

11-17-2019

## The Social Consequences of Absolute Moral Proclamations

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### NSUWorks Citation

Huppert, E., Herzog, N. R., Landy, J. F., Levine, E. E. (2019). The Social Consequences of Absolute Moral Proclamations. .

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# Society for Judgment and Decision Making

## The 2019 40th Annual Conference



**Montreal Convention Center (*Palais des congrès de Montréal*)**  
**1001 Place Jean-Paul-Ripoele, Montréal, Canada**  
**November 15–18, 2019**

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**2019 Program Committee:** Daniel Oppenheimer (Chair), Abigail Sussman, Barbara Fasolo, & Oleg Urminsky

**THANKS TO:** Kaye de Kruif and Kate Wessels (conference coordinators), Jon Baron (webmaster), Nina Mažar (President), Hengchen Dai (social event), Irene Scopelliti (student poster award), and the ad hoc reviewers: On Amir, Peter Ayton, Dan Bartels, Sudeep Bhatia, Alison Brooks, Stephen Broomell, Wandí Bruine de Bruin, Stephanie Chen, Cindy Cryder, Jason Dana, Bart De Langhe, Michael DeKay, Berkeley Dietvorst, Ellen Evers, Ayelet Gneezy, Dan Goldstein, Etan Green, Kareem Haggag, Stefan Herzog, Janina Hoffmann, Alex Imas, Mirjam Jenny, Leslie John, Minah Jung, Natalia Karelaia, Uma Karmarkar, Ian Krajbich, Rick Larrick, Robyn LeBoeuf, Jingyi Lu, Selin Malkoc, Johannes Maller-Trede, Cade Massey, Craig McKenzie, Daniel Mochon, Gideon Nave, Leif Nelson, Nathan Novemsky, Christopher Olivola, Thorsten Pachur, Todd Rogers, Dan Schley, Juliana Schroeder, Daniel Schwartz, Ovul Sezer, Anuj Shah, Eesha Sharma, Lucy Shen, Suzanne Shu, Joe Simmons, Uri Simonsohn, Jack Soll, Stephen Spiller, David Tannenbaum, Jennifer Trueblood, Claire Tsai, Bettina von Helversen, George Wu.

**2019 SJDM Conference Master Schedule**  
**Palais des congrès de Montréal, Canada**  
**November 15-18, 2019**

**FRIDAY, NOVEMBER 15<sup>th</sup>**

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4:00-7:00 pm	<b>Registration</b> ( <i>Foyer 516, Level 5</i> ) <u>*NOTE: Welcome Reception Starts at 5:00 pm)*</u>
4:30-6:00 pm	<b>Women in SJDM Networking Event</b> ( <i>514ABC, Level 5</i> )
5:00-7:00 pm	<b>Welcome Reception Sponsored by Women in SJDM</b> ( <i>516AB, Level 5</i> )
7:15-9:00 pm	Executive Board Dinner ( <i>Invite only</i> )

**SATURDAY, NOVEMBER 16<sup>th</sup>**

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8:00-9:00 am	<b>Registration</b> with Continental Breakfast ( <i>Foyer 516, Level 5</i> )
9:00-10:20 am	<b>Paper Session #1</b> ( <i>513ABC, 513DEF, 514ABC, Level 5</i> )
10:20-10:40 am	Morning Coffee Break ( <i>Foyer 516, Level 5</i> )
10:40-12:00 pm	<b>Paper Session #2</b> ( <i>513ABC, 513DEF, 514ABC, Level 5</i> )
12:00-1:00 pm	Lunch Break (on your own)
1:00-2:00 pm	<b>Keynote Address</b> ( <i>516 CDE, Level 5</i> )
2:10-3:30 pm	<b>Paper Session #3</b> ( <i>513ABC, 513DEF, 514ABC, Level 5</i> )
3:30-3:50 pm	Afternoon Coffee Break ( <i>Foyer 516, Level 5</i> )
3:50-5:10 pm	<b>Paper Session #4</b> ( <i>513ABC, 513DEF, 514ABC, Level 5</i> )
5:15-5:45 pm	<b>Einhorn Award Address</b> ( <i>516CDE, Level 5</i> )
6:30-8:30 pm	<b>Graduate Student Social Event</b> ( <i>512AE, Level 5</i> )

**SUNDAY, NOVEMBER 17<sup>th</sup>**

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9:00-11:00 am	<b>Poster Session #1</b> with Continental Breakfast ( <i>517 ABC, Level 5</i> )
11:00-12:20 pm	<b>Paper Session #5</b> ( <i>513ABC, 513DEF, 514ABC, Level 5</i> )
12:20-1:30 pm	Lunch Break (on your own)
1:30-2:50 pm	<b>Paper Session #6</b> ( <i>513ABC, 513DEF, 514ABC, Level 5</i> )
2:50-3:10 pm	Afternoon Coffee ( <i>Foyer 516, Level 5</i> )
3:10-4:10 pm	<b>Presidential Address: Behavioral Insights in Action</b> <b>Nina Mažar</b> ( <i>516CDE, Level 5</i> )
4:15-6:15 pm	<b>Poster Session #2</b> ( <i>517ABC, Level 5</i> )
9:00 pm-1:00 am	<b>SJDM Evening Social Event</b> ( <i>Bar Pamplemousse, 1579 St Laurent Blvd</i> )

**MONDAY, NOVEMBER 18<sup>th</sup>**

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8:15-9:15 am	<b>Business Meeting w/ Breakfast &amp; Student Poster Award</b> ( <i>515ABC, Level 5</i> )
9:15-10:35 am	<b>Paper Session #7</b> ( <i>513ABC, 513DEF, 514ABC, Level 5</i> )
10:35-10:55 am	Morning Coffee Break ( <i>Foyer 516, Level 5</i> )
10:55-12:15 pm	<b>Flash Session #1</b> ( <i>513ABC, 513DEF, 514ABC, Level 5</i> )

SATURDAY NOVEMBER 16, 2019			
Montreal Convention Center (Palais des congress de Montreal) Main Entrance: 1001 Place Jean-Paul-Riopelle All Rooms Located on Level 5			
	Track I: 513 ABC	Track II: 513 DEF	Track III: 514 ABC
Session #1	Social Signaling	Numeracy and Numbers	Consumer Behavior
9:00 AM	Prinsloo - Disclosure of Successes and Failures as Social Utility	Attali - CRT items are nothing more (or less!) than mathematics problems	Lee - Unanticipated benefits of price promotions for consumption utility
9:20 AM	Schwartz - Encouraging Pro-Environmental Behavior with Identity Labeling	Werbeloff - The role of statistical numeracy in models of risky choice	Abrams - The Joy of Receipt
9:40 AM	Umphres - The benefit of bias: Individuals who exhibit sunk cost bias receive social and economic rewards for doing so	Goswami - Undersum Bias	Park - "Swipe Left for No" Why Options That Survive Rejection Are More Likely to Be Purchased
10:00 AM	Shah - An illusion of mutual knowledge and its effects on prosociality	Converse - Subtraction neglect: Problem solvers think about adding before subtracting	Munz - Not-so Easy Listening: Roots and Repercussions of Auditory Choice Difficulty in Voice Commerce
Session #2	Belief Based Social Judgment	Methods	Risky Choice
10:40 AM	Molnar - "It's not about the money. It's about sending a message!" - Belief-based motives behind punishment	Hofman - The effect of (not) presenting effect sizes: How the standard way of presenting scientific results causes people to overestimate effect sizes	Hardisty - Easy, breezy, risky: Lay investors fail to diversify because correlated assets feel more fluent and less risky
11:00 AM	Scott - Good People Don't Need Medication: How Moral Character Beliefs Affect Medical Decision-Making	Simonsohn - Rethinking Interactions: Most Published Interactions Have Been Misinterpreted	Atanasov - Edge and Endowment Insensitivity in Bet Sizing
11:20 AM	Cheek - The Thick Skin Bias in Judgments About the Poor	Goldstein - Manipulating and Measuring Model Interpretability	Weingarten - Inherently Risky Sure Things
11:40 AM	Vosgerau - Belief-based Discrimination: Beauty Premium and Beauty Penalty	Johnson - Using EEG to better understand decision behavior, models, and experimental techniques	Rowsey - Risk Attitudes in Multi-Attribute Choice: The Guaranteed Change Effect
Session #3	Debiasing	Underestimation and Overestimation	Modeling
2:10 PM	Iwama - Introducing the Decision Advisor: A simple online tool that helps people overcome cognitive biases and experience less regret in real-life decisions	Powell - Everyday Nostalgia: People Underestimate the Nostalgic Value of Routine Experiences	Zhao - Towards a space of behavioral interventions: Insights from the drift diffusion model
2:30 PM	Morewedge - Social Learning as a Debiasing Intervention	Logg - Everybody argues and everybody wins: Overestimation of success as a driver of debate	Urminsky - Modeling Context Effects as the Accumulation of Simple Comparisons
2:50 PM	Fath - Blinding curiosity: Exploring preferences for "blinding" one's own judgment	Mastroianni - People Overestimate How Much American Public Opinion Has Changed	Golman - The Dual Accumulator Model of Strategic Deliberation and Decision Making
3:10 PM	Pleskac - Comparison of single- and double-blind review of scientific abstracts for a high stakes international conference	Atir - Everyone You Meet Has Something to Teach You: People Underestimate How Much They Learn From Conversations	Kane - Applications of the Bias Variance Decomposition to Human Judgment
Session #4	Algorithms	Charitable Giving and Prosocial Values	Perceptions of Time and Probability
3:50 PM	Esther - Algorithm aversion by teachers?	Gurdamar Okutur - Allocating Money to Multiple Charities Simultaneously	Jang - How Soon is Now? Present Bias and the Mental Accounting of Time
4:10 PM	Dietvorst - People Reject Even the Best Possible Algorithm in Uncertain Decision Domains	Keenan - Overcoming Overhead Aversion with Choice	Shani-Feinstein - Slow and Steady Versus Fast and Furious: The Effect of Speed on Decision Making
4:30 PM	Demirdag - A Look Inside the Black Box: Explainability of Algorithms Drives Satisfaction in the Digital World	Jung - People Can Predict the Intended Effects of Nudges, But Cannot Predict their Side Effects	Zilker - Probability weighting without probabilities
4:50 PM	Levin - Inferring competence from (un)certainly	Sussman - Do Investors Value Sustainability?	Klusowski - Does Choice Cause an Illusion of Control?

<b>SUNDAY NOVEMBER 17, 2019</b>			
<b>Montreal Convention Center (Palais des congress de Montreal) Main Entrance: 1001 Place Jean-Paul-Riopelle All Rooms Located on Level 5</b>			
	<b>Track I: 513 ABC</b>	<b>Track II: 513 DEF</b>	<b>Track III: 514 ABC</b>
<b>Session #5</b>	<b>Choice Architecture and Nudging in the Real World</b>	<b>Moral Judgment 1</b>	<b>Context Effects</b>
<b>11:00 AM</b>	Kareev - Using Reverse Contests to Curb Polluting Activity	Goodwin - People make sub-optimal moral decisions about euthanizing humans as compared with animals.	Langer - The Processing of Weight and Strength in Different Information Environments
<b>11:20 AM</b>	Roll - Promoting Retirement Savings Accounts During Tax Filing: Evidence from a Field Experiment	Herzog - Precommitment to Moral Values	Wang - "Seeing" the Attraction: Trade-Offs Amplify the Attraction Effect among Visually-Presented Alternatives
<b>11:40 AM</b>	Milkman - A Mega-Experiment Promoting Lasting Exercise Habits in 24 Hour Fitness Gym Members	Huppert - The social consequences of absolute moral proclamations	Wall - Semantic Similarity Underlies Multiple Mental Accounting Phenomena
<b>12:00 PM</b>	Saccardo - When Pre-Commitment Backfires	Zhao - The impact of direct giving on people experiencing homelessness: Experimental evidence from Vancouver, Canada	Hsee – A new look at some old biases
<b>Session #6</b>	<b>Moral Judgment 2</b>	<b>Coordination</b>	<b>Motivation and Incentives</b>
<b>1:30 PM</b>	Yalcin - Benevolent Partiality in Prosocial Behavior	Yeomans - Topic Selection	Lieberman - Testing the Role of Motivation and Procrastination in Colorectal Cancer Screening
<b>1:50 PM</b>	Meyers - Wronging Past Rights: The Sunk Cost Bias Distorts Moral Judgment	Levari - The Takeover Toll: Taking over for teammates hurts task performance	Permut - Working Hard or Hardly Working?: Comparing Incentives' Effects on Work Output and Quality
<b>2:10 PM</b>	Levine - Honesty without looking	Leong - Exploiting Asymmetric Signals from Choices Through Default Selection	Shen - As Wages Increase, Do People Work More or Less? A Wage Frame Effect
<b>2:30 PM</b>	Choshen-Hillel - Lying to appear honest	Gordon-Hecker - Leaving with something: When do people experience an equity-efficiency conflict?	Sharif - The Categorization Bias: The Effect of Categorization on Goal Progress Perceptions and Motivation

