

GEORGE LOEWENSTEIN

Curriculum Vitae

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

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

Published Papers

Intertemporal Choice

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

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

Loewenstein, G. & Thaler, R. (1989). Anomalies: Intertemporal choice. Journal of Economic Perspectives, 3, 181-193.

Reprinted in:

- Richard Thaler Ed: The Winner's Curse, p. 92-106, Princeton, NJ: Princeton University Press, 1992
- William M. Goldstein and Robin M. Hogarth Eds: Research on Judgment and Decision Making, p. 365-378, Cambridge, UK: Cambridge University Press, 1997
- Max Bazerman Ed: Negotiation, Decision Making and Conflict Management, Cheltenham, UK: Edward Elgar.

Loewenstein, G. & Sicherman, N. (1991). Do workers prefer increasing wage profiles? Journal of Labor Economics, 9, 67-84.

Hoch, S. & Loewenstein, G. (1991). Time-inconsistent preferences and consumer self-control. Journal of Consumer Research, 17, 492-507.

Loewenstein, G. & Prelec, D. (1991). Negative time preference. American Economic Review: Papers and Proceedings, 82(2), 347-352.

Prelec, D. & Loewenstein, G. (1991). Decision making over time and under uncertainty: A common approach. Management Science, 37, 770-786.

Loewenstein, G. & Prelec D. (1992). Anomalies in intertemporal choice: Evidence and an interpretation. Quarterly Journal of Economics, May, 573-597.

Reprinted in Daniel Kahneman and Amos Tversky Eds: Choices, Values, and Frames, p. 578-596, Cambridge, UK: Cambridge University Press, 2000.

Mannix, B. & Loewenstein, G. (1992). Managerial time horizons and interfirm mobility: an experimental investigation. Organizational Behavior and Human Decision Processes, 56, 266-84.

Loewenstein, G. & Prelec, D. (1993). Preferences for sequences of outcomes. Psychological Review, 100(1), 91-108.

Reprinted in Daniel Kahneman and Amos Tversky Eds: Choices, Values, and Frames, p. 565-577, Cambridge, UK: Cambridge University Press, 2000.

Mannix, B. & Loewenstein, G. (1994). The effects of inter-firm mobility and individual versus group decision making on managerial time horizons. Organizational Behavior and Human Decision Processes, 59, 371-390.

Prelec, D. and Loewenstein, G. (1997) Beyond time discounting. Marketing Letters, 8, 97-108.

Prelec, D. and Loewenstein, G. (1998). The red and the black: mental accounting of savings and debt. Marketing Science, 17, 4-28.

Loewenstein, G. (2000). *Willpower: A Decision-theorist's Perspective*. Law and Philosophy, 19, 51-76.

Ariely, D. and Loewenstein, G. (2000). When Does Duration matter in Judgment and Decision Making? Journal of Experimental Psychology: General. 129(4) 508-29.

Giordano, L.A., Bickel, W. K., Loewenstein, G. Jacobs, Eric A., Marsch Lisa, and Badger, Gary J. (2002). Opioid deprivation affects how opioid-dependent outpatients discount the value of delayed heroin and money. Psychopharmacology, 163(2) 174-82.

Frederick, S., Loewenstein, G. and O'Donoghue, T. (2002). Time Discounting and Time Preference A Critical Review. Journal of Economic Literature, 40(2), 351-401.

Reprinted in:

- Colin Camerer, George Loewenstein and Matthew Rabin Eds: Advances in Behavioral Economics, New York and Princeton: Russell Sage Foundation and Princeton University Press
- George Loewenstein, Daniel Read and Roy Baumeister Eds: Time and Decision: Economic and Psychological Perspectives on Intertemporal Choice. New York: Russell Sage Foundation Press.

Bargaining and social comparison

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

Reprinted in Max Bazerman Ed: Negotiation, Decision Making and Conflict Management, Cheltenham, UK: Edward Elgar.

Issacharoff, S. & Loewenstein, G. (1990). Second thoughts about summary judgment. Yale Law Review, 100-73-126.

