

CURRICULUM VITAE

ELKE U. WEBER

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& Department of Psychology
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Education

- 1980 - 1984 Harvard University: M.A., Ph.D. (Behavior and Decision Analysis)
1976 - 1980 York University: B.A., Summa cum Laude (Psychology)

Professional Positions

- 2007 - 2008 Fellow, Russell Sage Foundation
Summer 2006 Visiting Professor of Marketing, London Business School
2004 - 2005 Chair, Management Division, Graduate School of Business, Columbia University
2003 - Jerome A. Chazen Professor of International Business, Graduate School of Business, Columbia University
2004 Guest Professor, Department of Quantitative Economic Research, University of Fribourg, Switzerland
2002 Fellow, Wissenschaftskolleg (Institute for Advanced Study), Berlin, Germany
1999 - Professor of Management, Graduate School of Business, and Professor of Psychology, Department of Psychology, Columbia University
1995 - 1999 Professor, Department of Psychology and Department of Management & Human Resources, Ohio State University
1994 - 1995 Professor of Organizational Behavior and Leadership, Guest Chair, Otto Beisheim Graduate School of Corporate Management (WHU), Koblenz, Germany
1992 - 1993 Fellow, Center for Advanced Studies in the Behavioral Sciences, Stanford, CA
1988 - 1995 Assistant and Associate Professor of Behavioral Science, Center for Decision Research, Graduate School of Business, University of Chicago
1985 - 1988 Assistant Professor, Department of Psychology, University of Illinois at Urbana-Champaign
1984 - 1985 Natural Science and Engineering Research Council Post-Doctoral Fellow,

Department of Psychology, University of Toronto

Research Interests

Risk Perception and Risk Attitudes in Risky Decision Making; Individual, Cultural, and Species Differences in Decision Making under Risk and Uncertainty; Dual Process Models and Decision Modes; Role of Memory and other Cognitive Processes in Preference Construction; Group Decision Making; Environmental Decision Making; Neuroeconomics and Neurodecisionsciences

Professional Organizations

American Psychological Association (Fellow), American Psychological Society (Fellow), Society for Judgment and Decision Making (Past President), Society for Mathematical Psychology (Past President), Society for Risk Analysis, Institute for Operations Research and the Management Sciences, Decision Analysis Society (Past Council Member), Institute for Operations Research and the Management Sciences

Selected Professional Activities

- 2008 - Academic Committee Member, Behavioral Finance Forum
- 2007 - 2008 President, Society for Neuroeconomics
- 2007 - Steering Committee Member, Columbia Climate Center (C3)
- 2007 Carnegie Mellon President's Advisory Board Member for the Department of Social and Decision Sciences
- 2006 - Associate, National Intelligence Council,
- 2005 - 2006 Panel Member, Estimating and Communicating Uncertainty in Weather and Climate, National Research Council, National Academy of Sciences
- 2004 - Advisory Board Member, Society for Neuroeconomics
- 2004 - Co-Director, Center for Research on Environmental Decisions (CRED), Columbia University
- 2004 - 2007 Chair, Working Group IV (Public Attitudes, Ethical Issues, and Decision Making) for Global Roundtable on Climate Change, Columbia University
- 2003 - 2006 Member, Academic Advisory Committee, Ethical Globalization Initiative (EGI), Aspen Institute, International Council on Human Rights Policy, and Columbia University
- 2002 - 2004 Academic Director, Jerome A. Chazen Institute of International Business, Graduate School of Business, Columbia University
- 2001 - 2003 Director of Graduate Studies, Department of Psychology, Columbia University
- 2000 - Co-Director, Center for the Decision Sciences, Columbia University
- 2000 - 2003 Co-Chair, International Scientific and Technical Advisory Committee (ISTAC) for the International Research Institute for Climate Prediction (IRI)
- 2000 - 2003 Academic Steering Committee Member, Earth Institute, Columbia University

2007 -

- 2000 - 2001 President, Society for Mathematical Psychology
- 1997 - 2003 Member, Committee on the Human Dimensions of Global Change,
National Academy of Sciences
- 1997 - 2000 Committee Member, Forum on Research Management,
Federation of Behavioral, Psychological, and Cognitive Sciences
- 1997 - 1998 President, Society for Judgment and Decision Making
- 1997 - 1999 Panel Member, Human Dimensions of Seasonal-to-Interannual Climate Variability,
National Research Council, National Academy of Sciences
- 1997 - 1999 Panel Member, Network on Economic Environments and the Evolution of Individual
Preferences and Social Norms (Risk Sub-Network), MacArthur Foundation
- 1997 - 2003 Executive Council Member, Society for Mathematical Psychology
- 1997 Panel Member, Joint National Science Foundation and American Psychological Society,
Human Capital Initiative Workshop
- 1996 - 1998 Advisory Committee/Review Panel Member, National Science Foundation:
Decision, Risk, and Management Science Program,

Selected Consultancies

Howrey & Simon, Attorneys at Law, Washington DC; Chestnut Health Systems, Chicago IL; Argonne National Laboratory; Investment House of Bailard, Behl, & Kaiser, San Francisco CA; Open Court Publishing, Chicago IL; Wiley & Sons, New York NY

Editorships

Editor, Chazen Web Journal of International Business (2002 - 2004); Co-Editor, Risk Decision & Policy (1999-2002); Associate Editor, Organizational Behavior and Human Decision Processes (1998-2001), Associate Editor, Management Science (2006- present).

Editorial Boards

American Journal of Psychology (1986 - present); Die Betriebswirtschaft (2007 – present); Judgment and Decision Making (2007 – present); Journal of Experimental Psychology: Learning, Memory, and Cognition (1994 – 1997; 2002 - present); Journal of Experimental Psychology: General (2007 - present); Journal of Mathematical Psychology (1995 - 2003); Management and Organization Review (2005- present); Organizational Behavior and Human Decision Processes (1993 – 1998; 2002 - 2004); Psychological Inquiry (2002 – present); Psychological Review (2001 – present); Psychological Science (2006 – present); Risk Decision & Policy (1998 - 2002)

Ad-Hoc Reviewing

Journals: Academy of Management Journal, Academy of Management Review, Acta Psychologica, American Economic Review, Basic and Applied Social Psychology Journal, Brain and Cognition, Climate Policy, Cognition, Cognitive Psychology, Cognitive Science, Decision Analysis, Economic Psychology, Experimental Economics, Global Environmental Change, Human Ecology Review, IEEE Transactions on Systems, Man, and Cybernetics, International Journal of Intelligent Systems in Accounting, Finance, and Management,

Journal of Behavioral Decision Making, Journal of Business, Journal of Economic Behavior and Organization, Journal of Experimental Psychology: Human Perception and Performance, Journal of Experimental Social Psychology, Journal of the International Neuropsychological Society, Journal of Personality and Social Psychology, Management Science, Marketing Letters, Medical Decision Making, Memory, Memory and Cognition, Personality and Social Psychology Bulletin, Psychological Bulletin, Psychological Review, Psychological Science, Psychonomic Bulletin and Review, Risk Analysis, Social Science & Medicine, Sociological Quarterly, Theory and Decision.