MONDAY NOVEMBER 18, 2019			
Montreal Convention (Center Palais des congress de Montreal) Main Entrance: 1001 Place Jean-Paul-Riopelle All Rooms Located on Level 5			
	Track I: 513 ABC	Track II: 513 DEF	Track III: 514 ABC
Session #7	Contrast effects	Forecasting	Information Neglect
9:15 AM	Li - Free-Riding and Cost-Bearing in Discrimination	Comerford - Attribute Substitution in Forecasts and Trend Judgments: Evidence and a Debiasing Technique	Klein - People use less information than they think to form judgments
9:35 AM	Mrkva - Salience Theory of Exposure Effects: Relative Exposure Influences Judgment and Choice	Simmons - Does Dialectical Bootstrapping Improve The Wisdom Of The Inner Crowd?	Nan - Conforming to Other's Rejections but not to Other's Choices
9:55 AM	Kirgios - Going It Alone: Competition Increases the Attractiveness of Minority Status	Himmelstein - Identifying Skilled Forecasters: Psychometric and Longitudinal Approaches	Heck - Does overconfidence persist despite precise and accurate information about one's skill? A study of 2,614 tournament chess players
10:15 AM	Chang - The Isolated Choice Effect and Its Implications for Gender Diversity in Organizations	He - The Wisdom of Model Crowds	Webb - Searching, Fast and Slow: How Time Preferences Influence Credit Card Search and Choice
Flash Talks	Nudges and Interventions	Organizational Behavior, Prosocial Behavior, and Interpersonal Interaction	Cognition and Choices
10:55 AM - 12:15 PM	Inbar - In Europe and the United States, Most GE Food Opposition is Moral and Responds Specifically to Moral Countering	Daniels - What happens if women do ask? Gender and negotiation in an online labor market	Zou - Modeling Judgment Errors in Naturalistic Numerical Estimation
	Mazar - "What-the-Hell:" Dishonest behavior can escalate to continuous ethical transgression	Dannals - Do managers underinvest in gender diversity? Evidence from the technology sector, the financial sector, and the lab	MacDonald - Calculating Calculated Risks: Numeric Confidence and Risk Propensity
	Mehr - Copycat Prompts: A New Nudge to Promote Goal Achievement	Kausel - Paying due heed to others' opinions: A meta-analysis on gender differences in advice taking	Angulo - The Influence of Numeric Precision in Donation Requests
	Michaelsen - Downstream Consequences of Disclosing Nudges: How Increased Transparency Affects the Effectiveness and Perceptions of Interventions	Rai - Group Size and Its Impact on Diversity in Hiring Decisions	Skowronek - The Fear and Experience of Embarrassment Promote Antisocial Behavior
	Carbone - Privacy and the Desire to Disclose	Rabinovitch - Achieving More with Less: Intuitive Correction in Selection Decisions	Pachur - Predicting Preference from Attention: An Analysis with Prospect Theory
	Ebert - Using a habit formation intervention to increase sustainable walking activity in midlife working adults	Vomfell - Understanding stop and search decisions	Kim - How Skewness, Information, and Framing Shape Loss-Chasing and Overall Risk-Taking
	Jenkins - When Apology is Not the Best Policy: The Negative Impact of Apologies on Consumer Judgment and Behavior	Rogers - Too Naïve to be Fair	Gurney - Complex Choice
	Plonsky - Best to be last: Serial position effects in legal decisions in the field and in the lab	Kang - The landfall effect: Are people less prosocial when others face the greatest harms?	Feiler - Gerrymandering Attributes
	Melnikoff - The Automatic Influence of Advocacy among Lawyers and Novices	Kumar - It's surprisingly nice to hear you: Miscalibrated expectations of connection and awkwardness affect how people choose to connect with others	Gaertig - Why (and When) Are Uncertain Price Promotions More Effective Than Equivalent Sure Discounts?
	Ruttan - The Unexpected Power of Positivity: Beliefs versus Decisions about Advisor Selection	Dorison - You can't handle the truth! Errors in affective perspective taking during disagreement	Rao - Predicting outcomes in a sequence of binary events: A belief-updating account of hot hand and gambler's fallacy judgment patterns
	Roberts - Love is Patient: People are more willing to wait for things they like	Cusimano - Regulating emotion regulation: When people make others feel worse in order to make them feel better	Teodorescu - Searching more or less: The impact of value range on search behavior
	Leung - Searching for the Tree and Missing the Forest: How Broadening Search Promotes Belief Updating	Tomm - An attentional account for compassion fade	Wade - Pains and gains: Lose-now-gain-later intertemporal choices predict self-care behaviors



## 2019 SJDM Conference Special Events

### FRIDAY, NOVEMBER 15<sup>th</sup>

4:30-6:00 pm      **Women in SJDM Networking Event** (Room 514ABC, Level 5)

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, Abby Sussman, Eesha Sharma, Jen Dannals.

5:00-7:00 pm      **Welcome Reception Sponsored by Women in SJDM/ Registration –**  
Room 516AB, Level 5

#### **Thank You to the Sponsors of the 2019 Women in SJDM Event** As of November 5, 2019

##### **Institutions:**

Social & Decision Sciences | Carnegie Mellon University  
Columbia Business School | Columbia 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  
Department of Management | London School of Economics  
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Kahneman-Treisman Center for Behavioral Science & Public Policy | Princeton University  
Anderson School of Management | UCLA  
Center for Decision Research | University of Chicago Booth School of Business  
Department of Psychology | University of Oklahoma  
The Wharton School | University of Pennsylvania  
Department of Marketing | Vanderbilt University  
Olin School of Business | Washington University

##### **Individuals:**

Ashley Angulo, Ann Bostrom, Wandu Bruine de Bruin, Helen Colby, Edward Cokely, Cynthia Cryder, Jennifer Dannals, Alexander DePaoli, Margaret Echelbarger, Victoria Fast, Dan Feiler, Ilona Fridman, Celia Gaertig, Kelly Goldsmith, Crystal Hall, David Hardisty, Nahid Ibrahim, Elizabeth Keenan, Erika Kirgios, Eleanor J. Kyung, Samantha Lamas, Rick Larrick, Robyn LeBoeuf, Jennifer S. Lerner, Patricia Linville, Shwetha Mariadassou, Nina Mažar, Rebecca McDonald, Stephanie Mertens, Daniel O'Leary, Nailya Ordabayeva, L. Taylor Phillips, Mariola Paruzel-Czachura, Christina Rader, Caroline Roux, Juliana Schroeder, Dan Schley, Eesha Sharma, Abigail Sussman, George Wu, Uri Zak, Meng Zhu.  
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 16<sup>th</sup>

8:00-9:00 am **Registration w/ Continental Breakfast** (Foyer 516, Level 5)

1:00-2:00 pm **Keynote Address: Scaling Theory & Data for Decision-making**  
*Recent technological advances offer unprecedented opportunities for studying human decision-making. However, with these opportunities come significant challenges: How can we specify theories of human decision-making that have both precision and generality? How do we best leverage large data sets to inform these theories?*  
**Tom Griffiths**, Princeton University (516 CDE, Level 5)

5:15-5:45 pm **Einhorn Award** (516 CDE, Level 5)

6:30-8:30 pm **Graduate Student Social Event** (512 AE, Level 5)  
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 17<sup>th</sup>

9:00-11:00 am **Poster Session #1 w/ Continental Breakfast** (517 ABC, Level 5)

### Speed Dating with NSF

*At the poster sessions, Bob O'Connor and Jeryl Mumpower, program officers for the U.S. National Science Foundation's Decision, Risk, and Management Sciences program, will be available to engage in brief, informal conversations of approximately 10 minutes. Visitors to this site will have the opportunity to inquire about project ideas, proposal-writing strategies, funding opportunities, review processes, program fit, and other questions related to the Decision, Risk, and Management Sciences program and other NSF programs and competitions of potential interest to the JDM communities.*

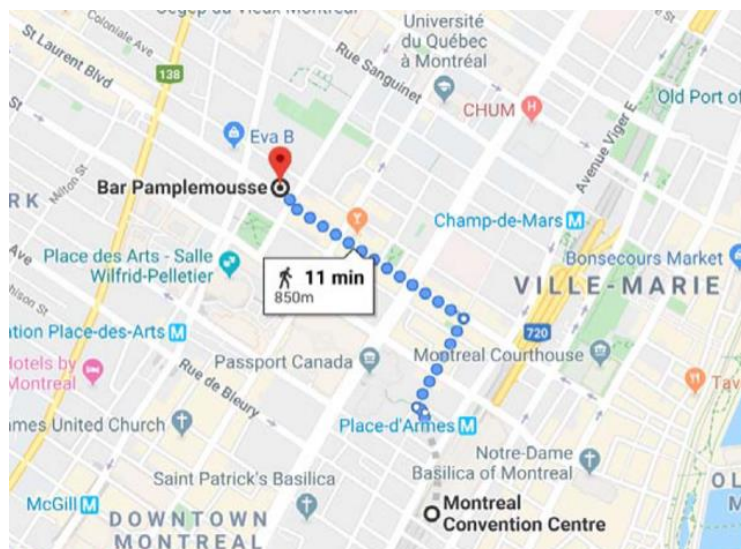
3:10-4:10 pm **Presidential Address: Behavioral Insights in Action**  
**Nina Mažar**, Boston University (516 CDE, Level 5)

4:15-6:15 pm **Poster Session #2 w/ Cash Bar** (517 ABC, Level 5)

### Speed Dating with NSF (Description above)

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

Come and join your colleagues at Bar Pamplemousse (<https://www.barpamplemousse.com>) at 1579 St Laurent Blvd (a 10 minute walk from the Montreal Convention Center) for an informal evening of fun! Drink tickets will be distributed to the first JDMers to arrive. See you there!





**MONDAY, NOVEMBER 18<sup>th</sup>**

8:15am-9:15am      **Business Meeting** with Continental Breakfast and **Student Poster Award**  
(*Room 515 ABC, Level 5*)

# 2019 SJDM Conference Paper Abstracts

SATURDAY NOVEMBER 16, 2019

## **Session #1 Track I: Social Signaling - Room 513 ABC, Level 5 - Saturday 9:00 am - 10:20 am**

### **Disclosure of Successes and Failures as Social Utility**

Prinsloo, Emily (Harvard); Scopelliti, Irene (City, University of London); Loewenstein, George (Carnegie Mellon); Vosgerau, Joachim (Bocconi)

Disclosure of personal successes and failures not only provides others with information, but often instills emotions, such as envy or pity, depending on the recipients' own achievements. We propose that such disclosures carry social utility for both senders and recipients, and that senders take this utility into account when deciding whether to disclose. In three preregistered studies, we show that people tend to respond in kind to the disclosures of personal successes and failures by others, and respond differently when they receive the information from the person who experienced the success or failure, or from a third party.

### **Encouraging Pro-Environmental Behavior with Identity Labeling**

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

We examine the role of the identity labeling technique in motivating green product purchases. We also combine and compare this marketing technique with price discounts. In two field studies and one lab study, shoppers could purchase green products that, in some conditions, were accompanied by a green label (e.g., "this product is for green shoppers"). This identity-labeling increases the purchase of green products, especially when shoppers are accompanied by another person, and even when the product is promoted with a price discount. We find that people buying green products are affected by the identity-labeling because they reattribute their pro-environmental values.

### **The benefit of bias: Individuals who exhibit sunk cost bias receive social and economic rewards for doing so**

Umphres, Christopher (Harvard University); Dorison, Charles A. (Harvard University); DeWees, Bradley (Harvard University); Lerner, Jennifer S. (Harvard University)

While prescriptive decision theory characterizes the influence of sunk costs on decision-making as an irrational influence, descriptive studies of choice in social contexts reveal a more nuanced story. In four pre-registered experiments (combined  $N=2,119$ ), we hypothesized and found that decision-makers who rationally wrote off sunk costs were perceived as less competent, warm, and confident than individuals who persisted in a failing course of action. Moreover, decision makers who wrote off sunk costs received financial punishments from observers, an effect mediated by decreased evaluations of competence. Such social and economic sanctions may help explain the remarkable robustness of sunk cost bias.

### **An illusion of mutual knowledge and its effects on prosociality**

Shah, Anuj K. (University of Chicago Booth School of Business); Furstenberg-Beckman, Hannah (ideas42); LaForest, Michael (Crime Lab New York)

People often encounter situations where they feel anonymous. Such anonymity can decrease prosocial behavior. Here, we test a novel approach to reducing feelings of anonymity. Across several lab experiments, we find that when people have more information about others, they believe that others have more information about them, and this can deter dishonest behavior. We then used this principle to design a policing intervention for NYC housing developments. We find that giving residents mundane facts about neighborhood officers (a) increases their belief that officers would know if residents broke the law and (b) reduces crime around the housing developments.

## **Session #1 Track II: Numeracy and Numbers - Room 513 DEF, Level 5 - Saturday 9:00 - 10:20 am**

### **CRT items are nothing more (or less!) than mathematics problems**

Attali, Yigal (Educational Testing Service); Bar-Hillel, Maya (Hebrew University of Jerusalem)

The CRT is a powerful predictor of performance in a range of tasks requiring reasoning and decision making. However, research has mostly glossed over the fact that it is composed of math problems. Using Confirmatory Factor Analysis (CFA), we show that the best supported measurement model for the underlying abilities required by the CRT and standard math problems (covering concepts of arithmetic, algebra, and geometry) is a single-factor model. Furthermore, the ability of all items (CRT or other) to predict performance on choice and reasoning tasks was strongly predicted from the items' quality as math ability indicators.

### **The role of statistical numeracy in models of risky choice**

Werbeloff, Merle (University of the Witwatersrand)

Statistical numeracy is not considered directly in models of risky choice. Thus, if model validity depends on individuals' statistical numeracy, resultant policy decisions may be biased. In an online quantitative empirical study of risky choice, the researcher categorized Wits University students into numeracy groups and measured their risk preferences through risky choice pairs. Analyses of model outcomes incorporated Wilcox context-dependent model for response error, and Markov chain Monte Carlo sampling methods for hierarchical Bayesian analysis. Results reveal differences between numeracy groups, particularly on probability weightings, suggesting the need for simplified approaches to presenting probabilistic risk information to avoid biased choices.

### **Undersum Bias**

Goswami, Indranil (State University of New York, Buffalo)

I report a robust finding that consumers systematically underestimate the sum of a sequence of positive numbers, such as the total bill payable after grocery shopping (the Undersum Bias). This bias is robust to different presentation formats (e.g., simultaneous or sequential, ascending or descending order, etc.), a variety of sequence types (different variances, different sums, different length of sequences, etc.), and incentives - including an incentive to err only on the higher side of the sum. In a simulated shopping experiment, the bias is shown to negatively affect consumers' price perception and post-purchase satisfaction with a new store.

### **Subtraction neglect: Problem solvers think about adding before subtracting**

Converse, Benjamin A. (University of Virginia); Adams, Gabrielle S. (University of Virginia); Hales, Andrew H. (University of Virginia); Klotz, Leidy E. (University of Virginia)

We propose that people systematically overlook subtraction when revising existing artifacts. We observe, for example, that people are more likely to revise a block tower by making it bigger rather than smaller, to improve an essay by making it longer rather than shorter, and to improve an itinerary by making it busier rather than sparer. Five experiments attribute this behavior to an "additive search heuristic." For example, participants were more likely to identify superior subtractive solutions under low (vs. high) cognitive load. Problem solvers may be missing opportunities to make their lives simpler, their interventions cheaper, and their footprints smaller.

## **Session #1 Track III: Consumer Behavior - Room 514 ABC, Level 5 - Saturday 9:00 am - 10:20 am**

### **Unanticipated benefits of price promotions for consumption utility**

Lee, Chang-Yuan (Boston University); Buechel, Eva (University of Southern California); Morewedge, Carey (Boston University)

The economics and psychology literatures hold diverging views of the impact of price promotions on consumption utility. We propose that the economic view tends to formulate consumption utility in prospect, whereas the psychological view examines consumption utility in experience. Comparing the influence of price promotions on the consumption utility of goods in prospect and experience, we find that estimates of consumption utility are not sensitive to price promotions, but price promotions increase consumption utility in experience. This discrepancy leads consumers to underestimate the emotional benefit of price promotions for consumption utility.

## **The Joy of Receipt**

Abrams, Deborah (Georgia Tech); Bond, Samuel (Georgia Tech)

This paper looks at how the recipients in a transaction react to being paid in cash rather than other monetary formats. We define "joy of receipt" (JOR) as a positive affective reaction that consumers experience when receiving money, and we explore how different monetary formats influence JOR and subsequent spending behavior. Three studies show that consumers feel wealthier when they are paid in cash than in other formats, due to cash being a more salient form of money. These feelings of wealth lead to greater joy of receipt and greater likelihood to spend.

## **"Swipe Left for No" Why Options That Survive Rejection Are More Likely to Be Purchased**

Park, Jen (Stanford University); Simonson, Itamar (Stanford University)

Most options considered by decision makers are rejected or not chosen, yet the manner in which individuals pass on options has not received much attention. We propose that explicitly rejecting options in sequential evaluation process increases psychological closure on the evaluated options, thereby increasing the attractiveness of the "rejection survivors." We test in five studies (a) the predicted difference between options that survive explicit rejection and those identified through implicit rejection or choice, and (b) the mechanisms underlying these predictions. Our findings indicate that individuals who evaluate choice candidates through option rejection have larger choice sets and greater purchase likelihood.