Loewenstein, G., Issacharoff, S., Camerer, C. & Babcock, L. (1992). Self-serving assessments of fairness and pretrial bargaining. Journal of Legal Studies, XXII, 135-159.

Thompson, L., & Loewenstein, G. (1992). Egocentric interpretations of fairness and interpersonal conflict. Organizational Behavior and Human Decision Processes, 51, 176-197.

Bazerman, M., Loewenstein, G. & White, S.B. (1992). Reversals of preference in interpersonal decision making: The difference between judging an alternative and choosing between multiple alternatives. Administrative Science Quarterly, 37, 220-240.

Bazerman, M., White, S., & Loewenstein, G. (1995). Perceptions of fairness in interpersonal and individual choice situations. Current Directions in Psychological Science, 4, 39-43.

Babcock, L., Loewenstein, G., Issacharoff, S. & Camerer, C. (1995). Biased judgments of fairness in bargaining. American Economic Review, 85, 1337-1342.

Babcock, L., Loewenstein, G., & Wang, X. (1995). The relationship between uncertainty, the contract zone, and impasses: an experimental study. Journal of Economic Behavior and Organization, 27, 475-485.

Issacharoff, S. & Loewenstein, G. (1995). Unintended consequences of mandatory disclosure. University of Texas Law Journal, 73, 753-786.

Babcock, L., Wang, X., & Loewenstein, G. (1996). Choosing the wrong pond: Social comparisons that reflect a self-serving bias. Quarterly Journal of Economics, 111, 1-19.

Babcock, L., and Loewenstein, G. (1997). Explaining bargaining impasse: the role of self-serving biases. Journal of Economic Perspectives, 11, 109-126.

Reprinted in:

- Cass R. Sunstein, Ed: Behavioral Law and Economics, p. 355-373, Cambridge, UK: Cambridge University Press, 2000
- Colin Camerer, George Loewenstein and Matthew Rabin Eds: Advances in Behavioral Economics, New York and Princeton: Russell Sage Foundation and Princeton University Press
- Max Bazerman Ed: Negotiation, Decision Making and Conflict Management, Cheltenham, UK: Edward Elgar.

Babcock, L., Loewenstein, G and Issacharoff, S. (1997). Creating Convergence: Debiasing Biased Litigants. Law and Social Inquiry, 401-13

Loewenstein, G. and Moore, D. (2004). When Ignorance is Bliss: Information Exchange and Inefficiency in Bargaining. Journal of Legal Studies, 33, 37-58.

Basic Research on Preferences

Herrnstein, R., Loewenstein, G., Prelec, D. & Vaughan, W. (1993). Utility maximization and melioration: Internalities in individual choice. Journal of Behavioral Decision Making, 6, 149-185.

Loewenstein, G. & Issacharoff, S. (1994). Source-dependence in the valuation of objects. Journal of Behavioral Decision Making, 7, 157-168.

Read, D. & Loewenstein, G. (1995). The diversification bias: Explaining the difference between prospective and real-time taste for variety. Journal of Experimental Psychology: Applied, 1, 34-49.

Camerer, C., Babcock, L., Loewenstein, G. and Thaler, R. (1997). Labor supply of New York City taxi drivers: One day at a time. Quarterly Journal of Economics, 112, 407-441.

Reprinted in:

- Daniel Kahneman and Amos Tversky Eds: Choices, Values, and Frames, p. 356-370, Cambridge, UK: Cambridge University Press, 2000
- Colin Camerer, George Loewenstein and Matthew Rabin Eds: Advances in Behavioral Economics, New York and Princeton: Russell Sage Foundation and Princeton University Press.

Strahilevitz, M., and Loewenstein, G. (1998) The effects of ownership history on the valuation of objects. Journal of Consumer Research, 25, 276-289.

Loewenstein, G. (1999) Because it is There: The Challenge of Mountaineering... For Utility Theory Kyklos, 52, 315-44.

