

# ELDAR SHAFIR

## Curriculum Vitae

### Personal Information

Professor of Psychology and Public Affairs  
Department of Psychology and the Woodrow Wilson  
School of Public and International Affairs

Green Hall  
Princeton University  
Princeton, NJ 08544  
U.S.A.

Home: 26 Lilac Lane  
Princeton, NJ 08540  
U.S.A.  
(609) 279-0195

Phone: (609) 258-5624  
Fax: (609) 258-1113  
e-mail: shafir@princeton.edu

### Education

Massachusetts Institute of Technology  
Ph.D.: Cognitive Science, 1988

Brown University  
B.A.: Cognitive Science (Honors), 1984  
Logic and Philosophy of Science  
Magna Cum Laude  
C.J. Ducasse Premium in Metaphysics  
Harvey A. Baker Fellowship

### Academic Positions

Professor, Princeton University, 1999 - Present  
Visiting Professor, AILUN, Sardinia, Italy, 2006  
Visiting Professor, Università Ca' Foscari, Venice, Italy, 2002-2003  
Visiting Associate Professor, Graduate School of Business, The University of  
Chicago, Winter-Spring, 1998  
Professor, DUXX Graduate School of Business Leadership, Monterrey,  
Mexico, 1997-2002  
Associate Professor, Princeton University, 1995 - 1999  
Visiting Assistant Professor, John F. Kennedy School of Government,  
(Affiliate, Department of Psychology), Harvard University, 1994 - 1995  
Fellow, The Institute for Advanced Studies of The Hebrew University, Spring, 1994  
Visiting Scholar, The Russell Sage Foundation, Fall, 1993  
Summer Scholar, Center for Advanced Study in the Behavioral Sciences, 1992  
Assistant Professor, Princeton University, 1989 - 1995

Postdoctoral Scholar, Stanford University, 1988 - 1989

### **Honors and Awards**

Eligible Scholar, Center for Advanced Study in the Behavioral Sciences

Arthur H. Scribner Bicentennial Preceptorship, Princeton University, 1993 - 1996

Chase Memorial Award, Carnegie Mellon University, 1993

Hillel Einhorn New Investigator Award, Society for Judgment and Decision Making, 1992

Best Paper Award - First Prize, (with Amos Tversky), IAREP/SASE Conference, Stockholm School of Economics, 1991

Sigma Xi

Phi Beta Kappa

### **Research Grants**

First Independent Research Support and Transition (FIRST) Award, US Public Health Service Grant, The National Institute of Mental Health, 1990-1996

Taking the status quo: A study of medical decision making psychology (with Donald Redelmeier). The Connaught Fund, 1992-1994

On the pursuit of unnecessary information (with Donald Redelmeier). The Physicians' Services Incorporated Foundation, Ontario, Canada, 1998-2000

The psychology behind alternative medication. Merck & Co., Inc., 2001

Remembering choices (with Mara Mather and Marcia Johnson). The National Science Foundation, 2001-2003

Decision making under poverty: A behavioral research program (with Marianne Bertrand and Sendhil Mullainathan). The Russell Sage Foundation, 2003-2005

Economics of aging: Medicare prescription drug benefit take-up. Senior investigator (PI: Sendhil Mullainathan). National Institute on Aging, 2005-2008.

Psychological Mechanisms of Food Consumption: A Behavioral Research Program (with Marianne Bertrand and Sendhil Mullainathan). United States Department Of Agriculture, Economic Research Service, 2005-2007

Trust in decision making among the poor. The Russell Sage Foundation, Work Group on Prescriptive Economics, 2006-2007.

Transferring to regulatory economics the risk-analysis approaches to uncertainty, interindividual variability, and other phenomena (with Adam Finkel). The National Science Foundation. 2006-2009.