## **Not-so Easy Listening: Roots and Repercussions of Auditory Choice Difficulty in Voice Commerce**

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

Six experiments demonstrate that information presented by voice is more difficult to process than the same information in writing. As a result, auditory choosers are less able to differentiate choice options, leading them to choose recommended items more often, but also to defer choice at higher rates. Difficulty making comparisons contributes to these effects, reducing the impact of certain context effects. Voice presentation also negatively affects evaluations of single items when compared against a salient reference in memory, and thus may have important ramifications for decision makers using digital voice assistants for shopping.

## **Session #2 Track I: Belief Based Social Judgment - Room 513 ABC, Level 5 - Saturday 10:40 pm - 12:00 pm**

### **"It's not about the money. It's about sending a message!" - Belief-based motives behind punishment**

Molnar, Andras (Carnegie Mellon University); Chaudhry, Shereen J. (University of Chicago, Booth School); Imas, Alex (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

We argue that belief-based preferences play a crucial role in punishment decisions, independently of distributive and retributive motives. In a novel experiment we show that people punish transgressors *\*more likely\** when transgressors eventually learn why they are punished, as opposed to when they remain ignorant, even though the welfare consequences are the same in both cases. We also demonstrate that this desire to affect beliefs is often prioritized over distributive and retributive preferences: people who would otherwise enact harsh punishments, are willing to punish *\*less severely\**, if by doing so they can tell the transgressor why they are punishing them.

### **Good People Don't Need Medication: How Moral Character Beliefs Affect Medical Decision-Making**

Scott, Sydney E. (Washington University in St Louis); Landy, Justin F. (Nova Southeastern University)

How do people make decisions? Prior research focuses on how people's cost-benefit assessments affect which medical treatments they choose. We propose that people also worry about what these health decisions signal about who they are. Across four studies, we find that medication is thought to be the "easy way out", signaling a lack of willpower and character. These moral beliefs lower the appeal of medications. Manipulating these beliefs--by framing medication as a signal of superior willpower or by highlighting the idea that treatment choice is just a preference--increases preferences for medication.

## **The Thick Skin Bias in Judgments About the Poor**

Cheek, Nathan N. (Princeton University); Shafir, Eldar (Princeton University)

A series of studies ( $N = 1,653$ ) show that people erroneously believe that individuals from low socioeconomic backgrounds are less impacted by negative life events, including even traumatic events like a school shooting. Participants report this belief regardless of the gender, race, or age of the person they judge, and this "thick skin" bias extends to professionals such as teachers and social workers as well as lay participants. The thick skin bias may have important theoretical and applied implications for understanding the neglect and mistreatment the poor experience across a wide variety of situations in both everyday and professional settings.

## **Belief-based Discrimination: Beauty Premium and Beauty Penalty**

Zhu, Meng (Johns Hopkins University); Nian, Tingting (University of California Irvine); Vosgerau, Joachim (Bocconi University)

We show that discrimination based on beauty - a beauty premium or a beauty penalty - can occur because people hold incorrect beliefs about the relationship between beauty and productivity. We demonstrate a beauty premium when social skills are deemed important, and a beauty penalty when analytical skills are deemed important. Even within analytical skills, we find evidence for both a beauty penalty and beauty premium. Among new programmers (with low reputation scores), unattractive programmers are treated more favorably than attractive ones, but among experienced programmers (with high reputation scores), attractive programmers are treated more favorably than unattractive ones.

## **Session #2 Track II: Methods - Room 513 DEF, Level 5 - Saturday 10:40 pm - 12:00 pm**

### **The effect of (not) presenting effect sizes: How the standard way of presenting scientific results causes people to overestimate effect sizes**

Hofman, Jake M. (Microsoft Research); Goldstein, Daniel G. (Microsoft Research); Hullman, Jessica (Northwestern University)

The replication crisis in behavioral research, which grew out of work presented at JDM, concerns not only false-positives but also effects which turn out to be smaller than imagined. Why are scientists' perceptions of effect sizes inflated? Much justified attention has been paid to p-hacking and file drawer effects. We test whether a third mechanism plays a role: the manner in which behavioral results are visually displayed. Across three pre-registered studies with over 4,000 participants, we find that the prevalent, primary means of graphing results, which focuses on statistical significance, leads to greatly overestimated perceptions of effect sizes.

### **Rethinking Interactions: Most Published Interactions Have Been Misinterpreted**

Simonsohn, Uri (ESADE & Penn)

Hypotheses involving interactions are common in social science. Are unexpected losses more impactful than expected ones? Does construal moderate power posing? Etc. Linear regressions, as in  $y = ax + bz + cx$  are the most common way in which such interactions are tested, and they are too likely to give the wrong answer. The false-positive rate can reach >50%, the sign of the estimate is often wrong, and simple-slopes (AKA spotlight & floodlight) is hopeless. I identify three questions we often ask from interaction effects, and explore trustworthy alternatives to the current approach to answering them.

### **Manipulating and Measuring Model Interpretability**

Poursabzi-Sangdeh, Forough (Microsoft Research); Goldstein, Daniel G. (Microsoft Research); Hofman, Jake M. (Microsoft Research); Wortman Vaughan, Jenn (Microsoft Research); Wallach, Hanna (Microsoft Research)

With the increased use of machine learning in consequential decision-making scenarios, there has been a growing interest in creating human-interpretable models. How do features of interpretable models---specifically the number of features used or transparency of model internals---impact decision quality and trust in algorithmic decision aids? We study this through four large-scale, pre-registered experiments. Contrary to what one might expect when manipulating interpretability, reducing features and increasing transparency made no substantial difference in multiple measures of people's trust in the models' predictions. Even more surprisingly, increased transparency hampered people's ability to detect when a model has made a sizeable mistake.



## **Using EEG to better understand decision behavior, models, and experimental techniques**

Johnson, Joseph (Miami University)

I will present in an accessible way some recent advances using EEG to better understand behavior, models, cognitive processes, and experimental techniques commonly employed in decision research. First, I will describe novel techniques for utilizing EEG alongside behavioral data to inform computational decision models by showing how EEG data can generate model parameter estimates associated with constructs such as evidence accumulation and the degree of evidence required (threshold). Second, I will show how EEG provides validation for popular mouse-tracking methods by supporting a neural analogue to the real-time preference assumed to be revealed using mouse-tracking.

## **Session #2 Track III: Risky Choice - Room 514 ABC, Level 5 - Saturday 10:40 pm - 12:00 pm**

### **Easy, breezy, risky: Lay investors fail to diversify because correlated assets feel more fluent and less risky**

Cornil, Yann (University of British Columbia); Hardisty, David J. (University of British Columbia); Bart, Yakov (Northeastern University)

Lay investors prefer investing in assets with positively correlated returns, which results in less diversified and riskier investment portfolios than intended. Using a mixed-method approach, we find that lay investors rely on a lay perception of portfolio risk: assets with positively correlated returns feel more fluent (more familiar, simple, and predictable), and thus are erroneously perceived as less risky. We find that lay investors succeed in forming diversified, lower-risk portfolios when they are provided with aggregate portfolio returns, or when--paradoxically--they are encouraged to take more risk.

### **Edge and Endowment Insensitivity in Bet Sizing**

Atanasov, Pavel (Pytho LLC); Dana, Jason (Yale University); Philip Tetlock (University of Pennsylvania); Barbara Mellers (University of Pennsylvania)

Behavioral decision research has taught us much about how people choose among risky options, but much less is known about the choices of how much to invest in a risky option. We developed variants of a task in which participants bet on a series of virtual coin-flips with a varying and known bias toward Heads. Two biases emerged: edge insensitivity, where bet sizes did not respond to profitability of the gamble, and endowment insensitivity, where bet sizes did not respond to increasing amounts of investable cash. Both biases contributed to financial underperformance in the task.

### **Inherently Risky Sure Things**

Weingarten, Evan (Arizona State University); Rottenstreich, Yuval (UCSD); Wu, George (University of Chicago)

Much research characterizes sure things as safe and uncertain prospects as risky. We question the identification of sure things with safety, by highlighting a way in which every option is inherently risky. Sure things eliminate uncertainty concerning what specific outcome will obtain, but there can always be uncertainty about the subjective experience of any specific outcome. People readily perceive the inherent risk of some options, like consumer purchases, but not others, like cash. We thus distinguish riskless and risky sure things. In our experiments, the familiar tendency to favor sure alternatives over uncertain prospects is attenuated for risky sure things.

### **Risk Attitudes in Multi-Attribute Choice: The Guaranteed Change Effect**

Rowsey, Donovan (Booth School of Business); Wu, George (Booth School of Business)

"We investigate whether risk attitudes captured by reference-dependence models such as prospect theory generalize to more complex situations in which there may be gains and losses across multiple dimensions. In a series of 4 experiments, we document a consistent pattern of risky choice: the standard reflection effect when gambles include the reference point, but no difference between loss and gain frames when outcomes are either a guaranteed gain or loss. This pattern is inconsistent with prospect theory but can be explained with a modification of prospect theory with a discontinuity at the reference point.

### **Session #3 Track I: Debiasing - Room 513 ABC, Level 5 - Saturday 2:10 pm - 3:30 pm**

#### **Introducing the Decision Advisor: A simple online tool that helps people overcome cognitive biases and experience less regret in real-life decisions**

Iwama, Gabriela (Max Planck Institute for Intelligent Systems); Greenberg, Spencer (Clearer Thinking); Moore, Doug (Clearer Thinking); Lieder, Falk (Max Planck Institute for Intelligent Systems)

Cognitive biases shape many decisions people come to regret. To help people overcome these biases, ClearerThinking.org developed a free online tool, called the Decision Advisor (<https://programs.clearerthinking.org/decisionmaker.html>). The Decision Advisor assists people in big real-life decisions by prompting them to generate more alternatives, guiding them to evaluate their alternatives according to principles of decision analysis, and educates them about pertinent biases while they are making their decision. In a within-subjects experiment, 99 participants reported significantly fewer biases and less regret for a decision supported by the Decision Advisor than for a previous unassisted decision.

#### **Social Learning as a Debiasing Intervention**

Yoon, Haewon (Indiana University); Scopelliti, Irene (City, University of London); Morewedge, Carey (Boston University)

We examine whether social learning, learning indirectly by observing and modeling the behavior of others, could be an effective debiasing intervention. In Experiment 1, a social learning-based intervention produced a large immediate reduction in the propensity of research participants to exhibit anchoring biases, over-reliance on the representativeness heuristic, and social projection. In Experiment 2, it increased the frequency and quality with which participants incorporated useful advice into their judgments, and had a unique debiasing effect beyond instructions alone. The results suggest adding social learning to the cannon of four debiasing training interventions most commonly used since the 1980's.

#### **Blinding curiosity: Exploring preferences for "blinding" one's own judgment**

Fath, Sean (Duke University, Fuqua School of Business); Larrick, Rick P. (Duke University, Fuqua School of Business); Soll, Jack B. (Duke University, Fuqua School of Business)

"Blinding"--purposefully limiting the information used in an evaluation--is helpful as a policy-level solution to evaluator bias (e.g., blind review in academia). Here, four studies explore whether people will choose for themselves to see--or be blind to--potentially biasing information. We find that most people acknowledge they should be blind to potentially biasing information, but fewer choose to be blind when such information is readily available. We present evidence that curiosity, accuracy, and fairness are competing motivations in blinding decisions and test the effectiveness of two interventions to encourage self-blinding. We discuss implications for bias reduction in organizations.

#### **Comparison of single- and double-blind review of scientific abstracts for a high stakes international conference**

Pleskac, Timothy (University of Kansas); Kyung, Ellie (Dartmouth College); Chapman, Gretchen (Carnegie Mellon University); Urminsky, Oleg (University of Chicago)

Concerns of possible bias during peer-review often prompt calls to move from single-blind review (identities of reviewers are withheld but not the authors') to double-blind review (identities of reviewers and authors are withheld). We compared these two systems in a large-scale field study where each abstract submitted for the 2018 SJDM Annual Meeting received single- and double-blind reviews. The quality and attendance of each talk at the conference were also assessed. Results reveal a small but significant bias for single-blind review to favor papers with more senior co-authors. However, neither review process successfully predicted the quality or popularity of talks.

### **Session #3 Track II: Underestimation and Overestimation - Room 513 DEF, Level 5 - Saturday 2:10 - 3:30 pm**

#### **Everyday Nostalgia: People Underestimate the Nostalgic Value of Routine Experiences**

Powell, Emily R. (NYU Stern School of Business); Barasch, Alixandra (NYU Stern School of Business); Alter, Adam (NYU Stern School of Business)

What types of experiences make people nostalgic? And can people accurately identify today what will make them nostalgic in the future? In this research, we investigate an overlooked source of nostalgia: routine experiences (those repeated across time). We demonstrate that nostalgic memories are more routine than people expect (Study 1) and that thinking about past routines makes people more nostalgic than they predict (Studies 2a-b). Finally, we show that routines provide just as much nostalgia as momentous life events, though people only underestimate the nostalgic value of routines (Study 3).

#### **Everybody argues and everybody wins: Overestimation of success as a driver of debate**

Logg, Jennifer M. (Georgetown University); Berg, Logan A. (Harvard University); Minson, Julia A. (Harvard University)

We examine why people argue despite limited success in persuading others. In 10 experiments (N=2,911), our participants overclaim past argument success (Experiment 1) and mispredict future success (Experiments 2-6). Mispredicting future success results in higher entry into arguments and a greater willingness to bet money on predicted success (Experiment 2). Such biased assessments are robust to constrained definitions of winning (Experiments 3A-3D) and increases when the definition is based on logic (Experiment 4). Biased assessments of argument success seem to stem more from overconfidence in the "correctness" of individual's views than in debate skills (Experiment 5 & 6).

#### **People Overestimate How Much American Public Opinion Has Changed**

Mastroianni, Adam (Harvard University); Dana, Jason (Yale University)

Evidence from four studies suggests that people overestimate how much American public opinion has changed. Participants read public opinion questions and estimated how respondents answered at the most distant and most recent time point for which data were available. Participants incorrectly identified the direction of change on 18% of items and correctly estimated both the direction and amount of change on 14% of items. On the remaining 68% of items, participants correctly identified the direction of change but overestimated the amount. Further studies suggest the error arises because people overestimate how much historical events drive opinion change.

#### **Everyone You Meet Has Something to Teach You: People Underestimate How Much They Learn From Conversations**

Atir, Stav (University of Chicago, Booth School of Business); Wald, Kristina (University of Chicago, Booth School of Business); Epley, Nicholas (University of Chicago, Booth School of Business)

Other people can be a source of information as well as a source of connection, and any conversation holds considerable potential for learning. But do people recognize the extent to which they learn from others during conversation? A series of experiments suggests that people systematically underestimate how much they learn from even a brief conversation with a stranger or friend compared to people's post-conversation reports of how much they'd actually learned, a miscalibrated expectation that we believe can serve as a barrier to engaging with others in conversation. Other people seem to be surprisingly good teachers.