- Hsee, C.K., Loewenstein, G, Blount, S., and Bazerman, M. (1999). Preference reversals between joint and separate evaluations of options: a theoretical analysis. Psychological Bulletin, 125(5), 576-590.
- Read, D., Loewenstein, G. and Kalyanaraman, S. (1999). Mixing virtue and vice: The combined effects of hyperbolic discounting and diversification. Journal of Behavioral Decision Making, 12, 257-73.
- Read, D., Loewenstein, G. and Rabin, M. (1999) Choice Bracketing. Journal of Risk and Uncertainty, 19, 171-97.
- Ariely, D., Loewenstein, G. and Prelec, D. (2003). Coherent arbitrariness: Stable demand curves without stable preferences. Quarterly Journal of Economics, 118, 73-106.
- Karlsson, N., Loewenstein, G. and McCafferty, J. (2004). The Economics of Meaning. Nordic Journal of Political Economy. 30(1), 61-75.
- Simonsohn, U. and Loewenstein, G. (forthcoming). Mistake #37: the effect of previously faced prices on current housing demand. Economic Journal.
- Ariely, D., Loewenstein, G., and Prelec, D. (Forthcoming). Tom Sawyer and the Myth of Fundamental Value. Journal of Economic Behavior and Organization.

Emotions and Taste Prediction

- Loewenstein, G. & Adler, D. (1995). A bias in the prediction of tastes. Economic Journal, 105, 929-937.

Reprinted in Daniel Kahneman and Amos Tversky Eds: Choices, Values, and Frames, p. 726-734, Cambridge, UK: Cambridge University Press, 2000.

- Loewenstein, G. (1996). Out of control: visceral influences on behavior. Organizational Behavior and Human Decision Processes, 65, 272-92.

Reprinted in Max Bazerman Ed: Negotiation, Decision Making and Conflict Management, Cheltenham, UK: Edward Elgar.

- Loewenstein, G., Nagin, D. and Paternoster, R. (1997). The effect of sexual arousal on predictions of sexual forcefulness. Journal of Research in Crime and Delinquency, 34, 443-73.

- Read, D. and Loewenstein, G (1999) Enduring pain for money: decisions based on the perception of memory of pain. Journal of Behavioral Decision Making, 12(1), 1-17.

- Sieff, E.M., Dawes, R.M. & Loewenstein, G. (1999). Anticipated versus actual reaction to HIV test results. American Journal of Psychology, 112(2), 297-311.

VanBoven, L., Dunning, D. and Loewenstein, G. (2000) Egocentric empathy gaps between owners and buyers. Journal of Personality and Social Psychology, 79, 66-76.

Loewenstein, G. (2000). Emotions in economic theory and economic behavior. American Economic Review: Papers and Proceedings, 90, 426-32.

Preprinted in Richard Swedberg, Ed.: New Developments in Economic Sociology, UK: Edward Elgar.

Lowenthal, D. and Loewenstein, G. (2001) Can voters predict changes in their own attitudes? Political Psychology, 22, 65-87.

Loewenstein, G., Weber, E., Hsee, C. and Welch, N. (2001). Risk as Feelings. Psychological Bulletin. 127, 267–286.

Reprinted in Werner De Bondt, Ed. The Psychology of World Equity Markets. Cheltenham, UK: Edward Elgar.

Van Boven, L., Loewenstein, G., and Dunning, D. (2003). Biased predictions of others' tastes: underestimation of owners' selling prices by "buyer's agents" Journal of Economic Behavior and Organization, 51, 351-65.

Van Boven, L. and Loewenstein, G. (2003). Social Projection of Transient Visceral Feelings. Personality and Social Psychology Bulletin, 29(09), 1159-1168.

Loewenstein, G., O'Donoghue, T. and Rabin, M. (2003). Projection bias in predicting future utility. Quarterly Journal of Economics, 118, 1209-1248.

Lerner, J. S., Small, D. A., and Loewenstein, G. (2004). Heart strings and purse strings: Carry-over effects of emotions on economic transactions. Psychological Science, 15(5), 337-41.

Riis, J., Loewenstein, G., Baron, J., Jepson, C., Fagerlin, A. & Ubel, P.A. (forthcoming). Ignorance of Hedonic Adaptation to Hemo-Dialysis: A Study Using Ecological Momentary Assessment. Journal of Experimental Psychology: General.

