

OIDD 900—Decision Processes and Behavioral Economics

Syllabus, Fall 2019

Instructor: Maurice Schweitzer
Contact: Schweitz@upenn.edu
Class: Fridays 12-3pm

Course Description

This course is an introduction to Behavioral Decision Research. We will cover foundational articles and discuss emerging trends in Judgment and Decision Making scholarship. We will draw on scholarship in psychology, economics, and business.

Expectations

Class participation is extremely important. I expect students to come well prepared to discuss each assigned reading, and I expect students to be highly engaged. This will require several hours of preparation each week.

Final

The final exam will be open book, 3 hours, and span the entire course.

Grading

Weekly assignments: 30%
Class participation: 40%
Final: 30%

Weekly Assignments

Each week, I will ask you to answer questions about the readings. These questions are likely to take the form of “If you were a reviewer, what studies would you like to see?” or “How else might you present the data in this figure?” Research articles reflect many choices, and one of the goals of this course is to identify and deliberate about the choices prior scholars have made to inform the decisions we might make going forward. (For the first class, please come prepared, but there is no written assignment due the first class.)

Class 1*: Self-Conscious, Moral Emotions (Becky Schaumberg) 8/30

Our first class will be 90 minutes and will be run by Professor Schaumberg (We will find an additional 90 minute slot later this semester.)

Ketelaar & Clore (1997) Emotion and reason: The proximate effects and ultimate functions of emotions (Chapter)

Schaumberg & Tracy (2019) From self-consciousness to success: When and why self-conscious emotions promote positive employee outcomes (Chapter)

Tracy & Matsumoto (2008): The spontaneous expression of pride and shame: Evidence for biologically innate nonverbal displays

Class 2: Judgment 9/6

Kahneman, D., & Tversky, A. (1979). Prospect theory: An analysis of decision under risk. *Econometrica: Journal of the econometric society*, 263-291.

Kahneman, D. (2003) A perspective on judgment and choice: Mapping bounded rationality. *American Psychologist*, 58, 697-720.

Staw, B. M. (2010). The trouble with JDM: Some limitations to the influence of JDM on organizational research. *Industrial and Organizational Psychology*, 3(4), 411-416.

Tversky, A., & Kahneman, D. (1974). Judgment under uncertainty: Heuristics and biases. *Science*, 185, 1124-1131.

Small, D. A., & Loewenstein, G. (2003). Helping a victim or helping the victim: Altruism and identifiability. *Journal of Risk and uncertainty*, 26(1), 5-16.

Class 3: Hindsight, Outcome bias, Anchoring, and False Positive Psychology 9/13

Baron, J., & Hershey, J. C. (1988). Outcome bias in decision evaluation. *Journal of personality and social psychology*, 54(4), 569.

Fischhoff, B. (1975). Hindsight \neq foresight: The effect of outcome knowledge on judgment under uncertainty. *Journal of Experimental Psychology: Human Perception and Performance*, 1, 299.

Epley, N., & Gilovich, T. (2006). The anchoring and adjustment heuristic: Why adjustments are insufficient. *Psychological Science*, 17, 311-318.

Frederick, S. W., & Mochon, D. (2012). A scale distortion theory of anchoring. *Journal of Experimental Psychology: General*, 141(1), 124.

Simmons, J. P., Nelson, L. D., & Simonsohn, U. (2011). False-positive psychology: Undisclosed flexibility in data collection and analysis allows presenting anything as significant. *Psychological science*, 22(11), 1359-1366.

Class 4: Decision Process 9/20

Nisbett, R. E., & Wilson, T. D. (1977). Telling more than we can know: Verbal reports on mental processes. *Psychological review*, 84(3), 231.

Ariely, D., & Wertenbroch, K. (2002). Procrastination, deadlines, and performance: Self-control by precommitment. *Psychological science*, 13(3), 219-224.

Frederick, S. (2005). Cognitive reflection and decision making. *The Journal of Economic Perspectives*, 19(4), 25-42.

Anderson, C. J. (2003). The psychology of doing nothing: forms of decision avoidance result from reason and emotion. *Psychological bulletin*, 129(1), 139.

