



ISS Judgment, Decision Making, and Social Behavior Theme Project
Activities Compilation 2009-2012
(Revised 3.28.12)

Funding Awards and Fellowships

The ISS Judgment Project's faculty fellows have been awarded over \$3,293,193 in funding and fellowship awards from the start of their project's term in July 2009 through March 2012.

\$29,000: V.F. Reyna & Just (Co-PI), United States Department of Agriculture, De-stigmatizing fruits and vegetables in school cafeterias, 9/1/2009 – 9/30/2011.

\$756,523: V.F. Reyna (PI) & C.J. Brainerd (PI), National Institutes of Health (National Institute on Aging), Low-burden tools for improving prediction and diagnoses of cognitive impairment, 9/30/2009 – 8/31/2011.

\$148,500: V.F. Reyna (PI), United States Department of Agriculture (National Institute of Food and Agriculture), Reducing risk-taking in adolescence using gist-based curricula, 10/1/2009 – 9/30/2012.

\$405,793: D.J. Benjamin (PI), NIH/NIA, Measuring Preferences Needed to Guide Saving and Investing for Retirement (R21 AG037741), 08/15/2010 – 07/31/12.

\$322,550: Levon Barseghyan (PI), Francesca Molinari (Co-PI), and Ted O'Donoghue (Co-PI), NSF, An Empirical Investigation into the Nature of Risk Preferences, 9/1/2010 – 8/31/2013.

\$76,867: V.F. Reyna, (PI), United States Department of Agriculture (National Institute of Food and Agriculture), Building research-community partnerships to reduce risk-taking in adolescence, 10/1/2010 – 9/30/2013.

\$51,750: D.J. Benjamin (PI), NSF, Workshop for the Formation of a Social Science Genetic Association Consortium (EAGER), 10/15/2010 – 09/30/11.

Peter Enns, 2011-2012 Visiting Research Associate Scholar, Center for the Study of Democratic Politics, Princeton University.

D.J. Benjamin, 2011-2012, I am a Visiting Fellow in Aging Research at the National Bureau of Economic Research in Cambridge, MA

\$474,083: M.S. Kimball (PI) and D.J. Benjamin (Co-PI), NIH/NIA, Using the Dynamics of Happiness to Measure the Subjective Importance of Events (R01 AG040787), 09/01/2011 - 06/30/2016.

\$47,499: D.J. Benjamin (PI), NIH/OBSSR, Supplement for "Workshop for the Formation of a Social Science Genetic Association Consortium" (EAGER), 09/21/2011 - 03/31/2013.

Emily Owens, 2012 Visiting Fellow, the Police Foundation, Washington, DC.

\$77,766: Peter Enns, Russell Sage Foundation, "The Great Recession and State Criminal Justice Policy: Explaining the Unexpected," 2012.

\$603,710: M. Johannesson (PI), D.A. Cesarini (Co-PI), Phil Koellinger (Co-PI), and D.J. Benjamin (Co-PI), The Ragnar Söderberg Foundation, Genoeconomics (E9/11), 01/01/12 - 12/31/14.

\$30,700: M. Rabin (Project Leader), D.J. Benjamin (Investigator), NIH/NIA, Finding Out What People Believe (P30 AG012839 supplement), 04/01/12 – 03/31/12.

D.J. Benjamin, Spring 2013, Faculty Fellow, Institute for the Social Sciences, Cornell University.

Graduate Student Team

The ISS Judgment Project's faculty fellows created a team of select graduate students to catalyze further interactions between economists and psychologists by developing interdisciplinary links between graduate students and faculty and between graduate students and other graduate students.

Phil Armour, Economics
Priscila Brust, Human Development
Christina Chick, Human Development
Jeremy Cone, Psychology
Jonathan Corbin, Human Development
Jun Fukukura, Psychology
Erik Helzer, Psychology
Ahmed Jaber, Economics
Youcef Msaid, Economics
Alex Rees-Jones, Economics
Emily Rosenzweig, Psychology
Nichole Szembrot, Economics
Brandon Tripp, Economics
Evan Wilhelms, Human Development

Courses

The ISS Judgment Project's faculty fellows taught 14 theme-related courses 33 times during the course of their term.