Van Boven, L., Loewenstein, G., and Dunning, D. (forthcoming). The Illusion of Courage in Social Prediction: Underestimating the Impact of Fear of Embarrassment on Other People. Organizational Behavior and Human Decision Processes.

Ariely, D. and Loewenstein, G. (forthcoming). The Heat of the Moment: The Effect of Sexual Arousal on Sexual Decision Making. Journal of Behavioral Decision Making.

Neuroeconomics

McClure, S.M., Laibson, D.I., Loewenstein, G. and Cohen, J.D. (2004). Separate neural systems value immediate and delayed monetary rewards. Science, 304, 503-507.

Camerer, C., Loewenstein, G., and Prelec, D. (2005). Neuroeconomics: How neuroscience can inform economics. Journal of Economic Literature.

Camerer, C., Loewenstein, G., and Prelec, D. (forthcoming). Neuroeconomics: Why economics needs brains. Scandinavian Journal of Economics.

Shiv, B., Loewenstein, G., Bechara, A., Damasio, H. and Damasio, A.R. (forthcoming). Investment Behavior and the Dark Side of Emotion. Psychological Science.

Shiv, B., Loewenstein, G. and Bechara, A. (forthcoming). The dark side of emotions in decision-making: When individuals with decreased emotional reactions make more advantageous decisions. Cognitive Brain Research.

Judgment and Curiosity

Hoch, S. & Loewenstein, G. (1989). Outcome feedback: Hindsight and information. Journal of Experimental Psychology: Learning, Memory and Cognition, 15, 605-619.

Reprinted in Thomas O. Nelson Ed: Metacognition: Core Readings, p. 377-436, Needham, MA: Allyn & Bacon, 1992.

Camerer, C., Loewenstein, G. & Weber, M. (1989). The curse of knowledge in economic settings: An experimental analysis. Journal of Political Economy, 97, 1232-1254.

Loewenstein, G. (1994). The psychology of curiosity: A review and reinterpretation. Psychological Bulletin, 116, 75-98.

Policy (including conflict of interest)

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

Loewenstein, G. & Furstenberg, F. (1991). Is teenage sexual behavior rational? Journal of Applied Social Psychology, 21, 957-986.

Fischhoff, B., Quadrel, M.J., Kamlet, M., Loewenstein, G., Dawes, R., Fischbeck, P., Klepper, S., Leland, J., & Stroh, P. (1993). Embedding effects: Stimulus representation and response modes. Journal of Risk and Uncertainty, 6, 211-234.

Jenni, K. and Loewenstein, G. (1997). Explaining the identifiable victim effect. Journal of Risk and Uncertainty, 14, 235-57.

Bazerman, M.H., Morgan, K.P. and Loewenstein, G. (1997). The impossibility of auditor independence. Sloan Management Review, 89-94.

Bazerman, Max H., Loewenstein, George and Moore, Don A. (2002) Why Good Accountants Do Bad Audits: The real problem isn't conscious corruption. It's unconscious bias. Harvard Business Review, (November): 96-103.

Camerer, C., Issacharoff, S. Loewenstein, G., O'Donoghue, T. and Rabin, M. (2003). Regulation for Conservatives: Behavioral Economics and the Case for "Asymmetric Paternalism" University of Pennsylvania Law Review, 1151(3), 1211-1254.

Small, D.A. and Loewenstein, G. (2003). Helping *a* Victim or Helping *the* Victim: Altruism and Identifiability. Journal of Risk and Uncertainty, 26, 5-16.

Dana, J. and Loewenstein, G. (2003). A Psychological Perspective on the Influence of Gifts to Physicians from Industry. Journal of the American Medical Association, 290(2), 252-5.

Cain, D.M., Loewenstein, G. and Moore, D.A. (forthcoming). The Dirt on Coming Clean: Perverse Effects of Disclosing Conflicts of Interest. Journal of Legal Studies.

Health Issues (including addiction and drug abuse)

Ubel, P. & Loewenstein, G. (1995). The efficacy and equity of transplantation: An experimental study. Health Policy, 34, 145-151.