### **Languages**

Fluent: English, Hebrew, Italian  
Competent: French, Spanish

### **Military Service**

Israel Defense Forces, 1977-1980

### **Academic Memberships**

American Psychological Society, Fellow  
Psychonomic Society  
Society for Judgment and Decision Making  
American Economic Association  
Association for Public Policy Analysis and Management

### **Professional, Board, and Editorial Functions**

Member, Board of Trustees, Isles, Inc., 2004-present  
Member, Behavioral Economics Roundtable, The Russell Sage Foundation, 1996-present  
Member, Steering Committee, “On Fair and Equal Terms” Symposium, Joint Center  
for Housing Studies, Harvard University, 2006-2007  
Hillel Einhorn New Investigator Award Committee, 1998-2004  
Behavioral and Biobehavioral Processes (BBBP-4) Review Committee, National  
Institute of Health, 1999-2000  
Perception and Cognition Review Committee, National Institute of Health, 1996-1999  
Society for Judgment and Decision Making Organizing Committee, 1994-96  
Program Committee, Fifth International Interdisciplinary Conference on Modeling and  
Using Context, Paris, France, 2005

Editorial Boards (past and present):

*Cognition: International Journal of Cognitive Science*  
*Journal of Behavioral Decision Making*  
*Mind & Society*  
*Organizational Behavior and Human Decision Processes*  
*Psychological Science*  
*Psychonomic Bulletin & Review*

Occasional Reviewer: *Acta Psychologica*, *American Economic Review*, *American Psychologist*, *Basic and Applied Social Psychology*, *Behavioral and Brain Sciences*, *Cognition & Emotion*, *Cognitive Psychology*, *Cognitive Science*, *Economic Psychology*, *Economics Letters*, *Evolution and Human Behavior*, *Journal of Conflict Resolution*, *Journal of Consumer Research*, *Journal of Economic Theory*, *Journal of Experimental Psychology*:

*General, Journal of Experimental Psychology: Learning, Memory, & Cognition, Journal of Experimental Social Psychology, Journal of Marketing Research, Journal of Personality and Social Psychology, Journal of Public Economics, Management Science, Memory & Cognition, Nature, Organizational Behavior and Human Decision Processes, Perception and Psychophysics, Political Psychology, Proceedings of the National Academy of Sciences, Psychological Review, Psychological Science, Social Cognition, Thinking & Reasoning, Israel Science Foundation, Russell Sage Foundation, National Institute of Health, National Science Foundation*

### **Princeton University Activities and Committees**

Acting Chair, Department of Psychology, Fall, 2006  
Advisory Board Member, The Pace Center, 2006-Present  
Faculty Associate, Policy Research Institute for the Region (PRIOR), 2004-Present  
Faculty Associate, Center for Health and Wellbeing, 2000-Present  
Faculty Fellow, The Woodrow Wilson Society of Fellows, 1999-Present  
The Task Force on Health and Well-Being, 2003-2004  
Faculty Advisory Committee on Policy; Executive Committee of the Council of the Princeton University Community, 2000-2002  
Student Life and Discipline Subcommittee of the Faculty Committee on the Graduate School, 2000-2001  
Director of Graduate Studies, Department of Psychology, 1995-2001  
Policy Subcommittee of Faculty Committee on the Graduate School, 1997-2000  
Curriculum Development Grant, 250th Anniversary Fund for Innovation in Undergraduate Education 1997-8  
Fellow, Academic Adviser, Mathey College, 1989-Present  
Member of the Committee for Cognitive Studies, 1989-Present  
Member of the Institutional Review Panel for Human Subjects, 1990-93

### **Publications**

Osherson, D.N., Smith, E.E., & Shafir, E. 1986. Some origins of belief. *Cognition*, 24, 3, 197-224.

Shafir, E., Osherson, D.N., & Smith, E.E. 1989. An advantage model of choice. *Journal of Behavioral Decision Making*, 2, 1, 1-23.

Shafir, E., Smith, E.E., & Osherson, D.N. 1990. Typicality and reasoning fallacies. *Memory & Cognition*, 18, 3, 229-239.

Shafir, E., Osherson, D.N., & Smith, E.E. 1990. Comparative choice and the advantage model. In K. Borcharding, O.I. Larichev, & D.M. Messick (Eds.), *Contemporary Issues in Decision Making*. New York: Elsevier Science Publishers.