Behavioral Economics (Econ 3580): Ted O'Donoghue - Spring 2010, Spring 2011 & Fall 2011
Behavioral Economics II (Econ 7585): Dan Benjamin - Fall 2010 & Fall 2012
Contemporary American Jury (Law 7162): Valerie Hans - Spring 2011
Empirical Research (HD 4010): Valerie Reyna - Fall 2009, Spring 2010, Fall 2010, Spring 2011, Fall 2011 & Spring 2012
Empirical Research (HD 7010): Valerie Reyna - Fall 2009, Spring 2010, Fall 2010, Spring 2011, Fall 2011 & Spring 2012
Introduction to Personality Psychology: Vivian Zayas - Fall 2009 & Fall 2011
Laboratory for Risk and Rational Decision Making (HD 4200): Valerie Reyna - Spring 2010
Psychology & Economic Theory (Econ 7580): Ted O'Donoghue - Spring 2010 & Spring 2012
Psychology and the Law (Psych 2650): David Dunning - Fall 2009
Research in Risk and Rational Decision Making (HD 6020): Valerie Reyna - Spring 2010 & Spring 2011
Research Methods in Psychology (Psych 4910): Vivian Zayas - Spring 2010 & Spring 2012
Social and Cognitive Psychology for Lawyers (Law 6823): Jeffrey Rachlinski - Spring 2010
The Self (Psych 4850): David Dunning - Spring 2010
Translational Research on Decision Making (HD 4250): Valerie Reyna - Fall 2009, Fall 2010 & Fall 2011

Selected Outreach

The ISS Judgment Project's faculty fellows presented their work to diverse professional and lay audiences on campus, across the nation, and around the world during the course of their term.

Daniel Benjamin. Presented on behavioral economics to NICHD (National Institute of Child Health and Development) seed grantees on August 9-10, 2010, and the US Navy CNO Strategic Studies Group, Sept. 14, 2010.

David Dunning. Presented "Trusting others: Its emotional and social, rather than its economic, underpinnings" at the joint conference of the International Association for Research in Economic Psychology and the Society for the Advancement of Behavioral Economics, Cologne, Germany, September 2010.

David Dunning. Presented "Why people fail to recognize their own incompetence: Implications for gerontological education and health," Association for Gerontology in Higher Education, San Antonio, TX, February 2009.

Selected Outreach

Valerie Hans. Member, New York Jury Demographics Working Group, Office of Court Research, State of New York, 2009-2011.

Valerie Hans. Member, Fellowship Advisory Board of the Law and Social Science Dissertation Fellowship and Mentoring Program, National Science Foundation, (NSF grant SES-0719602, years 2008-2012).

Valerie Hans. Member, Advisory Commission to the Standing Committee on Public Education, American Bar Association, 2009-2011.

Ori Heffetz. Presentation of co-authored research on happiness, Cornell Minds Matter series, Ithaca, NY, March 9, 2012.

Ted O'Donoghue. Presented at lecture series to introduce behavioral economics to young faculty and graduate students at 1st Asia Summer Institute in Behavioral Economics. National University of Singapore, July 26 - August 6, 2010.

Emily Owens. Presented on sentencing at Writer's Bloc (Cornell student incarceration awareness group), April 7, 2011.

Jeffrey Rachlinski. Presented research on judgment and decision making in trial judges to appellate judges, trial judges, and lawyers at 35 different workshops between October 2009 and May 2012.

Valerie Reyna. Presented on Risk and financial decision making at the National Extension Association of Family & Consumer Sciences, Ithaca, NY, September 9, 2010.

Valerie Reyna. Presented on "Risky decision making in adolescence" at Ithaca High School, Ithaca, NY, April 2010.

Valerie Reyna. Invited presentation, Cornell on the Road, "Risky decision making and the brain." Rochester, NY, November 10, 2011

Valerie Reyna. Presented at "Big Red by the Bay" and other Cornell Development events, San Francisco, CA, March 18, 2010.

Publications

The ISS Judgment Project's faculty fellows have produced 85 publications from the start of their project's term in 2009 through March 2011.

Benjamin, Daniel J., and Jesse M. Shapiro. (2009). Thin-slice forecasts of gubernatorial elections. *Review of Economics and Statistics*, 91(3), 523-536.

Benjamin, Daniel J. Review of Free Market Madness: Why Human Nature Is at Odds with Economics---And Why It Matters by Peter A. Ubel (2009). *Journal of Economic Literature*, 67, 29-31.

Brainerd, C. J., Reyna, V. F., & Howe, M. L. (2009). Trichotomous processes in early memory development, aging, and neurocognitive impairment: A unified theory. *Psychological Review*, 116, 783-832.

Carlson, S. M., Zayas, V., & Guthormsen, A. (2009). Neural Correlates of Decision Making on a Gambling Task. *Child Development*, 80, 1076-1096.

Critcher, C. R., & Dunning, D. (2009). Egocentric pattern projection: How implicit personality theories recapitulate the geography of the self. *Journal of Personality and Social Psychology*, 97, 1-16.