Grant Proposals: National Science Foundation (NSF): Decision, Risk, and Management Science; Economics; Cognitive Neuroscience; Social Psychology; Human Cognition and Perception; Methodology, Measurement, and Statistics; National Institute of Mental Health (NIMH); US Department of Commerce: National Oceanic and Atmospheric Administration (NOAA); Israeli Science Foundation; Hong Kong Research Grants Council; European Science Foundation; Swiss National Science Foundation; Max Planck Society

Awards

2003	Academy of Management, Organizational Behavior Division, Best Paper Award
2000	Chazen International Research Prize, Graduate School of Business, Columbia University
1999	INFORMS Decision Analysis Society Publication Award
1994	Outstanding Young Investigator Award, Society for Medical Decision Making
1990	James S. Kemper Foundation Research Scholar, Graduate School of Business, University of Chicago
1988	Young Psychologist Award, American Psychological Association, XXIV International Congress, Sydney, Australia
1986	University of Illinois Instructional Award: "List of Faculty Rated Excellent"
1985	Natural Science and Engineering Research Council of Canada: Postdoctoral Fellowship
1980 - 1984	Natural Science and Engineering Research Council of Canada: Postgraduate Scholarship
1980	Vanier Award for Academic Excellence, York University

Grants

Affective and Deliberative Risky Decision Making in Children, Adolescents, and Adults. National Science Foundation, SES-0720932, \$88,677. 10/07-9/08.

Environmental Decision Making by Individuals and Groups. National Science Foundation, SES-0720452, \$494,390. 10/07-9/10.

Salary support for Russell Sage Foundation Fellowship, Russell Sage Foundation, \$126,000, 9/07-7/08.

Changing climate, innovative technology, and adaptive decision-making: Implications for land use and land tenure in agricultural production systems. National Science Foundation Special Competition: Human and Social Dynamics: Agents of Change, EF-0709701, \$175,310. 9/07-8/10.

Decision Making Over the Life Span: How Memory Affects Preferences. National Institute of Aging, R01AG027931-01A2, \$1,602,680, 09/07-08/12.

Neuropsychology of Risk Perception and Risk Taking. National Science Foundation, SES-0452932, \$113,196. 3/05-2/07.

Center for Research on Environmental Decisions, National Science Foundation Special Competition: Decision Making Under Uncertainty Center, SES-0345840, \$5,900,000, 10/04-9/09.

Center for International Business Education, Department of Education, \$100,716, 10/04-9/05.

Understanding and Modeling the Scope for Adaptive Management in Agroecosystems in the Pampas in Response to Interannual and Decadal Climate Variability and Other Risk Factors, National Science Foundation Biocomplexity Initiative, SES-0410348, \$1,630,296, 06/04-05/07.

Moral and Ethical Decision Making. Department of National Defense, Canada, \$89,196, 5/04-4/06.

Decision-making in agricultural production in the Argentine Pampas: Alternative choice process formulations and the value of climate information. National Oceanographic and Atmospheric Administration, GC04-159, \$258,561, 5/04-4/07.

Preferences as Memory. National Science Foundation, Ses-0352062, \$459,000. 4/04-3/07.

Development of a Domain-Specific Risk-Taking Scale. Department of National Defense, Canada, \$19,472, 8/02-7/03.

The Role of Climate Perceptions, Expectations, and Forecasts in Farmer Decision Making in the Argentina Pampas. International Research Institute for Climate Prediction, \$42,800, 11/01-10/02.

Developing a Taxonomy of Decision Modes. National Science Foundation, \$160,000, 7/00-6/02.

Predicting Modes of Decision-Making: A Cross-Cultural and Multi-Method Approach. National Science Foundation, \$271,000, 5/99-4/01.

Perceived Risk-Attitudes: A New Assessment Scale for a New Model of Risk-Taking. John D. and Catherine T. MacArthur Foundation, \$5,000, 2/1/98 - 12/1/99.

Decisions and Interactions Under Risk and Uncertainty Within and Across Cultures. National Science Foundation, \$225,000, 8/96-7/98.

Risk Perception and Decision Making Under Risk and Ambiguity in the U.S.A., Poland, P.R. China, and Hong Kong: National Science Foundation, \$50,000, 3/95-2/96.

Salary support to visit Center for Advanced Studies in the Behavioral Sciences, Stanford University: National Science Foundation, \$35,000, 8/92-7/93.

Farm-Level Decisions in the Face of Global Warming: Descriptive and Prescriptive Issues in Complex Decision

Making under Uncertainty: National Science Foundation, \$66,000, 8/91-7/92.

Risk Perception and Risk Attitudes: Definitions, Assessment Procedures, Effects on Behavior, and Dynamic Change: National Science Foundation, \$30,000, 8/89-7/90.

Dynamic Decision Models in Medical Diagnosis: University of Illinois Research Board, \$19,500, 9/87-8/88.

Information Acquisition in Medical Decision Making: National Institute of Health, \$5,000, 6/87-8/88.

Tests and Extensions of Conjoint Expected Risk: National Science Foundation, \$27,000, 10/86-7/88.

Human Perception, Judgment and Decision-Making in the Arms Control Process: University of Illinois Program in Arms Control, Disarmament, and International Security, \$5,000, 6/86-7/86.

IBM Project EXCEL Award for Hardware and Software Development of Computer-Based Laboratory of Human Decision Making: IBM, \$57,000, 6/86-12/87

Quantifying Perceived Risk in Medical Decision Making: National Institute of Health, \$5,000, 6/86-5/87.

Process Model for Decision Making under Risk: University of Illinois Research Board, \$18,500, 9/85-8/86.

Publications: Books and Project Reports

National Research Council Report, Completing the Forecast: Characterizing and Communicating Uncertainty for Better Decisions using Weather and Climate Forecasts, Cutler, P. & Ban, R. (Eds.), (2006), Washington, DC: National Academy Press.

Ancker, J. S. & Weber, E. U. (2005). Moral and ethical decision making: A review. Report for Defence R&D Canada, Toronto. Center for the Decision Sciences, Columbia University.

Hansen, J., Marx, S., Weber, E. U. (2004). The Role of Climate Perceptions, Expectations, and Forecasts in Farmer Decision Making: The Argentine Pampas and South Florida. International Research Institute for Climate Prediction (IRI), Palisades, NY: Technical Report 04-01.

Ostrom, E., Dietz, T., Dolsak, N., Stern P. C., Stonich, S., & Weber, E. U. (Eds.) (2002). The Drama of the Commons. Washington, D. C.: National Academy Press.

Weber, E. U., Baron, J., & Loomes, G. (Eds.) (2001). Conflict and Tradeoffs in Decision Making. Cambridge University Press.

National Research Council Report, Making Climate Forecasts Matter, Stern, P. C., & Easterling, W. E. (Eds.), (1999), Washington, DC: National Academy Press.

Weber, E. U. (1983). Study Guide for Principles of Statistics by Paul A. Herzberg. New York: Wiley.

Herzberg, P. A., & Weber, E. U. (1983). Instructors Manual for Principles of Statistics. New York: Wiley.