Osherson, D.N., Smith, E.E., Wilke, A., Lopez, A., & Shafir, E. 1990. Category based induction. *Psychological Review*, 97, 2, 185-200.

Shafir, E. 1991. Behavioral decision research: A survey of issues theoretical and applied. *Contemporary Psychology*, 36, 11, 945-6.

Shafir, E. 1991. Rational agents, real people, and the quest for optimality. *Behavioral and Brain Sciences*, 14, 2, 232.

Shafir, E. 1991. On the nonapplicability of a rational analysis to human cognition. *Behavioral and Brain Sciences*, 14, 3, 502-503.

Shafir, E. 1992. Prospect theory and political analysis: A psychological perspective. *Political Psychology*, 13, 2, 311-322.

Translated to Italian: Teoria del prospetto e analisi politica: un approccio psicologico, in *Psicologia e politica*, P. Legrenzi & V. Girotto, Eds., 1996, Milano: Raffaello Cortina.

Tversky, A., & Shafir, E. 1992. The disjunction effect in choice under uncertainty. *Psychological Science*, 3, 5, 305-309.

Shafir, E., & Tversky, A. 1992. Thinking through uncertainty: Nonconsequential reasoning and choice. *Cognitive Psychology*, 24, 4, 449-474.

Shafir, E. 1992. Review of *Thinking About Politics: Comparisons of Experts and Novices*. *Political Psychology*, 13, 4, 793-795.

Tversky, A., & Shafir, E. 1992. Choice under conflict: The dynamics of deferred decision. *Psychological Science*, 3, 6, 358-361.

Shafir, E. 1993. Scelgo, anzi escludo. *La Repubblica*, July 14.

Shafir, E. 1993. Choosing versus rejecting: Why some options are both better and worse than others. *Memory & Cognition*, 21, 4, 546-556.

Shafir, E., Osherson, D.N., & Smith, E.E. 1993. The advantage model: A comparative theory of evaluation and choice under risk. *Organizational Behavior and Human Decision Processes*, 55, 3, 325-378.

Shafir, E. 1993. Intuitions about rationality and cognition. In K.I. Manktelow & D.E. Over (Eds.), *Rationality: Psychological and philosophical perspectives*. New York: Routledge, (pp. 260-283).

Johnson-Laird, P.N., & Shafir, E. 1993. The Interaction between Reasoning and Decision Making: An Introduction. *Cognition*, 49, 2, 1-9.

Johnson-Laird, P.N., & Shafir, E. (Eds.). 1993. *Reasoning and Decision Making*. A special issue of *Cognition*.

Reprinted as P.N. Johnson-Laird & E. Shafir (Eds.), *Reasoning and Decision Making*. Oxford: Blackwell Publishers, 1994.)

Smith, E.E., Shafir, E., & Osherson, D.N. 1993. Similarity, plausibility, and judgments of probability. *Cognition*, 49, 2, 67-96.

Shafir, E., Simonson, I., & Tversky, A. 1993. Reason-based choice. *Cognition*, 49, 2, 11-36.

Reprinted in W.M. Goldstein & R.M. Hogarth (Eds.), *Research on Judgment and Decision Making: Currents, Connections, and Controversies*. Cambridge: Cambridge University Press, 1997; in D. Kahneman & A. Tversky, Eds., *Choices, Values, and Frames*. NY. Cambridge University Press & Russell Sage Foundation, 2000; and in Lichtenstein & Slovic (Eds.), *The Construction of Preference*, Cambridge University Press, 2006.

Osherson, D.N., Shafir, E., & Smith, E.E. 1993. Ampliative inference: On choosing a probability distribution. *Cognition*, 49, 3, 189-210.

Osherson, D.N., Shafir, E., & Smith, E.E. 1994. Extracting the coherent core of human probability judgment: a research program for cognitive psychology. *Cognition*, 50, 299-313.

Reprinted in J. Mehler & S. Franck (Eds.), *Cognition on cognition*, Cambridge, MA: MIT Press, 1995.