Critcher, C. R., & Dunning, D. (2009). How chronic self-views influence (and mislead) self-evaluations of performance: Self-views shape bottom-up experiences with the task. *Journal of Personality and Social Psychology*, 97, 931-945.

Publications, Continued

- Croom, K., Lewis, D., Marchell, T., Lesser, M.L., Reyna, V. F., Kubicki-Bedford, L., Feffer, M., & Staiano-Coico, L. (2009). Impact of an online alcohol education course on behavior and harm for incoming first-year college students: Short-term evaluation of a randomized trial. *Journal of American College Health, 57* (4), 445-454.
- Dunning, D. (2009). Misbelief and the neglect of environmental context. *Brain and Behavioral Sciences, 32*, 517-518.
- Dunning, D. (2009). Self-discovery. In G. R. Goethals and J. T. Wren (Eds.), *Leadership and discovery*, 101-120. New York: Palgrave Macmillan.
- Estrada, S. M., Reyna, V. F., & Mills, B. A., (2009). Developmental theories in medical decision making. In Kattan, M. (Eds.) *Encyclopedia of Medical Decision Making(pp.376-379)*. California: SAGE Publications.
- Fetchnhauer, D., & Dunning, D. (2009). Do people trust too much or too little? *Journal of Economic Psychology, 30*, 263-276.
- Holliday, R. E., Brainerd, C. J., Reyna, V. F., & Humphries, J. E. (2009). The cognitive interview: Research and practice across the lifespan. In R. Bull, T. Valentine, & T. Williamson (Eds.), *Handbook of psychology of investigative interviewing: Current developments and future directions*, 137-160. New York: Wiley and Sons.
- Lloyd, F. J., & Reyna, V. F. (2009). Clinical gist and medical education: Connecting the dots. *Journal of the American Medical Association, 302* (12), 1332-1333.
- Odegard, T. N., Cooper, C. M., Lampinen, J. M., Reyna, & V. F., & Brainerd, C. J. (2009). Children's eyewitness memory for multiple real-life events. *Child Development, 80*, 1877-1890 .
- Reyna, V. F., & Casillas, W. (2009). Development and dual processes in moral reasoning: A fuzzy-trace theory approach. In B. H. Ross (Series Ed.) & D.M. Bartels, C.W. Bauman, L. J. Skitka, & D. L. Medin (Eds.), *Psychology of learning and motivation*. vol. 50, *Moral judgment and decision making*, 207-239. San Diego, CA: Academic Press.
- Reyna, V. F., Estrada, S. M., & Mills, B. A. (2009). Fuzzy trace theory. In Kattan, M. (Eds.) *Encyclopedia of Medical Decision Making, 520-521*. California: SAGE Publications.
- Reyna, V. F., Nelson, W., Han, P., & Dieckmann, N. F. (2009). How numeracy influences risk comprehension and medical decision making. *Psychological Bulletin, 135*, 943-973.
- Balcetis, E., & Dunning, D. (2010). Wishful seeing: More desired objects are seen as closer. *Psychological Science, 21*, 147-152.
- Balcetis, E., & Dunning, D. (2010). Wishful seeing: Motivational influences on visual perception of the physical environment. In E. Balcetis & D. Lassiter (Eds.), *The social psychology of sight, 77-102*. New York: Psychology Press.
- Benjamin, Daniel J., James J. Choi, and A. Joshua Strickland (2010). Social identity and preference. *American Economic Review, 100*(4), 1913-1928.
- Brainerd, C. J., Holliday, R. E., Reyna, V. F., Yang, Y., & Toglia, M. P. (2010). Developmental reversals in false memory: Effects of emotional valence and arousal. *Journal of Experimental Child Psychology, 107*(2), 137-154.
- Brainerd, C. J. & Reyna, V.F. (2010). Recollective and nonrecollective recall. *Journal of Memory and Language, 63*(3), 425-445.

Publications, Continued

Brainerd, C. J., & Reyna, V. F., Aydin, C. (2010). Remembering in contradictory minds: Disjunction fallacies in episodic memory. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 36(3), 711-735.

Brainerd, C. J., Reyna, V. F., & Holliday, R. E. Development of recollection: A fuzzy-trace theory perspective. In S. Ghetti & P. J. Bauer (Eds.), *Origins and development of recollection: Perspectives from psychology and neuroscience*. New York: Oxford University Press.

Chick, C., Pardo, S., Reyna, V.F. & Goldman, D. (2010). Decision making (individuals). *Encyclopedia of Human Behavior*, 6th ed. San Diego, CA: Elsevier Academic Press.

