<td>The Hebrew University of Jerusalem</td>
<td>“Status Quo Bias: The Effect of Mere Labeling”</td>
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<tr>
<td>01/18/08</td>
<td>Piotr Winkielman</td>
<td>University of California, San Diego</td>
<td>“Why Do We Like Things?”</td>
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<td>01/25/08</td>
<td>Jonathan Levav</td>
<td>Columbia University</td>
<td>“Order in Product Customization Decisions”</td>
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<td>02/08/08</td>
<td>Sendhil Mullainathan</td>
<td>Harvard University</td>
<td>“Confusion in Medicare Part D”</td>
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<tr>
<td>02/22/08</td>
<td>Baba Shiv</td>
<td>Stanford University</td>
<td>“Is Emotion Good or Bad for Human Decision Making: A Neuroscience Perspective”</td>
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**SPRING 2007**

**FALL 2007**

**WINTER 2008**
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<tbody>
<tr>
<td>02/29/08</td>
<td>Peter H. Ditto</td>
<td>University of California, Irvine</td>
<td>“Motivated Moral Reasoning”</td>
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<tr>
<td>04/04/08</td>
<td>Paul Zak</td>
<td>Claremont Graduate University</td>
<td>“The Neuroeconomics of Virtue”</td>
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<tr>
<td>04/25/08</td>
<td>Vernon L. Smith</td>
<td>Chapman University Law School</td>
<td>“Specialization and Exchange: Discovery, Property Rights and Wealth Creation”</td>
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<tr>
<td>05/02/08</td>
<td>Emir Kamenica</td>
<td>University of Chicago</td>
<td>“Contextual Inference, Choice Overload, and Simplicity Seeking”</td>
</tr>
<tr>
<td>05/05/08</td>
<td>Maya Bar-Hillel</td>
<td>The Hebrew University of Jerusalem</td>
<td>“The Bible Code: A Scientific Riddle and Its Solution”</td>
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<tr>
<td>05/16/08</td>
<td>David Laibson</td>
<td>Harvard University</td>
<td>“Instantaneous Gratification”</td>
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<tr>
<td>06/06/08</td>
<td>Antonio Rangel</td>
<td>California Institute of Technology</td>
<td>“The Neuroeconomics of Goal-directed Choice”</td>
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<tr>
<td>10/17/08</td>
<td>Dan Ariely</td>
<td>Massachusetts Institute of Technology</td>
<td>“(Dis)Honesty: Why Honest People Cheat”</td>
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<td>11/07/08</td>
<td>Thomas Langer</td>
<td>California Institute of Technology</td>
<td>“Can Prospect Theory Be Used to Predict Investor’s Willingness to Pay?”</td>
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<tr>
<td>11/21/08</td>
<td>Lynn Vavreck</td>
<td>UCLA Department of Political Science</td>
<td>“The Message Matters: The Economy and Presidential Campaigns”</td>
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<tr>
<td>12/05/08</td>
<td>Oleg Urminsky</td>
<td>University of Chicago</td>
<td>“Scope Insensitive Justifications: The Mere Token Effect”</td>
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<tr>
<td>01/16/09</td>
<td>Nicholas Epley</td>
<td>University of Chicago</td>
<td>“Seeing Human”</td>
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<tr>
<td>02/06/09</td>
<td>Ellen Peters</td>
<td>Decision Research</td>
<td>“Number Skills, Both Controlled and Intuitive, Guide Decisions”</td>
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<tr>
<td>02/13/09</td>
<td>Howard Kunreuther</td>
<td>University of Pennsylvania</td>
<td>“The Roles of Goals and Plans in Decision Making”</td>
</tr>
<tr>
<td>02/27/09</td>
<td>John Payne</td>
<td>Duke University</td>
<td>“The Importance of the Overall Probability of Winning (Not Losing) in Risky Choice”</td>
</tr>
<tr>
<td>03/06/09</td>
<td>Mara Mather</td>
<td>University of Southern California</td>
<td>“Age and Sex Differences in the Effects of Stress on Decision Making”</td>
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</tbody>
</table>
SPRING 2009

04/10/09  Ofer Azar | Ben-Gurion University of the Negev

04/24/09  George Loewenstein | Carnegie Mellon University
[abstract]  “Using Decision Errors to Help People”