### **Session #3 Track III: Modeling - Room 514 ABC, Level 5 - Saturday 2:10 pm - 3:30 pm**

#### **Towards a space of behavioral interventions: Insights from the drift diffusion model**

Zhao, Wenjia Joyce (University of Pennsylvania); Coady, Aoife (University of Pennsylvania); Bhatia, Sudeep (University of Pennsylvania)

Choice can be influenced by different types of behavioral interventions, including those pertaining to presentation format, emotion, social belief, and cognitive capacity. In this paper we propose a space of seventeen different behavioral interventions, based on data from a large-scale choice experiment. Our space analyzes these interventions using the drift diffusion model, a quantitative theory of decision making whose parameters offer a theoretically compelling characterization of the cognitive underpinnings of choice behavior. By representing a large number of behavioral interventions using the model parameters, we are able to interpret these effects in terms of their descriptive, mechanistic, and normative implications.

## **Modeling Context Effects as the Accumulation of Simple Comparisons**

Trueblood, Jennifer (Vanderbilt University); Urminsky, Oleg (University of Chicago Booth School of Business); Holmes, William (Vanderbilt University)

One of the most interesting findings in multi-alternative, multi-attribute choice is that preferences are sensitive to context. While a large literature has explored empirical demonstrations of context effects, theoretical development has lagged behind. We show that models of evidence accumulation can shed new light on decision-making by elucidating the circumstances necessary for context effects to occur. Using data from four experiments (total of 3092 participants), we examine 6 predictions regarding the presence and strength of context effects derived from a cognitive model (the Comparison Sampling Model). Results show this model outperforms three prior heuristics-based models of context effects.

## **The Dual Accumulator Model of Strategic Deliberation and Decision Making**

Golman, Russell (Carnegie Mellon University, Social & Decision Sciences); Bhatia, Sudeep (University of Pennsylvania, Psychology); Kane, Patrick B. (McGill University)

What are the cognitive processes underlying strategic deliberation and decision making? We propose a bidirectional evidence accumulation model to describe the formation of preferences along with beliefs about an opponent in a process of deliberation with limited iterated reasoning. Our dual accumulator model accounts for a variety of behavioral patterns and provides a good quantitative fit to existing behavioral data. It makes more accurate out-of-sample predictions of individuals' choices across games than other popular behavioral game theory models. It also offers predictions about response-time patterns, time-pressure effects, and attention during deliberation. Stochastic sampling and dynamic accumulation are critical cognitive mechanisms.

## **Applications of the Bias Variance Decomposition to Human Judgment**

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

Understanding the accuracy of prediction based on cues is important in both the study of forecasting and statistical modeling. While both fields often rely on similar measures of error, like the mean squared error (MSE), the assumptions they use to analyze these errors differ. We demonstrate the conceptual link between error decompositions in the two fields, and explain how the bias-variance decomposition from statistics and machine learning can be used to better understand human errors in forecasting, including which domains will be most error prone and why techniques like bootstrapping are successful.

## **Session #4 Track I: Algorithms - Room 513 ABC, Level 5 - Saturday 3:50 pm – 5:10 pm**

### **Algorithm aversion by teachers?**

Esther, Kaufmann (University of Zurich); Budescu, David V. (Fordham University)

The literature suggests that expert (mathematical) models can improve the quality of decisions, but people are not always eager to accept such models. We run two experiments to test teachers' receptiveness to advice from computerized expert models. Teachers (N = 240) evaluated student profiles that varied in several personal and task relevant factors. They were offered, or could ask for, advice from either expert models or human advisors. Overall, teachers requested and followed advice of expert models less frequently than advice from humans. Task relevant factors seem to be more salient than personal factors for teachers' willingness to receive advice.

### **People Reject Even the Best Possible Algorithm in Uncertain Decision Domains**

Dietvorst, Berkeley (University of Chicago); Bharti, Soham (University of Chicago)

Across 8 studies, we find that people are less likely to use the best possible algorithm to make predictions the more irreducible uncertainty there is in the decision domain. But why? We propose that people choose to rely on the decision-making method that they believe to have the highest likelihood of providing a perfect answer. This decision strategy creates risk-seeking preferences. When the amount of irreducible uncertainty in the forecasting task is high, making a perfect forecast improbable for even the optimal algorithm, people reject algorithms and turn towards riskier (and often worse performing) options like human judgment.

## **A Look Inside the Black Box: Explainability of Algorithms Drives Satisfaction in the Digital World**

Demirdag, Ipek (UCLA Anderson School of Management); Shu, Suzanne (UCLA Anderson School of Management)

Despite potential benefits of algorithmic decisions, people often opt to choose for themselves and are uncomfortable with algorithms that choose on their behalf. Nonetheless, we demonstrate that in some instances, people are more content with algorithmic choice. The effects of algorithmic choice on satisfaction are driven by trust in the algorithm, which result from people's perception that the algorithm is not a black box and that its decision is explainable relative to the explainability of human choice.

### **Inferring competence from (un)certainly**

Levin, Joel (University of Pittsburgh)

Research on whether expressing certainty makes people appear more or less competent has yielded ambiguous results. I propose and test an account to reconcile these findings. People compare the certainty that others express with their own beliefs about the predictability of the environment. Fit between expressed certainty and perceived predictability suggests calibration and in turn competence. I find support for this account across four studies: people display a preference for others who express more certainty in more predictable environments and less certainty in less predictable environments. These preferences are driven by perceived epistemicness (S1b, S2) and subjective certainty (S3).

## **Session #4 Track II: Charitable Giving and Prosocial Values - 513 DEF, Level 5 - Saturday 3:50 pm - 5:10 pm**

### **Allocating Money to Multiple Charities Simultaneously**

Gurdamar Okutur, Nazli (London Business School); Berman, Jonathan Z. (London Business School)

Five studies show that when donating to multiple charities, individuals contribute less money when they determine their total donation budget before identifying which charities to support than vice versa. This effect holds regardless if charity options are selected from a list or self-determined, and does not go away when participants are made to deliberate over the choice set in advance of setting a budget. Rather, we argue that individuals neglect how much each charity will get when setting up their total donation budget prior to charity choice, causing them to donate less than they would when the charities are identified.

### **Overcoming Overhead Aversion with Choice**

Keenan, Elizabeth (Harvard University); Saccardo, Silvia (Carnegie Mellon University)

Building on recent work on overhead aversion, we test whether offering donors the choice to support overhead is an effective tool for overcoming donors' aversion to overhead. Using field data plus 5 lab experiments, we show that simply giving donors the choice of how to allocate their donation between programmatic and overhead expenses (whether they change it or not) makes donors more likely to give and to give more compared to not having choice. This increase in giving is due in part to an increase in the sense of impact and warm glow that donors feel when given this choice.

### **People Can Predict the Intended Effects of Nudges, But Cannot Predict their Side Effects**

Shennib, Fuad A. (Stanford University); Jung, Minah H. (New York University); Nelson, Leif D. (University of California, Berkeley)

The advent of nudge-science has shown that nudges can have important consequences both intended and unintended. Furthermore, policy makers seem aware of some, but not all, of those consequences. We conducted a large-scale study (N = 2,218) with anchoring nudges to compare nudge experiencers to nudge predictors. Increased donation suggestions led to increased donation amounts, a result that predictors strongly intuited. However, increased donation suggestions also decreased the likelihood of donation, a result in opposition to the increase intuited by predictors. This suggests that nudges can be a risky tool for naïve policy-makers to deploy.



## **Do Investors Value Sustainability?**

Hartzmark, Samuel (University of Chicago); Sussman, Abigail (University of Chicago)

Examining a shock to the salience of the sustainability of the US mutual fund market, we present causal evidence that investors market wide value sustainability. Being categorized as low sustainability resulted in net outflows of more than \$12 billion while being categorized as high sustainability led to net inflows of more than \$24 billion. Experimental evidence suggests that sustainability is viewed as positively predicting future performance, but we do not find evidence that high sustainability funds outperform low sustainability funds. The evidence is consistent with positive affect influencing expectations of sustainable fund performance and prosocial motives influencing investment decisions.

## **Session #4 Track III: Perceptions of time and probability - Room 514 ABC, Level 5 - Saturday 3:50 pm - 5:10 pm**

### **How Soon is Now? Present Bias and the Mental Accounting of Time**

Urminsky, Oleg (University of Chicago); Jang, Minkwang (University of Chicago)

Research on intertemporal choice has found that people's degree of patience is not stable over time. Present bias explains this instability by arguing that rewards lose more value when delayed from the present time. However, previous research has not established what counts as "now." In six studies, we found that delaying both options in an intertemporal choice by longer amounts of time makes people more patient. We also found that change in patience is inconsistent with the predictions of the standard discounting models (exponential, hyperbolic, and quasi-hyperbolic) and can be partially explained by people's subjective categorization of time when budgeting.

### **Slow and Steady Versus Fast and Furious: The Effect of Speed on Decision Making**

Kyung, Ellie J. (Dartmouth College); Shani-Feinstein, Yael (Ben-Gurion University, Israel ); Goldenberg, Jacob (IDC Herzelia, Israel)

Technology has fundamentally changed the decision-making experience. With mobile devices, people make decisions while moving with actual speed. With video technology, people make decisions while moving with implied speed. Through nine studies involving both real (moving trains) and simulated (videos, starfields) speed, we demonstrate that speed influences: 1) the mental representation of information and 2) decision-making involving trade-offs based on these mental representations including product preference, choice, and risk tolerance. Moving with greater speed is associated with preference for more desirable (versus feasible) options. Furthermore, our results suggest that these effects are driven more by perceived speed than actual speed.

### **Probability weighting without probabilities**

Zilker, Veronika (Max Planck Institute for Human Development); Pachur, Thorsten (Max Planck Institute for Human Development)

We demonstrate that distortions in probability weighting in risky choice may be due to asymmetric attention allocation across the available options. We simulated choices between safe and risky options in the attentional drift diffusion model, assuming different degrees of attentional biases to the safe or risky option. The choices were then modeled with cumulative prospect theory (CPT). The attentional biases had highly systematic signatures in CPT's weighting function. We also demonstrate the link between attentional biases and probability weighting empirically. This suggests new attentional explanations for phenomena linked to nonlinear probability function (certainty effect, fourfold pattern, description-experience gap).

### **Does Choice Cause an Illusion of Control?**

Klusowski, Joowon (University of Pennsylvania); Small, Deborah A. (University of Pennsylvania); Simmons, Joseph P. (University of Pennsylvania)

Researchers have long believed that choice causes an illusion of control: having a choice increases people's tendency to believe that they can control outcomes that cannot be controlled. For example, people believe they are more likely to win lotteries if they choose the tickets themselves. In 11 preregistered experiments (N = 5,885), we set out to explore the boundary conditions of this canonical effect. To our surprise, we find no evidence that choice causes an illusion of control - across different tasks, incentive structures, and outcome measures. We find that choice increases perceived control only when it confers actual control.

**SUNDAY NOVEMBER 17, 2019**

**Session #5 Track I: Choice architecture and Nudging in the real world - Room 513 ABC, Level 5 - Sunday 11:00 am - 12:20 pm**

**Using Reverse Contests to Curb Polluting Activity**

Kareev, Yaakov (The Hebrew University of Jerusalem); Avrahami, Judith (The Hebrew University of Jerusalem); Budescu, David (Fordham University)

Agents engaging in polluting production typically stand to profit more, the more they produce. Regulators face the challenge of curbing pollution, without completely eliminating incentives to produce. We propose holding reverse contests to reduce production; in these contests agents invest in profitable production but attempt to avoid a fine, levied on the highest polluter. Because in common contests contestants tend to over-invest, we expected contestants in reverse contests to under-invest. In two experiments, contestants differing in budgets or in efficiency, indeed invested markedly below the maximally profitable level of production, thus demonstrating the potential of reverse contests for curbing pollution.

**Promoting Retirement Savings Accounts During Tax Filing: Evidence from a Field Experiment**

Roll, Stephen (Washington University in St. Louis); Grinstein-Weiss, Michal (Washington University in St. Louis); Kondratjeva, Olga (Washington University in St. Louis); Bufe, Sam (Washington University in St. Louis)

In 2015, the U.S. Department of Treasury launched the myRA program, a new public retirement account. Using administrative tax data from a 2016 field experiment incorporating choice architecture and messaging approaches, we explore the potential interest among over 300,000 low- and moderate-income tax filers in opening and funding myRA retirement accounts during the tax filing process. We find that if our most effective intervention had been shown to all intervention participants, a statistically significant 4,000 additional tax filers would have deposited their tax refunds into myRA. This study shows how low-touch interventions can promote long-term financial security of lower-income households.

**A Mega-Experiment Promoting Lasting Exercise Habits in 24 Hour Fitness Gym Members**

Milkman, Katherine (The University of Pennsylvania); 31 additional behavioral scientists whose names cannot be listed due to space constraints

We conducted a "mega-study" comprised of 20 different pre-registered field experiments (N=62,747) in a single trial. We tested 53, 28-day digital interventions promoting exercise designed by different scientists. Interventions were compared to a placebo control involving a \$1.08 payment - the expected incentive from other interventions. Most interventions produced significantly more gym visits (up to 25% more) than the placebo. Every extra weekly gym visit induced experimentally during the intervention produced 0.30 extra weekly gym visits in the 20 weeks post-intervention. However, no psychologically novel, pre-registered interventions significantly outperformed a combination of planning, reminders and \$0.22 incentives for gym visits.

**When Pre-committing Backfires**

Morvinski, Coby (Ben Gurion University); Saccardo, Silvia (Carnegie Mellon University); Amir, On (UCSD)

Self-regulation failures are commonplace. One of the primary mechanisms suggested to overcome such failures is pre-commitment. Despite the prevalence of such pre-commitment options, we find that in the case of avoiding greedy behavior they may backfire. We demonstrate that people expect such commitment devices to be helpful, but in fact instead of limiting subsequent behavior they license transgressions. In three experiments we find that people who write the salary they intend to take for work performed take a lot more money than those who take money without such pre-commitments. Our findings contribute to the design of pre-commitment nudges.

## **Session #5 Track II: Moral Judgment 1 - Room 513 DEF, Level 5 - Sunday 11:00 am - 12:20 pm**

### **People make sub-optimal moral decisions about euthanizing humans as compared with animals.**

Goodwin, Geoffrey P. (University of Pennsylvania); Hung, Henry (University of Pennsylvania)

"Mercy killing" is an unproblematic concept when used to justify the active killing of animals in extreme pain that would die anyway. But, for humans, deontological ethics prohibits active killing, notwithstanding its potential benefits. Paradoxically, this could mean that the higher status of humans as compared with other animals renders them subject to moral decision-making that pays less heed to their best interests. We document this pattern across four preregistered studies showing that while active killing is judged to be in the best interests of both human and animal victims, it is only judged morally optimal for animals.

### **Precommitment to Moral Values**

Herzog, Nicholas R. (The University of Chicago Booth School of Business); Landy, Justin F. (Franklin and Marshall College); Levine, Emma E. (The University of Chicago Booth School of Business)

When faced with reoccurring tradeoffs between moral values, people can address them by considering the specifics of each case or by setting policies that predetermine how they will address similar cases. Previous research on moral judgment has often focused on isolated tradeoffs, and therefore, it is unclear which decision strategies are preferred in contexts with reoccurring tradeoffs. Across our studies, participants judged people who precommitted to always prioritizing one value more positively than people who adjusted their priorities based on the specifics of each case. Our findings have important implications for understanding public perceptions of complex policies.