Critcher, C. R., Dunning, D., & Armor, D. A. (2010). When self-affirmation reduces defensiveness: Timing is key. *Personality and Social Psychology Bulletin*, 36, 947-959.

Critcher, C. R., Helzer, E. G., & Dunning, D. (2010). Self-enhancement via redefinition: Defining social concepts to ensure positive views of self. In M. D. Alicke, & C. Sedikides (Eds.), *Handbook of self-enhancement and self-protection*, 69-91. New York: Guilford.

Croom, K., Staiano-Coico, L., Lewis, D., Lesser, M.L., Reyna, V.F., Marchell, T., Frank, J., & Ives, S. Short-term effectiveness of alcohol-wise: A randomized trial of incoming first year students at rural private and urban public university in the northeast. *Journal of Studies on Alcohol and Drugs*.

Dunning, D. (Ed.) (2010). *Social motivation*. New York: Psychology Press.

Dunning, D. (2010). Social motivation: Some introductory notes. In D. Dunning (ed.) *Social motivation*, 1-10. New York: Psychology Press.

Dunning, D., & Fetchenhauer, D. (2010). Trust as an expressive rather than an instrumental act. In S. Thye & E. Lawler (Eds.) *Advances in group processes*, vol. 27, 97-127. New York: Emerald.

Dunning, D., & Fetchenhauer, D. (2010). Understanding the psychology of trust. In D. Dunning (ed.) *Social motivation*, 147-170). New York: Psychology Press.

Geary, D.C., Berch, D.B., Boykin, A. W., Embretson, S., Reyna, V., & Siegler, R. S. Learning mathematics: Findings from the National (United States) Mathematics Advisory Panel. In N. Canto (Ed.), *Issues and proposals in mathematics education*. Lisbon, Portugal: Gulbenkian.

Holliday, R. E., Brainerd, C. J., & Reyna, V. F. Developmental reversals in false memory: Now you see them, now you don't! *Developmental Psychology*, 107(2), 137-154.

Kelly, Nathan J. and Peter K. Enns. (2010). [Inequality and the Dynamics of Public Opinion: The Self-Reinforcing Link Between Economic Inequality and Mass Preferences](#). *American Journal of Political Science*, 54(4), 855-870.

Marche, T. A., Brainerd, C. J., & Reyna, V. F. (2010). Distinguishing true from false memories in forensic contexts: Can phenomenology tell us what is real? *Applied Cognitive Psychology*. DOI: 10.1002/acp.1629.

Reyna, V. F. The paradoxes of Maurice Allais in economics and psychology. *Medical Decision Making*.

Reyna, V. F. (2010). A new intuitionism: Meaning, memory, and development in fuzzy-trace theory. *Judgment and Decision Making*.

Publications, Continued

Reyna, V.F., Chapman, S., Dougherty, M., Confrey, J. *The adolescent brain: Learning, reasoning, and decision making*. Washington DC: American Psychological Association

Reyna, V.F. Paradoxes of the adolescent brain in cognition, emotion and rationality. In Reyna, V.F., Chapman, S., Dougherty, M., Confrey, J. *The adolescent brain: Learning, reasoning, and decision making*. Washington DC: American Psychological Association.

Reyna, V., Mills, B., Goldman, D., Pardo, S., Rieth, G., Smith, M. (2010). Gist-based conceptions of risk in adolescent alcohol consumption: A fuzzy trace theory approach. *Annals of Behavioral Medicine, 39*, 196.

Wolfe, C. R. & Reyna, V. F. (2010). Semantic coherence and fallacies in estimating joint probabilities. *Journal of Behavioral Decision Making, 23*(2), 203-223.

Wolfe, C.R., & Reyna, V. F. (2010). Assessing semantic coherence and logical fallacies in joint probability estimates. *Behavior Research Methods, 42*(2), 366-372.

Brainerd, C. J., Reyna, V. F., Holliday, R. E., & Nakamura, K. (2011). Over-distribution in source memory. *Journal of Experimental Psychology: Learning, Memory, and Cognition*. Advance online publication.

Brainerd, C. J., Reyna, V. F., & Zember, E. (2011). Theoretical and forensic implications of developmental studies of the DRM illusion. *Memory and Cognition, 39*(3), 365-380.

Brainerd, C.J., Reyna, V.F., Petersen, R.C., Smith, G.E., & Taub, E.S. (2011). Is the apolipoprotein E genotype a biomarker for mild cognitive impairment? Findings from a nationally representative study. *Neuropsychology, 25*(6) 679-689.

