



6th JDMW Workshop for young researchers

July 17th to 19th 2013, Berlin, Germany

With generous support from
 **eadm**
The European Association for Decision Making



organized by

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Workshop schedule

| | Wednesday | Thursday | Friday |
|--------------|---|---|--|
| 9:00 | Welcome | Blitz talks Multi-Attribute | Blitz talks Prefer. Choice |
| 10:00 | Scientific speed dating | Blitz talks DfE | Blitz talks Risk & Morality |
| 11:00 | Coffee break | | |
| 11:30 | Extended talks Interdependent decision making | Extended talks Applied JDM Research | Extended talks Memory Processes in Decision Making |
| 13:00 | Lunch break | | |
| 14:30 | Extended talks Process Tracing Methods | Workshop Crowdsourcing JDM research on Amazon Mechanical Turk | Workshop Psychologists are open to change and should adopt Bayesian statistics |
| 16:00 | Coffee break | | |
| 16:30 | Keynote Publishing without perishing | Extended talks Adaptive Decision Making | Extended talks Biasing influences in JDM |
| 18:00 | | | Closing Session |
| 19:00 | Dinner (in the area) | Barbecue (MPI) | Informal post-workshop activities... |

Wednesday

Welcome

- 9:00** Arrival and Introduction
- 10:00** Scientific speed dating

ETs: Interdependent decision making – Dirk Wulff

- 11:30** **Should I Stay or Should I Switch?**
The Wisdom of Individuals to Take Advice within Small Crowds
Juliane E. Kämmer, Hansjörg Neth, Anselm Rothe,
Pantelis Pípergias, & Mehdi Moussaïd
- 12:00** **How to prevent competitive escalation in the minimal dollar auction paradigm**
Sebastian Hafenbrädl & Jan K. Woike
- 12:30** **Competing in the Dark:**
How competition affects information search in decisions under uncertainty
Nathaniel D. Phillips, Ralph Hertwig, Yaakov Kareev, & Judith Avrahami

ETs: Process tracing methods – Felix Henninger

- 14:30** **Using computer mouse movements**
to parse the temporal dynamics of value-based choices
Nicolette J. Sullivan, Cendri A. Hutcherson, Alison Harris, & Antonio Rangel
- 15:00** **Response dynamics in social dilemmas:**
Dissecting the influence of social norms, fear, and greed
Pascal J. Kieslich, Benjamin E. Hilbig, & Felix Henninger
- 15:30** **Puppies, nano medicine, and attitude formation:**
How different (un)familiar attitude objects are mentally processed
Roxanne I. van Giesen, Arnout R. H. Fischer, Heleen van Dijk, & Hans C. M. van Trijp

Keynote

- 16:30** **Publishing without perishing**
Prof. Gerd Gigerenzer

Thursday

BTs: Multi-attribute choice – Anke Söllner

- 9:00 Learning to choose among multi-attribute alternatives**
Pantelis Phipergias Analytis & Konstantinos Katsikopoulos
- 9:10 Everything in Order? Investigating Multi-Cue Inferences from Givens with a new Task Format**
Florence Ettlin & Arndt Bröder
- 9:20 Neglected but Pervasive: Further Evidence for the Influence of Display Orientation on Information Search**
Thomas Scherndl, Michael Schulte-Mecklenbeck, & Anton Kühberger

BTs: Decisions from experience – Ariel Telpaz

- 9:45 Decisions from approximate descriptions**
Dylan Cooper
- 9:55 How to measure risk taking in older adults?**
Renato Frey
- 10:05 Is search like choice in decisions from experience? A process tracing analysis**
Dirk U. Wulff, Michael Schulte-Mecklenbeck, & Jonas Haslbeck

BTs: Cognitive processes in decision making – Leigh Caldwell

- 10:30 How do discount functions reflect attribute-based strategies in intertemporal choice?**
Renata Suter
- 10:40 Strategy shifts in risky choice**
Felix Henninger, Pascal J. Kieslich, & Benjamin E. Hilbig
- 10:50 The power of irrelevance!
How irrelevant cues influence decisions under uncertainty**
Nadine Nett & Christian Frings

ETs: Applied JDM research – Sebastian Hafenbrädl

- 11:30 Overconfidence and Entrepreneurial Choice under Ambiguity**
Anisa Shyti
- 12:00 Effect of culture on judgments of dynamic performance**
Samantha Sim & Jochen Reb
- 12:30 How executives can (not) decide – a study on perceived challenges and measures in top-management decision making.**
Stephan Bedenk & Wolfgang Scholl

Workshop

- 14:30 Crowdsourcing JDM research on Amazon Mechanical Turk: Opportunities and Threats**
Prof. Gabriele Paolacci

ETs: Adaptive decision making – Juliane Kämmer

- 16:30 Economic agent models from adaptive rationality**
Leigh Caldwell
- 17:00 Two frameworks of decision making: How intruding information helps to distinguish between Single- and Multi-Strategy-Models**
Anke Söllner & Arndt Bröder
- 17:30 Probability matching as an optimal choice strategy: The adaptive potential of a classic fallacy**
Christin Schulze, Don van Ravenzwaaij, & Ben R. Newell

Friday

BTs: Preferential choice – Renata Suter

- 9:00 Decision Importance Leads to More Deferral**
Job M.T. Krijnen, Seger M. Breugelmans, & Marcel Zeelenberg
- 9:10 Why the Attraction Effect is Rational**
George Farmer, Andrew Howes, Paul Warren, & Wael El-Deredy

BTs: Risk perception and morality – Uriel Haran

- 9:45 Imagery, stress, and risk perception:
The role of affect-laden imagery in risk perception**
Jakub Traczyk, Agata Sobków, & Tomasz Zaleśkiewicz
- 9:55 Morality within risk perception and the role of fragility of scientific evidence**
Claudia Bassarak
- 10:05 Accounting for proscriptive and prescriptive morality:
Paradoxical influences of incidental emotions on ethical decision making**
Laura Noval

BTs: Individual and contextual influences on JDM – Pascal Kieslich

- 10:30 When groups perform better than their best individual member?
Prescribed decision strategies for group cognitive synergy**
Nicoleta Meslec, Petre L. Curseu, & Marius T.H. Meeus
- 10:40 Advertising content influence on financial advisors' perception and financial advice**
Inga Jonaityte
- 10:50 Individual differences in intuitive abilities**
Agata Sobków & Czesław Nosal

ETs: Memory processes in decision making – Renato Frey

- 11:30 Serial Position Effects in Preference Construction**
Emina Canic & Thorsten Pachur
- 12:00 The role of memory processes in use of the recognition heuristic**
Marta Castela
- 12:30 Age differences in memory based decision making**
Anika Josef, Rui Mata, Thorsten Pachur, & Ralph Hertwig

Workshop

- 14:30 Psychologists are open to change and should adopt Bayesian statistics**
Mirjam Jenny & Stefan Herzog

ETs: Biasing influences in JDM – Nathaniel Phillips

- 16:30 The complaint bias in subjective evaluations of incentives**
Eldad Yechiam, Ariel Telpaz, & Guy Hochman (presented by 2nd author)
- 17:00 Investing Amid Uncertainty: A Test of the Domain Specific Anchoring Hypothesis**
Hui Yih Chai & Ben R. Newell
- 17:30 The role of actively open-minded thinking
in information acquisition, accuracy, and calibration**
Uriel Haran, Ilana Ritov, & Barbara Mellers

Goodbyes

- 18:15 Closing session & feedback**