Publications: Journal Articles and Book Chapters

- Weber, E. U., & Johnson, E. J. (in press). Decisions under uncertainty: Psychological, economic, and neuroeconomic explanations of risk preference. In: P. Glimcher, C. Camerer, E. Fehr, & R. Poldrack (Eds.), Neuroeconomics: Decision making and the brain. New York: Elsevier.
- Laciana, C. E., Weber, E. U. (in press). Correcting expected utility for comparisons between alternative outcomes: A unified parameterization of regret and disappointment. Journal of Risk and Uncertainty.
- Lubell, M., Engel, C., Glimcher, P., Hastie, R., Rachlinski, J., Rockenbach, B., Selten, R., Singer, T., & Weber, E. U. (in press). Institutional Design Capitalizing on the Intuitive Nature of Decision Making. In: Engel, C. & Singer, W. (Eds.), Better than Conscious: Implications for Performance and Institutional Analysis. Boston MA: MIT Press.
- Podestá, G., Weber, E. U., Laciana, C., Bert, F., & Letsón, D. (in press). Agricultural decision-making in the Argentine Pampas: Modeling the interaction between uncertain and complex environments and heterogeneous and complex decision makers. In: T. Kugler, J. C. Smith, T. Connolly, Y.-J. Son (Eds.), Decision Modeling and Behavior in Uncertain and Complex Environments. Berlin: Springer.
- Weber, E. U. & Ancker, J. S. (in press). Cultural differences in risk taking and precaution: The relative roles of risk perception and risk attitude. In J.B. Wiener, M.D. Rogers, P.H. Sand, and J.K. Hammitt (Eds.), The Reality of Precaution: Comparing Approaches to Risk Regulation in the US and Europe. Cambridge, UK: Cambridge University Press.
- Weber, E. U., Johnson, E. J., Milch, K., Chang, H., Brodscholl, J., & Goldstein, D. (2007). Asymmetric discounting in intertemporal choice: A query theory account. Psychological Science, 18, 516-523.
- Engel, C., & Weber, E. U. (2007). The impact of institutions on the decision of how to decide. Journal of Institutional Economics, 3, 323-349.
- Weber, E. U. & Lindemann, P. G. (2007). From intuition to analysis: Making decisions with our head, our heart, or by the book. In: H. Plessner, C. Betsch & T. Betsch (Eds.), Intuition in judgment and decision making (pp. 191-208). Mahwah, NJ: Lawrence Erlbaum.
- Marx, S.M., Weber, E.U., Orlove, B.S., Leiserowitz, A., Krantz, D.H., Roncoli, C., Phillips, J. (2007). Communication and mental processes: Experiential and analytic processing of uncertain climate information. Global Environmental Change, 17, 47-58.
- Weber, E. U. (2006). Experience-based and description-based perceptions of long-term risk: Why global warming does not scare us (yet). Climatic Change, 70, 103-120.
- Blais, A.-R., & Weber, E. U. (2006) A **Domain-Specific Risk-Taking (DOSPERT)** scale for adult populations. Judgment and Decision Making, 1, 33-47.
- Weber, E. U. & Johnson, E. J. (2006). Constructing preferences from memory. In: Lichtenstein, S. & Slovic, P., (Eds.), The Construction of Preference (pp. 397-410). New York NY: Cambridge University Press.

- Weber, E. U., Siebenmorgen, N., Weber, M. (2005). Communicating asset risk: How name recognition and the format of historic volatility information affect risk perception and investment decisions. Risk Analysis, *25*, 597-609.
- Higgins, E. T., Weber, E. U., & Grant, H. (in press). Psychology. In A. Gelman (Ed.), Quantitative Models and Methods: A Tour of the Social Sciences, Cambridge UK: Cambridge University Press.
- Klos, A., Weber, E.U., & Weber, M. (2005). Risk perception and risk behavior in repeated gambles. Management Science, *51*, 1777-1790.
- Goldstein, D.G., Arkes, H.R., Beckenkam, M., Cooter, R., Ellickson, R. C., Engel, C., Guthrie, C., Hertwig, R., Kurzenhaeuser, S., & Weber, E. U. (2006). How do heuristics mediate the impact of the law on behavior? (pp. 439-465) In Gigerenzer, G. & Engel, C., Heuristics and the Law. Oxford University Press.
- Hertwig, R., Barron, G., Weber, E. U., & Erev, I. (2006). Rare risky prospects: Different when valued through a window of sampled experiences. In K. Fiedler & P. Juslin (Eds.), Information sampling as a key to understanding adaptive cognition in an uncertain environment. (pp. 72-91). New York, NY: Cambridge University Press.
- Weber, E. U. & Ancker, J. S. (2005). Towards a taxonomy of modes of moral decision making. Behavior and Brain Sciences, *28*, 563-564.
- Weber, E. U., Ames, D., & Blais, A.-R. (2005). "How do I choose thee? Let me count the ways:" A textual analysis of similarities and differences in modes of decision making in China and the United States. Management and Organization Review, *1*, 87-118.
- Weber, E. U. (2004). The role of risk perception in risk management decisions: Who's afraid of a poor old-age? In O. S. Mitchell & S. P. Utkus (Eds.), Pension Design and Structure: New Lessons from Behavioral Finance. Part I. Research on Decision-Making Under Uncertainty (pp. 53-66). Oxford, UK: Oxford University Press.
- Weber, E. U. (2004). Perception Matters: Psychophysics for Economists. In J. Carrillo and I. Brocas (Eds.), Psychology and Economics (pp. 165-176). Oxford, UK: Oxford University Press.
- Weber, E. U., Shafir, S., & Blais, A.-R. (2004). Predicting risk-sensitivity in humans and lower animals: Risk as variance or coefficient of variation. Psychological Review, *111*, 430-445.
- Johnson, J. G., Wilke, A., & Weber, E. U. (2004). Beyond a trait view of risk-taking: A domain-specific scale measuring risk perceptions, expected benefits, and perceived-risk attitude in German-speaking populations. Polish Psychological Bulletin, *35*, 153-172.
- Hertwig, R., Barron, G., Weber, E. U., & Erev, I. (2004). Decisions from experience and the effect of rare events. Psychological Science, *15*, 534-539. (Editor's Choice for "Highlights of the Recent Literature" in Science, *305*, 452; see <http://www.sciencemag.org/content/vol305/issue5683/twil.shtml>)
- Nunes, J. C., Hsee, C. K., & Weber, E. U. (2004). The effect of cost structure on consumer purchase and payment intentions. Journal of Public Policy and Marketing, *23*, 43-53.
- Ames, D. R., Flynn, F. J., & Weber, E. U. (2004). It's the thought that counts: On perceiving how helpers decide

to lend a hand Personality and Social Psychology Bulletin, 30, 461-474. Winner of 2003 Best Paper Award, Academy of Management, Organizational Behavior Division.

Shafir, S., Bechar, A., & Weber, E. U. (2003). Cognition-mediated coevolution: Context-dependent evaluations and sensitivity of pollinators to variability in nectar rewards. Plant Systematics and Evolution, 238, 195-209.

Weber, E. U., Blais, A.-R., & Betz, N. (2002). A domain-specific risk-attitude scale: Measuring risk perceptions and risk behaviors. Journal of Behavioral Decision Making, 15, 263-290.

Weber, E. U. (2001). Personality and risk taking. In N. J. Smelser & P. B. Baltes (Eds.), International Encyclopedia of the Social and Behavioral Sciences (pp. 11274-11276). Oxford, UK: Elsevier Science Limited.

Weber, E. U. (2001). Decision and choice: Risk, empirical studies. In N. J. Smelser & P. B. Baltes (Eds.), International Encyclopedia of the Social and Behavioral Sciences (pp. 13347-13351). Oxford, UK: Elsevier Science Limited

Loewenstein, G. F., Weber, E. U., Hsee, C. K., Welch, E. (2001). Risk as feelings. Psychological Bulletin, 127, 267-286.

Blais, A.-R., & Weber, E. U. (2001). Domain-specificity and gender differences in decision making. Risk Decision and Policy, 6, 47-69.

Weber, E. U., & Hsee, C. K. (2000). Culture and individual decision-making. Applied Psychology: An International Journal, 49, 32-61.