### **The social consequences of absolute moral proclamations**

Huppert, Elizabeth (The University of Chicago); Herzog, Nicholas (The University of Chicago); Landy, Justin (Nova Southeastern University); Levine, Emma (The University of Chicago)

Across six studies ( $N = 3348$ ), we find that people prefer targets who make absolute proclamations (i.e. "It is never okay for people to lie" ) over targets who make ambiguous proclamations ("It is sometimes okay for people to lie" ), even when both targets tell equivalent lies. Preferences for absolutism stem from the belief that moral proclamations send a true signal about moral character--they are not cheap talk. Therefore, absolute proclamations signal moral character, despite also signaling hypocrisy. This research sheds light on the consequences of absolute proclamations and identifies circumstances in which hypocrisy is preferred over consistency.

### **The impact of direct giving on people experiencing homelessness: Experimental evidence from Vancouver, Canada**

Dwyer, Ryan (The University of British Columbia); Williams, Claire (New Leaf Project); Zhao, Jiaying (The University of British Columbia)

The current study is the first randomized control trial in developed nations examining the impact of direct giving on people experiencing homelessness. Specifically, we have distributed a one-time unconditional cash grant of \$7,500 to each of 50 recently homeless individuals in Vancouver, Canada. We are tracking the long-term impact on 16 life outcomes, including housing, employment, spending, savings, cognitive function, and subjective well-being, relative to a control group. Our preliminary findings suggest that cash transfers produce positive impacts and can be an effective tool to empower homeless individuals to attain more stability in their lives.

**The Processing of Weight and Strength in Different Information Environments**

Baars, Maren (University of Muenster); Langer, Thomas (University of Muenster); Mohrschladt, Hannes (University of Muenster)

Experimental evidence by Griffin and Tversky (1992) shows that subjects tend to underreact towards information weight (number of signals) while focusing on information strength (relative proportions of signal sets). We show that this finding crucially depends on the specific decision setting. First, we theoretically derive that the setting of Griffin and Tversky can be considered as an extreme case with respect to the normative relevance of weight and strength. Second, we conduct an experimental analysis in which we vary the information environment. Our results point out that there also exist reasonable information environments in which subjects overreact towards information weight.

**"Seeing" the Attraction: Trade-Offs Amplify the Attraction Effect among Visually-Presented Alternatives**

Wang, Jiaqian (Jane) (Northwestern University Kellogg School of Management); Urminsky, Oleg (University of Chicago Booth School of Business)

This research investigates the attraction effect for visually-presented stimuli across eight pre-registered experiments. We propose that the attraction effect requires detection of the dominance relationship in the choice configuration and application of the relationship when making the decision. When stimuli are presented visually (vs. numerically), identifying the relative attractiveness of alternatives is more challenging, leading to a weaker attraction effect. We find robust visual attraction effects, which are stronger (a) among participants who successfully discern the relative attractiveness of alternatives and (b) when people make more attribute-based trade-offs when examining the options, which increases the detectability of the relative attractiveness.

**Semantic Similarity Underlies Multiple Mental Accounting Phenomena**

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

I show that posting expenses to a mental account and the creation of mental accounts are predicted by semantic similarity based on a vector representation of words. Specifically, semantic similarity predicts how typical an expense is for a mental account; when participants will flexibly categorize expenses; when participants create two topical accounts versus one; and why exceptional expenses lead to overspending relative to ordinary purchases. These results give form to the mental representations underlying mental accounts and suggest that mental accounts may have linguistic origins.

**A New Look at Some "Old" Biases**

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

People show systematic biases in judgment and decision-making. We propose and find that many seemingly unrelated biases, ranging from the sunk cost fallacy and the anchoring bias to base rate neglect, all reflect a common underlying mechanism--insensitivity to the relevance of some given information. Furthermore, manipulating the relevance of the information can eliminate the original bias or even generate the reverse of the original bias. This research offers a new look at these "old" biases, suggesting that each individual bias is not general because it can be reversed, but collectively, these biases are general because they all reflect relevance insensitivity.

**Benevolent Partiality in Prosocial Behavior**

Paolacci, Gabriele (Erasmus University); Yalcin, Gizem (Erasmus University)

How should altruistic people choose whom to help? Rooted in consequentialist philosophy, the Effective Altruism movement urges to choose the causes that benefit most individuals irrespective of their characteristics. Conversely, we show that people weigh the well-being of members of disadvantaged groups more than what disadvantage prescribes from a consequentialist point of view. We suggest that prosocial aid is constructed as an opportunity to correct morally aversive inequalities, thus making disadvantaged recipients a more justifiable target of help. Benevolent partiality is reduced when people reflect on what to prioritize before donating.

**Wronging Past Rights: The Sunk Cost Bias Distorts Moral Judgment**

Meyers, Ethan A. (University of Waterloo); Bialek, Michal, (Kozminski University); Fugelsang, Jonathan A. (University of Waterloo); Koehler, Derek J. (University of Waterloo); Friedman, Ori. (University of Waterloo)

When people invest in an endeavor, they typically persist in it, even when it becomes obvious that it will fail. We show this bias extends to moral decision-making. Across two experiments (N=1592) we show that people are more willing to proceed with a futile, immoral action when costs have been sunk. Moreover, we show that sunk-costs distort people's morality by increasing how acceptable they find actions that have received past investment. We find these results when persisting would lead to no obvious benefit and only further harm. Our findings illustrate a novel way that the past can impact moral judgment.

**Honesty without looking**

Levine, Emma (University of Chicago); Jensen, Sarah (University of Chicago); White, Michael (University of Chicago)

People proclaim that honesty is the best policy, while also recognizing that lying is often ethical. We present an explanation for these competing beliefs: people have divergent beliefs about the information they are obligated to find out about, and information they are obligated to use when making moral decisions. Specifically, though people believe that they should consider the social consequences of honesty when this information is certain (and lie when honesty causes harm), they also believe it is moral to avoid finding out about these consequences. This research sheds light on how knowledge acquisition influences ethical decision-making.

**Lying to appear honest**

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

People attempt to avoid appearing dishonest. Although efforts to avoid appearing dishonest can often reduce lying, we argue that, at times, such efforts can actually lead people to lie. We refer to these cases as "lying to appear honest" and argue that they occur in cases where the truth is highly favorable to oneself, and telling the truth might make one appear dishonest to others. We provide evidence from real world scenarios and behavioral lab studies that people under-report high outcomes that they deserve, so that others would not think that they lied by selfishly over-reporting.



### **Topic Selection**

Yeomans, Michael (Harvard Business School); Wood Brooks, Alison (Harvard Business School)

Conversation is ubiquitous and important, but we know surprisingly little about the descriptive, generative, and prescriptive models underlying conversational behavior. Here, we study a decision made after every turn of conversation: should we stay on this topic or switch to another one? Across thousands of synchronous and asynchronous conversations, we explore behavioral limits to effective topic selection in conversation. Humans fail to detect many cues of others' interest in topics (compared to machine learning algorithms as a normative benchmark). We also identify an intervention that led to Pareto improvements in conversational enjoyment: empowering strangers to switch topics more readily together.

### **The Takeover Toll: Taking over for teammates hurts task performance**

Levari, David E. (Harvard Business School); Mastroianni, Adam M. (Harvard University); Verrey, Jacob J. (Harvard University); Gilbert, Daniel T. (Harvard University)

When watching a teammate perform a difficult task, how do you decide whether you should intervene and do the task yourself? If you do intervene, do you do a better job? In five studies using a variety of tasks, we show that on average, taking over from teammates hurts overall performance, despite predictions to the contrary. Why? People tend to focus on whether they can perform at a higher level than teammates, neglecting the costs of learning curves and switching itself. Taking over can decrease team performance in ways that are difficult to anticipate and even more difficult to overcome.

### **Exploiting Asymmetric Signals from Choices Through Default Selection**

Leong, Lim M. (University of California, San Diego); Yin, Yidan (University of California, San Diego); McKenzie, Craig R. M. (University of California, San Diego)

People tend to stick with default options, but little is known about situations where people can select their own default settings. Using hypothetical scenarios and incentivized economic games, we examine whether people driven by image concerns would select a default regime with the intention of switching from the default. We found that observers perceive stronger signals from choices obtained by switching from, rather than staying with, the default, even though the final outcome is the same. More importantly, participants were able to strategically exploit this asymmetric signal in the presence of observers by self-selecting into the appropriate default setting.

### **Leaving with something: When do people experience an equity-efficiency conflict?**

Gordon-Hecker, Tom (Ben-Gurion University of the Negev); Schneider, Iris (University of Cologne); Shalvi, Shaul (University of Amsterdam); Bereby-Meyer, Yoella (Ben-Gurion University of the Negev)

When allocating resources, people often must compromise between equity and efficiency. We propose that it is easier to pursue equity when recipients are already in possession of some resources. Data from three experiments suggests that people are less likely to waste resources when recipients end up with nothing, even if it means deviating from equity. Moreover, using mouse tracking techniques we demonstrate that the conflict between equity and efficiency arises mostly when recipients have nothing, but when the resource being allocated is one of many others, people experience smaller conflict, and more easily discard the resource to maintain equity.

**Testing the Role of Motivation and Procrastination in Colorectal Cancer Screening**

Lieberman, Alicea (University of California, San Diego); Gneezy, Ayelet (University of California, San Diego); Gupta, Samir (University of California, San Diego)

Colorectal cancer is the second leading cause of cancer death in the U.S. While screening saves lives, participation is low, especially among underserved populations. Two large randomized controlled trials aimed to increase fecal immunochemical test (FIT) completion. The first study (N=8,565) offered incentives to complete screening annually for 3 years and discontinued incentives in Year 4. In Study 2 (N=7,771), patients were invited to complete a FIT with either declining incentives or non-incentivized deadlines. Results indicated that non-declining incentives did not encourage screening; however, both declining incentives and deadlines were equally effective at increasing screening relative to a control.

**Working Hard or Hardly Working?: Comparing Incentives' Effects on Work Output and Quality**

Permut, Stephanie (Carnegie Mellon University); Saccardo, Silvia (Carnegie Mellon University)

The relationship between incentives and effort is typically studied using "real-effort" tasks, where participants complete menial work under different incentive schemes. Notably, in these tasks participants' actions are constrained such that they cannot cut corners to appear productive. As corner cutting is possible and problematic in non-experimental settings, researchers should consider how incentives affect honesty alongside total work when evaluating incentives' effectiveness. We introduce a task that can be completed with and without shortcuts and compare how incentives affect total and honest work. We find that nominally high-performing incentives produce worse quality work when shortcuts are possible and accounted for.

**As Wages Increase, Do People Work More or Less? A Wage Frame Effect**

Shen, Luxi (CUHK Business School); Hirshman, Samuel D. (University of Chicago Booth School of Business)

This research works on an open question in economics: as wages increase, do people work more or less? While the extant labor economics literature finds it hard to draw a definitive conclusion, we suggest a reliable way to predict the effect of wage change on labor supply. When the wage change is communicated as a new workload over the old payment (vs. a new payment over the old workload), work supply changes in the opposite (vs. same) direction of the wage change. A series of experiments document this wage-frame effect with real work behavior and consequences and its underlying mechanism.

**The Categorization Bias: The Effect of Categorization on Goal Progress Perceptions and Motivation**

Sharif, Marissa A. (Wharton School of the University of Pennsylvania); Woolley, Kaitlin (Cornell University)

During goal pursuit, people monitor their progress to determine how close or far they are from their goal. But people's perceptions of goal progress are not always accurate. In eight studies (N=8077) we identify one factor systematically biasing goal monitoring processes: categorization. When people group goal related-actions into categories (e.g., arm vs. leg workouts), their goal progress perceptions are anchored on the proportion of categories completed, rather than on the absolute amount of progress made (number of workouts). Such categorization can cause people to infer greater progress when farther from their goal, and less progress when closer to their goal.

**Session #7 Track I: Contrast effects - Room 513 ABC, Level 5 - Monday 9:15 am - 10:35 am**

**Free-Riding and Cost-Bearing in Discrimination**

Li, Xilin (Chicago Booth); Hsee, Christopher K. (Chicago Booth)

We study how the temporal position in which an advantaged person (e.g., a good-looking customer) and a disadvantaged person (e.g., an unattractive-looking customer) encounter an actor (e.g., a salesperson) influences the treatment they get. Four experiments (including a field experiment), concerning physical appearance, race, and gender, find that both the disadvantaged and the advantaged person will get better treatment if the advantaged person first approaches the actor than the reverse sequence. This research highlights the importance of choice architecture in mitigating discrimination.

**Salience Theory of Exposure Effects: Relative Exposure Influences Judgment and Choice**

Mrkva, Kellen (Columbia University); Van Boven, Leaf (University of Colorado Boulder)

Meta-analyses of over one hundred experiments in psychology and marketing have suggested that mere exposure increases liking and choice (Montoya et al., 2017). Across several experiments, we demonstrate that a) it is not "mere" absolute exposure but rather relative exposure that increases liking and choice, b) relative exposure makes evaluations more extreme rather than unidirectionally increasing liking, and c) relative salience accounts for so-called mere exposure effects, whereas fluency and other alternative mediators do not. In sum, salience, the relative quality of standing out in relation to other stimuli in the surroundings, explains effects previously attributed to "mere" absolute exposure.

**Going It Alone: Competition Increases the Attractiveness of Minority Status**

Kirgios, Erika (The Wharton School); Chang, Edward (The Wharton School); Milkman, Katherine (The Wharton School)

Joining groups where we will be "tokens" rather than surrounded by similar others is unpleasant, but do we ever elect to do it strategically? Across six preregistered experiments (N=2,738), we show people are more willing to opt-in to being in the numeric minority when choosing colleagues against whom they will compete for scarce resources. When competing for rewards, women are willing to join all-male groups and Black participants are willing to join all-White groups at a significantly higher rate than when facing no such competition. Participants' desire to stand out and to avoid in-group competition mediate this effect.

**The Isolated Choice Effect and Its Implications for Gender Diversity in Organizations**

Chang, Edward (The Wharton School); Kirgios, Erika (The Wharton School); Rai, Aneesh (The Wharton School); Milkman, Katherine (The Wharton School)

We present evidence from incentivized and hypothetical hiring decisions that decision makers are less likely to choose candidates who add diversity to organizations when making isolated choices (i.e., when selecting a single group member) than when making sets of choices (i.e., when selecting multiple group members). Across four preregistered experiments (N=2,103), we demonstrate that this "isolated choice effect" has important consequences for gender diversity. When making sets of hiring and selection decisions (rather than a single hire), people construct more gender-diverse groups. We find that people making isolated choices think less about group diversity, which mediates our effect.

**Attribute Substitution in Forecasts and Trend Judgments: Evidence and a Debiasing Technique**

Comerford, David (University of Stirling); Soll, Jack (Fuqua School of Business)

A majority of Americans reported the economy to be worsening when objective indicators showed it recovering. We explain this contradiction as stemming from respondents using information about levels to answer questions about trends. This trend/ level conflation gives rise to two pervasive anomalies in forecast data: partisan differences and extrapolation bias. Trend/ level conflation can be eliminated if forecasts are elicited using an implicit format. The implicit format asks respondents to rate conditions at both timepoints and so imposes on respondents a normative framework for evaluating trends. It delivers trend measures that show greater consensus across the partisan divide.