Baron, J., & Spranca, M. (1997). Protected values. *Organizational behavior and human decision processes*, 70(1), 1-16.

Class 5: Risk 9/27

Loewenstein, G. F., Weber, E. U., Hsee, C. K., & Welch, N. (2001). Risk as feelings. *Psychological bulletin*, 127(2), 267.

Slovic, P., Fischhoff, B., & Lichtenstein, S. (1986). The psychometric study of risk perception. In *Risk evaluation and management* (pp. 3-24). Springer US.

Rottenstreich, Y., & Hsee, C. K. (2001). Money, kisses, and electric shocks: On the affective psychology of risk. *Psychological science*, 12(3), 185-190.

Bar-Hillel, M. (1980). The base-rate fallacy in probability judgments. *Acta Psychologica*, 44, 211-233.

Gneezy, U., List, J. A., & Wu, G. (2006). The uncertainty effect: When a risky prospect is valued less than its worst possible outcome. *The Quarterly Journal of Economics*, 121(4), 1283-1309.

E Long, MK Chen, R Rohla

Political Storms: Tracking Hurricane Evacuation Behavior Using Smartphone Data

Available at SSRN 3339723

Ülkümen, G., Fox, C. R., & Malle, B. F. (2016). Two dimensions of subjective uncertainty: Clues from natural language. *Journal of Experimental Psychology: General*, 145(10), 1280.

Class 6: Ambiguity & Preference Reversals 10/4

Fox, C. R., & Tversky, A. (1995). Ambiguity aversion and comparative ignorance. *The quarterly journal of economics*, 110(3), 585-603.

Hsee, C. K. (1996). The evaluability hypothesis: An explanation for preference reversals between joint and separate evaluations of alternatives. *Organizational behavior and human decision processes*, 67(3), 247-257.

Tversky, A., Slovic, P., & Kahneman, D. (1990). The causes of preference reversal. *The American Economic Review*, 204-217.

Hsee, C. K. (1995). Elastic justification: How tempting but task-irrelevant factors influence decisions. *Organizational Behavior and Human Decision Processes*, 62(3), 330-337.

Dana, J., Weber, R. A., & Kuang, J. X. (2007). Exploiting moral wiggle room: experiments demonstrating an illusory preference for fairness. *Economic Theory*, 33(1), 67-80.

Class 7: Framing & Mental Accounting 10/18

Gneezy, U., & Rustichini, A. (2000). A fine is a price. *The Journal of Legal Studies*, 29(1), 1-17.

Tversky, A. & Kahneman, D. (1981). The framing of decisions and the psychology of choice. *Science*, 211, 453-458.

Thaler, R. H. (1999). Mental accounting matters. *Journal of Behavioral decision making*, 12(3), 183.

(Results) Arkes, H. R., & Blumer, C. (1985). The psychology of sunk cost. *Organizational behavior and human decision processes*, 35(1), 124-140.

Arkes, H. R. (1996). The psychology of waste. *Journal of Behavioral Decision Making*, 9(3), 213-224.

(Results) Camerer, C., Babcock, L., Loewenstein, G., & Thaler, R. (1997). Labor supply of New York City cabdrivers: One day at a time. *The Quarterly Journal of Economics*, 112(2), 407-441.

Class 8: Fairness & Numeracy 10/25

Kahneman, D., Knetsch, J. L., & Thaler, R. (1986). Fairness as a constraint on profit seeking: Entitlements in the market. *The American economic review*, 728-741.

Schweitzer, M. E., & Gibson, D. E. (2008). Fairness, feelings, and ethical decision-making: Consequences of violating community standards of fairness. *Journal of Business Ethics*, 77(3), 287-301.

Peters, E., Västfjäll, D., Slovic, P., Mertz, C. K., Mazzocco, K., & Dickert, S. (2006). Numeracy and decision making. *Psychological science*, *17*(5), 407-413.

Larrick, R. P., Soll, J. B., & Keeney, R. L. (2015). Designing better energy metrics for consumers. *Behavioral Science and Policy*, *1*, 63-75.

Mullainathan, Sendhil, and Marianne Bertrand. 2004. "Are Emily and Greg More Employable Than Lakisha and Jamal? A Field Experiment on Labor Market Discrimination." *American Economic Review* *94* (4): 991-1013.