Casey, B. J., Somerville, L. H., Gotlib, I. H., Ayduk, O. N., Franklin, N., Askren, M. K., Jonides, J., Berman, M., Wilson, N., Teslovich, T., Glover, G., Zayas, V., Mischel, W., & Shoda, Y (2011). Behavioral and neural correlates of delay of gratification 40 years later. *Proceedings of the National Academy of Science, 108*, 14998-15003.

Casillas, Christopher J., Peter K. Enns and Patrick C.Wohlfarth. 2011. "How Public Opinion Constrains the U.S. Supreme Court." *American Journal of Political Science* 55(1):74–88.

Cornwell, E., & Hans, V.P. (2011). Representation through participation: A multilevel analysis of jury deliberations. *Law & Society Review, 45*, 667-698.

Critcher, C. R., & Dunning, D. (2011). No good deed goes unquestioned: Asymmetric cynical attributions maintain the norm of self-interest. *Journal of Experimental Social Psychology, 47*, 1207-1213.

Dunning, D. (2011). The Dunning-Kruger effect: On being ignorant of one's own ignorance. In J. Olson & M. P. Zanna (Eds.), *Advances in experimental social psychology* vol. 44, 247-296. New York: Elsevier.

Dunning, D. (2011). Get thee to a laboratory. *Brain and Behavioral Sciences, 34*, 18-19.

Dunning, D. (2011). My rather unknown piece about "unknown unknowns" and their role in self-insight. In R. Arkin (Ed.), *Most underappreciated: 50 prominent social psychologists talk about hidden gems*, 197-201. Oxford, UK: Oxford University Press.

Enns, Peter K. and Christopher Wlezien. 2011. [*Who Gets Represented?*](#) New York: Russell Sage Foundation.

Publications, Continued

Geary, D. C., Berch, D. B., Boykin, A. W., Embretson, S., Reyna, V., & Siegler, R. S. (2011). Learning mathematics: Findings from the national (United States) mathematics advisory panel. In N. Canto (Ed.), *Issues and proposals in mathematics education* (pp. 175-221). Lisbon, Portugal: Gulbenkian.

Hans, V.P., & Eisenberg, T. (2011). The predictability of juries. *DePaul Law Review*, 60,375-396.

Hans, V.P., Kaye, D.H., Dann, B.M., Farley, E.J., & Albertson, S. (2011). Science in the jury box: Jurors' comprehension of mitochondrial DNA evidence. *Law and Human Behavior*, 35, 60-71.

Hans, Valerie P., Jeffrey J. Rachlinski and Emily Owens. (2011). [Editors' Introduction to Judgment by the Numbers: Converting Qualitative to Quantative Judgments in Law](#). *Journal of Empirical Legal Studies, Special Issue: Judgment by the Numbers: Converting Qualitative to Quantitative Judgments in Law*, Vol 8, Supplement s1, 1-5.

Hans, Valerie P. and Valerie F. Reyna. (2011). [To Dollars from Sense: Qualitative to Quantitative Translation in Jury Damage Awards](#). *Cornell Legal Studies Research Paper No. 11-25*.

Hans, Valerie P. and Valerie F. Reyna, (2011). [To Dollars from Sense: Qualitative to Quantitative Translation in Jury Damage Awards](#). *Journal of Empirical Legal Studies, Special Issue: Judgment by the Numbers: Converting Qualitative to Quantitative Judgments in Law*, Vol 8, Supplement s1, 120-147.

Heffetz, Ori. 2011. [A Test of Conspicuous Consumption: Visibility and Income Elasticities](#). *Review of Economics and Statistics*, 93(4), 1101–1117.

Heffetz, Ori, and Robert H. Frank. (2011). [Preferences for Status: Evidence and Economic Implication](#). In Jess Benhabib, Matthew O. Jackson and Alberto Bisin (Eds.) *Handbook of Social Economics, Vol. 1A*, 69-91. The Netherlands: North-Holland.

Ho, Benjamin. (2011). [Apologies as Signals: With Evidence from a Trust Game](#). Forthcoming *Management Science (A Special Issue for Behavioral Economics)*. *Articles in Advance*, 1-18.

Ho, Benjamin and Elaine Liu. (2011). [Does Sorry Work? The Impact of Apology Laws on Medical Malpractice](#). *Journal of Risk and Uncertainty* Volume 43(2), 141-167.

Ho, Benjamin and Elaine Liu. (2011). [What's an Apology Worth? Decomposing the Effect of Apologies on Medical Malpractice Payments Using State Apology Laws](#). *Journal of Empirical Legal Studies, Special Issue: Judgment by the Numbers: Converting Qualitative to Quantitative Judgments in Law*, Vol 8, Supplement s1, 179-199.

Holliday, R. E., Brainerd, C. J, & Reyna, V. F. (2011). Developmental reversals in false memory: Now you see them, now you don't! *Developmental Psychology*, 47(2) 442-449.