**Does Dialectical Bootstrapping Improve The Wisdom Of The Inner Crowd?**

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

Research suggests that people's forecasts are more accurate when they make two guesses and average them than when they make one forecast. Research further suggests that this "wisdom-of-the-inner-crowd" effect can be enhanced by increasing the independence between a person's first and second guess, for example, by encouraging them to think about why their first guess was incorrect ("dialectical bootstrapping"). In two preregistered studies, we found that although dialectical bootstrapping encouraged participants to make second guesses that were further away from their first guesses, it did not increase the benefits of averaging beyond asking people to make a different second guess. Contact:

**Identifying Skilled Forecasters: Psychometric and Longitudinal Approaches**

Himmelstein, Mark (Fordham University); Atanasov, Pavel (Pytho LLC); Budescu, David (Fordham University)

Recent studies have identified geopolitical forecasting accuracy as a stable trait. We validate and extend the work on identifying forecasting skill using data collected from Hybrid Forecasting Competition (HFC), a program designed to integrate human and machine forecasting components to create maximally accurate, flexible, and scalable forecasting capabilities. Item Response Theory was utilized to measure cognitive ability and develop a more reliable metric of forecasting accuracy than Brier Scores alone. We also studied the relative importance of individual difference measures and past performance in predicting future forecasting accuracy at different time points throughout the competition.

**The Wisdom of Model Crowds**

He, Lisheng (University of Pennsylvania); Analytis, Pantelis P. (University of Southern Denmark); Bhatia, Sudeep (University of Pennsylvania)

Dozens of behavioral theories have been advanced to account for risky decision making. However, there is little consensus regarding which model offers the best account, and it is unclear how we can combine these models to obtain novel descriptive and predictive insights regarding risky choice. In this paper we offer two solutions to this issue. First, we conduct a large-scale comparison of prominent risky decision models. Second, we show that crowds of models can perform better than individual models alone, suggesting that different models may capture different aspects of the decision process and offer complementary accounts of individual choice behavior.

**People use less information than they think to form judgments**

Klein, Nadav (INSEAD); O'Brien, Ed (University of Chicago)

People readily categorize things as good or bad, a welcome adaptation that enables action and reduces information overload. The present research reveals an unforeseen consequence: People fail to appreciate this immediacy of judgment, instead assuming that they will consider more information and data before forming judgments than they actually do. This discrepancy in perceived versus actual information use reveals a general psychological bias that is particularly relevant in today's information age. The present research suggests mere access to information is not enough: Even after paying costs to acquire and share ever-more information, people do not incorporate it into their judgments.

**Conforming to Other's Rejections but not to Other's Choices**

Nan, Xianglan (University of Florida); Yang, Yang (University of Florida)

Decisions between two options can be framed as either choosing the more preferred option or rejecting the less preferred one. Imagine that you are choosing between two products A and B. Would you choose differently when you learn that another consumer who faced the same decision chose Product A versus did not choose Product B? Across six studies, we find that people conform more to another person's decision when that person's decision is framed as a rejection than as a choice. This effect occurs because people make differential causal attributions for that person's decision depending on the framings.

**Does overconfidence persist despite precise and accurate information about one's skill? A study of 2,614 tournament chess players**

Heck, Patrick (Geisinger Health System); Benjamin, Daniel (University of Southern California); Simons, Daniel (University of Illinois at Urbana-Champaign); Chabris, Christopher (Geisinger Health System)

Are people overconfident even when their skill level is objectively measured, regularly fed back to participants, and publicly accessible? In a preregistered study conducted in collaboration with the United States Chess Federation, 2,614 tournament chess players reported their current rating, the rating they believe captures their true skill, and several other overconfidence-related measures. We used a rating database to measure players' objective overconfidence, improvement over time, and the Dunning-Kruger effect among hobbyists and experts alike. Chess players' self-perceptions remained unrealistically positive, suggesting that overconfidence endured even when people receive regular, objective, and public feedback about their ability.

**Searching, Fast and Slow: How Time Preferences Influence Credit Card Search and Choice**

Mrkva, Kellen (Columbia University); Webb, Elizabeth C. (Colorado State University); Johnson, Eric J. (Columbia University)

Across eight studies (n=18,405), we show that present-biased individuals are unwilling to engage in unpleasant search when looking for credit cards. Consequently, they terminate search quickly, and search less overall relative to their patient counterparts. Further, process evidence shows that impatient individuals search less for all information associated with available credit cards--they do not search less because they focus only on a subset of attributes. As a result, impatient people are more likely to choose credit cards that accrue higher fees and have higher total costs.

### **Flash Talks: Track I: Nudges and Interventions - Room 513 ABC, Level 5 - Monday 10:55 am- 12:15 am**

In Europe and the United States, Most GE Food Opposition is Moral and Responds Specifically to Moral Countering -- Inbar, Yoel (University of Toronto); Scott, Sydney (Olin Business School); Rozin, Paul (University of Pennsylvania)

What-the-Hell: Dishonest behavior can escalate to continuous ethical transgression -- Reeck, Crystal (Temple University); Mazar, Nina (Boston University); Ariely, Dan (Duke University)

Environmental Inequalities and the Allocation of Necessary Evils -- Makov, Tamar (School of Forestry & Environmental Studies, Yale University); Newman, George (Yale School of Management, Yale University); Zauberman, Gal (Yale School of Management, Yale University)

Copycat Prompts: A New Nudge to Promote Goal Achievement -- Mehr, Katie S (University of Pennsylvania); Geiser, Amanda E (University of Pennsylvania); Milkman, Katherine L (University of Pennsylvania); Duckworth, Angela L (University of Pennsylvania)

When Pre-Commitment Backfires -- Morvinski, Coby (Ben Gurion University ); Saccardo, Silvia (CMU); Amir, On (UCSD)

Downstream Consequences of Disclosing Nudges: How Increased Transparency Affects the Effectiveness and Perceptions of Interventions -- Michaelsen, Patrik (University of Gothenburg); Nystrom, Lina (University of Gothenburg); Luke, Timothy J. (University of Gothenburg); Johansson, Lars-Olof (University of Gothenburg); Hedesstrom, Martin (University of Gothenburg)

Privacy and the Desire to Disclose -- Carbone, Erin (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

Using a habit formation intervention to increase sustainable walking activity in midlife working adults -- Ebert, Jane EJ (Brandeis University)

When Apology is Not the Best Policy: The Negative Impact of Apologies on Consumer Judgment and Behavior -- Jenkins, Mason (Northeastern University); Fombelle, Paul (Northeastern University); Steffel, Mary (Northeastern University)

The Automatic Influence of Advocacy among Lawyers and Novices -- Melnikoff, David E. (Yale University); Strohminger, Nina (University of Pennsylvania)

The Unexpected Power of Positivity: Beliefs versus Decisions about Advisor Selection -- Hur, Julia (New York University); Ruttan, Rachel (University of Toronto); Shea, Catherine (Carnegie Mellon University )

Love is Patient: People are more willing to wait for things they like -- Roberts, Annabelle (UChicago Booth); Shaddy, Franklin (UCLA Anderson); Fishbach, Ayelet (UChicago Booth)

### **Flash Talks: Track II: Organizational Behavior, Prosocial Behavior, and Interpersonal Interactions - Room 513 DEF, Level 5 - Monday 10:55 am - 12:15 am**

Black Men Get Shorter Sentences: Narrative Elaboration Reveals Incoming Stereotypes --Eskreis-Winkler, Lauren (UPenn); Fishbach, Ayelet (UChicago)

What happens if women do ask? Gender and negotiation in an online labor market -- Daniels, David (HKUST); Koval, Christy (HKUST)

Do managers underinvest in gender diversity? Evidence from the technology sector, the financial sector, and the lab -- Daniels, David (HKUST); Dannals, Jennifer (Dartmouth); Lys, Thomas (Kellogg); Neale, Margaret (Stanford)

Paying due heed to others' opinions: A meta-analysis on gender differences in advice taking -- Kausel, Edgar (P. Universidad Catolica de Chile); Ventura, Santiago (P. Universidad Catolica de Chile); Bonaccio, Silvia (University of Ottawa)

Group Size and Its Impact on Diversity in Hiring Decisions -- Rai, Aneesh (University of Pennsylvania); Chang, Edward H. (University of Pennsylvania); Kirgios, Erika L. (University of Pennsylvania); Milkman, Katherine L. (University of Pennsylvania)

Achieving More with Less: Intuitive Correction in Selection Decisions -- Rabinovitch, Hagai (Ben Gurion University of the Negev); Bereby-Meyer, Yoella (Ben Gurion University of the Negev); Budescu, David V. (Fordham University)

Understanding stop and search decisions -- Vomfell, Lara (Warwick Business School)

Too Naive to be Fair -- Rogers, Ben (UNC); Sezer, Ovul (UNC); Klein, Nadav (INSEAD)

The landfall effect: Are people less prosocial when others face the greatest harms? -- Kang, Polly (Wharton); Daniels, David (HKUST); Schweitzer, Maurice (Wharton)

It's surprisingly nice to hear you: Miscalibrated expectations of connection and awkwardness affect how people choose to connect with others -- Kumar, Amit (University of Texas at Austin); Epley, Nicholas (University of Chicago Booth School of Business)

You can't handle the truth! Errors in affective perspective taking during disagreement -- Dorison, Charles (Harvard Kennedy School); Minson, Julia (Harvard Kennedy School)

Regulating emotion regulation: When people make others feel worse in order to make them feel better -- Cusimano, Corey (University of Pennsylvania); Goodwin, Geoffrey P. (University of Pennsylvania)

An attentional account for compassion fade -- Tomm, Brandon (University of British Columbia); Slovic, Paul (Decision Research; University of Oregon); Zhao, Jiaying (University of British Columbia)

### **Flash Talks: Track III: Cognition and Choices - Room 514 ABC, Level 5 - Monday 10:55 am - 12:15 am**

Modeling Judgment Errors in Naturalistic Numerical Estimation -- Zou, Wanling (University of Pennsylvania); Bhatia, Sudeep (University of Pennsylvania)

Calculating Calculated Risks: Numeric Confidence and Risk Propensity -- MacDonald, Tyler (Ohio State University); Bjaelkebring, Par (Ohio State University); Peters, Ellen (University of Oregon)

The Influence of Numeric Precision in Donation Requests -- Angulo, Ashley (University of Oregon); Oppenheimer, Daniel (Carnegie Mellon University); Li, Jieming (University of Illinois-Urbana Champagne)

The Fear and Experience of Embarrassment Promote Antisocial Behavior -- Skowronek, Sam (University of Pennsylvania); Schweitzer, Maurice (University of Pennsylvania)

Predicting Preference from Attention: An Analysis with Prospect Theory -- Pachur, Thorsten (Max Planck Institute for Human Development)

How Skewness, Information, and Framing Shape Loss-Chasing and Overall Risk-Taking -- Kim, Jinwoo (Carnegie Mellon University); Imas, Alex (Carnegie Mellon University); Olivola, Christopher (Carnegie Mellon University)

Complex Choice -- Gurney, Nikolas (Carnegie Mellon University); Miller, John (Carnegie Mellon University; Santa Fe Institute)

Gerrymandering Attributes -- Feiler, Dan (Dartmouth College); Dannals, Jennifer (Dartmouth College)

Why (and When) Are Uncertain Price Promotions More Effective Than Equivalent Sure Discounts? -- Gaertig, Celia (Booth School of Business, University of Chicago); Simmons, Joseph P. (Wharton, University of Pennsylvania)

Predicting outcomes in a sequence of binary events: A belief-updating account of hot hand and gambler's fallacy judgment patterns -- Rao, Kariyushi (The University of Chicago Booth School of Business); Hastie, Reid (The University of Chicago Booth School of Business)

Searching more or less: The impact of value range on search behavior -- Teodorescu, Kinneret (Technion - Israel Institute of Technology); Roth, Yefim (University of Haifa)

Searching for the Tree and Missing the Forest: How Broadening Search Promotes Belief Updating -- Leung, Eugina (A.B. Freeman School of Business, Tulane University); Urminsky, Oleg (Booth School of Business, University of Chicago)

Pains and gains: Lose-now-gain-later intertemporal choices predict self-care behaviors -- Wade, Wade (University of British Columbia); Li, Ye (University of California-Riverside); Hardisty, David (University of British Columbia)

## **SJDM Morning Poster Session #1**

**Sunday 9:00-11:00 am with Continental Breakfast - Room 517ABC Level 5**

1. What we can learn from five field experiments that failed to shift commuter behavior  
Kristal, Ariella (Harvard University); Whillans, Ashley (Harvard University)
2. A demonstration of positive nudge-induced behavioral spillover  
Hedesström, Martin (University of Gothenburg); Patrik Michaelsen (University of Gothenburg); Lina Nyström (University of Gothenburg); Timothy J. Luke (University of Gothenburg); Lars-Olof Johansson (University of Gothenburg)
3. Increasing transparency may improve net effects of default nudges  
Nyström, Lina. (University of Gothenburg); Michaelsen, Patrik. (University of Gothenburg); Luke, Timothy J. (University of Gothenburg); Hedesström, Martin. (University of Gothenburg)
4. Using Partition Dependence to Nudge Household Savings  
Arundel, Patrycja K. (University of California, Los Angeles); West, Colin (University of California, Los Angeles); Ülkümen, Gülden (University of Southern California); Fox, Craig R. (University of California, Los Angeles)
5. Water Risk Literacy: Promoting Autonomy for Water Reuse Decisions  
Tanner, Braden (University of Oklahoma Department of Psychology); Feltz, Adam (University of Oklahoma Department of Psychology)
6. Nudging to reduce plastics waste in an office environment  
Luo, Yu (University of British Columbia); Zhao, Jiaying (University of British Columbia)
7. The Impact of Changing Enrollment Procedures on the Take-Up of Homecare Services among Holocaust Survivors  
Kondratjeva, Olga (Social Policy Institute, Washington University in St. Louis); Roll, Stephen (Social Policy Institute, Washington University in St. Louis); Mantzura, Odelia (IDC Herzliya); Grinstein-Weiss, Michal (Social Policy Institute, Washington University in St. Louis)
8. Giving support to the Oath Approach in Stated Preference Surveys Using a Lie Detector  
Crastes dit Sourd, Romain (Choice Modelling Centre, University of Leeds); Mahieu, Pierre-Alexandre (LEMNA, University of Nantes); Zawojcka, Ewa (Faculty of Economic sciences, University of Warsaw)
9. Unintentional Creations: How Unintentionality Can Increase Quality Perceptions of Creations  
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Desai, Nitisha (The Ohio State University); Fujita, Kentaro (The Ohio State University); Stillman, Paul (Yale School of Management); Krajbich, Ian (The Ohio State University)
153. Relational aspects of fairness – an analysis of the light and dark triad personality factors in the Ultimatum Game  
Heilman, Renata M. (Department of Psychology, Babes-Bolyai University, Cluj-Napo); Trif, Sabina R (Department of Psychology, Babes-Bolyai University, Cluj-Napo)
154. “Three is better than two”: Increasing donations with the attraction effect  
Pittarello, Andrea (Brooklyn College); Caserotti, Marta (University of Padova); Rubaltelli, Enrico (University of Padova)
155. Fourth Party Punishment: When, why, & how do people punish bystanders?  
Kaufmann, Lauren (University of Pennsylvania, Wharton); Chaudhry, Shereen (University of Chicago, Booth School of Business)
156. Minimal Territory Privilege  
Hoss, Anat. (Ben Gurion University); Gilead, Michael. (Ben Gurion University); Bereby-Meyer, Yoella. (Ben Gurion University)
157. Advice taking and psychological capital  
Snyder, Deirdre (Providence College); Rader, Christina (Colorado College)
158. Ownership Alters Learning and Beliefs About Products  
Hirshman, Samuel (Chicago Booth); Sussman, Abigail B. (Chicago Booth); Hartzmark, Samuel M. (Chicago Booth); Imas, Alex (Carnegie Mellon University)
159. Willingness to Travel: The Role of Purchase Type  
Urumutta Hewage, Ganga (Bryant University); He, Xin (University of Central Florida)
160. Intuition, Trust, and Analytics in Executive Decision Making  
Liebowitz, Jay (Harrisburg University of Science and Technology)