Osherson, D.N., Smith, E.E., Myers, T., Shafir, E., & Stob, M. 1994. Extrapolating human probability judgment. *Theory and Decision*, 36, 103-129.

Shafir, E. 1994. Uncertainty and the difficulty of thinking through disjunctions. *Cognition*, 50, 403-430. (Reprinted in J. Mehler & S. Franck (Eds.), *Cognition on cognition*, Cambridge, MA: MIT Press, 1995.)

Redelmeier, D., & Shafir, E. 1995. Medical decision making in situations that offer multiple alternatives. *Journal of the American Medical Association*, 273, 4, 302-305.

Awarded the Outstanding Paper by a Young Investigator Award, Society for Medical Decision Making, 1996.

Babcock, L., Farber, H., Fobian, C., & Shafir, E. 1995. Forming beliefs about adjudicated outcomes: Perceptions of risk and reservation values. *International Review of Law and Economics*, 15, 289-303.

Shafir, E. 1995. Compatibility in cognition and decision. In J.R. Busemeyer, R. Hastie, and D.L. Medin (Eds.), *Decision making from the perspective of cognitive psychology (The Psychology of Learning and Motivation, Vol. 32)*. New York: Academic Press, (pp. 247-274).

Shafir, E., & Tversky, A. 1995. Decision making. In E.E. Smith and D.N. Osherson (Eds.), *An Invitation to Cognitive Science, Second Edition (Volume 3: Thinking)*. MA: MIT Press, (pp. 77-100).

Osherson, D., Smith, E.E., Shafir, E., Gualtierotti, A., & Biolsi, K. 1995. A source of Bayesian priors. *Cognitive Science*, 19, 377-405.

Shafir, E. 1996. Compatibility in decisions and in models. In J. Oakhill & A. Garnham (Eds.), *Mental models in cognitive science*. East Sussex, U.K.: Psychology Press, (pp.139-153).

Osherson, D., Shafir, E., Krantz, D., & Smith, E.E. 1997. Probability bootstrapping: Improving prediction by fitting extensional models to knowledgeable but incoherent probability judgments. *Organizational Behavior and Human Decision Processes*, 68, 3, 1-8.

Shafir, E., Diamond, P., & Tversky, A. 1997. Money illusion. *The Quarterly Journal of Economics*, CXII, 2, 341-374.

Reprinted in D. Kahneman & A. Tversky, Eds., *Choices, Values, and Frames*. NY. Cambridge University Press & Russell Sage Foundation, 2000; and in C.F. Camerer, G. Loewenstein, & M. Rabin (Eds.), *Advances in Behavioral Economics*. Russell Sage Foundation & Princeton University Press, 2004.

Bastardi, A., & Shafir, E. 1998. On the pursuit and misuse of useless information. *Journal of Personality and Social Psychology*, 75, 1, 19-32.

Kahneman, D., & Shafir, E. 1998. Amos Tversky (1937-1996). *American Psychologist*, 53, 7, 793-794.

Shafir, E. 1998. Philosophical intuitions and cognitive mechanisms. In M. DePaul & W. Ramsey (Eds.), *Rethinking Intuition*. Rowman and Littlefield Pub., (pp.49-74).

Shafir, E., & Kahneman, D. 1998. Heuristics and Biases. In P. E. Earl and S. Kemp (Eds.), *The Elgar Companion to Consumer Research and Economic Psychology*. Cheltenham, UK: Edward Elgar Publishing, (pp. 284-289).

Shafir, E. 1999. Decision Making. In R. Wilson & F. Keil (Eds.), *The MIT Encyclopedia of the Cognitive Sciences*. MA: MIT Press, (pp. 220-223).

Shafir, E. 1999. Economics and Cognitive Science. In R. Wilson & F. Keil (Eds.), *The MIT Encyclopedia of the Cognitive Sciences*. MA: MIT Press, (pp. 259-261).

Shafir, E. 1999. Probabilistic Reasoning. In R. Wilson & F. Keil (Eds.), *The MIT Encyclopedia of the Cognitive Sciences*. MA: MIT Press, (pp. 671-672).

