Instructor:    Maurice Schweitzer  
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Class:    Fridays 12noon-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, 2 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.) Please complete the week assignments on your own without assistance from others.

I have used a “*” to identify what I consider to be the most important articles for each week.
**Class 1: Judgment 9/3**


**Class 2: Hindsight, Outcome bias, and False Positive Psychology 9/10**


**Class 3: Decision Process and Anchoring 9/17**


**Class 4: Risk 9/24**


E Long, MK Chen, R Rohla
Political Storms: Tracking Hurricane Evacuation Behavior Using Smartphone Data
Available at SSRN 3339723


**Class 5: Ambiguity & Preference Reversals 10/1**


**Class 6: Framing & Mental Accounting 10/8**


Additional Reading:


**Class 7: Fairness & Numeracy 10/22**


**Class 8: Emotion & Memory 10/29**


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

**Class 9: Emotion (Continued), Goals, and Salient Reference Points 11/5**


Additional Reading:

Simmons, J. et al. (2019) 99% Impossible: A Valid, or Falsifiable, Internal Meta-Analysis JEP: General

Class 10: Morality & Motivated Reasoning 11/12


Class 11: Honesty and Games 11/19


**Class 12: Counterfactual Thinking & Social Comparison 11/24**


**Class 13: Models and Algorithms, Defaults & Nudges 12/3**


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


**Additional Reading**


**Class 14: Advice & Negotiation 12/10**


*Green, E. (working paper) Sellers on Ebay.