Weber, E. U., Böckenholt, U., Hilton, D. J., & Wallace, B. (2000). Confidence judgments as expressions of experienced decision conflict. Risk Decision and Policy, 5, 1-32.

Weber E. U., & Hsee, C. K. (1999). Models and mosaics: Investigating cross-cultural differences in risk perception and risk preference. Psychonomic Bulletin & Review 6 611-617.

Windschitl, P. D., & Weber, E. U. (1999). The interpretation of 'likely' depends on context, but '70%' is 70%, right? The influence of associative processes on perceived certainty. Journal of Experimental Psychology: Learning, Memory, and Cognition, 25, 1514-1533.

Munier, B., Selten, R., Bouyssou, D., Bourguine, P., Day, R., Harvey, N., Hilton, D., Machina, M., Parker, Ph., Serman, J., Weber, E. U., Wernerfelt, B., & Wensley, R. (1999). Bounded rationality modeling. Marketing Letters, 13, 103-135.

Weber, E. U. (1999). Giving mathematical psychology away: Challenges and promises. Journal of Mathematical Psychology, 43, 197-200.

Weber, E. U. (1999). Who's afraid of a little risk? New evidence for general risk aversion. In J. Shanteau, B. A. Mellers, & D. Schum (Eds.), Decision Science and Technology: Reflections on the Contributions of Ward Edwards (pp. 53-64). Norwell, MA: Kluwer Academic Press.

Hsee, C. K. & Weber, E. U. (1999). Cross-national differences in risk preference and lay predictions. Journal of Behavioral Decision Making, 12, 165-179.

Weber, E. U. (1999). Commentary on "Analysis of Choice Expectations in Incomplete Scenarios." Journal of Risk and Uncertainty, 19, 71-72.

- Weber, E. U. (1998). From performance to decision processes in 30 years: A history of OBHDP under Jim Naylor. Organizational Behavior and Human Decision Processes, 76 209-222.
- Weber, E. U., Hsee, C. K., & Sokolowska, J. (1998). What folklore tells us about risk and risk taking: Cross-cultural comparisons of American, German, and Chinese proverbs. Organizational Behavior and Human Decision Processes, 75, 170-186.
- Weber, E. U. & Hsee, C. K. (1998). Cross-cultural differences in risk perception but cross-cultural similarities in attitudes towards risk. Management Science, 44 1205-12 17.
- Tada, Y. & Weber, E. U. (1998). Representing psychological dimensions of decisions: Implications for behavioral decision models. Proceedings of the Twentieth Annual Conference of the Cognitive Science Society (pp. 1049-1054). Hillsdale NJ: Lawrence Erlbaum.
- Bontempo, R. N., Bottom, W. P., & Weber, E. U. (1997). Cross-cultural differences in risk perception: A model-based approach. Risk Analysis, 17, 479-488.
- Weber, E. U. (1997). Perception and expectation of climate change: Precondition for economic and technological adaptation. In M. Bazerman, D. Messick, A. Tenbrunsel, & K. Wade-Benzoni (Eds.), Psychological Perspectives to Environmental and Ethical Issues in Management (pp. 314-341). San Francisco, CA: Jossey-Bass.
- Hsee, C. K. & Weber, E. U. (1997). A fundamental prediction error: Self-other discrepancies in risk preference. Journal of Experimental Psychology: General, 126, 45-53.
- Weber, E. U. (1997). The utility of measuring and modeling perceived risk. In A. A. J. Marley (Ed.), Choice, Decision, and Measurement: Essays in Honor of R. Duncan Luce (pp. 45-57). Mahwah, NJ: Lawrence Erlbaum Associates.
- Mellers, B. A., Schwartz, A., & Weber, E. U. (1997). Do risk attitudes reflect in the eye of the beholder? In A. A. J. Marley (Ed.), Choice, Decision, and Measurement: Essays in Honor of R. Duncan Luce (pp. 59-73). Mahwah, NJ: Lawrence Erlbaum Associates.
- Weber, E. U. & Milliman, R. (1997). Perceived risk attitudes: Relating risk perception to risky choice. Management Science 43 122-143 (Winner of INFORMS Decision Analysis Society 1999 Publication Award for Best Paper Published in Calendar Year 1997).
- Weber, E. U. & Kirsner, B. (1996). Reasons for rank-dependent utility evaluation. Journal of Risk and Uncertainty, 14 41-61
- Weber, E. U., Goldstein, W. M., & Barlas, S. (1995). And let us not forget memory: The role of memory processes and techniques in the study of judgment and choice. In J. R. Busemeyer, R. Hastie, D. L. Medin (Eds.) The Psychology of Learning and Motivation, Volume 32. Decision Making from a Cognitive Perspective. (pp. 33-82). San Diego: Academic Press.
- Mellers, B. A., Weber, E. U., Ordóñez, L. D., & Cooke, A. D. (1995). Utility invariance despite labile preferences. In J. R. Busemeyer, R. Hastie, D. L. Medin (Eds.) Decision Making from a Cognitive Perspective. The

Psychology of Learning and Motivation, Vol. 32 (pp. 221-246). San Diego: Academic Press.

- Goldstein, W. M. & Weber, E. U. (1995). Content and discontent: Indications and implications of domain specificity in preferential decision making. In J. R. Busemeyer, R. Hastie, D. L. Medin (Eds.) Decision Making from a Cognitive Perspective. The Psychology of Learning and Motivation, Vol. 32 (pp. 83-136). San Diego: Academic Press. Reprinted in W. M. Goldstein & R. M. Hogarth (Eds.), Research on judgment and decision making (pp. 566-617). Cambridge, UK: Cambridge University Press, 1997.
- Wakker, P., Frey, I., & Weber, E. U. (1994). Comonotonic independence: The critical test between classical and rank-dependent utility theories. Journal of Risk and Uncertainty, 9, 195-230.
- Weber, E. U. (1994). Behavioral decision theory: Insights and applications. In B. H. Jacobsen, D. F. Pedersen, J. Christensen, & S. Rasmussen (Eds.), Farmers' Decision Making: A Descriptive Approach (pp. 13-30). Copenhagen, Denmark: European Association of Agricultural Economists.
- Weber, E. U. (1994). From subjective probabilities to decision weights: The effect of asymmetric loss functions on the evaluation of uncertain outcomes and events. Psychological Bulletin, 115, 228-242.
- Weber, E. U. & Sonka, S. (1994). Production and pricing decisions in cash-crop farming: Effects of decision traits and climate change expectations. In B. H. Jacobsen, D. F. Pedersen, J. Christensen, & S. Rasmussen (Eds.), Farmers' Decision Making: A Descriptive Approach (pp. 203-218). Copenhagen, Denmark: European Association of Agricultural Economists.
- Holtgrave, D. & Weber, E. U. (1993). Dimensions of risk perception for financial and health risks. Risk Analysis, 13, 553-558.
- Böckenholt, U. & Weber, E. U. (1993). Toward a theory of hypothesis generation in diagnostic decision making. Investigative Radiology, 28, 76-80.
- Weber, E. U., Böckenholt, U., Hilton, D. J., & Wallace, B. (1993). Determinants of diagnostic hypothesis generation: Effects of information, base rates, and experience. Journal of Experimental Psychology: Learning, Memory, and Cognition, 19, 1151-1164.
- Weber, E. U., Anderson, C., & Birnbaum, M. H. (1992). A theory of perceived risk and attractiveness. Organizational Behavior and Human Decision Processes 52, 492-523.
- Weber, E. U. & Böckenholt, U. (1992). A conflict model of confidence. Bulletin of the Psychonomic Society, 30, 484.
- Weber, E. U., Böckenholt, U., Hilton, D. J., & Wallace, B. (1992). Determinants of initial hypotheses in medical diagnosis. International Journal of Psychology, 27, 171.
- Böckenholt, U. & Weber, E. U. (1992). Use of formal methods in medical decision making: A survey and analysis. Medical Decision Making, 12, 298-306.
- Weber, E. U., Goldstein, W. M., & Busemeyer, J. R. (1991). Beyond strategies: Implications of memory representation and memory processes for models of judgment and decision making. In W. F. Hockley and S. Lewandowsky (Eds.), Relating Theory and Data: Essays on Human Memory in Honor of Bennet B. Murdock

(pp. 75-100). Hillsdale, NJ: Lawrence Erlbaum Associates.