Shafir, E. (Ed.). 1999. *Belief and decision: The continuing legacy of Amos Tversky*. A special issue of *Cognitive Psychology*, 38.

Shafir, E. 1999. An Introduction to Belief and decision: The continuing legacy of Amos Tversky. *Cognitive Psychology*, 38, 3-15.

Downs, J., & Shafir, E. 1999. Why some are perceived as more confident and more insecure, more reckless and more cautious, more trusting and more suspicious, than others: Enriched and impoverished options in social judgment. *Psychonomic Bulletin & Review*, 6, 4, 598-610.

Mather, M., Shafir, E., and Johnson, M.K. 2000. Misremembrance of options past: Source monitoring and choice. *Psychological Science*, 11, 2, 132-138.

Bastardi, A., & Shafir, E. 2000. Nonconsequential reasoning and its consequences. *Current Directions in Psychological Science*, 9, 6, 216-219.

Shafir, E. 2001. Decision biases, Cognitive Psychology of. In the *International Encyclopedia of the Social and Behavioral Sciences*. Kidlington, UK: Elsevier Science (pp. 3296-3300).

LeBoeuf, R.A., & Shafir, E. 2001. Problems and methods in naturalistic decision making research. *Journal of Behavioral Decision Making*, 14, 5, 373-375.

Redelmeier, D., Shafir, E., & Aujla, P. 2001. The beguiling pursuit of more information. *Medical Decision Making*, 21(5): 376-81.

Translated to Italian: L'ingannevole ricerca di piu informazioni, in *La Dimensione Cognitiva Dell'Errore in Medicina*, V. Crupi, G.F. Gensini, & M. Motterlini, Eds., 2006, Milano: FrancoAngeli.

Shafir, E., & LeBoeuf, R.A. 2002. Rationality. *Annual Review of Psychology*, Vol. 53, 491-517.

Shafir, E. 2002. Cognition, intuition, and policy guidelines. In R. Gowda & J. Fox (Eds.), *Judgments, Decisions, and Public Policy*. Cambridge University Press, (pp. 71-88).

LeBoeuf, R., & Shafir, E. 2003. Deep thoughts and shallow frames: On the susceptibility to framing effects. *Journal of Behavioral Decision Making*, 16, 77-92.

Mather, M., Shafir, E., and Johnson, M.K. 2003. Remembering chosen and assigned options. *Memory & Cognition*, 31, 422-434.

Shafir, E. (Ed.). 2004. *Preference, Belief, and Similarity: The Selected Writings of Amos Tversky*. Cambridge, MA.: MIT Press.

Shafir, E., & LeBoeuf, R. 2004. Conflict and context in multiattribute choice. In D. Koehler & N. Harvey (Eds.), *Blackwell Handbook of Judgment and Decision Making*. MA: Blackwell Publishing (pp. 341-359).



Bertrand, M., Mullainathan, S., & Shafir, E. 2004. A Behavioral Economics View of Poverty. *American Economic Review*, 94, 2, 419-423.

Amir, O., Ariely, D., Cooke, A., Dunning, D., Epley, N., Koszegi, B., Lichtenstein, D., Mazar, N., Mullainathan, S., Prelec, D., Shafir, E., and Silva, J. 2005. Psychology, Behavioral Economics, and Public Policy, *Marketing Letters*, 16 (3-4), p. 443-454.

Carlisle, E., & Shafir, E. 2005. Questioning the cheater-detection hypothesis: New studies with the selection task. *Thinking & Reasoning*, 11(2): 97-122.

Carlisle, E., & Shafir, E. 2005. Heuristics and biases in consumers' attitudes towards herbal medicines. In Girotto, V., & Johnson-Laird, P. (Eds.), *The Shape of Reason*. East Sussex: Psychology Press (pp. 205-224).

LeBoeuf, R., & Shafir, E. 2005. Decision making. In K. Holyoak & R. Morrison (Eds.), *Cambridge Handbook of Thinking and Reasoning*. New York: Cambridge University Press (pp.243-265).

Colman, A. M., & Shafir, E. (in press). Tversky, Amos. In N. Koertge (Ed.), *New dictionary of scientific biography*. Farmington Hills, MI: Charles Scribner's Sons.