05/08/09  Suresh Muthulingam | UCLA Anderson School of Management

05/29/09  Hersh Shefrin | Santa Clara University
[abstract]  “How Psychological Pitfalls Caused the Financial Crunch”

FALL 2009

10/02/09  Gavan Fitzsimons | Duke University
[abstract]  “The Unconscious Consumer”

10/16/09  Roy Baumeister | Florida State University
[abstract]  “Self-Regulation, Choice, and Ego Depletion”

11/06/09  R. Duncan Luce | University of California, Irvine
[abstract]  “Interpersonal Comparisons of Utility for 2 of 3 Types of People”

11/20/09  Yaacov Trope | New York University
[abstract]  “The Psychology of Transcending the Here and Now”

WINTER 2010

01/08/10  Wendy Wood | University of Southern California
[abstract]  “Are Habits a Kind of Self-Regulation?”

01/22/10  Elena Katok | Penn State University
[abstract]  “Fairness and Coordination Failures in Supply Chain Contracts”

02/05/10  Rachel Croson | University of Texas at Dallas
[abstract]  “Social Influences in Giving to Public Radio”

02/19/10  Daniel Read | Durham Business School and Yale University
[abstract]  “Instant Rationality: The Effect of Using Interest Rates to Express Intertemporal Preferences”

02/26/10  Maurice Schweitzer | University of Pennsylvania
[abstract]  “Anxiety, Negotiations, and Advice Taking”

03/12/10  Michael Morris | Columbia University
[abstract]  “Dynamics of Cultural Influence on Judgment and Decision Making”

SPRING 2010

04/09/10  Sendhil Mullainathan | Harvard University
[abstract]  “Self Control and Poverty: Two Applications”

04/23/10  Ted O’Donoghue | Cornell University
05/07/10  Uri Simonsohn | University of Pennsylvania  
[abstract] “Spurious? Name Similarity Effects (Implicit Egotism) in Marriages and Moves”

05/28/10  Sheena Iyengar | Columbia University  
[abstract] “The Art of Choosing”

FALL 2010

10/15/10  Jonathan Levav | Columbia University  
[abstract] “Prisoners of Their Own Resources”

10/29/10  Chris Hsee | University of Chicago  
[abstract] “Simulating Life in the Lab”

12/03/10  Derek Koehler | University of Waterloo  

12/10/10  Eldar Shafir | Princeton University  

WINTER 2011

01/07/11  Jay Russo | Cornell University  
[abstract] “Predecisional Distortion of Information: The Good, the Bad, and the Weird”

01/21/11  John Payne | Duke University  
[abstract] “Consumer Financial Decisions”

02/04/11  Baruch Fischhoff | Carnegie Mellon University  
[abstract] “The Adequacy of Risk Communications”

02/18/11  Stefano DellaVigna | UC Berkeley  

03/04/11  Yuval Rottenstreich | New York University  

SPRING 2011

04/29/11  David Schkade | UC San Diego  
[abstract] “Living with Constructed Preferences”

05/13/11  Dan Goldstein | Yahoo! Research and London Business School  
[abstract] “Predicting Individual Behavior with Social Networks”

05/27/11  Arie Kapteyn | RAND Corporation  

FALL 2011

10/07/11  Katherine Milkman | University of Pennsylvania  

10/21/11  Joseph C. Nunes | University of Southern California
"The Essence of a Brand: The Impact of Intentionality on Customization"

Leif D. Nelson | UC Berkeley

Mili Milosavljevic | Stanford Graduate School of Business
“Visual vs Brand Equity: A Battle for Consumer Attention and Choice”

Max Bazerman | Harvard Business School
“Bounded Ethicality”

Drazen Prelec | Massachusetts Institute of Technology
“Finding Truth When Most People are Wrong”

Antoine Bechara | University of Southern California
“Decision-Making: The Neurological Side of the Story”

Steven Sloman | Brown University
“The Use and Abuse of Causal Knowledge”

Zev Eigen | Northwestern University
“When and Why Individuals Obey Form-Adhesive Contracts: Experimental Evidence of Consent, Compliance, Promise, and Performance”

James Choi | Yale University
“Small Cues Change Savings Choices”

