

# GEORGE LOEWENSTEIN

## Curriculum Vitae

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**Education** Yale University, Ph.D., economics, 1985.  
Dissertation: "Expectations and Intertemporal Choice."

Brandeis University, B.A., 1977: Magna cum laude in Economics. Third year at Glasgow University, Scotland.

## Published Papers

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### Intertemporal Choice

Loewenstein, G. (1987). [Anticipation and the valuation of delayed consumption](#). *The Economic Journal*, 97, 666-684.

Loewenstein, G. (1988). [Frames of mind in intertemporal choice](#). *Management Science*, 34, 200-214.

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Ariely, D. & Loewenstein, G. (2000). [When does duration matter in judgment and decision making?](#) *Journal of Experimental Psychology: General*, 129, 508-29.

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Loewenstein, G., Read, D. & Baumeister, R. (Eds.). (2003). *Time and Decision: Economic and Psychological Perspectives on Intertemporal Choice*, pp. 13-86. New York: Russell Sage Foundation Press.

Moore, D. (Ed.). (2009). *Management Decision Making*. Forthcoming. Cheltenham, UK: Edward Elgar.

- Giordano, L.A., Bickel, W. K., Loewenstein, G. Jacobs, Eric A., Marsch L., & Badger, Gary J. (2002). [Mild opioid deprivation increases the degree that opioid-dependent outpatients discount delayed heroin and money](#). *Psychopharmacology*, 163, 174-182.
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- Frederick, S. and Loewenstein, G. (2008). [Conflicting motives in evaluations of sequences](#). *Journal of Risk and Uncertainty*, 37, 221-235.

### **Bargaining and social comparison**

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## Judgment and Curiosity

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## Policy (including conflict of interest)

Loewenstein, G. & Mather, J. (1990). [Dynamic processes in risk perception](#). *Journal of Risk and Uncertainty*, 3(2), 155-175.

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## Behavioral Economics: Philosophy, History and Methods

Loewenstein, G. (1999). [Experimental economics from the vantage-point of behavioural economics](#). *Economic Journal*, 109, F25-F34.

Ashraf, N., Camerer, C. & Loewenstein, G. (2005). [Adam Smith, behavioral economist](#). *Journal of Economic Perspectives*, 19(3), 131-145.

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Maital, S. (Ed.). (2007). [Recent Developments in Economic Psychology, Part I](#), Cheltenham, UK: Edward Elgar.

Kishore, P. K. & Kumar, R. (Eds.). (2008). [Behavioral Economics: A new horizon](#). Hyderabad, India: Icfai University Press.

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## Books

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Loewenstein, G. & Elster, J. (Eds.) (1992). [Choice over time](#). New York: Russell Sage Foundation Press.

Loewenstein, G., Read, D. & Baumeister, R. (Eds.) (2003). [Time and Decision: Economic and Psychological Perspectives on Intertemporal Choice](#). New York: Russell Sage Foundation Press.

Camerer, C. Loewenstein, G. & Rabin, M. (Eds.) (2003). [Advances in behavioral economics](#). Princeton University Press and Russell Sage Foundation Press. (Hardback and paperback)

Moore, D. A., Cain, D. M., Loewenstein, G. & Bazerman, M. (Eds.) (2005). [Conflicts of Interest: Challenges and Solutions in Business, Law, Medicine, and Public Policy](#). London: Cambridge University Press.

Vohs, K. D. Baumeister, R. F., & Loewenstein, G. (2007). [Do emotions help or hurt decision making? A Hedefoxian perspective](#). New York: Russell Sage Foundation Press.

Loewenstein, G. (2007). [Exotic Preferences: Behavioural Economics and Human Motivation](#). Oxford, England: Oxford University Press. (Hardback and paperback)

## Special Issues of Journals, etc.

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Read, D. & Loewenstein, D. (Eds.) (2000). Special Issue: Time and Decision. *Journal of Behavioral Decision Making*, 13(2), 141-144.

Associate Editor, Oxford Companion to the Affective Sciences, David Sander & Klaus Scherer (Eds.).  
Oxford, England: Oxford University Press.

## Book Chapters

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Crosby, F., Muhrer, P., & Loewenstein, G. (1985). Relative Deprivation and Explanation: Models and Concepts. In J. Olson, M. Zanna, and P. Herman (Eds.), *Relative deprivation and social comparison*, pp 17 – 32. Hillsdale, NJ: Lawrence Erlbaum.

Crosby, F., Zanna, M., & Loewenstein, G. (1987). Male reference groups and discontent among female professionals. In B.A. Gutek and L. Larwood (Eds.). *Women's career development*, pp. 28-41. Newbury Park, CA: Sage.

Elster, J. & Loewenstein, G. (1992). *Utility from memory and anticipation*. In G. Loewenstein and J. Elster (Eds.) *Choice over time*, pp. 213-234. New York: Russell Sage.

*Reprinted in:*

Stefano Zamagni and Elettra Agliardi (Eds.) *Time in Economic Theory*. Cheltenham, UK: Edward Elgar

Cain, D., Loewenstein, G. & Moore, D. (2005) Coming clean but playing dirtier: The shortcomings of disclosure as a solution to conflicts of interest. In Moore, D. A., Cain, D. M., Loewenstein, G. and Bazerman, M. (Eds.). *Conflicts of Interest: Problems and Solutions from Law, Medicine and Organizational Settings*, pp. 104-125. London: Cambridge University Press.