Bertrand, M., Mullainathan, S., & Shafir, E. 2006. Behavioral Economics and Marketing in Aid of Decision-Making among the Poor. *Journal of Public Policy and Marketing*, 25, 1, 8-23.

Shafir, E. 2006. A Behavioral Perspective on Consumer Protection. In *Roundtable on Demand-Side Economics for Consumer Policy: A Summary Report (DSTI/CP(2006)3/FINAL)*. Committee on Consumer Policy; OECD, Paris, France (pp. 42-53).

Caruso, E.M., & Shafir, E. 2006. Now that I think about it, I'm in the mood for laughs: Decisions Focused on Mood. *Journal of Behavioral Decision Making*, 19, 155-169.

Shafir, E., & Thaler, R.H. 2006. Invest now, drink later, spend never: On the mental accounting of delayed consumption. *Journal of Economic Psychology*, 27, 694-712.

LeBoeuf, R., & Shafir, E. 2006. The long and short of it: Physical anchoring effects. *Journal of Behavioral Decision Making*, 19: 393-406.

Shafir, E. (in press). Decisions Constructed Locally: Some Fundamental Principles of the Psychology of Decision Making. In A.W. Kruglanski & E.T. Higgins (Eds.), *Social Psychology: Handbook of Basic Principles*. New York: Guilford Press.

Shafir, E. (in press). Tversky, Amos (1937-1996). In S. Durlauf & L. Blume (Eds.), *The New Palgrave Dictionary of Economics, Second Edition*, Palgrave Macmillan.

## Working Papers

LeBoeuf, R., & Shafir, E. The conflicting choices of alternating selves. Manuscript, submitted for publication.

LeBoeuf, R., & Shafir, E. Anchoring on the Here and Now: Insufficient Adjustment in Time and Distance Estimation. Manuscript, submitted for publication.

Shen, O., Geist, R., Beller, U., Samueloff, A., Rabinowitz, R., & Shafir, E. The effect of background caseload on decision making in the delivery room. Manuscript, submitted for publication.

Bertrand, M., Karlan, D., Mullainathan, S., Shafir, E., & Zinman, J. 2005. What's psychology worth?: A field experiment in the consumer credit market. Manuscript, submitted for publication.

Shafir, E., & Bonini, N. Decisions under restricted versus aggregate frames. Manuscript, Princeton University.

McGraw, P.A., Shafir, E., & Todorov, A. Trouble with the gamble as decision metaphor (or why an air purifier is not like \$300). Manuscript, University of Colorado.

Shafir, E. From Constructed Preferences to Alternate Selves: The Varieties of Psychological Experience Underlying Preference Inconsistency.

Shafir, E., & Shafir, S. On the evolution of cognition and rationality. Manuscript, Princeton University.

Frederick, S., & Shafir, E. Principled choices and mindless matches: Tales about tradeoffs. Manuscript, Massachusetts Institute of Technology.

Shafir, E. I think, therefore I am biased: Philosophical intuitions and cognition. Manuscript, Princeton University.

LeBoeuf, R., & Shafir, E. Framing: Its scope and limits. Manuscript, Princeton University.

## Colloquia, Talks, Conferences (Representative List; since 2001)

Department of Ecology and Evolutionary Biology, Princeton University, 2001

Invitational Choice Symposium, Pacific Grove, CA, 2001

Decision-Making and Cognitive Control Functions: An Exploration of the Cognitive Neuropsychology / Economics Interface, The University of Arizona, 2001

Judgment and Decision Making Graduate Seminars, Swiss National Science Foundation, Murten, Switzerland, 2001