Ubel, P., Loewenstein, G., Scanlon, D. & Kamlet, M. (1996). Individual utilities are inconsistent with rationing choices: A partial explanation of why Oregon's cost-effectiveness list failed. Medical Decision Making, 16, 108-16..

Ubel, P. & Loewenstein, G. (1996). Public perceptions of the importance of prognosis in allocating transplantable livers to children. Medical Decision Making, 16, 234-41.

Ubel, P. & Loewenstein, G. (1996). Distributing scarce livers: The moral reasoning of the general public. Social Science and Medicine, 42, 1049-55..

Ubel, P. and Loewenstein, G. (1997). The role of decision analysis in informed consent: choosing between intuition and systematicity. Social Science and Medicine. 44, 647-56.

Ubel, P. and Loewenstein, G. (1998). Value Measurement in Cost-Utility Analysis: Explaining the Discrepancy Between Rating Scale and Person Trade-off Elicitations. Health Policy, 43, 33-44.

Ubel, P., Loewenstein, G., Hershey, J., Baron, J. Mohr, T. Asch, D.A. and Jepson, C. (2001). Do nonpatients underestimate the quality of life associated with chronic health conditions because of a focusing illusion? Medical Decision Making, 21, 190-199.

Ubel, P.A., Loewenstein, G. and Jepson, C. (2003). Whose quality of life? A commentary exploring discrepancies between health state evaluations of patients and the general public. Quality of Life Research, 12.

- Baron, J. Asch, D.A., Fagerlin, A., Jepson, C., Loewenstein, G., Riis, J., Stineman, M.G. and Ubel, P.A. (2003). The effect of Assessment method on the discrepancy between judgments of health disorders people have and do not have: A Web study. Medical Decision Making, 123(5), 422-434.
- Bryce CL ; Loewenstein G ; Arnold RM ; Schooler J ; Wax RS ; Angus DC (2004) Quality of death: assessing the importance placed on end-of-life treatment in the intensive-care unit. Medical Care 42(5): 423-31
- Sayette, M.A, Loewenstein, G., Kirchner, T.R., & Travis, T. (forthcoming). Effects of smoking urge on temporal cognition. Psychology of Addictive Behaviors.
- Loewenstein (forthcoming). Hot-cold Empathy Gaps and Medical Decision-Making. Health Psychology.
- Ubel, P.A., Loewenstein, G., Schwarz, N. and Smith, D. (forthcoming). Misimagining the unimaginable: The happiness gap and healthcare decision making. Health Psychology
- Loewenstein (forthcoming). Projection bias in medical decision-making. Medical Decision Making.
- Ubel, P.A., Loewenstein, G., Jepson, C. (forthcoming). Disability and sunshine: Can predictions be improved by drawing attention to focusing illusions or emotional adaptation? Journal of Experimental Psychology: Applied.

Behavioral Economics: Philosophy, History and Methods

- Loewenstein, G. (1999). Experimental Economics from the Vantage-point of Behavioral Economics. Economic Journal, 109, 25-34.
- Ashraf, N., Camerer, C. and Loewenstein, G. Adam Smith, Behavioral Economist. (forthcoming) Journal of Economic Perspectives

Books

- Loewenstein, G. & Elster, J. (Eds.) (1992). Choice over time. New York: Russell Sage Foundation Press.
- Loewenstein, G., Read, D. and Baumeister, R. (Eds.) (2002). Time and Decision: Economic and Psychological Perspectives on Intertemporal Choice. New York: Russell Sage Foundation Press.
- Camerer, C. Loewenstein, G. and Rabin, M. (Eds.) (2003). Advances in behavioral economics. Princeton University Press and Russell Sage Foundation Press.

Moore, D. A., Cain, D. M., Loewenstein, G. and Bazerman, M. (Eds.)(forthcoming) Conflicts of Interest: Problems and Solutions from Law, Medicine and Organizational Settings. London: Cambridge University Press.