- Weber, E. U. & Coskunoglu, O. (1990). Descriptive and prescriptive models for decision making: Implications for the development of decision aids. IEEE Transactions on Systems, Man, and Cybernetics 20, 310-317.
- Weber, E. U. & Hilton, D. J. (1990). Contextual effects in the interpretations of probability words: Perceived base rate and severity of events. Journal of Experimental Psychology: Human Perception and Performance 16 781-789.
- Weber, E. U. & Bottom, W. P. (1990). An empirical evaluation of the transitivity, monotonicity, accounting, and conjoint axioms for perceived risk. Organizational Behavior and Human Decision Processes 45 253-275.
- Weber, E. U. & Bottom, W. P. (1989). Axiomatic measures of perceived risk: Some tests and extensions. Journal of Behavioral Decision Making, 2, 113-131.
- Weber, E. U. & Murdock, B. B. (1989). Priming in a distributed memory system: Implications for models of implicit memory. In S. Lewandowsky, J. C. Dunn, & K. Kirsner (Eds.), Implicit Memory: Theoretical Issues (pp. 87-98). Hillsdale, NJ: Lawrence Erlbaum Associates.
- Weber, E. U. (1989). A behavioral approach to decision making under uncertainty: Implications and lessons for expected utility theory. Proceedings of the USDA Economic Research Service: Southern Regional Risk Project, 4, 25-35.
- Weber, E. U. (1989). Review of 'Statistics Explained: Basic Concepts and Methods' by R. Kapadia and G. Andersson. Journal of the American Statistical Association, 89 156-157.
- Coskunoglu, O. & Weber, E. U. (1989). A synthesis of descriptive and prescriptive models for decision making. In M. C. Jackson (Ed.), Operational Research and the Social Sciences, Vol. II. Plenum Press.
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- Weber, E. U. (1987). Decision analysis manual in search of a reader: Review of The anatomy of decision by Mirek Karasek. Contemporary Psychology, 32 71
- Weber, E. U. (1987). Review of Discrete choice analysis: Theory and application to travel demand by Moshe Ben-Akiva and Steven R. Lerman. Journal of Classification, 4 125-128.
- Luce, R. D., & Weber, E. U. (1986). An axiomatic theory of conjoint, expected risk. Journal of Mathematical Psychology, 30 188-205.
- Weber, E. U. (1985). Managing a low-incidence risk: The example of toxic shock syndrome. Risk Analysis, 5 73-84
- Weber, E. U. (1984). Combine and conquer: A joint application of conjoint and functional approaches to the problem of risk measurement. Journal of Experimental Psychology: Human Perception and Performance 10 179-194.

Ono, H., & Weber, E. U. (1981). Nonveridical visual direction produced by monocular viewing. Journal of Experimental Psychology: Human Perception and Performance 7 937-947.

Under Review and In Preparation

Figner, B., Mackinlay, R. J., Wilkening F., & Weber, E. U. Hot and cold cognition in risky decision making: Accounting for age and gender differences in risk taking. Under review, Journal of Experimental Psychology: Learning, Memory, and Cognition.

Laciana, C. E., Weber, E. U., Bert, F., Podesta, G., Gonzalez, X. I., & Letson, D. Objective functions in agricultural decision-making: A comparison of the effects of expected utility, regret-adjusted expected utility, and prospect theory maximization. Under review, Operations Research.

Weber, E. U. Doing the right thing willingly: Behavioral decision theory and environmental policy. In: E. Shafir (Ed), The Behavioral Foundations of Policy. Princeton University Press.

Weber, E. U. Achieving sustainable development: Behavior change through goal priming and judicious decision mode selection. In: J.S. Sachs and P. Schlosser (Eds.), Is Sustainable Development Feasible?, Columbia University Press. Under review.

Weber, E. U. Book Review of “Your Money and Your Brain: How the New Science of Neuroeconomics Can Help Make You Rich,” by Jason Zweig. Simon & Schuster, 2007. Journal of Pension Economics and Finance. Under review.

Bruguier, A., Grinband, J., Figner, B., Bayer, H., Bossaerts, P., & Weber, E. Categorization of monetary gambles in the human brain. Science, under review.

Marx, S., & Weber, E. U. Decision making under climate uncertainty: The power of understanding judgment and decision processes. In T. Dietz & D.C. Bidwell (Eds.), Climate change in the Great Lakes region: Decision making under uncertainty. Under review.

Weber, E. U. Decision modes and goals and sustainable development. In: J. Sachs & P. Schlosser (Eds.), Is Sustainable Development Feasible? New York: Columbia University Press.

Weber, E. U. Risk Attitudes. In Kattan, M.W. (Ed.), Encyclopedia of Medical Decision Making. Thousand Oaks, CA: Sage Publications. Under review.

Weber, E. U. Risk Perception. In Kattan, M.W. (Ed.), Encyclopedia of Medical Decision Making. Thousand Oaks, CA: Sage Publications. Under review.

Weber, E. U., Krosch, A., Figner, B. Moral dilemmas: Situational perception predicts decision modes and decision modes predict choice. In preparation.

Podesta, G., Weber, E. U., & Broad, K. Who is using your climate forecast: Effect of user personality on climate perceptions, expectations, and decisions. In preparation for Bulletin of the American Meteorological Society.

Letson, D., Laciana, C. E., Bert, F., Weber, E. U., Katz, R. W., Gonzalez, X. I., & Podesta, G. The value of perfect ENSO phase predictions for agricultural production: Evaluating the impact of land tenure and

decision objectives. Revise and resubmit, Climatic Change.

Johnson, E.J., Weber, E. U., & Murphy, R. O. Query theory: A constructive preference account. In preparation for Psychological Review.

Weber, E. U. & Johnson, E. J., Cognitive processes in judgment and decision making. Annual Review of Psychology, 60, 2009. Paper in preparation.

Grinband, J., Bayer, H., Figner, B., Delgado, M., Hirsch, J., & Weber, E. U. Neural correlates of risk perception and risky decision making. In preparation for Neuron.

Other Publications

Weber, E. U. (2003). Objetivos y emociones en la toma de decisión. Suplemento de la edición No. 269 de la Revista CREA, Uso de informacion climatica: Para la toma de decisiones en la produccion agricola (p. 7).