Camerer, C. & Loewenstein, G. (1993). *Information, fairness, and efficiency in bargaining*. In B. Mellers and J. Baron (Eds.), *Psychological perspectives on justice* (pp. 155-179). Cambridge: Cambridge University Press.

*Reprinted in:*

Bazerman, M. (Ed.) (2005). *Negotiation, Decision Making and Conflict Management*: Vol. II. Cheltenham, UK: Edward Elgar.

Camerer, C. & Loewenstein, G. (2003). *Behavioral Economics: Past, Present, Future*. In C. Camerer, G. Loewenstein and M. Rabin. (Eds.). *Advances in Behavioral Economics* (pp. 3-51). New York and Princeton: Russell Sage Foundation Press and Princeton University Press.

Cryder, C. and Loewenstein, G. (forthcoming). The Critical Link Between Tangibility and Generosity. In Daniel Oppenheimer & Christopher Olivola (Eds.). *Experimental Approaches to the Study of Charitable Giving*.

Dunning, D., Van Boven, L. & Loewenstein, G. (2009). *Egocentric empathy gaps in social interaction and exchange*. In E. Lawler, M. Macey, S. Thye, and H. Walker (Eds.). *Advances in Group Processes*, vol. 18, pp 65 – 97. Elsevier.

- Frederick, S. & Loewenstein, G. (1999). [Hedonic Adaptation](#). In *Well-Being: The Foundations of Hedonic Psychology*. Daniel Kahneman, Edward Diener, and Norbert Schwarz (Eds.). (pp. 302-329). New York: Russell Sage Foundation Press.
- Loewenstein, G. (1992). [The fall and rise of psychological explanation in the economics of intertemporal choice](#). In G. Loewenstein and J. Elster (Eds.), *Choice over time* (pp. 3-34). New York: Russell Sage.
- Loewenstein, G. (1996). Richard Thaler: The master of anomalies. In W. Samuel (Ed.), *Economists of the late 20th Century*. Brookfield, Vermont: Edward Elgar.
- Loewenstein, G. (1996). [Behavioral decision theory and business ethics: Skewed tradeoffs between self and other](#). In D.M. Messick and A.E. Tenbrunsel (Eds.). *Codes of Conduct: Behavioral Research into Business Ethics* pp. 214-227. New York: Russell Sage Foundation.
- Loewenstein, G. & Frederick, S. (1997). Predicting reactions to environmental change. In M. Bazerman, D. Messick, A. Tenbrunsel & K. Wade-Benzoni (Eds.). *Environment, Ethics, and Behavior*, pp. 52-72. San Francisco: New Lexington Press.
- Loewenstein, G. (1999). [A visceral account of addiction](#). In Elster, J. & Skog, O.-J. (Eds.). *Getting Hooked: Rationality and Addiction*, pp. 235-264. Cambridge, England: Cambridge University Press.
- Updated version in: Paul Slovic, (Ed.). Smoking: Risk Perception & Policy. Thousand Oaks, CA: Sage Publications, 2001.*
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- Loewenstein, G. & Schkade, D. (1999). [Wouldn't it be nice? Predicting future feelings](#). In Daniel Kahneman, Edward Diener, and Norbert Schwarz (Eds.). *Well-Being: The Foundations of Hedonic Psychology*, (pp. 85-105). New York: Russell Sage Foundation Press.
- Loewenstein, G. (2000). Costs and benefits of health- and retirement-related choice. In Sheila Burke, Eric Kingson & Uwe Reinhardt (Eds.). *Social Security and Medicare: Individual vs. Collective Risk and Responsibility* pp. 87-113. Washington D.C.: Brookings Institution Press.
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- Loewenstein, G. & Lerner, J. (2003). [The role of affect in decision making](#). In R.J. Davidson, H.H, Goldsmith & K.R. Scherer, *Handbook of Affective Science* (pp. 619-642). Oxford, England: Oxford University Press.