Special Issues of Journals

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

Book Chapters

Small, D., Loewenstein, G., and Strnad, J. (forthcoming). Statistical, identifiable and iconic victims and perpetrators. In Ed McCaffery and Joel Slemrod (eds.) Behavioral Public Finance: toward a New Agenda

Dunning, D., Van Boven, L. & Loewenstein, G. (forthcoming). Egocentric Empathy Gaps in Social Interaction and Exchange. In E. Lawler, M. Macey, S. Thye, and H. Walker (Eds.), Advances in Group Processes, vol. 18.

Cain, D., Loewenstein, G. and Moore, D. (forthcoming) Coming Clean but Playing Dirty: The Shortcomings of Disclosure as a Solution to Conflicts of Interest. In Moore, D. A., Cain, D. M., Loewenstein, G. and Bazerman, M. (Eds.) Conflicts of Interest: Problems and Solutions from Law, Medicine and Organizational Settings. London: Cambridge University Press.

Camerer, C. and Loewenstein, G. (2003) Behavioral Economics: Past, Present, Future. In C. Camerer, G. Loewenstein and M. Rabin (eds.) Advances in Behavioral Economics. New York and Princeton: Russell Sage Foundation Press and Princeton University Press.

Schooler, J., Ariely, D., and Loewenstein, G. (2003). The pursuit of happiness can be self-defeating. In J. Carrillo and I. Brocas (Eds) Psychology and Economics: Oxford, GB: Oxford University Press

Loewenstein, G. & Lerner, J. (2003). The role of emotion in decision making. In R.J. Davidson, H.H, Goldsmith & K.R. Scherer, Handbook of Affective Science. Oxford, England: Oxford University Press.

Loewenstein, G. and Angner, E. (2002) Predicting and indulging changing preferences. In G. Loewenstein, D. Read, and R. Baumeister (Eds.) Time and Decision: Economic and Psychological Perspectives on Intertemporal Choice. New York: Russell Sage Foundation Press.

Loewenstein, G. (2000). Costs and Benefits of Health- and Retirement-Related Choice. In Sheila Burke, Eric Kingdon & Uwe Reinhardt (Eds.) Social Security and Medicare: Individual vs. Collective Risk and Responsibility. Washington D.C.: Brookings Institution Press.

Loewenstein, G., Prelec, D., and Weber, R. (1999). What me worry? A psychological perspective on economic aspects of retirement. In Henry J. Aaron, ed., Behavioral Dimensions of Retirement Economics. Washington, D.C. Brookings Institution Press.

Frederick, S. & Loewenstein, G. (1999). Hedonic Adaptation: In Well-Being: The Foundations of Hedonic Psychology. Daniel Kahneman, Edward Diener, and Norbert Schwarz (editors). (pp. 302-329) New York: Russell Sage Foundation Press.

Loewenstein, G. & Schkade, D. (1999). Wouldn't it be Nice? Predicting Future Feelings. In Well-Being: The Foundations of Hedonic Psychology. Daniel Kahneman, Edward Diener, and Norbert Schwarz (editors). (pp. 85-105). New York: Russell Sage Foundation Press.

Loewenstein, G. (1999). A visceral account of addiction. In Elster, Jon and Skog, Ole-Jørgen (Eds.) Getting Hooked: Rationality and Addiction. Cambridge, England: Cambridge University Press. pp. 235-264.

Updated version in: Paul Slovic, (ed.), Smoking: risk, perception & policy. Thousand Oaks, Cal.: Sage Publications, 2001.

Loewenstein, G. & Frederick, S. (1997). Predicting Reactions to Environmental Change. In M. Bazerman, D. Messick, A. Tenbrunsel & K. Wade-Benzoni (Eds.), Environment, Ethics, and Behavior. San Francisco: New Lexington Press.

Loewenstein, G. (1996). Richard Thaler: The master of anomalies. In W. Samuel (Ed.), Economists of the late 20th Century. Brookfield, Vermont: Edward Elgar.

Loewenstein, G. (1996). Behavioral decision theory and business ethics: Skewed tradeoffs between self and other. In D.M. Messick and A.E. Tenbrunsel (Eds.) Codes of Conduct: Behavioral Research into Business Ethics. New York: Russell Sage Foundation.

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

Reprinted in Max Bazerman Ed: Negotiation, Decision Making and Conflict Management, Cheltenham, UK: Edward Elgar.