Weber, E. U. (2003). Origins and functions of perceptions of risk. Transcript of Invited Presentation, National Cancer Institute (NCI) Workshop *Conceptualizing and Measuring Risk Perceptions*, February 13, 2003. <http://dccps.nci.nih.gov/brp/presentations/weber.pdf>

Weber, E. U. (2006). The Determinants of Risk Taking. Transcript and Webcast of Invited Presentation, Thought Leader Forum, Legg Mason Capital Management, Baltimore MD, September 28, 2006. <http://www.leggmason.com/thoughtleaderforum/2006/conference/weber.html>

Mentions in the Popular Press

THE NEW YORK TIMES

“Stuck on Coal, and Stuck for Words in a High-Tech World”

December 4, 2007

BYLINE: Andrew C. Revkin

Mentions my research on risk perception and global warming

http://www.nytimes.com/2007/12/04/science/earth/04comm.html?_r=1&oref=slogin

FORTUNE MAGAZINE

“The greatest money manager of our time”

November 26, 2006

BYLINE: Andy Serwer

Article on Legg Mason money manager Bill Miller mentions my talk at Legg Mason Thought Leader Forum. Sidebox in print edition of article lists me as one of eight “Bill’s brainiacs,” “deep thinkers that have influenced his understanding of how markets behave.”

http://money.cnn.com/magazines/fortune/fortune_archive/2006/11/27/8394343/index.htm

COLUMBIA IDEAS@WORK

“Risk-Averse vs. Risk-Aware”

Fall 2005

Discusses my research on risk perception

http://www0.gsb.columbia.edu/null?&exclusive=filemgr.download&file_id=5910207&rtcontentdisposition=filename%3Drisk-management.pdf

THE ECONOMIST

“National Stereotypes: A fair bet, but wrong”

September 18, 2004

Discusses my research with colleague Christopher Hsee on cross-cultural differences in risk perception and risk preference in the USA and PRC

http://www.economist.com/business/displaystory.cfm?story_id=3209530

THE BOND BUYER ONLINE

“Staying in for the Long Haul: What Keeps Muni Professionals in the Business”

November 20, 2003

BYLINE: Nicholas Chesla

Cites me on a number of psychological reasons that may prevent people from switching to a different occupation

<http://www.bondbuyer.com/article.html?id=20031120KMWKI3EC&from=home>

PSYCHOLOGY TODAY

“Confucius Say: Risky Business”

March/April 1999

Discusses my research on cross-cultural differences in risk taking based on a comparative study of proverbs

<http://psychologytoday.com/articles/pto-19990301-000006.html>

AMERICAN PSYCHOLOGICAL ASSOCIATION MONITOR

“How do different cultures weigh the same decision? Psychologists are beginning to uncover differences in how Chinese and Americans make decisions”

May 1999

BYLINE: Beth Azar

Discusses my research on cross-cultural differences in risky decision making

<http://www.apa.org/monitor/may99/weigh.html>

CAPITAL IDEAS

“Researching Risk Preference”

Vol. 1, No. 3, Summer 1998

University of Chicago Graduate School of Business alumni magazine discusses my research with colleague Christopher Hsee on cross-cultural differences in risk perception and risk preference in the USA and PRC

<http://www.chicagogsb.edu/capideas/sum98/hsee.htm>

Invited Presentations

Harvard University, School of Public Health, February 20, 1985

Columbia University, Department of Psychology, March 18, 1986

University of Alberta, Department of Psychology, April 11, 1986

Sloan Foundation Research Conference on Risk Measurement: Axiomatics, Experiments, and Applications, Lake Arrowhead, California, June 12-14, 1986.

State University of California at Fullerton, Department of Psychology, February 13, 1987

University of Chicago, Graduate School of Business, March 2, 1987.

Purdue University, Department of Psychology, March 6, 1987

University of Chicago, Behavioral Sciences, November 18, 1987

Zentrum fuer Umfragen und Meinungs-Analysen (ZUMA), Mannheim, W. Germany, February 11, 1988

University of Heidelberg, Department of Psychology, February 13, 1988

Illinois Interdisciplinary Workshop on Decision Making, Keynote Address, June 14, 1988

University of Western Australia, Symposium on Implicit Memory, August 14, 1988

University of Milan, Department of Information Sciences, October 10, 1988

U.S. Department of Agriculture, Economic Research Service: Southern Regional Risk Project, April 10, 1989

University of California, Irvine, Department of Mathematical Behavioral Sciences, December 4, 1989

Annual Meeting of the Society of Mathematical Psychology, Toronto, Canada, Invited Address, August 16, 1990.

University of Maine, Orono, Department of Agricultural and Resource Economics, October 5, 1990.

Annual Meeting of the Society for Judgment and Decision Making, New Orleans, Louisiana, Symposium on Distributed Representation and Parallel Processing Models of Neural and Cognitive Processes, November 21, 1990.

University of Illinois at Chicago, College of Medicine, Department of Medical Education, February 1, 1991.

University of California, Berkeley, Department of Psychology, February 22, 1991.

University of Iowa, Department of Management and Organizations, April 17, 1991.

Joint U.S. -- U.S.S.R. Research Conference on Preference, Risk, and Social Choice: University of California, Irvine, Research Unit in Mathematical Social Sciences, and Central Economic and Mathematical Institute of the U.S.S.R., June 26 - July 2, 1991.

University of Illinois at Urbana-Champaign, Finance and Management Workshop, Department of Agricultural Economics, September 26, 1991.

University of Haifa, Department of Psychology, Haifa, Israel, February 27, 1992.

Hebrew University, Department of Psychology, Jerusalem, Israel, March 3, 1992.

University of Oklahoma, Department of Psychology, Norman, OK, April 3, 1992.

International Congress of Psychology, Brussels, Belgium, Symposium on Decision Making in Clinical Contexts, July 21, 1992.

Annual Meeting of the Society for Medical Decision Making, Portland, Oregon, Workshop on Frontiers of Utility Theory, October 17, 1992.

Stanford University, Department of Psychology, November 4, 1992.

University of California, Irvine, Department of Mathematical Behavioral Sciences, January 28, 1993

31st Bayesian Research Conference, Savage Memorial Lecture, Los Angeles, California, February 11, 1993.

University of Oregon, Department of Psychology, April 5, 1993.

Stanford University, Graduate School of Business, May 19, 1993.

Annual Meeting of the Society of Mathematical Psychology, Norman, Oklahoma, Symposium on Cognition and Decision Making, August 15, 1993.

Wesleyan University, Department of Psychology, November 10, 1993.

Washington University, Olin School of Management, Workshop in Organizational Behavior, November 19, 1993.

University of Illinois at Chicago, College of Medicine, Department of Medical Education, February 17, 1994.

University of Chicago, Cognitive Science Program, Department of Psychology, March 2, 1994.

GSB/Kellogg Workshop on Decision Theory and Negotiation, Kellogg School of Management, Northwestern University, March 5, 1994.

McMaster University, Department of Psychology, March 10, 1994.

Midwestern Economics Association Annual Meeting, Symposium on Microeconomic Modeling, Uncertainty, and Risk, Chicago, Illinois, March 26, 1994.

University of Mannheim, Department of Finance, June 13, 1994.

RAND Corporation, Santa Monica, CA, July 15, 1994.

Koblenz School of Corporate Management, Otto-Beisheim Graduate School, Vallendar, Germany, September 21, 1994.

European Association of Agricultural Economists 38th Annual Meeting, Invited Keynote Address, Copenhagen, Denmark, October 3, 1994.

Harvard Business School, Symposium in Honor of Howard Raiffa, October 14, 1994.

University of Colorado, Department of Psychology, November 7, 1994.

Rutgers University, School of Business, Department of Organizational Behavior, December 19, 1994.

The Ohio State University, Department of Psychology, January 18, 1995.