Jeffrey R. Brown | University of Illinois and National Bureau of Economic Research
“Attitudes Toward Government as Determinates of Intertemporal Choice”

David Laibson | Harvard University and National Bureau of Economic Research
“Self Control and Liquidity: How to Design a Commitment Contract”

Eugene M. Caruso | University of Chicago
“Why the Future is Bigger (and “Badder”) Than the Past”

M. Keith Chen | Yale University

Leonard Lee | Columbia University
“The Consistent Consumer”

Cass Sunstein | Harvard University
“Deciding by Default: Perspectives from Behavioral Economics”

Klaus Wertenbroch | INSEAD
“Conspicuous Consumption Reflects How Redistribution Influences Perceived Social Justice”
WINTER 2013

01/09/13  David Laibson | Harvard University
[abstract] “Natural Expectations, Macroeconomic Dynamics, and Asset Pricing”

01/25/13  Peter Ayton | City University London
[abstract] “Deal or No Deal, Terrorism and Bicycle Accidents: Effects of Emotions on Risky Decisions and Vice Versa”

02/08/13  Sanford DeVoe | University of Toronto

02/22/13  Martin Weber | University of Mannheim
[abstract] “Time Inconsistent Preferences and the Annuitization Decision”

03/01/13  George Loewenstein | Carnegie Mellon University
[abstract] “This Is Your Brain on Emotion: Implications of an Evolutionary Account on Affect”

03/08/13  Eric Johnson & Elke Weber | Columbia University
[abstract] “Query Theory and Deciding What We Choose”

03/15/13  Deepak Malhotra | Harvard University
[abstract] “Trust and Reciprocity: Lab and Field Experiments”

SPRING 2013

04/26/13  Brigitte Madrian | Harvard University

05/24/13  John Friedman | Harvard University and National Bureau of Economic Research

06/07/13  John Payne | Duke University
[abstract] “Retired and Broke or Nifty at Ninety: An Update on a Program of Behavioral Research on Managing Longevity Risk”

FALL 2013

10/11/13  Jonathan Levav | Stanford University
[abstract] “Choice Utility”

10/25/13  Hal E. Hirschfield | New York University
[abstract] “Conceptions of the Future Transform Intertemporal Choice”

11/08/13  Dean Karlan | Yale University
[abstract] “To Charge or Not to Charge: Evidence From a Health Products Experiment in Uganda”

WINTER 2014

01/10/14  Julia Minson | Harvard University
Don Moore | University of California, Berkeley
“Optimistic About Optimism: The Belief that Optimism Improves Performance”

Linda Babcock | Carnegie Mellon University
“Breaking the Glass Ceiling with “No”: Gender Differences in the Demand and Supply of Non-Promotable Tasks”

Norbert Schwarz | University of Southern California
“Metaphor and Experience in Judgment and Decision Making: Of Fishy Smells and Heavy Weights”

Todd Rogers | Harvard University
“How Change Sticks: How Treatment Effects Can Persist After Treatment Has Been Discontinued”

Daniel J. Benjamin | Cornell University
“Assessing the Use of Happiness Survey Responses as Utility Proxies”

Katherine L. Milkman | University of Pennsylvania
“Motivating Virtuous Behavior”

Derek J. Koehler | University of Waterloo, Canada
“Giving Up and Chickening Out”

Kelly Goldsmith | Northwestern University
“Examining the Psychological Consequences of Exposure to Reminders of Resource Scarcity”

Maya Shankar | White House Office of Science & Technology Policy
“Building a Bridge Between Academic Research and the Federal Government: Lessons Learned from a Case Study Launching the White House Social and Behavioral Sciences Team”

Sunita Sah | Georgetown University
“Effective Disclosure of Conflicts of Interest”

George Loewenstein | Carnegie Mellon University
“Moving Beyond Nudging: Behavioral Economics and Health Insurance”

Devin G. Pope | University of Chicago
“Bid Takers or Market Makers? The Effect of Auctioneers on Auction Outcomes”

Adam Galinsky | Columbia Business School
“When Hierarchy Wins and When It Kills”

William Maddux | INSEAD
“A Moveable Feast: How Transformational Cross-Cultural Experiences Affect Psychological and Organizational Performance”