Center for Basic Research in the Social Sciences, Harvard University, 2001

DUXX Graduate School of Business Leadership, Monterrey, Mexico, 2002

Countering Terrorism: Integration of Practice and Theory, FBI Behavioral Science Unit, FBI Academy, Quantico, Virginia, 2002  
Sloan School of Management, MIT, 2002  
Yale School of Management, Yale University, 2002  
Risk Management Strategies in an Uncertain World, Columbia University and Wharton School/University of Pennsylvania Roundtable, Palisades, NY, 2002  
Behavioral Economics and Neoclassical Economics: Continuity or Discontinuity?, Behavioral Research Council, Great Barrington, MA., 2002  
The Shape of Thinking, Venice International University, San Servolo, Venice, Italy 2002  
Psychology and Economics Workshop, The Stanford Institute For Theoretical Economics (SITE), Stanford, CA., 2002  
Center for the Decision Sciences, Columbia University, 2002  
Psychology and Economics Seminar, UC Berkeley, 2002  
Psychology Department Colloquium, Harvard University, 2002  
Cognitive Science Laboratory, University of Trento, Rovereto, Italy, 2002  
Keynote Speaker, Eighth International Colloquium on Cognitive Science, Donostia-San Sebastian, Spain, 2003  
Federal Reserve Bank of Boston's Annual Economic Conference, Cape Cod, 2003  
Workshop on Logic in Philosophy, Trento, Italy, 2003  
Psychology Colloquium, Psychology-Economics Seminar, New York University, 2003  
Society for Judgment and Decision Making Annual Meeting, Vancouver, BC, 2003  
National Institute of Mental Health, Bethesda, 2004  
Invitational Choice Symposium, Estes Park, CO, 2004  
Economic Institutions and Behavioral Economics, The Yrjö Jahnsson Foundation 50<sup>th</sup> Anniversary Conference, Helsinki, Finland, 2004  
Summer Institute in Behavioural Economics, University of Trento, Italy, 2004  
Cognitive Science Seminar, University of Arizona, Tucson, 2004  
Action Research in Psychology and Economics, Bureau for Research and Economic Analysis of Development Harvard University, 2005  
Keynote Speaker, The Federal Reserve System's Fourth Community Affairs Research Conference, Washington, D.C., 2005  
Motivational Neuroscience Conference, Arden House, Columbia University, 2005  
Invited Speaker, Helping Consumers Help Themselves: Improving the Quality of Judgments and Choices, Fuqua School of Business, Duke University, 2005  
Comunicazione, Rappresentazione e Decisione, Venice, Italy, 2005  
Keynote Speaker, Canadians and Their Money: A National Symposium on Financial Capability, Ottawa, Canada, 2005  
Invited Speaker, Policy Live Lecture Series, AARP Public Policy Institute, Washington, DC, 2005  
Confidence in Interactive Decisions, University of Leicester, UK, 2005  
Invited speaker, Cognitive Economics Conference, Sofia, Bulgaria, 2005  
Keynote Speaker, Homeownership Symposium, NeighborWorks America, Washington, D.C., 2005  
Invited Speaker, The MacArthur Foundation, Chicago, 2005  
Invited Speaker, AARP National Legislative Council Meeting, Washington, DC, 2005  
OECD Committee on Consumer Policy Roundtable: Demand-Side Economics for Consumer Policy, Paris, France, 2005

Society for Judgment and Decision Making Conference, Toronto, 2005  
Invited speaker, Conference on Behavioral Science, Yale School of Management, 2005  
AARP Board of Directors, Washington, DC, 2006  
Research Program in Development Studies, Princeton University, 2006  
Panelist, Come What May: Planning in an Age of Disaster, Regional Plan Association,  
New York, 2006  
Keynote Speaker, Behavioral Operations Conference, Harvard Business School, 2006  
Invited Speaker, AARP Office of Social Impact, Washington, DC, 2006  
Invited Speaker, Annie E. Casey Foundation, Behavioral Economics Meeting,  
Baltimore, MD, 2006  
Plenary Speaker, Twentieth Annual National Low Income Energy Conference,  
Washington, DC, 2006  
Tenth Biennial Behavioral Decision Research in Management Conference, Santa  
Monica, CA, 2006  
Summer Institute in Behavioural Economics, University of Trento, Italy, 2006  
International Post Graduate Program in Science of Organization, AILUN, Sardinia,  
Italy, 2006  
Campaign for Working Families, Fannie Mae, Philadelphia, 2006