University of North Carolina, Department of Psychology, February 7, 1995.

The Ohio State University, Summer Institute in Political Psychology, July 31, 1995.

The Ohio State University, Behavioral Decision Theory Colloquium Series, October 2, 1995

Gesellschaft fuer unendliche Versuche (GUV), Ann Arbor, Michigan, October 6, 1995.

INFORMS Fall Conference, New Orleans, Louisiana, Symposium on Behavioral Decision Theory; Symposium on Risk and Value, October 29 and 31, 1995.

Annual Meeting of the Society for Judgment and Decision Making, Los Angeles, California, Symposium on Medical Decision Making, November 13, 1995

University of Mannheim, Department of Economics, November 20, 1995.

Research Conference: Psychological Perspectives to Environmental and Ethical Issues in Management, Kellogg Environmental Research Center, Kellogg Graduate School of Management, Northwestern University, December 10, 1995.

Ohio University, Department of Psychology, January 18, 1996.

University of Arizona, School of Business and Public Administration, Department of Management, Tucson, Arizona, February 5, 1996

Carnegie Mellon University, Department of Social and Decision Sciences, March 6, 1996.

International Association for Conflict Management Annual Meeting, Ithaca, New York, Symposium on Environmental Conflicts: The Role of Perceptions, June 3, 1996

The Ohio State University, Summer Institute in Political Psychology, July 22, 1996.

Swiss Federal Institute of Technology, Zurich, Switzerland, Department of Economics, January 16, 1997

University of Fribourg, Switzerland, Department of Statistics, January 17, 1997

The Ohio State University, College of Pharmacy, February 11, 1997.

The Ohio State University, Department of Statistics, March 11, 1997.

INFORMS Spring Conference, San Diego, California, Symposium on Behavioral Decision Theory; Symposium on Risk and Perception, May 5, 1997.

The Ohio State University, Summer Institute in Political Psychology, June 30, 1997.

SPUDM 16, Leeds, United Kingdom, Invited Organizer of Workshop "Cross-cultural Approaches to Decision Making," August 18-21, 1997.

University of Mannheim, Germany, Workshop in Finance and Banking, September 14, 1997.

Max Planck Institute for Social Research, Munich, Germany, September 21, 1997.

John D. and Catherine T. MacArthur Foundation Invited Research Conference on Risk, Chicago, October 3, 1997.

Gesellschaft fuer unendliche Versuche (GUV), Ann Arbor, Michigan, October 18, 1997.

INFORMS Fall Conference, Dallas, Texas, Symposium on Risk and Decision Making: Generic Models and Phenomena across Cultures, October 27, 1997.

Research Conference: New Ideas in Decision Making; Dispute Resolution Research Center and Cognitive Science Program, Northwestern University, December 6, 1997.

INFORMS Spring Conference, Montreal, Canada, Invited Session on Implications of Recent Psychological Results for Decision Analysis Practice, April 28, 1998.

University of Fribourg, Switzerland, Departments of Psychology and Statistics, June 26, 1998.

Fourth Invitational Choice Symposium, Workshop on Modeling Bounded Rationality (B. Meunier and R. Selten, Chairs), Groupe HEC, Paris, July 8, 1998.

Annual Meeting of the Society for Judgment and Decision Making, Dallas, Texas, Presidential Address, November 13, 1998.

The Ohio State University, School of Public Policy and Management, December 2, 1998.

New York University, Stern School of Business, Department of Management and Organizational Behavior, December 15, 1998

American Economic Association Annual Meeting, New York City, Invited Talk in Session on Risk Aversion, January 5, 1999.

New York University, Department of Psychology, January 19, 1999.

Columbia University, Department of Psychology, February 3, 1999.

Indiana University, Department of Psychology, April 19, 1999.

University of Chicago, Graduate School of Business, October 13, 1999.

University of Toulouse, Department of Psychology, December 15, 1999.

Annual Meeting, Dutch Psychonomics Society, Netherlands, Invited Address, December 18, 1999.

Zentrum fuer interdisziplinaere Forschung (ZiF), Bielefeld, Germany, March 27, 2000.

University of Pennsylvania, Wharton School, OPIM Workshop, April 17, 2000.

International Forum on Climate Prediction, Agriculture, and Development, International Research Institute for Climate Prediction, April 27, 2000.

National Academy Summer Study Session on Creation of a National Climate Service, Invited Talk, Woods Hole, MA, August 8, 2000.

Annual Meeting, Economic Science Association, Tucson, AZ, Psychology-Economics Panel Discussion, September 30, 2000.

Association of American Geographers 97th Annual Meeting, Invited talk in Session on Seasonal Climate Forecasts: Linking Climate and Users, New York, NY, February 28, 2001.

Subjective Probability, Utility, and Decision Making (SPUDM) Biannual Meeting, Invited Address, Amsterdam, Netherlands, August 21, 2001.

New York University, Department of Economics, October 2, 2001.

International Speaker Series, University of Calgary, School of Management, January 17, 2002.

University of Calgary, School of Management, Finance Workshop, January 18, 2002.

Brown University, Department of Cognitive and Linguistic Sciences, Departmental Colloquium, February 4, 2002.

Cornell University, Johnson Graduate School of Management, Department of Management and Organizations, February 6, 2002.

Duke University, Fuqua School of Business, Department of Management, February 20, 2002.

Wissenschaftskolleg zu Berlin, Fellows' Colloquium, Berlin, Germany, April 9, 2002.

Columbia/Wharton Risk Roundtable, Arden House, Harriman, NY, April 13, 2002.

Max Planck Institute, Bonn, Germany, Project Group: Common Goods: Law, Politics, and Economics, May 8, 2002.

Max Planck Institute for Research into Economic Systems, Jena, Germany, Project Group: Strategic Interaction, May 22, 2002.

Max Planck Institute for Human Development, Berlin, Germany, Center for Adaptive Behavior and Cognition, July 3, 2002.

German Association of Experimental Economics, Annual Meeting, Wittenberg, Germany, July 11, 2002.

Columbia Center for Economy, Environment, and Society, Conference on Climate Change/Variability and the Insurance Industry, December 12, 2002.

American Economic Association Annual Meeting, New York City, Invited Talk in Session on Risk Modeling, January 4, 2003.

National Cancer Institute, Workshop on Conceptualizing and Measuring Perceived Risk, February 14, 2003.

Columbia University, Earth Institute, Strategic Plan Lecture Retreat, February 15, 2003.

Georgia Institute of Technology, School of Public Policy, February 18, 2003.

Drexel University, Department of History and Politics, Speaker Series on Science, Technology and Society, March 3, 2003.

Harvard University, Department of Economics, Behavioral and Experimental Economics Workshop, March 18, 2003.

University of Miami, Rosenstiel School of Marine & Atmospheric Science, Climate Research Workshop, March 31, 2003.

Carnegie Mellon University, Social and Decision Sciences, April 4, 2003.

University of Pennsylvania, Wharton School of Management, Pension Research Council Symposium, April 28, 2003.

American Psychiatric Association Annual Meeting, San Francisco, Invited Talk in Session on Application of Behavioral Decision Sciences in Clinical Psychiatry, May 18, 2003.

Society for Mathematical Psychology Annual Meeting, Invited Talk in Amos Tversky Honorary Symposium, Ogden, Utah, July 26, 2003.

2nd Tilburg Symposium on Psychology and Economics: Games and Decisions, Keynote Address, Tilburg University, Netherlands, August 29, 2003.