- Loewenstein, G. & Moene, K. (2006). [On Mattering Maps](#). In Jon Elster, Olav Gjelsvik, Aanund Hylland and Karl Moene (Eds.). *Understanding Choice, Explaining Behavior: Essays in Honour of Ole-Jørgen Skog* (pp. 153-175). Oslo, Norway: Oslo Academic Press.
- Loewenstein, G. (2007). [Affect Regulation and Affective Forecasting](#). In James Gross (ed.), *Handbook of Affect Regulation* (pp. 180-203). New York: The Guilford Press.
- Loewenstein, G. (2007). Martin's Ghost. In Sophie Freud, *Living in the Shadow of the Freud Family*, chapter 61. Westport, CT: Praeger Publishers, Greenwood Press. (*Also translated into German and French*)
- Loewenstein, G. and Haisley, E. (2008). [The economist as therapist: Methodological issues raised by "light" paternalism](#). In A. Caplin and A. Schotter (Eds.), "Foundations of Positive and Normative Economics," volume 1 in the *Handbook of Economic Methodologies*, Oxford, England: Oxford University Press.
- Loewenstein, G., Rick, S. and Cohen, J. (2008). [Neuroeconomics](#). *Annual Review of Psychology*, 59, 647-672.
- Loewenstein, G. (2009). [That Which Makes Life Worthwhile](#). In Alan B. Krueger, Daniel Kahneman, David Schkade, Norbert Schwarz & Arthur A. Stone (Eds.). *Measuring the Subjective Well-Being of Nations: National Accounts of Time Use and Well-Being*. Cambridge, MA: NBER.
- Loewenstein, G., John, L.K. and Volpp, K.G. (forthcoming). Using Decision Errors to Help People Help Themselves. In Eldar Shafir (Ed.). *Behavioral Foundations of Policy*. New York: Russell Sage Foundation Press.
- Rick, S., and Loewenstein, G. (2008). [The role of emotion in economic behavior](#). In Lewis, M., Haviland-Jones, J. M., & Barrett, L. F. (Eds.). *Handbook of Emotions*, 3rd Edition. New York: Guilford.
- Schooler, J., Ariely, D., & Loewenstein, G. (2003). [The pursuit and assessment of happiness can be self-defeating](#). In I. Brocas and J. Carrillo (Eds.). *Psychology and Economics, Vol 1*, pp. 41-70. Oxford, GB: Oxford University Press.
- Small, D., Loewenstein, G., & Strnad, J. (2006). [Statistical, identifiable and iconic victims and perpetrators](#). In Ed McCaffery and Joel Slemrod. (Eds.). *Behavioral Public Finance: toward a New Agenda* (pp. 32-46). New York: Russell Sage Foundation Press.
- Van Boven, L. & Loewenstein, G. (2005). [Cross-situational projection](#). In M.D. Alicke, D.A. Dunning, & J.I. Krueger (eds.), *The self in social judgment* (pp. 43-64). New York: Psychology Press.
- Van Boven, L. & Loewenstein, G. (2005). [Empathy gaps in emotional perspective taking](#). In B.F. Malle & S.D. Hodges (Eds.), *Other Minds: How Humans Bridge the Divide Between Self and Others* (pp. 284-297). New York: Guilford Press.

## Short papers and invited papers

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- Bazerman, M. and Loewenstein, G. (2001). [Taking the bias out of bean counting](#). *Harvard Business Review*, January, 28, 3.
- Downs, J., Loewenstein, G., Wisdom, J. (2009). [Strategies for Promoting Healthier Food Choices](#). *American Economic Review: Papers and Proceedings of the One Hundred Twenty-First Annual Meeting of the American Economic Association*, 99(2), 159-64.
- Loewenstein, G. & Prelec, D. (1991). Negative time preference. *American Economic Review: Papers and Proceedings*, 82(2), 347-352.
- Loewenstein, G. (1999). [Is more choice always better?](#) *Social Security Brief: National Academy of Social Insurance*. October; No. 7.
- Loewenstein, G. (2001) [The creative destruction of decision research](#). Invited essay, *Journal of Consumer Research*, 28, 499-505.
- Moore, D. & Loewenstein, G. (2004). [Self-interest, automaticity, and the psychology of conflict of interest](#). *Social Justice Research*, 17(2), 189-202.

## Forewords and introductions

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- Read, D. and Loewenstein, G. (2000). Time and decision: introduction to the special issue, *Journal of Behavioral Decision Making*, 13, 141-144.
- Loewenstein, G. (2006). [Foreword: Parallel Worlds](#). In Sanna, L. and Chang, E. (Eds.), *Judgments Over Time: The Interplay Of Thoughts, Feelings, And Behaviors*: Oxford, G.B.: Oxford University Press.
- Loewenstein, G., Vohs, K. and Baumeister, R. (2007). [Introduction](#). In K. Vohs, R. Baumeister & G. Loewenstein (Eds.) *Do emotions help or hurt decision making?* New York: Russell Sage Foundation Press.
- Loewenstein, G. (2008). [Foreword](#). In Schulkin, J., *Medical Decisions, Estrogen and Aging*. New York: Springer.
- Loewenstein, G. (2009). Foreword. In Madden, G.J. and Bickel, W.K. *Impulsivity: Theory, Science and Neuroscience of Discounting*. Washington: American Psychological Association Press.

## Encyclopedia entries

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- Loewenstein, G. (2003) Behavioral Economics. *Social Science Encyclopedia (third edition)*, Adam Kuper and Jessica Kuper (eds.); Routledge.
- Loewenstein, G. (2003). Curiosity. *Encyclopedia of Psychology*. Oxford University Press.
- Loewenstein, G. (2001). Curiosity. *International Encyclopedia of the Social Sciences*. Pergamon Press.
- Loewenstein, G. and Rick, S. (2007). Addiction. In S. N. Durlauf and L. E. Blume, *The New Palgrave Dictionary of Economics*, London: Macmillan.
- Loewenstein, G. and Rick, S. (forthcoming). Emotion in economics (The challenge of emotions for economic theory). *Oxford Companion to the Affective Sciences* (D. Sander and K. Scherer, Eds.). Oxford University Press.