Liberali, J.M., Reyna, V.F., Furlan, S., Stein, L.M., Pardo, S.T. (2011) Individual differences in numeracy and implications for biases and fallacies in probability judgment. *Journal of Behavioral Decision Making*. Advance online publication.

Löckenhoff, C. E., O'Donoghue, T., & Dunning, D. (2011). Age differences in temporal discounting: The role of dispositional affect and anticipated emotions. *Psychology and Aging*, 26, 274-284.

McAvoy, Gregory E. and Peter K. Enns. (2010). [Using Approval of the President's Handling of the Economy to Understand Who Polarizes and Why](#). *Presidential Studies Quarterly*. 40(3), 545-558.

Publications, Continued

Mischel, W., Ayduk, O. N., Berman, M., Casey, B. J., Jonides, J., Kross, E., Wilson, N., Zayas, V., & Shoda, Y. (2011). "Willpower" over the life span: Decomposing impulse control. *Social Cognitive Affective Neuroscience*, 6, 252-256.

Owens, Emily G. (2011). [Truthiness in Punishment: The Far Reach of Truth-in-Sentencing Laws in State Courts](#). *Journal of Empirical Legal Studies, Special Issue: Judgment by the Numbers: Converting Qualitative to Quantitative Judgments in Law*, Vol 8, Supplement s1, 239-261.

Rachlinski, Jeffrey J. (2011). *The Psychological Foundations of Behavioral Law and Economics*, U. Ill. L. Rev. 1676.

Rachlinski, Jeffrey J. (2011). *Evidence-Based Law*, 96 Cornell L. Rev. 901.

Rachlinski, Jeffrey J. *Processing Pleadings and the Psychology of Prejudgment*, (2011). 60 DePaul L. Rev. 413.

Rachlinski, Jeffrey J., Chris Guthrie and Andrew J. Wistrich (2011). [Probable Cause, Probability, and Hindsight](#). *Journal of Empirical Legal Studies, Special Issue: Judgment by the Numbers: Converting Qualitative to Quantitative Judgments in Law*, Vol 8, Supplement s1, 72-98.

Reyna, V.F. (2011) Across the lifespan. In B. Fischhoff, N.T. Brewer, & J.S. Downs (Eds.), [Communicating risks and benefits: An evidence-based user's guide](#)(pp.111-119). U.S. Department of Health and Human Services, Food and Drug Administration.

Reyna, V.F. (2011). Perspectives on judgment and decision making as a skill: A fuzzy-trace theory approach. In M.K. Dhami, A. Schlottmann, & M.R. Waldmann (Eds.), *Judgment and decision making as a skill: Learning, development and evolution* (pp. 297-298). Cambridge: Cambridge University Press.

Reyna, V.F. (2011). Risk perception and communication in vaccination decisions: A fuzzy-trace theory approach. *Vaccine*. Advance online publication.

Reyna, V. F. (2011). The paradoxes of Maurice Allais in economics and psychology. *Medical Decision Making*, 31(2), 221-222.

Reyna, V. F., & Brainerd, C. J. (2011). Dual processes in decision making and developmental neuroscience: A fuzzy-trace model. *Developmental Review*, 31,180-206.

Reyna, V. F., Estrada, S. M., DeMarinis, J. A., Myers, R. M., Stanis, J. M., & Mills, B. A. (2011). Neurobiological and memory models of risky decision making in adolescents versus young adults. *Journal of Experimental Psychology: Learning, Memory, and Cognition*,37(5), 1125-1142.

Balcetis, E., Dunning, D., & Granot, Y. (2012). Subjective value determines initial dominance in binocular rivalry. *Journal of Experimental Social Psychology*, 48, 122-129.

Günaydın, G., Zayas, V., Selcuk, E., & Hazan, C. (2012). I like you but I don't know why: Objective facial resemblance to significant others influences snap judgments. *Journal of Experimental Social Psychology*, 48, 250-353.

Reyna, V.F. Preface. In Reyna, V.F., Chapman, S., Dougherty, M., Confrey, J. [The adolescent brain: Learning, reasoning, and decision making](#). Washington DC: American Psychological Association

Van Boven, L., Loewenstein, G., Welch, E., Dunning, D. (2012). The illusion of courage in self-prediction: Mispredicting one's own behavior in embarrassing situations. *Journal of Behavioral Decision Making*, 25, 1-12.

Workshops and Public Lectures

The ISS Judgment Project hosted or co-hosted 6 workshops and conferences, 5 public lectures, 2 project lectures, and 2 book talks during their term.