Class 9: Emotion & Memory 11/1

(Figure) Posner, J., Russell, J. A., & Peterson, B. S. (2005). The circumplex model of affect: An integrative approach to affective neuroscience, cognitive development, and psychopathology. *Development and psychopathology*, *17*(3), 715-734.

(Skim) Schwarz, N., & Clore, G. L. (1983). Mood, misattribution, and judgments of well-being: Informative and directive functions of affective states. *Journal of Personality and Social Psychology*, *45*, 513-523.

Gaertig, C., Barasch, A., Levine, E., & Schweitzer, M. (Forthcoming). Magnitude Matters: The Role of Anger Intensity in Interpersonal Perceptions. *JESP*.

Smith, C. A., & Ellsworth, P. C. (1985). Patterns of cognitive appraisal in emotion. *Journal of personality and social psychology*, *48*(4), 813.

Lerner, J. S., Small, D. A., & Loewenstein, G. (2004). Heart Strings and Purse Strings: Carryover effects of emotions on economic decisions. *Psychological Science*, *15*, 337-341.

Gilbert, D. T., & Wilson, T. D. (2007). Propection: Experiencing the future. *Science*, *317*, 1351-1354.

Kahneman, D., Fredrickson, B. L., Schreiber, C. A., & Redelmeier, D. A. (1993). When more pain is preferred to less: Adding a better end. *Psychological science*, *4*(6), 401-405.

Yip, J. & Schweitzer, M. (Forthcoming). Losing your temper and your perspective: Anger reduces perspective-taking. *Organizational Behavior and Human Decision Processes*.

Class 10: Goals and Salient Reference Points 11/8

Berger, J., & Pope, D. (2011). Can losing lead to winning?. *Management Science*, *57*(5), 817-827.

Pope, D., & Simonsohn, U. (2011). Round numbers as goals: Evidence from baseball, SAT takers, and the lab. *Psychological science*, *22*(1), 71-79.

Ordóñez, L. D., Schweitzer, M. E., Galinsky, A. D., & Bazerman, M. H. (2009). Goals gone wild: The systematic side effects of overprescribing goal setting. *The Academy of Management Perspectives*, 23(1), 6-16.

(skim) Locke, E. A., & Latham, G. P. (2009). Has goal setting gone wild, or have its attackers abandoned good scholarship? *Academy of Management Perspectives*, 23(1).

(skim) Ordóñez, L. D., Schweitzer, M. E., Galinsky, A. D., & Bazerman, M. H. (2009). On good scholarship, goal setting, and scholars gone wild.

Dai, H., K.L. Milkman, J. Riis (2014). “The Fresh Start Effect: Temporal Landmarks Motivate Aspirational Behavior.” *Management Science*, Vol. 60(10), 2563–2582.

Class 11: Morality & Motivated Reasoning 11/15

Haidt, J. (2001). The emotional dog and its rational tail: a social intuitionist approach to moral judgment. *Psychological review*, 108(4), 814.

Mazar, N., Amir, O., & Ariely, D. (2008). The dishonesty of honest people: A theory of self-concept maintenance. *Journal of marketing research*, 45(6), 633-644.

Kunda, Z. (1990). The case for motivated reasoning. *Psychological Bulletin*, 108, 480-498.

Gino, F., Schweitzer, M. E., Mead, N. L., & Ariely, D. (2011). Unable to resist temptation: How self-control depletion promotes unethical behavior. *Organizational Behavior and Human Decision Processes*, 115(2), 191-203.

Yip, J., Schweitzer, M., & Nurmohamed, S. (2018). Trash-talking: Competitive incivility motivates rivalry, performance, and unethical behavior. *Organizational Behavior and Human Decision Processes*. 144, 125-144.

Levine, E. E., & Schweitzer, M. E. (2015). Prosocial lies: When deception breeds trust. *Organizational Behavior and Human Decision Processes*, 126, 88-106.

Class 12: Games 11/22

Henrich, J., Boyd, R., Bowles, S., Camerer, C., Fehr, E., Gintis, H., & McElreath, R. (2001). In search of homo economicus: behavioral experiments in 15 small-scale societies. *The American Economic Review*, 91(2), 73-78.