## Comments

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- Loewenstein, G. (2001). [Pride and anxiety: Miscellaneous comments about the state of our field](#). Letter from the President, *Judgment Decision Making Newsletter*, December, 20(4), 3-5.
- Loewenstein, G. (2002). [Behavioral decision research and conflict of interest](#). Letter from the President, *Judgment Decision Making Newsletter*, March, 21(1).
- Loewenstein, G. & Karlsson, N. (2002). [Beyond Bentham: the search for meaning](#). Letter from the President, *Judgment Decision Making Newsletter*, June, 21(2).
- Loewenstein, G. (2002). [Wishful thinking](#). Letter from the President, *Judgment Decision Making Newsletter*, 21(3).
- Bryce, C., Angus, D., & Loewenstein, G. (2003). Assessing the value of “quality of death.” In “On the cutting edge,” *Society for Medical Decision Making News Letter*, 15(3), 6.
- Loewenstein, G. (2006). [The pleasures and pains of information](#). *Science*, 312, 704-706.
- Loewenstein, G. (2007). Defining Affect (Commentary on Klaus Scherer’s “What is an Emotion?”) *Social Science Information*.
- Loewenstein, G. (2007). [Conscious Decision Making: Not Yet Proven Obsolete](#). In “Mind Matters,” blog in *Scientific American*. February 6, 2007.
- Rick, S. and Loewenstein, G. (2008). *Hypermotivation* (Commentary on “Mazar et al., The dishonesty of honest people.”). *Journal of Marketing Research*. 45(6), 645-653.

## Newspaper and magazine articles

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- Loewenstein, G. (2002). Reflexieren Marktpreise <<wahr>> Werte? in Ernst Fehr and Gerhard Schwarz (eds.) *Psychologische Grundlagen der Ökonomie*. Zürich: Neue Zürcher Zeitung.
- Loewenstein, G. (2007). [Spending More, Enjoying Less](#). *AARP Bulletin*.
- Ariely, D., Loewenstein, G., & Prelec, D. (2006). Tom Sawyer and the construction of value. *Rotman* "The All-Consuming Issue." Spring 2008, 50-54.
- Loewenstein, G., Camerer, C. and Prelec, D. (2007). [Neuroeconomics: How neuroscience can inform economics](#). *Rotman Magazine*. Winter 2007, 39-44.
- Loewenstein, G. (2005). [Mountainous memoirs](#). *Association for Psychological Science Observer*, 18(7), pp 17.

## Book reviews

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- Review of Earl, P.E. *Psychological Economics*. In *Journal of Economic Literature*, 1989.
- Review of Hogarth, R. (Ed.) *Insights in Decision Making*, In *Theory and Decision*, 1990.
- Review of W. Kip Vicusi *Smoking: Making the Risky Decision*. In *Contemporary Sociology*, 23, page 446.

## Responses

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- Babcock, L. and Loewenstein, G. (1998). Response to Kaplan and Ruffle. *Journal of Economic Perspectives*.
- Ariely, D. Kahneman, D. & Loewenstein, G. (2000). Joint Commentary: When Does Duration matter in Judgment and Decision Making? *Journal of Experimental Psychology: General*, 129(4), 524-529.

## Experience

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- |                              |  |
|------------------------------|--|
| October 2006 – present       | Herbert A. Simon Chair of Economics and Psychology   |
| June 1992 – present          | Professor of Economics and Psychology,<br>Carnegie Mellon University.                      |
| September 1997 – August 1998 | Fellow, Center for Advanced Study in the Behavioral Sciences.                              |
| October 1994 – July 1995     | Fellow, Wissenschaftskolleg zu Berlin<br>(Institute for Advanced Study in Berlin, Germany) |
| September 1990 – May 1992    | Associate Professor of Economics,<br>Carnegie Mellon University.                           |

September 1985 – August 1990      Assistant, then Associate Professor of Behavioral Science,  
University of Chicago Graduate School of Business.

September 1988 – August 1989      Visiting Scholar, Russell Sage Foundation.

September 1984 – September 1985    Assistant, Institute for Advanced Study, Princeton.

## Awards

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Winner, Hillel Einhorn New Investigator award, Judgment/Decision Making Society, 1988.

Winner, Best Paper Award (with Linda Babcock and Xianghong Wang), Eighth annual meeting of the International Association for Conflict Management, Denmark, 1995.

## Grants

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2007            Hewlett Foundation (to study the use of incentives in combating obesity) (with Kevin Volpp and Leslie John).

2007            Aetna Foundation (to study the use of economic incentives in increasing warfarin adherence). (With Kevin Volpp and Stephen Kimmel)

2006-2007     United States Department of Agriculture, Economic Research Service. To organize a conference on behavioral economics of obesity and on possible interventions to promote weight loss.

2006            State of Pennsylvania Tobacco Settlement Funds. To study the determinants and causes of the feeling of mental effort.

2000-2002     Russell Sage Foundation grant: course relief to write a book on visceral influences on economic behavior. 2000-2002.