March 5, 2010

Dual Process Approaches to Human Judgment and Behavior Workshop
12:30 - 5:00 p.m., 146 Myron Taylor Hall (ISS Conference Room)

April 28, 2010

Kick-off Lecture: Judgment, Decision Making and Social Behavior
4:30-6:00 p.m., 423 ILR Conference Center

May 13-14, 2010

Behavioral Economics Conference
Cosponsored by Russell-Sage Foundation, NIA, and ISS JDSB team

June 7, 2010

Social/Moral Preferences and Behavior Workshop
225 ILR Conference Center

October 4, 2010

Judgment by the Numbers: Converting Qualitative to Quantitative Judgments in Law Conference
423 ILR Conference Center
Cosponsored by the JDSB Theme Project at the ISS and Empirical Legal Studies at the Cornell Law School

October 18, 2010

Public Lecture: Social influence: The Remarkable Rule of Reciprocation
Robert Cialdini, Ph.D.
4:30 p.m., Alice Statler Auditorium
Sponsored by the JDSB Theme Project

December 15 & 17, 2010

JDSB Neuroscience Workshop
Wendy Kates and Ioana Coman, The Center for Psychiatric Neuroimaging, SUNY Upstate Medical University
Barbara Ganzel, Human Development, Cornell University
146 Myron Taylor Hall (ISS Conference Room)

March 3, 2011

Public Lecture: The Psychology of Poverty
Sendhil Mullainathan, Harvard University
4:30 p.m.-6:00 p.m., Statler Auditorium

April 13, 2011

Public Lecture: Four Things Your Mother Didn't Tell You About Happiness
Daniel Gilbert, Harvard University
4:30 p.m.-6:00 p.m., 305 Ives Hall

April 21, 2011

Public Lecture: How Best to Incorporate Psychology into Economics
Matthew Rabin, UC Berkeley
4:30 p.m.-6:00 p.m., Statler Auditorium

April 29, 2011

The George Staller Lecture in Economics: Poor Economics: A Radical Rethinking of the Fight Against Global Poverty
Esther Duflo, MIT
4:00 p.m., 305 Ives Hall

Workshops and Public Lectures, Cont.

March 1, 2012

Book Talk: The Adolescent Brain: Learning, Reasoning and Decision Making
Valerie Reyna, ISS Judgment Team Member & Law Professor
4:00 p.m. 160 Mann Library

November 28, 2011

Book Talk: The Darwin Economy
Robert Frank, ISS Judgment Team Member & Prof. of Management
4:45 p.m. 233 Plant Science

September 22-23, 2011

The Third Biennial Urie Bronfenbrenner Conference: The Neuroscience of Risky Decision Making
102 Mann Library (off the lobby)
Sponsored by the Center for Behavioral Economics and Decision Research, the Cornell University Bronfenbrenner Center for Translational Research, the Cornell University Office of the Dean of the College of Human Ecology, and the Institute for the Social Sciences.

March 28, 2012

Capstone Lecture: Judgment, Decision Making, and Social Behavior
4:30-6:00 p.m., 423 ILR Conference Center
Ron Seeber, VP for the Social Sciences, will give introductory remarks

Seminar Series

The ISS Judgment Project co-hosted 24 seminars with the BEDR and BE Workshops and other departments during 2010-2011.

August 31, 2010

A Sparsity-Based Model of Bounded Rationality
Xavier Gabaix, New York University
11:45 a.m. - 1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)
Cosponsored by the JDSB Theme Project at the ISS and BEDR/BE Workshop

September 10, 2010

Some Thoughts on Neuroeconomics and Choice Theory
Ariel Rubinstein, Tel Aviv University
3:30 - 5:00 p.m., 146 Myron Taylor Hall (ISS Conference Room)
Cosponsored by the JDSB Theme Project at the ISS and BEDR/BE Workshop

September 14, 2010

The Nature of Risk Preferences: Evidence from Insurance Choices
Ted O'Donoghue, Cornell University
11:45 a.m. - 1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)
Cosponsored by the JDSB Theme Project at the ISS and BEDR/BE Workshop

September 21, 2010

Multiplicity, Uncertainty, Reference-Dependence & the Endowment Effect
Yuval Rottenstreich, NYU
11:45 a.m. - 1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)
Cosponsored by the JDSB Theme Project at the ISS and BEDR/BE Workshop

September 24, 2010

Envy Up, Scorn Down: How Status Divides Us
Susan Tufts Fiske, Psychology, Princeton University
2:15 -3:30 p.m., G87 Martha Van
Sponsored by the Law, Psychology, & Human Development Seminar

Seminar Series Cont.