Weisel, O., & Shalvi, S. (2015). The collaborative roots of corruption. *Proceedings of the National Academy of Sciences*, 112(34), 10651-10656.

Dana, J., Cain, D. M., & Dawes, R. M. (2006). What you don't know won't hurt me: Costly (but quiet) exit in dictator games. *Organizational Behavior and human decision Processes*, 100(2), 193-201.

(skim) Goeree, J. K., & Holt, C. A. (2001). Ten little treasures of game theory and ten intuitive contradictions. *American Economic Review*, 1402-1422.

Halevy, N., Bornstein, G., & Sagiv, L. (2008). "In-group love" and "out-group hate" as motives for individual participation in intergroup conflict: A new game paradigm. *Psychological science*, 19(4), 405-411.

Class 13: Counterfactual Thinking & Social Comparison 11/27

Dunn, J., Ruedy, N. E., & Schweitzer, M. E. (2012). It hurts both ways: How social comparisons harm affective and cognitive trust. *Organizational Behavior and Human Decision Processes*, 117(1), 2-14.

Kahneman, D., & Miller, D. (1986). Norm theory: Comparing reality to its alternatives. *Psychological Review*, 93, 237-251.

Medvec, V. H., Madey, S. F., & Gilovich, T. (1995). When less is more: Counterfactual thinking and satisfaction among Olympic medalists. *Journal of Personality and Social Psychology*, 69, 603-610.

Feiler, D. C., Tong, J. D., & Larrick, R. P. (2013). Biased judgment in censored environments. *Management Science*, 59, 573-591.

(Results) Schweitzer, M., Ho, T. & Zhang, X. (2018). How monitoring influences trust: A tale of two faces. *Management Science*. 64(1), 253-270.

Class 14: Models and Algorithms, Defaults & Nudges 12/6

Dawes, R. M. (1979). The robust beauty of improper linear models in decision making. *American psychologist*, 34(7), 571.

Dietvorst, B. J., Simmons, J. P., & Massey, C. (2015). Algorithm aversion: People erroneously avoid algorithms after seeing them err. *Journal of Experimental Psychology: General*, 144(1), 114.

*Dietvorst, B. & Simonsohn, U. (working paper). Intentionally "Biased": People Purposely Use To-Be-Ignored Information, But Can Be Persuaded Not To

Charness, G., & Gneezy, U. (2009). Incentives to Exercise. *Econometrica*, 77(3), 909-931.

Milkman, K.L., J.A. Minson, and K.G.M. Volpp (2014). Holding the Hunger Games Hostage at the Gym: An Evaluation of Temptation Bundling. *Management Science*, 60(2), 283-299.

Johnson, Eric J., and Daniel Goldstein. (2003) "Do defaults save lives?." *Science*:302: 1338-1339.

Optional

Thaler, R. H., & Benartzi, S. (2004). Save more tomorrow™: Using behavioral economics to increase employee saving. *Journal of political Economy*, *112*(S1), S164-S187.

Bergman, P. & Rogers, T. (working paper). The impact of defaults on technology adoption, and its underappreciation by policymakers.

Negotiation

Loewenstein, G. F., Thompson, L., & Bazerman, M. H. (1989). Social utility and decision making in interpersonal contexts. *Journal of Personality and Social Psychology*, *57*, 426-441.

Brooks, A. W., & Schweitzer, M. E. (2011). Can Nervous Nelly negotiate? How anxiety causes negotiators to make low first offers, exit early, and earn less profit. *Organizational Behavior and Human Decision Processes*, *115*(1), 43-54.

Advice

Gino, F., & Schweitzer, M. E. (2008). Blinded by anger or feeling the love: how emotions influence advice taking. *Journal of Applied Psychology*, *93*(5), 1165.

Gino, F., Brooks, A. W., & Schweitzer, M. E. (2012). Anxiety, advice, and the ability to discern: feeling anxious motivates individuals to seek and use advice. *Journal of personality and social psychology*, *102*(3), 497.

Rader, C.A., Larrick, R. P., & Soll, J. B. (forthcoming). Advice as social influence: Informational goals and the consequences for accuracy. *Society for Personality and Social Psychology Compass*