2001-2003     American Accounting Association: Auditor Independence and the Intrusion of Unconscious Bias. (With Don Moore, GSIA:CMU and Max Bazerman, HBS)

2001-2005     National Institute on Drug Abuse, Grant to study the role of craving in cigarette dependence. (With Michael Sayette, Pitt Psychology)

2001            Russell Sage Foundation grant: For conference on intertemporal choice (leading to publication of new book on the topic)

1997            Russell Sage Foundation grant: For conference on neurobehavioral economics.

1994-1998     National Science Foundation. Collaborative project with Drazen Prelec at MIT: Intraindividual variability in time discounting: The overweighting of immediate, and underweighting of delayed, transient factors

- 1998-2001 John D. and Catherine T. MacArthur Foundation grant. For research on intraindividual variability in time discounting
- 1997 Russell Sage Foundation grant to study happiness in retirement
- 1986-1987 Russell Sage Foundation and Alfred P. Sloan Foundation grant: For research on intertemporal choice.
- 1988-1990 Russell Sage Foundation and Alfred P. Sloan Foundation grant: Behavioral economics program.
- 1987-1990 Russell Sage Foundation grant: For interdisciplinary conference on intertemporal choice.
- 1987 Dispute Resolution Center, Northwestern University: research grant.
- 1987-1988 University of Chicago, IBM Corporation Scholar.
- 1987 John D. and Catherine T. MacArthur Foundation grant. For research on the role of worry in decision making under uncertainty.
- Member, Carnegie Mellon Center for Integrated Study of Human Dimensions of Global Climate Change. Funded by NSF. Two months of summer support for 5+ years.

### Association memberships and elected positions

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- Member, Behavioral Economics Roundtable, Russell Sage Foundation
- Fellow, American Psychological Society
- Program Committee, Judgment/Decision Making Society, 1990-1992
- Chair, Program Committee, Judgment/Decision Making Society, 1991.
- Governing board, Judgment/Decision Making Society, 1996-2000.
- President, Judgment/Decision Making Society 2001-2002.
- Executive board, Society for Neuroeconomics, 2005-2006.
- Advisory board, Institute for Law and Rationality, University of Minnesota Law School
- Codirector (with Don Moore and Linda Babcock), Center for Behavioral Decision Research, Carnegie Mellon University.
- Member, American Academy of Arts and Sciences.

### Professional activities

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- Organized a conference on the Behavioral Health Economics: Applications to Dietary choice and Obesity. Sponsored by USDA Economic Research Service. Washington, DC, June 21-22.
- Co-directed, with Roy Baumeister, a 5 week summer institute on emotion and decision making. Center for Advanced Study in the Behavioral Sciences, 2002.
- Editorial boards (past and present): *Behavior and Philosophy*, *Journal of Behavioral Decision Theory*, *Management Science*, *Journal of Risk and Uncertainty*, *Journal of Psychology and*

*Financial Markets, Social Cognitive and Affective Neuroscience, Journal of Neuroscience, Psychology and Economics.*

- Member, Committee on a Research Agenda for the Social Psychology of Aging, National Academy of Science.
- Co-organized, with Don Moore, Daylian Caine and Max Bazerman, conference on Conflict of Interest at Carnegie Mellon, September, 2003. Funded by NSF and Carnegie Bosch Institute.
- Organized annual meeting of intertemporal choice working group under auspices of Russell Sage Foundation, 1985-1990.
- Co-organized, with Daniel Kahneman, meeting of working group on the role of worry in decision making under the auspices of John D. and Catherine T. MacArthur Foundation.
- Co-organized, with Colin Camerer, three day conference on neurobehavioral economics.
- Co-organized, with Colin Camerer and Matthew Rabin, two week summer institute on behavioral economics for economics graduate students, under the auspices of the Russell Sage Foundation; Stanford University, July, 1998; Berkeley, July, 2000; Berkeley, August, 2002 (with Matthew Rabin and David Laibson).
- Co-organized, with Antonio Rangel and David Laibson, segment on behavioral economics of Stanford Institute on Theoretical Economics (SITE). August, 2002.
- Program Committee, Judgment/Decision Making Society, 1990-1992
- Chair, Program Committee, Judgment/Decision Making Society, 1991.
- Governing board, Judgment/Decision Making Society, 1996-2000.
- President, Judgment/Decision Making Society 2001-2002.
- Executive board, Society for Neuroeconomics, 2005-2006.
- Advisory board, Institute for Law and Rationality, University of Minnesota Law School
- Codirector (with Don Moore and Linda Babcock), Center for Behavioral Decision Research, Carnegie Mellon University.

## Journal Reviewing (incomplete list)

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- *American Economic Review*
- *American Political Science Review*
- *Bulletin of the Psychonomic Society*
- *Consciousness and Cognition*
- *Economic Journal*
- *Economica*
- *Economics Letters*
- *Experimental Economics*
- *Feminist Economics*
- *Games and Economic Behavior*
- *Journal of Applied Psychology*
- *Journal of Applied Social Psychology*
- *Journal of Behavioral Decision Making*
- *Journal of Business*
- *Journal of Consumer Research*
- *Journal of Development Economics*
- *Journal of Economic Behavior and Organization*
- *Journal of Economic Literature*
- *Journal of Experimental Psychology*
- *Journal of Experimental Social Psychology*
- *Journal of Institutional and Theoretical Economics*
- *Journal of Labor Economics*
- *Journal of Marketing Research*
- *Journal of Personality and Social Psychology*
- *Journal of Political Economy*
- *Journal of Public Economics*
- *Journal of Risk and Uncertainty*
- *Kyklos*
- *Organizational Behavior and Human Decision Processes*
- *Management Science*
- *Marketing Science*
- *Political Psychology*
- *Psychological Review*
- *Psychological Science*
- *Psychology and Health. Journal of Empirical Legal Studies*
- *Quarterly Journal of Economics*
- *Review of Economic Studies*
- *Scandinavian Journal of Economics*
- *Science*
- *Social Cognition*
- *Southern Economic Journal*
- *World Development*