**SJDM Evening Poster Session #2**  
**Sunday 4:15-6:15 pm with Cash Bar - Room 517ABC Level 5**

1. Money Maker or Penny Pincher: On the Psychological Foundation of Poverty Traps  
Zhang, Luyao (Vienna University of Economics and Business); Jiang, Shuguang (Zhejiang University of Finance and Economics ); Wei, Qian (Shandong University)
2. Consciously motivated behaviors  
Exley, Christine L. (Harvard Business School); Hauser, Oliver P. (University of Exeter)
3. Menu Set Complexity and Investment Choice  
Scholl, Brian (U.S. Securities and Exchange Commission)
4. Choice Overload and Annuity Selection: Evidence from the Chilean Pensions System  
Searle, Pamela (Leeds University); Clacher, Iain (Leeds University); Ayton, Peter (City University of London)
5. Information Illusion: Placebic Information and Stock Price Estimates  
Oehler, Andreas (Bamberg University); Horn, Matthias (Bamberg University); Wendt, Stefan (Reykjavik University)
6. Incentivizing Streaks  
Mehr, Katie S (University of Pennsylvania); Silverman, Jackie (University of Delaware); Sharif, Marissa (University of Pennsylvania); Barasch, Alixandra (New York University); Milkman, Katherine L (University of Pennsylvania)
7. The Reward Recasting Effect: Foregoing Payments to Signal Pure Motives  
Kirgios, Erika (The Wharton School); Chang, Edward (The Wharton School); Levine, Emma (UChicago Booth); Milkman, Katherine (The Wharton School); Kessler, Judd (The Wharton School)
8. Nudging Savings Behavior Across Binary and Continuous Decisions  
De La Rosa, Wendy (Stanford Graduate School of Business); Simonson, Itamar (Stanford Graduate School of Business)
9. A Loss Frame and not a Social Norm Activates People to Adjust their Pensions  
Van Putten, Marijke (Leiden University); Potter van Loon, Rogier (Erasmus University, Rotterdam); Turlings, Marc (Achmea); Van Dijk, Eric (Leiden University)
10. Don't feed the trolls: are patents an effective tool for increasing innovation  
Lampert, Hodaya (Technion); Meir, Reshef (Technion); Teodorescu, Kinneret (Technion)
11. Reducing Burnout in Front Line Workers: A Field Experiment  
Linos, Elizabeth (UC Berkeley); Ruffini, Krista (UC Berkeley); Wilcoxon, Stephanie (Behavioral Insights Team)
12. Transitivity in gains and losses  
Niño, José M. (Faculty of Psychology, UNAM); Villalobos, Elena. (Faculty of Psychology, UNAM); Villarreal, Jesús M. (Faculty of Psychology, UNAM); Chávez, Adriana F. (Faculty of Psychology, UNAM); Lira, Frida M. (Faculty of Psychology, UNAM)
13. Trading off probability and reward in single-peaked preference tasks  
Maloney, Laurence T (New York University); Juni, Mordechai Z. (UCSB); Bercovitch, Denise (New York University); Gureckis, Todd M. (New York University)
14. Encouraging People to Drive Less: Experimental Evidence Based on Varying Fixed Costs and Fixed Costs  
Wang, Yan (Nanyang Technological University); Savani, Krishna (Nanyang Technological University, SIDM member); S., Viswanathan (Nanyang Technological University)
15. How Analysis of Big Data Can Inform the Upper Echelon Theory  
TKACIK, Marcel (University of Economics in Prague); HOUDEK, Petr (University of Economics in Prague)
16. Judgmental selection of forecasting models: algorithm aversion or algorithm appreciation?  
De Baets, Shari (Ghent University); Harvey, Nigel (University College London)
17. Overestimating the Visibility of Our Needs  
Jaroszewicz, Ania (Harvard University / Carnegie Mellon University)

18. Behavior and Decision-Making process in eCommerce, an interdisciplinary review  
Bolaños, Laura (Universidad Camilo José Cela); Visintin, Stefano (Universidad Camilo José Cela)
19. Heuristics and Voting Behavior in Multi-Winner Approval Voting  
Scheuerman, Jaelle (Tulane University); Harman, Jason L. (Louisiana State University); Mattei, Nicholas (Tulane University); Venable, K. Brent (Tulane University)
20. Can regret make us do better? The role of attitudes toward regret in repeated decision-making  
Huang, Yuqi (Tsinghua University); Sun, Pei (Tsinghua University); Han, Linfeng (Tsinghua University)
21. Regret and Disappointment are Differentially Associated with Norm Compliant and Norm Deviant Failures  
Tunc, Mehmet Necip (Tilburg University); Brandt, Mark J. (Tilburg University); Zeelenberg, Marcel (Tilburg University)
22. Emotional consequences of narcissism and maximizing tendency in dating choices  
Park, J. April (Fort Hays State University); Whitaker, Whitney (Fort Hays State University); Callis, Tanner (Fort Hays State University)
23. Self-focused imagination and the illusion of courage  
Kudo, Eriko (Tokyo Woman's Christian University); Hirano, Mayuko (Tokyo Woman's Christian University)
24. "It is possible" makes you "happy": The explicit and implicit associations between verbal probabilities and emotional valence  
Gu, Yuanqi (The University of Tokyo); Honda, Hidehito (Yasuda Women's University); Ueda, Kazuhiro (The University of Tokyo)
25. Bullshit Makes the Art Grow Profounder  
Turpin, Martin Harry (University of Waterloo); Kara-Yakoubian, Mane (University of Waterloo); Walker, Alexander C (University of Waterloo); Gabert, Nina N (University of Waterloo); Fugelsang, Jonathan A (University of Waterloo); Stolz, Jennifer A
26. The Central Role of Affect in Health Message Framing  
Mikels, Joseph A. (DePaul University); Young, Nathaniel A. (DePaul University)
27. How Different Encoding Processes Influence Confidence  
Maimone, Giulia (UCSD); Amir, On (UCSD); Karmarkar, Uma R. (UCSD)
28. Studies about Framing Effect. Compatibility in Language.  
Ruiz, Norma K. (Faculty of Psychology, UNAM); Niño, José M. (Faculty of Psychology, UNAM); Chávez, Adriana F. (Faculty of Psychology, UNAM)
29. Non-Gain and Non-Losses: an Elicitation of Preferences for Alternative Options.  
Fridman, Ilona (Duke University); Ubel, Peter (Duke University); Scherer, Laura (University of Colorado)
30. Encouraging Canadian Armed Forces prospects to continue with the application process  
Gooch, Steve (Department of National Defence); Kemp, Colin (Department of National Defence); Howell, Glen T. (Department of National Defence); O'Keefe, Damian (Department of National Defence); Sylvester, Benjamin (Department of National Defence)
31. Framing Fake News: Fuzzy-Trace Theory Accounts for Asymmetric Attribute-Framing Bias in Favorable and Unfavorable Outcomes  
Gamliel, Eyal (Ruppin Academic Center); Kreiner, Hamutal (Ruppin Academic Center)
32. Responsibility and accountability for decisions when flipping a coin  
Douneva, Maria (University of Basel, Switzerland); Jaffé, Mariela E. (University of Basel, Switzerland); Greifeneder, Rainer (University of Basel, Switzerland)
33. Formal hierarchy, control, and responsibility in group decision-making  
Behrend, Julia (Safety Research Air France); Koechlin, Etienne (Ecole Normale Supérieure Paris )
34. Reacting in rage: Transient anger's effect on polarization in policy preference  
Conell-Price, Lynn (Carnegie Mellon University); Heursen, Lea (Humboldt University of Berlin)
35. Emotion, Impatience, and Addictive Behavior  
Dorison, Charles (Harvard Kennedy School); Wang, Ke (Harvard Kennedy School); Rees, Vaughan (Harvard T.H.Chan School of Public Health); Kawachi, Ichiro (Harvard T.H.Chan School of Public Health); Ericson, Keith (Boston University Questrom School of Business); Lerner, Jennifer

36. Social Debt Sharing Characterizes Communal Relationship  
Peng, Cong (Tilburg University); Nelissen, Rob (Tilburg University); Zeelenberg, Marcel (Tilburg University)
37. The Connection Between Racism and Depression  
Sacchet, Cameron J (St. John's University); Chesney, Dana (St. John's University)
38. The Effect of Social Anxiety on Dysfunctional Attitudes  
Zahura, Syeda (St. John's University); Chesney, Dana (St. John's University)
39. Partners in crime: Gratitude increases corrupt collaboration  
Wang, Ke (Harvard University); Moore, Molly (Harvard University); Lerner, Jennifer S. (Harvard University)
40. Repeated donation decisions: consistency versus regulatory mechanisms  
Shlefer, Shirley (Ben Gurion University); Kogut, Tehila (Ben Gurion University)
41. When less is enough: The relationship between prosocial effort and moral character judgments  
Berry, Zachariah (Cornell University); Lucas, Brian (Cornell University)
42. Morality of autonomous vehicles, the role of guilt and openness to new technologies  
Pieńkosz, Damian (Maria Curie Skłodowska University); Bialek, Michał (University of Waterloo, Akademia Leona Koźmińskiego)
43. Economic Punishment for Unethical Behavior  
Blaywais, Reut (Ben-Gurion University of the Negev); Haran, Uriel (Ben-Gurion University of the Negev); Rosenboim, Mosi (Ben-Gurion University of the Negev)
44. Better the Devil you Know Than the Devil you Don't: Predictability Influences Moral Judgments  
Walker, Alexander C. (University of Waterloo); Turpin, Martin H. (University of Waterloo); Bialek, Michal (University of Waterloo); Fugelsang, Jonathan A. (University of Waterloo)
45. Foreign language reduces sensitivity to consequences and norms without affecting general action tendencies  
Paruzel-Czachura, Mariola (University of Silesia in Katowice); Bialek, Michal (Kozminski University in Warsaw); Gawronski, Bertram (University of Texas at Austin)
46. Relative deprivation increases altruistic giving for personal benefit  
Sahai, Abhishek (Indian Institute of Technology Gandhinagar); Manjaly, Jaison A. (Indian Institute of Technology Gandhinagar)
47. Communal and agentic narcissism, and their roles in moral decision making  
He, Ning (Shaanxi Normal University); Goodie, Adam S. (University of Georgia); Li, Hangzhou (Shaanxi Normal University); Edmonds, Sarah B. (University of Georgia)
48. Market mindset impacts moral decisions: The exposure to market relationships makes moral choices more utilitarian by means of proportional thinking  
Zaleskiewicz, Tomasz (SWPS University of Social Sciences and Humanities); Gasiorowska, Agata (SWPS University of Social Sciences and Humanities); Korotusz, Przemyslaw (SWPS University of Social Sciences and Humanities); Tomczak, Pawel (SWPS University of Social Sciences and Humanities); Kuzminska, Anna (University of Warsaw)
49. Moral appraisals and punitive decisions of regular vs. autonomous car drivers  
Schurr, Amos (Ben-Gurion University); Moran, Simone (Ben-Gurion University)
50. Eye Movements Increase Utilitarian Responding in Moral Dilemmas but Only for Certain Individuals  
Clarkson, Evan (The University of Toledo); Dr. Jasper, John (The University of Toledo)
51. Competence in Moral Decision-Making is Related to Feelings of Anger, Expression and Control  
LaFollette, Kyle (University of Arizona Department of Psychiatry); Botello, Renata (University of Arizona Department of Psychiatry); Satterfield, Briann C. (University of Arizona Department of Psychiatry); Lazar, Michael (University of Arizona Department of Psychiatry); Killgore, William D. S. (University of Arizona Department of Psychiatry)
52. Moral Decision Making and Perspective Taking in Autistic Adults  
Jasper, John D. (University of Toledo); Clarkson, Evan (University of Toledo); Rose, Jason (University of Toledo)
53. Tough Choices are Good to Make: The Effects of Agency and Time on Moral Responsibility  
Malter, Maayan (Columbia University); Kim, Seung Eun (Columbia University); Metcalfe, Janet (Columbia University)