September 28, 2010

The Effect of Providing Peer Information on Retirement Savings Decisions

John Beshears, Stanford University

11:45 a.m. - 1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

Cosponsored by the JDSB Theme Project at the ISS and BEDR/BE Workshop

October 5, 2010

The Answer to the Riddle of Induction

Reid Hastie, University of Chicago

11:45 a.m. - 1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

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October 19, 2010

Norms-based messaging: An untapped power source for environmental action

Robert Cialdini, Ph.D.

11:45 a.m.-1:15 p.m., 423 ILR Conference Center

Cosponsored by the JDSB Theme Project at the ISS and BEDR/BE Workshop

October 26, 2010

Voters, Dictators, and Peons: Expressive Voting and Pivotality

Emir Kamenica, University of Chicago

11:45 a.m. - 1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

Cosponsored by the JDSB Theme Project at the ISS and BEDR/BE Workshop

November 2, 2010

Race Effects on EBay

Christine Jolls, Yale University

11:45 a.m. - 1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

Cosponsored by the JDSB Theme Project at the ISS and BEDR/BE Workshop

November 9, 2010

An Endowment Effect for Risk: Experimental Tests of Stochastic Reference Points

Charles Sprenger, UC San Diego

11:45 a.m. - 1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

Cosponsored by the JDSB Theme Project at the ISS and BEDR/BE Workshop

November 16

The Dual Nature of Uncertainty: A Behavioral Perspective

Craig Fox, UCLA

11:45 a.m. - 1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

Cosponsored by the JDSB Theme Project at the ISS and BEDR/BE Workshop

November 23, 2010

Reason-Based Choice: A Bargaining Rationale for the Attraction and Compromise Effects

Kfir Eliaz, Brown University

11:45 a.m. - 1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

Cosponsored by the JDSB Theme Project at the ISS and BEDR/BE Workshop

November 30, 2010

Good News-Bad News Effect

Justin Rao, Yahoo! Research

11:45 a.m. - 1:15 p.m., 423 ILR Conference Center

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Seminar Series Cont.

December 8, 2010

Nonstandard Preference and Irrational Behavior on Auctions: New Evidence from the Field

Henry Schneider, Cornell University, Johnson School of Business

1:30 a.m. - 3:00 p.m., 146 Myron Taylor Hall (ISS Conference Room)

February 22, 2011

A Behavioral Science Approach to Voter Mobilization

Todd Rogers, Analyst Institute

11:45 a.m.-1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

Cosponsored by the JDSB Theme Project at the ISS and BEDR Workshop

March 1, 2011

Self-Control at Work: Evidence from a Field Experiment

Sendhil Mullainathan, Harvard University

11:45 a.m.-1:15 p.m., B01 Sage Hall

Cosponsored by the JDSB Theme Project at the ISS and BE Workshop

March 8, 2011

The Temporal Discrimination Effect: An Audit Study in Academia

Katherine Milkman, University of Pennsylvania

11:45 a.m.-1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

Cosponsored by the JDSB Theme Project at the ISS and BEDR Workshop

March 29, 2011

Everyday Magical Beliefs: Investing in Karma and Reversing One's Fortune

Jane Risen, University of Chicago

11:45 a.m.-1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

Cosponsored by the JDSB Theme Project at the ISS and BEDR Workshop

April 5, 2011

How Many Pears Would a Pear Packer Pack if a Pear Packer Could Pack Pears at Quasi-Exogenously Varying Piece Rates?

Tom Chang, USC, Marshall School of Business

11:45 a.m.-1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

Cosponsored by the JDSB Theme Project at the ISS and BE Workshop

April 12, 2011

Three Problems In (Or Is That "With"?) Behavioral Economics

Daniel Gilbert, Harvard University

11:45 a.m.-1:15 p.m., B09 Sage Hall

Cosponsored by the JDSB Theme Project at the ISS and BEDR Workshop

April 19, 2011

A Model of Non-Belief in the Law of Large Numbers

Matthew Rabin, UC Berkeley

11:45 a.m.-1:15 p.m., 423 ILR Conference Center

Cosponsored by the JDSB Theme Project at the ISS and BE Workshop

April 26, 2011

The Neurobiology of Loss Aversion and Reference-Dependency

Benedetto De Martino, University College London

11:45 a.m.-1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

Cosponsored by the JDSB Theme Project at the ISS and BEDR Workshop

Seminar Series Cont.

May 3, 2011

No Margin, no Mission? A Field Experiment on Incentives for Pro-Social Tasks

Nava Ashraf, Harvard University

11:45 a.m.-1:15 p.m., 146 Myron Taylor Hall (ISS Conference Room)

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