## Consulting

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- Fidelity Investments.
- National Institutes of Health:  
*Consultant to grant examining discrepancies between patients' and nonpatients' evaluations of quality of life associated with medical conditions. Peter Ubel PI.*
- RAND:  
*Prepared report on recruitment and retention of military personnel.*
- John Caputo, Esq.:  
*Expert witness on risk-related issue.*
- Lawyers' Committee for Civil Rights Under Law.
- Social Research Council of Great Britain; Economic Beliefs and Behavior and Behavior Grant Cycle: Invited commentator, London, September 1995.
- Consultant to research project, "The valuation of benefits of health and safety control," from HSE of Great Britain to M. Jones-Lee, G. Loomes, J. Beattie & N. Pidgeon.
- Member, Behavioral Finance Forum.
- PNC Bank.
- Pittsburgh Blood Bank.
- Aetna Insurance.
- Marc Advertising.
- McKinsey Consulting.

## Invited talks, 1995-present

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- Humboldt University, Berlin. January 1995.
- University of Zurich. February 1995.
- University of Utrecht. March 1995.
- University of Groningen. March 1995.
- University of London. May 1995.
- York University. May 1995.
- Strathclyde University, Psychology Department. May 1995.
- Strathclyde University, Economics Department. May 1995.
- Sussex University. May 1995.
- Plenary address, International Society for the Advancement of Research in Economic Psychology. Bergen, Norway, 1995
- West Virginia University, Departments of Economics & Psychology. February, 1995
- Conference on Business Ethics, Northwestern University. December, 1995
- University of Pennsylvania, Wharton School. May, 1996
- Ohio State University, Department of Psychology. May, 1996
- Harvard School of Public Health. May, 1996
- Invited address, College on Problems of Drug Dependence, June, 1996, Puerto Rico. (Funded by National Institute of Drug Abuse)
- Harvard Economics Department. November, 1996.
- Duke University Marketing Department. 1996.
- Visiting Scholar, University of Western Ontario. March 1997.
- Psychology department, University of Stockholm. April 1997.
- Opponent, dissertation at University of Stockholm. April 1997.
- Economics department, University of Stockholm. April 1997.
- University of Chicago, Graduate School of Business. May 1997.
- University of Miami Business School. May 1997.
- Speaker, European Economic Theory Summer Camp, Gerzensee, Switzerland. July, 1997.
- NSF symposium on eliciting preferences, Berkeley, California. August, 1997.
- Association of Consumer Research preconference meeting, University of Colorado, Boulder, October, 1997.
- Stanford University Law School (with Sam Issacharoff). October, 1997.
- University of California, Berkeley Marketing. November, 1997.
- New Directions in Decision Making conference, Northwestern University. December 1997.
- Stanford University Business School, Behavioral Sciences Seminar, February, 1998.
- Concordia University, Psychology colloquium. March, 1998.
- Concordia University, Center for Behavioral Neurobiology. March, 1998.
- University of California, Berkeley, Economics Department Colloquium. April 1998.
- Decision making and negotiation/conflict resolution seminar. Stanford University Center on Conflict and Negotiation. April, 1998.

- Cognition and Emotion: Applications to Drug Abuse. Conference sponsored by National Institute on Drug Abuse and American Psychological Society, Washington DC. May, 1998
- Invited talk, Social Psychology group, Stanford University. 1998.
- Keynote speaker. Oxford conference on decision-making in theory and practice. Oxford, England. July, 1998.
- Invited presentation. National Humanities Center. Workshop on addiction and responsibility. September, 1998.
- University of Pittsburgh Economics Department. October, 1998.
- Harvard University psychology department. November, 1998.
- Harvard Business School. November, 1998.
- Yale University, School of Management. December, 1998.
- National Academy of Social Insurance, 11th annual conference, plenary address. January, 1999.
- Discussant, National Bureau of Economic Research meeting on youth risk-taking, April, 1999.
- Invited talk, University of Texas at Austin, Marketing Department. April, 1999
- Invited talk, University of Michigan, Ann Arbor. Psychology Department. May, 1999
- Invited talk, Psychology & Economics conference. Université des Sciences Sociale de Toulouse, June 1999.
- Invited talk, Psychology & Economics conference, Jerome Levy Institute at Bard College. July, 1999.
- Invited talk. Marketing Department, Hong Kong University of Science and Technology, October, 1999.
- Invited talk. Economics Department, Johns Hopkins University, November, 1999.
- Invited talk. Rationality Seminar, University of Chicago. November, 1999.
- Colloquium, Psychology Department, Princeton University. December, 1999.
- Colloquium, Psychology Department, University of Waterloo. January, 2000.
- Colloquium, Psychology Department, University of Oregon, Eugene. May, 2000
- Colloquium, Psychology Department, Northwestern University. May, 2000
- Testified at Securities and Exchange Commission; hearings on auditor independence. September, 2000.
- Opening talk at conference on neuroeconomics, Princeton University. December, 2000
- Invited talk, conference on Decision-Making & Cognitive Control Functions: An Exploration of the Cognitive Neuropsychology / Economics Interface. University of Arizona, February 2001.
- Colloquium, Department of Economics, New York University. February 2001.
- Colloquium, Interdisciplinary Seminar, Columbia University. February 2001.
- Invited talk, Conference on Behavioral Economics, Organizations and Law, University of Southern California Law School. June, 2001.
- Round-table participant and invited address, Colloque international sorts extremes – sortifs de l'extrême: À la quête des limites. University of Geneva, Switzerland. June, 2001.
- Invited talk, Marketing Department, INSEAD, June, 2001.
- Invited speaker, conference on money, happiness and impatience, Europäische in Steyr Wissenschaftstage (European Science Days in Steyr, Austria). July, 2001.
- Invited speaker, Stanford Institute of Theoretical Economics. August, 2001.
- Invited speaker, Cowles Foundation, Economics Department, Yale University. September, 2001.