54. Voluntary promises reduce cheating in adolescents  
Woike, Jan Kristian (ARC, MPI for Human Development, Berlin); Sunderarajan, Jahnvi (Faculty of Education and Psychology, Freie Universität Berlin); Kanngiesser, Patricia (Faculty of Education and Psychology, Freie Universität Berlin)
55. Deliberate Ignorance and Image Concerns: Self and Social  
Moyal, Adiel (The Hebrew University of Jerusalem); Choshen-Hillel, Shoham (The Hebrew University of Jerusalem); Ritov, Ilana (The Hebrew University of Jerusalem)
56. Unfair but Also Unbiased: How Consumer Acceptance of Price-Setting Algorithms Depends on the Basis of Price Discrimination  
Duani, Nofar (New York University); Barasch, Alixandra (New York University); Morwitz, Vicki (New York University)
57. Zero-sum beliefs and racial wealth inequality  
Tepper, Stephanie J. (Cornell University); Krosch, Amy R. (Cornell University)
58. Value Pricing and Distributional Concerns  
Zallot, Camilla (Erasmus University Rotterdam); Paolacci, Gabriele (Erasmus University Rotterdam); Bhattacharjee, Amit (Erasmus University Rotterdam)
59. Deliberation Enhances Endorsements of the “Maximin” Allocation (as Opposed to the Egalitarian Allocation) in Third-party Distributive Decisions  
Ueshima, Atsushi (The University of Tokyo); Kameda, Tatsuya (The University of Tokyo)
60. Motivational Orientation to Gains and Losses Across Adulthood  
Horn, Sebastian S. (University of Zurich); Freund, Alexandra M. (University of Zurich)
61. The Subjective Experience of Goal Failure: How Choosing the Lesser Evil Eradicates the Negative Consequences of Goal Failure  
Sobol, Kamila (John Molson School of Business, Concordia University); Robitaille, Nicole (Smith School of Business, Queen’s University); Walsh, Darlene (John Molson School of Business, Concordia University)
62. I don’t have enough time to be honest: Time constraints and cheating behavior.  
Danaj, Eriselda (IESE Business School); Reutskaja, Elena (IESE Business School); Vaccaro, Antonino (IESE Business School)
63. On-and-off Track: How (Broken) Streaks Affect Future Behavior  
Silverman, Jackie (University of Delaware); Barasch, Alixandra (New York University)
64. The Goal Characteristics (GC) questionnaire: A comprehensive measure for goals’ content, attainability, interestingness, and usefulness  
Iwama, Gabriela Y. (Max Planck Institute for Intelligent Systems); Wirzberger, Maria (Max Planck Institute for Intelligent Systems); Lieder, Falk (Max Planck Institute for Intelligent Systems)
65. What Are My Options? Option Generation in a Context of Potential Sexual Assault  
Yu, Karen (Sewanee: The University of the South); Castillo Gomez, Julia (Sewanee: The University of the South); Scott, Ethan (Sewanee: The University of the South)
66. Investigating the Influences of Numeracy, Affect, and Instruction Set on a Ratio-Bias Task  
Voss Jr., Raymond P. (Purdue University - Fort Wayne); Gator-Bitting, Devin (Purdue University - Fort Wayne); Johnson, Eryk L. (Purdue University - Fort Wayne); King, Katerina (Purdue University - Fort Wayne); Blaettner, Isabella M. (Purdue University - Fort Wayne); Whitcraft, Allison, Purdue University - Fort Wayne
67. When Numeracy can Blind: Computations as a Distraction to Understanding  
Lawson, M. Asher (Duke University); Larrick, Richard (Duke University); Soll, Jack (Duke University)
68. Communicating a Coastal Crisis: Issue Presentation’s Influence on Environmental Attitudes and Behavior  
Goodwin, Raleigh (University of Oregon); Harman, Jason (Louisiana State University)
69. Avoiding Information to Protect Privately and Socially Determined Self-Image  
Arroyos-Calvera, Danae (University of Birmingham); McDonald, Rebecca (University of Birmingham); Read, Daniel (University of Warwick); Rigal, Bruce (St Mary University)
70. Audience Influence on Health Information Avoidance  
Lipsey, Nikolette P. (North Carolina State University); Shepperd, James A. (University of Florida)

71. Can motivational variables affect inter-temporal decision making?  
Jeeyoun, Kim (Ajou university); Seonhee, Choi (Ajou university); Kyungil, Kim (Ajou university)
72. Types of cursor trajectories in Likert type rating decisions  
Shiina, Kenpei (Waseda University)
73. Comparing yourself to your bleak past and rosy future: present selves look better (worse) after evaluating past (future) selves  
Hillman, James G. (Queen's University); Hauser, David (Queen's University )
74. Beliefs about animal beauty as determinants of animal conservation need  
Simonyan, Yvetta (University of Bath); Varzhapetyan, Anna (Beechen Cliff School)
75. A Relational Mindset: Choosing for Others Increases Weight of Comparative Utility  
Lu, Jingyi (East China Normal University); Shang, Xuesong (East China Normal University)
76. Investigating Everyday Mistakes  
Kovacs, Marton (Institute of Psychology, ELTE, Eotvos Lorand University, Bud); Aczel, Balazs (Institute of Psychology, ELTE, Eotvos Lorand University, Bud); Peter, Szecsi (Institute of Psychology, ELTE, Eotvos Lorand University, Bud); Barnabas, Szaszi (Institute of Psychology, ELTE, Eotvos Lorand University, Bud); Bence, Bago (IAST, Toulouse School of Economics)
77. With Neither a Crowd nor a Referee: Is there Home Advantage in Chess?  
Zak, Uri (The Hebrew University of Jerusalem); Avrahami, Judith (The Hebrew University of Jerusalem); Kareev, Yaakov (The Hebrew University of Jerusalem)
78. Repeated practice and feedback have minimal impact on the bat-and-ball problem  
Raoelison, Matthieu T.S. (Université de Paris, LaPsyDÉ, CNRS, F-75005 Paris, France); Janssen, Eva M. (Utrecht University, Department of Education, P.O. Box 80140,); De Neys, Wim (Université de Paris, LaPsyDÉ, CNRS, F-75005 Paris, France)
79. Considering the Opposite is not an Effective Strategy for Reducing Anchoring Effects: Conceptual Replications of Mussweiler, Strack, and Pfeiffer (200  
Smith, Andrew R. (Appalachian State University)
80. Confirmation Bias in Graphical Displays  
Xiong, Cindy (Northwestern University); Lee, Elsie (Northwestern University); Franconeri, Steven (Northwestern University)
81. The structure of information provision affects current and future decision strategy utilisation.  
Qing, Han (University of Bristol); Casimir, Ludwig (University of Bristol); Susanne, Quadflieg (University of Bristol)
82. Future events seem less likely in a foreign language  
Geipel, Janet (University of Chicago); Cai, Rendong (Guangdong University of Foreign Studies); Han, Wenjie (University of Chicago); Keysar, Boaz (University of Chicago)
83. The Complementarity Heuristic: An interpretive response to joint estimation tasks  
Hauser, Ryan (Yale School of Management); Frederick, Shane (Yale School of Management)
84. Lay Statistics and Advice-Taking: Do people understand the wisdom of small crowds?  
Fernandez-Duque, Diego (Villanova)
85. Wishful Thinking Beyond Dichotomous Outcomes  
Smith, Cassandra L. (The Ohio State University); Smith, Andrew R. (Appalachian State University); Windschitl, Paul D. (University of Iowa)
86. Forewarning Does Not Increase Adjustment From Self-Generated Anchors: Failures to Replicate Epley and Gilovich (2005)  
Norris III, Victor L. (Appalachian State University); Smith, Andrew R. (Appalachian State University)
87. Is the Wisdom of the Inner Crowd Effect A Generalizable Phenomenon?  
Bowen, Dillon (The Wharton School); Simmons, Joseph (The Wharton School); Gaertig, Celia (Chicago Booth School of Business)
88. The Supremacy of Predictive Agency Over Causal Agency  
Shiri, Amin (University of Alberta); Häubl, Gerald (University of Alberta)

89. Preference for Predicting One-Shot Random Events  
Fei, Lin (University of Chicago Booth School of Business); Dietvorst, Berkeley (University of Chicago Booth School of Business)
90. Is anybody listening? People do not detect listening accurately during live conversation  
Minson, Julia A. (Harvard University); Collins, Hanne K. (Harvard University); Kristal, Ariella K. (Harvard University); Wood Brooks, Alison (Harvard University)
91. Naturals and Strivers: Do People Prefer the Innately Gifted as Their Trainers?  
Tolsa-Caballero, Nuria (UCL); Tsay, Chia-Jung (UCL)
92. Response Dynamics of the Police Officer's Dilemma: The Role of Time Pressure and Cue Presentation Order as Attenuating Factors of Bias  
Frame, Mary (Wright State University); Dandignac, Mitchell (Miami University); Davidson, Lauren (Miami University); Drew, Anthony (Miami University); Johnson, Joseph (Miami University); Pettit, Elizabeth (Miami University)
93. The market efficiency of bets on Swedish harness racing  
Almqvist, Gustav (Stockholm School of Economics)
94. Communication of Science News  
Anglin, Stephanie (Hobart and William Smith Colleges); Drummond, Caitlin (University of Michigan); Downs, Julie (Carnegie Mellon University)
95. Information Sampling and the Dynamics of Group Polarization  
Konovalova, Elizaveta (Max Planck Institute For Human Development); Le Mens, Gael (Universitat Pompeu Fabra)
96. Are Decisions While 'Thinking of Being in a Group' Similar to Those of Actually 'Being in a Group'?  
Hinsz, Verlin B. (North Dakota State University); Semanko, Anna M. (North Dakota State University); Young, Gracynn R. (North Dakota State University)
97. Party Over Product: The Exaggerated Use of Political Cues in Apolitical Decisions for Others  
Pomerance, Justin (University of Colorado, Boulder); Van Boven, Leaf (University of Colorado, Boulder)
98. Social media search volume predicts political bias and election landslides across U.S. counties  
Ma-Kellams, Christine (San Jose State University); Cervantes-Gonzalez, Fabio (University of La Verne)
99. On the belief that beliefs should change according to evidence: Implications for conspiratorial, moral, paranormal, political, religious, and science  
Pennycook, Gordon (University of Regina); Cheyne, James A (University of Waterloo); Koehler, Derek (University of Waterloo); Fugelsang, Jonathan (University of Waterloo)
100. Truth detection in social media following extreme events  
Byrd, Katie (University of Southern California); Mengtian, Zhao (University of Southern California); John, Richard S. (University of Southern California)
101. Cross-cultural comparisons between US and Chinese college students on broad-based probability judgment biases  
Goodie, Adam S. (University of Georgia); He, Ning (Shaanxi Normal University); Edmonds, Sarah B. (University of Georgia); Li, Hangzhou (Shaanxi Normal University)
102. Pseudocertainty, the 100% Effect, and Numeracy  
Silverstein, Michael (University of Oregon); Bjaelkebring, Par (The Ohio State University); Bhardwaj, Shivangi (The Ohio State University); MacDonald, Tyler (The Ohio State University); Peters, Ellen (University of Oregon)
103. The foreign language effect and transitivity of preferences  
Domurat, Artur (Kozminski University); Muda, Rafał (Maria Curie Skłodowska University); Białek, Michał (Kozminski University)
104. Willingness to self-sacrifice for greater good when using a foreign language  
Muda, Rafal (Maria Curie-Skłodowska University); Białek, Michał (University of Waterloo)
105. Do individuals selectively engage their analytical reasoning abilities?  
Drummond, Caitlin (University of Michigan); Anglin, Stephanie (Hobart and William Smith Colleges); Broomell, Stephen B. (Carnegie Mellon University)

106. Biased Information Encoding Influences Both Gist and Verbatim Postdecision Memory for Attribute Information  
Falco, David E. (Ohio State University); Erford, Breann M. (Ohio State University); DeKay, Micheal L. (Ohio State University)
107. Exploring Autism Spectrum Conditions as an Individual Difference in Context Effects in Choice  
Pettibone, Jonathan C (Southern Illinois University Edwardsville)
108. Cortisol. James Cortisol  
Prochazka, David Anthony (University of Economics in Prague)
109. Self-serving optimism in hedonic prediction: People believe in a bright future for themselves and their friends, but not for their enemies  
Sjåstad, Hallgeir (SNF at Norwegian School of Economics); Skard, Siv (Norwegian School of Economics); Thorbjørnsen, Helge (Norwegian School of Economics); Norman, Elisabeth (University of Bergen)
110. Children, Like Adults, Underestimate the Positive Impact of their Random Acts of Kindness  
Echelbarger, Margaret (University of Chicago); Epley, Nicholas (University of Chicago)
111. Measuring Uniqueness in Open-ended Response Tasks  
Burns, Zachary C. (University of San Francisco); Jaeger, Garrett J. (LEGO Foundation)
112. Induced Value for Personal Data in Controlled Laboratory Environments - An Experimental Testbed for Revealed Privacy Decision-making  
Fast, Victoria (University of Passau); Schnurr, Daniel (University of Passau)
113. Selection effects on dishonest behavior: Do experiments on dishonesty have external validity?  
Houdek, Petr (University of Economics, Prague); Bahník, Štěpán (University of Economics, Prague); Vranka, Marek (University of Economics, Prague); Hudík, Marek (University of Economics, Prague)
114. A Consensus-Based Transparency Checklist for Social and Behavioral Researchers  
Szasz, Barnabas (ELTE, Eötvös Loránd University.); Aczel, Balazs (ELTE, Eötvös Loránd University.); Sarafoglou, Alexandra (University of Amsterdam.); Kekecs Zoltan (ELTE, Eötvös Loránd University.); Kucharský, Simon (University of Amsterdam.); Wagenmakers, Erik-Jan
115. Coherence Weighting Versus Coherentizing In Parkinson's Disease Forecasts  
Kane, Patrick B (McGill University); Kimmelman, Jonathan (McGill University); Benjamin, Daniel (University of Southern California)
116. Using Crowd Consensus to Guide Forecast Aggregation Strategy  
Haravitch, Lucas J (University of Southern California); Benjamin, Daniel M (Information Sciences Institute, USC)
117. Trust Cue Substitution: Naturalness as a Signal of Trustworthiness  
Linder, Jessica (Washington University in St. Louis, Olin Business School); Scott, Sydney (Washington University in St. Louis, Olin Business School)
118. Belief in the Infallibility of Intuitions and Trust of Lifestyle Branding  
Stein, Randy (Cal Poly Pomona); Sarraf, Michelle (Cal Poly Pomona)
119. Shared provenance = more trustworthy? An investigation of Montrealers' trust attributions towards different accents  
Bossard, Erica (McGill University (SCSD)); Caballero, Jonathan A. (McGill University (SCSD)); Pell, Marc D. (McGill University (SCSD))
120. Exploring Advice-Seeking in Workplace Decisions  
Dovel, Jordan (BGSU); Brooks, Margaret (BGSU)
121. "Motivated search" and judgment formation– the implications of motivated reasoning for the design of public information webpages.  
Julienne, Hannah (Economic and Social Research Institute, Dublin); Robertson, Deirdre (Economic and Social Research Institute, Dublin); Lunn, Pete (Economic and Social Research Institute, Dublin)
122. Beliefs about the God of the other promote prosociality: Experimental results from Israel and Palestine  
Shackleford, Crystal (The New School); Pasek, Michael (ARTIS International; The New School); Vishkin, Allon (Hebrew University Jerusalem); Ginges, Jeremy (ARTIS International; The New School)

123. Does Lying Repair My Relationship When I Feel Guilty? Asymmetric Perceptions in Transgressors and Victims about Prosocial Deception  
Shike, Li (IE Business School); Kriti, Jain (IE Business School)
124. Prescribing Optimism and Accuracy: A Replication and Extension of Armor, Massey, and Sackett (2008)  
Miller, Jane E. (University of Iowa); Park, Inkyung (University of Iowa); Smith, Andrew R. (Appalachian State University); Windschitl, Paul D. (University of Iowa)
125. Perceived credibility of forecasts: Effects of probability format, probability level, and forecast accuracy  
Mandel, David R. (DRDC); Collins, Robert N. (DRDC)
126. Who to trust? Improving expert judgements with the IDEA protocol  
Hemming, Victoria (The University of British Columbia)
127. Fake news, fast and slow: Deliberation reduces belief in false (but not true) news headlines  
Bago, Bence (Institute for Advanced Study in Toulouse); Rand, David G. (Massachusetts Institute of Technology); Pennycook, Gordon (University of Regina)
128. Using the Negotiation Process to Pursue Ulterior Motives  
Kang, Polly (Wharton); Anand, Krishnan (Eccles School of Business); Feldman, Pnina (Questrom School of Business); Schweitzer, Maurice (Wharton)
129. Vaccination Decision Determinant Among Mothers in Nigeria  
Adeyanju, Collins G. (University of Erfurt)
130. Global-Local Incompatibility: The Misperception of Reliability in Judgment Regarding Global Variables  
Broomell, Stephen B. (Carnegie Mellon University)
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