Loewenstein, G. (1992). The fall and rise of psychological explanation in the economics of intertemporal choice. In G. Loewenstein and J. Elster (Eds.), Choice over time (pp. 3-34). New York: Russell Sage.

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

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

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

Crosby, F., Muhrer, P., & Loewenstein, G. (1985). Relative deprivation: The concept and the models. In J. Olson, M. Zanna, and P. Herman (Eds.), Relative deprivation and social comparison. Hillsdale, NJ: Lawrence Erlbaum.

Comments, Responses, Monographs, Introductions, Short Papers and Newspaper Articles

Moore, D. and Loewenstein, G. (2004). Self-interest, automaticity, and the psychology of conflict of interest. Social Justice Research, 17(2), 189-202.

Loewenstein, G. (2003) Behavioral Economics. Social Science Encyclopedia (third edition), Adam Kuper and Jessica Kuper (eds.); Routledge.

Bryce, C., Angus, D., and Loewenstein, G. (2003). Assessing the value of 'Quality of Death'. In "On the cutting edge," Society for Medical Decision Making News Letter, 15(3), page 6.

Loewenstein, G. (2003). Curiosity. Encyclopedia of Psychology. Oxford University Press.

Loewenstein, G. (2002). Reflextieren Marktpreise <<wahre>> Werte? in Ernst Fehr and Gerhard Schwarz (eds.) Psychologische Grundlagen der Ökonomie. Zürich: Neue Zürcher Zeitung.

Loewenstein, G. (2002) Behavioral decision research and conflict of interest. Letter from the President, Judgment Decision Making Newsletter, March, 21(1).

Loewenstein, G. and Karlsson, N. (2002) Beyond Bentham: The Search for Meaning. Letter from the President, Judgment Decision Making Newsletter, June, 21(2).

Loewenstein, G. (2002) Wishful Thinking. Letter from the President, Judgment Decision Making Newsletter, September, 21(3).

Bazerman, M. and Loewenstein, G. (2001). Taking the bias out of bean counting. Harvard Business Review, January, 28.

Loewenstein, G. (2001). Curiosity. International Encyclopedia of the Social Sciences. Pergamon Press.

Loewenstein, G. (2001) Pride and Anxiety: Miscellaneous comments about the state of our field. Letter from the President, Judgment Decision Making Newsletter, December, 20(4), 3-5.

Loewenstein, G. (2001) The Creative Destruction of Decision Research. Invited essay, Journal of Consumer Research, 28(3).

Read, D. and Loewenstein, G. (2000). Time and decision: introduction to the special issue, Journal of Behavioral Decision Making, 13, 141-144.

Loewenstein, G. (1999). Is more choice always better? Social Security Brief: National Academy of Social Insurance. October; No. 7. Available at <http://www.nasi.org/SocSec/Briefs/ssbr7.htm>

Babcock, L. and Loewenstein, G. (1998). Response to Kaplan and Ruffle. *Journal of Economic Perspectives*.

Book Reviews

Review of Earl, P.E. *Psychological Economics*. In *Journal of Economic Literature*, 1989.

Review of Hogarth, R. (Ed.) *Insights in Decision Making*, In *Theory and Decision*, 1990.

Review of W. Kip Vicusi *Smoking: Making the Risky Decision*. In *Contemporary Sociology*, 23, page 446.

Selected Working Papers

Giordano, L.A., Bickel, W.K., Loewenstein, G., Jacobs, E.A., Badger, G.J. and Marsch, L.A. *Mild opioid deprivation and delay to consequences affects how opioid-dependent outpatients value an extra maintenance dose of buprenorphine*.

Karlsson, N., Loewenstein, G. and Seppi, D. *The 'Ostrich Effect': Selective exposure to information about investments*.