- Colloquium, University of Iowa, Business school and neurology departments. October, 2001.
- Invited talk, Meeting on Expectations and Preferences, University of Michigan. November, 2001.
- Invited talk, Harvard Program on Negotiations. November, 2001.
- Invited talk, Center for Basic Research in the Social Sciences, Harvard University. November, 2001.
- Invited talk, Nobel symposium on Behavioral and Experimental Economics, Stockholm, Sweden. December, 2001.
- Invited talk, Max Planck Institute for Human Development, Berlin, Germany. January, 2002.
- Invited talk, Leonard Davis Institute for Health Economics, University of Pennsylvania. February, 2002.
- Invited participant, FBI conference on terrorism, Quantico, Virginia. February, 2002.
- Invited talk, marketing and organizational behavior groups, Stanford University Graduate School of Business. March, 2002.
- Invited talk, Pennsylvania State University School of Business. April, 2002.
- Invited talk, Conference on Happiness, Center for Economic Performance, London School of Economics. September, 2002.
- Colloquium, Department of Economics, Virginia Polytechnic Institute. September, 2002.
- Auditing Department Seminar, Harvard Business School. October 2002.
- Behavioral Economics Seminar, Harvard University. October, 2002.
- Faculty seminar, Columbia University Law School. October 2002.
- Behavioral Decision Research Seminar Columbia University. October 2002.
- Seminar, Department of Economics and Finance, GSB, Columbia University. November 2002.
- Seminar, Center for Experimental Social Science, New York University. November, 2002.
- Invited Participant, Meeting on Affect, Learning and Decision Making, sponsored by the James S. McDonnell Foundation. New York, December 2002.
- Colloquium, Georgetown University Law School. March, 2003.
- Visiting Scholar, University of Alberta Business School, Edmonton. Alberta, Canada. April, 2003.
- Invited participant, Workshop on Discounting for Health in Developing Countries, Resources for the Future, Washington, D.C. May, 2003.
- Invited Participant, Meeting on Affect, Learning and Decision Making, sponsored by the James S. McDonnell Foundation, New York. June 2003.
- Dinner talk, Boston Federal Reserve Bank meeting on How Humans Behave: The Implications for Economics and Economic Policy, Boston. June, 2003.
- Invited talk, Where Economics? University of Oslo, Norway. June, 2003.
- Invited talks, Psychology Department, University of Gothenberg, Sweden. June, 2003.
- Instructor, intensive course in Behavioral Economics; CEEL program in Adaptive Economic Dynamics; Fourth Trento Summer School, Italy. June, July, 2003.
- Instructor, Budapest Workshop on Behavioral Economics, Central European University; Budapest, Hungary. July, 2003.
- Invited Participant, Neuroeconomics meeting, Martha's Vineyard. September, 2003.
- Invited Participant, Other Minds conference, University of Oregon, Eugene. September, 2003.
- Invited talk, symposium on affect and decision making, Society for Medical Decision Making. Annual meeting, Chicago. October, 2003.

- Seminar, Economics Department, University of California, Berkeley. October, 2003.
- Seminar, University of California at Berkeley Business School. October, 2003
- Colloquium, Psychology and Behavioral Science Series, Institute for Applied Psychology (ISPA – Instituto Superior de Psicologia Aplicada), Lisbon, Portugal. November, 2003.
- Colloquium, University of Pittsburgh Psychology Department. November, 2003.
- Colloquium, Fuqua School of Business, Duke University. January 2004.
- Invited presentation; National Cancer Institute, meeting on cancer control. February 2004.
- Colloquium, University of Toronto; Rotman School of Management. February 2004.
- Visiting scholar, University of Goteborg, Sweden. March 21-28, 2004.
- Invited talk; Behavioral Organizational Economics meeting, NBER, Cambridge, MA. April 2004.
- Invited talk, Behavioral Public Finance meeting, University of Michigan, Ann Arbor. April 2004.
- Invited talk, University of British Columbia Economics Department. September 2004.
- University of Pittsburgh Health Services Research Seminar. September 2004.
- University of Chicago, Graduate School of Business, Behavioral Sciences seminar. October 2004.
- Invited talk, University of Chicago Medical School. October 2004.
- University of Chicago, Center for Health and the Social Sciences. October 2004.
- Keynote address, Chicago Kent Law Review Symposium: Must We Choose Between Rationality and Irrationality? November 2004.
- Invited talk, Yale University, Conference on Behavioral Science. November 2004.
- Colloquium, Stanford Law School, Legal Studies Workshop. November 2004.
- Colloquium, MIT Department of Economics. March 2005.
- Invited talk, McGill University, School of Business. April, 2005.
- Invited talk, Psychology Department and Woodrow Wilson School, Princeton University. April 2005.
- Invited talk; NYU Stern Marketing Department Research Camp. May 2005.
- Invited participant, meeting on happiness, Princeton University Woodrow Wilson School. May 2005.
- Invited participant, MiRe Workshop on Utility and Inequality: Experimental and Empirical Approaches, Ecole Normale Supérieure, Paris. June 2005.
- Invited participant, Homo Economicus, Homo Myopicus, and the Law and Economics of Consumer Choice, University of Chicago Law School. June 2005.
- Invited participant, Gatsby Workshop on Motivation and Action Selection. London, June 2005.
- Lecturer, Toulouse Summer Institute on Economics and Psychology, IDEI Toulouse. June 2005.
- Keynote, Annual Canadian Law and Economics Association. September 2005.
- Invited talk, NYU Neuroscience and Economics seminar. February 2006.
- Invited talk, Harvard Business School Marketing Department. March 2006.
- Colloquium on neuroeconomics, College de France. March 2006.
- Invited talk, UCLA Decision Consortium. May 2006.
- Invited participant, conference in Honor of Eytan Sheshinski, Jerusalem. June 2006.
- Invited talks, Behavioral Economics Summer Institute, Trento, Italy. June 2006.
- Invited talk, Financial Services Research Forum, London, England. June 2006.