University of Toronto, Rotman School of Business, Organizational Behavior Workshop, September 26, 2003.

Center for Interuniversity Research and Analysis on Organizations (CIRANO), Presentation, Montreal, Canada, October 1, 2003.

Washington University, Olin School of Business, Organizational Behavior Workshop, October 24, 2003.

New York University, Department of Psychology, Cognition and Perception Workshop, December 4, 2003.

Chinese University of Hong Kong, Marketing Workshop, Hong Kong, China, December 17, 2003.

Heidelberg Meetings on Judgment and Decision Processes, Intuition in Judgment and Decision Making, Invited Talk, Heidelberg, Germany, February 20, 2004.

Geophysical Fluid Dynamics Lab, NOAA, Climate Impacts Meeting, Princeton, NJ, March 4, 2004.

International Research Institute for Climate Prediction (IRI), Lamont-Doherty, Columbia University, Palisades, NY, April 28, 2004.

University of Fribourg, Switzerland, Department of Psychology, June 3, 2004

Dahlem Workshop on "Heuristics and the Law", Deutsche Forschungsgemeinschaft and Stifterverband fuer die Deutsche Wissenschaft, Berlin, Germany, June 6-11, 2004

International Association for Chinese Management Research, Inaugural Conference, Invited Presentation, Beijing, June 21, 2004.

University of Mannheim, Germany, Workshop in Finance and Banking, July 14, 2004.

NeuroEconomics 2004 Meeting, Invited Talk, Kiawah Island, SC, September 18, 2004.

Princeton University, Woodrow Wilson School, Workshop on Global Warming: The Psychology of Long Term Risk, November 12, 2004.

New York University, Department of Psychology, January 18, 2005.

Society for Personality and Social Psychology Annual Meeting, Cultural Psychology Pre-Conference, Invited Presentation, New Orleans, LA, January 20, 2005.

Center for Experimental Social Science, Workshop on Neuroeconomics, New York University, March 10, 2005.

Darden Graduate School of Business, University of Virginia, Visitor and Featured Speaker, Behavioral Economics Seminar, April 11 and 12, 2005.

London School of Economics, Workshop on Knowledge, Information and Environmental Decisions, Invited Presentation, June 27, 2005.

Subjective Probability, Utility, and Decision Making (SPUDM) Biannual Meeting, Symposium on Small Economic Decisions, Stockholm, Sweden, August 22, 2005.

Columbia University, Department of Psychology, Departmental Colloquium, September 14, 2005.

Dartmouth College, Tuck School of Business, Workshop on How to Increase the Effectiveness of Financial Education: Lessons from Economics and Psychology, Keynote Address, October 17, 2005.

Asociación Argentina de Consorcios Regionales de Experimentación Agrícola (AACREA) Annual Meeting, Invited Address, Buenos Aires, November 29, 2005.

Department of Defense (DOD), MURI Workshop on Decision Modeling and Behavior in Uncertain and Complex Environments, Invited Presentation, University of Arizona, February 27, 2006.

University of Chicago, Graduate School of Business, Center for Decision Research Workshop, March 8, 2006.

University College London, London Judgement and Decision Making Seminar, May 31, 2006.

London Business School, Joint Marketing and Management Workshop, June 19, 2006.

Universitat Pompeu Fabre, Department of Economics and Business, Workshop Talk, May 5, 2006.

Research Conference on Conversational Pragmatics in Psychology, Laboratoire Dynamiques Sociocognitives et Vie Politique, Invited Presentation, University of Toulouse, June 22, 2006.

Max Planck Institute, Bonn, Germany, Project Group: Common Goods: Law, Politics, and Economics, July 5, 2006.

World Meteorological Organization (WMO) International Conference: Living with Climate Variability and Change: Understanding the Uncertainties and Managing the Risks, Espoo, Finland, Invited Address, July 18, 2006.

National Institute on Aging, Behavioral and Social Research Program, Decision Making and Aging Workshop, Invited Presentation, Bethesda, MD, August 16, 2006.

Thought Leader Forum, Legg Mason Capital Management, Invited Presentation, Baltimore MD, September 28, 2006.

Columbia University Medical School, Cognitive Neuroscience Seminar, October 19, 2006.

Lamont Doherty Earth Observatory, Columbia University, "Science of Diversity" Lecture Series, Palisades NY, November 10, 2006.

National Institute on Aging Research Conference, Mind the Gap! Behavioral Perspectives on the Medicare Part D Market for Prescription Drug Insurance, Invited Talk, Berkeley CA, December 9, 2006.

National Intelligence Agency, Research Conference Improving Analytic Practices: Lessons from Outside the Intelligence Community, Invited Presentation on Promising Research with Potential Application to Analytic Practices, Chantilly, VA, January 10, 2007.

Utah Winter Operations Management Conference, Invited Talk on Behavioral Decision Theory. Snowbird, UT, January 18, 2007.

Society for Personality and Social Psychology Annual Meeting, Judgment and Decision Making Pre-Conference, Invited Presentation, Memphis, TN, January 25, 2007.

INSEAD, Department of Decision Sciences, Invited Workshop Presentation, February 5, 2007.

National Science Foundation and Michigan State University, International Symposium on Decision Making under Climate Change Uncertainty, Invited Address, East Lansing MI, March 15, 2007.

Eastern Psychological Association Annual Meeting, Invited Address in Presidential Symposium on Behavioral Economics in Three Flavors, Philadelphia, PA, March 24, 2007.

MIT, Atmospheric Science Seminar, Invited Presentation, April 30, 2007.

Ernst Strüngmann Forum “Better than conscious,” Invited Presentation and Participation, Frankfurt, Germany, June 10-15, 2007.

University of Zurich, Swiss Banking Institute, Invited Presentation, June 18, 2007.

Subjective Probability, Utility, and Decision Making (SPUDM) Biannual Meeting, Invited Panelist, “Challenges to Descriptive Models of Choice,” Warsaw, Poland, August 20, 2007.

National Institute on Aging, Workshop on Refining Economic Phenotypes for Genetic Analysis, Invited Presentation, Bethesda, MD, Sept 10-11, 2007.

Duke University, NSF Statistical and Applied Mathematical Sciences Institute (SAMSI) Workshop “Risk: Perceptions, Policy, and Practice,” Keynote Address, October 5, 2007.

UCLA, Anderson School of Business, Strategy Workshop Presentation, December 7, 2007.

Society for Risk Analysis Annual Meeting, Keynote Address, San Antonio, TX, December 10, 2007.

New York University, Neuroeconomics Symposium, Invited Presentation, January 12, 2008.

Russell Sage Foundation, Invited Talk, New York City, NY, February 6, 2008.

University of Pennsylvania, Wharton School, Marketing Workshop, February 22, 2000.

Harvard University, Behavioral and Experimental Economics Workshop, Invited Presentation, March 11, 2008.

Behavioral Finance Forum, Invited Presentation, Miami Beach, FL, March 28, 2008.

Copenhagen Business School, Conference on Neuroeconomics, Invited Address, May 16, 2008.

American Psychological Society Annual Meeting, Pre-Conference Workshop on “Opportunities for Advancing Behavioral and Social Research on Aging: An Introduction for Behavioral Scientists,” Invited Panelist, May 22, 2008.

International Conference on Thinking, Invited Presentation, Venice, Italy, August 21, 2008.

US National Science Foundations and German Science Foundation, Conference on Contextualizing Economic Behavior, Invited Presentation, New York City, NY, August 22, 2008.