- Invited talks, Summer Institute on Neuroeconomics, Stanford University. July 2006.
- Invited participant, Conference on Economic Methods, NYU Economics Department. July 2006.
- Invited talk, Conference on Preference Change, Free University, Berlin, Germany. September 2006.
- Bjørn Christiansen Memorial Lecture in Psychology, University of Bergen, Norway. September 2006.
- Invited talk, Conference on Happiness and Public Economics, London School of Economics, September 2006.
- Invited participant, Conference on Setting a Research and Action Agenda to Increase Healthy Behaviors and Adherence, Leonard Davis Institute, University of Pennsylvania. November, 2006.
- Invited participant, Spencer Foundation conference on incentives in education, Harvard School of Education. November 2006.
- Fidelity Investments. January 2007.
- Invited participant, Behavioral Finance Forum. March 2007.
- University of Maryland, Department of Economics. April 2007.
- Visiting Scholar, John Dewey Honors Program, University of Vermont. April 2007.
- Carol G. Simon Speaker Series, University of Vermont. April 2007.
- Invited talk, Tinbergen Institute, Rotterdam, Netherlands. May 2007.
- Tinbergen Institute Lectures; Tinbergen Institute, Rotterdam, Netherlands. May 2007.
- Invited talk, IZA workshop on behavioral and organizational economics, University of Bonn (Germany). May 2007.
- Invited talk, Symposium on the Scientific Basis of Influence and Reciprocity, Association of American Medical Colleges. Washington, D.C. June 2007.
- Invited talk, Workshop on the Legal Implications of the New Research on Happiness, University of Chicago Law School. June 2007.
- Keynote address, Workshop on the Economics of Information Security (WEIS), Pittsburgh. June 2007.
- Daniel Kahneman Lecture, Annual Meeting of International Association for Research in Economic Psychology, Ljubljana, Slovenia. September 2007.
- Vanderbilt Law School, Law and Economics faculty seminar (and guest lecture in course on law and economics). October 2007.
- Invited talk, Behavioral Foundations of Policy, Princeton University. October 2007.
- Colloquium, Department of Philosophy, University of Alabama, Birmingham. November 2007.
- Invited talk, Moral Psychology Research Group, Pittsburgh. November 2007.
- Invited commentary on Krueger et al.'s National Time Accounting, National Bureau of Economic Research. December 2007.
- Brown University, Department of Cognitive Science and Linguistics. January 2008.
- Yale University School of Management. February 2008.
- National Institutes of Health, Joint Bioethics Colloquium, Washington DC. March 2008.
- University of Pittsburgh, Center for Bioethics and Health Law, Bioethics Conference. March 2008.
- Behavioral Finance Forum, Miami. March 2008.
- New York University conference on Economic Methods. April 2008.

- Colloquium, Psychology Department, University of Waterloo, Ontario, Canada. June 2008.
- Keynote address, McKinsey Consulting Health Care Meeting, June 2008.
- Behavioral Economics Seminar, University of California, Berkeley. October 2008.
- World Bank, Human Development Forum, Plenary Session on Demand and Risk-taking, November 2008.
- University of Pittsburgh Law School. November 2008.
- New York Public Service Commission. November 2008.
- RAND Corporation, talk on asymmetrical paternalism. February 2009.
- Buck Consulting, Healthy Wealthy and Wise meeting. March 2009.
- Eastern Psychological Association, Psi Chi Distinguished Speaker. March 2009.
- Invited Speaker, Radcliffe Symposium on Decision Making. April 2009.
- Colloquium, Mathematical Behavioral Science Seminar, University of California at Irvine. April 2009.
- Marschak Colloquium, University of California at Los Angeles. April 2009.
- McKinsey Consulting, Pittsburgh. May 2009.
- First Annual Conference on Behavioral Economics, University of California at Berkeley. May 2009.
- Invited talk, Prospective Brain Conference, Harvard University. May 2009.
- Invited talk, [IPSR/NIA Workshop on Aging](#), University of California at Berkeley May 2009.
- Invited talk, Singapore Agency for Science Technology and Research (A\*STAR), Republic of Singapore. June 2009.