Karlsson, N., Loewenstein, G., and Patty, J.W. *A Dynamic Model of Optimism*

Loewenstein, G. and O'Donoghue, T. *Animal spirits: Affective and deliberative processes in economic behavior*

Simonson, U., Karlsson, N., Loewenstein, G. and Ariely, D. *The Tree of Experience in the Forest of Information: Overweighing Personal Over Vicarious Experience*

Experience

June 1992 - Present	Professor of Economics and Psychology, Carnegie Mellon University.
September 1997-August, 1998	Fellow, Center for Advanced Study in the Behavioral Sciences.
October 1994 - July 1995	Fellow, Wissenschaftskolleg zu Berlin (Institute for Advanced Study)
September 1990 - May 1992	Associate Professor of Economics, Carnegie Mellon University.
September 1985 - August 1990	Assistant, then Associate Professor of Behavioral Science, University of Chicago Graduate School of Business.
September 1988 - August 1989	Visiting Scholar, Russell Sage Foundation.
September 1984 - September 1985	Assistant, Institute for Advanced Study, Princeton.

Awards

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

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

Grants

2000-2002	Russell Sage Foundation grant: course relief to write a book on visceral influences on economic behavior. 2000-2002.
2001-2003	American Accounting Association: Auditor Independence and the Intrusion of Unconscious Bias. (With Don Moore, GSIA:CMU and Max Bazerman, HBS)
2001-2005	National Institute on Drug Abuse, Grant to study the role of craving in cigarette dependence. (With Michael Sayette, Pitt Psychology)
2001	Russell Sage Foundation grant: For conference on intertemporal choice (leading to publication of new book on the topic)
1997	Russell Sage Foundation grant: For conference on neurobehavioral economics.
1994-98	National Science Foundation. Collaborative project with Drazen Prelec at MIT: Intraindividual variability in time discounting: The overweighting of immediate, and underweighting of delayed, transient factors

- 1998-2001 John D. and Catherine T. MacArthur Foundation grant. For research on intraindividual variability in time discounting
- 1997 Russell Sage Foundation grant to study happiness in retirement
- 1986-1987 Russell Sage Foundation and Alfred P. Sloan Foundation grant: For research on intertemporal choice.
- 1988-1990 Russell Sage Foundation and Alfred P. Sloan Foundation grant: Behavioral economics program.
- 1987-1990 Russell Sage Foundation grant: For interdisciplinary conference on intertemporal choice.
- 1987 Dispute Resolution Center, Northwestern University: research grant.
- 1987-1988 University of Chicago, IBM Corporation Scholar.
- 1987 John D. and Catherine T. MacArthur Foundation grant. For research on the role of worry in decision making under uncertainty.

Member, Carnegie Mellon Center for Integrated Study of Human Dimensions of Global Climate Change. Funded by NSF. Two months of summer support for 5+ years.

Professional Activities

Codirected (with Roy Baumeister) a 5 week summer institute on emotion and decision making at the Center for Advanced Study in the Behavioral Sciences.

Editorial Board (past and present) Behavior and Philosophy, Journal of Behavioral Decision Theory, Management Science, Journal of Risk and Uncertainty, Journal of Psychology and Financial Markets.

Member, Committee on a Research Agenda for the Social Psychology of Aging. National Academy of Science.

Co-organized, with Don Moore, Daylian Caine and Max Bazerman, conference on Conflict of Interest at Carnegie Mellon. September, 2003. Funded by NSF and Carnegie Bosch Institute.

Member, Behavioral Economics Roundtable, Russell Sage Foundation

Fellow, American Psychological Society

Organized annual meeting of intertemporal choice working group under auspices of Russell Sage Foundation, 1985-1990.

With Daniel Kahneman, organized meeting of working group on the role of worry in decision making under the auspices of John D. and Catherine T. MacArthur Foundation.

With Colin Camerer, organized 3-day "Conference on neurobehavioral economics"

Coorganized 2 week Summer Institute on Behavioral Economics for economics graduate students under the auspices of the Russell Sage Foundation; with Colin Camerer and Matthew Rabin, Stanford University, July, 1998; Berkeley, July, 2000; Berkeley, August, 2002 (with Matthew Rabin and David Laibson).

With Antonio Rangel and David Laibson, coorganized segment on behavioral economics of Stanford Institute on Theoretical Economics (SITE). August, 2002.

Program Committee, Judgment/Decision Making Society, 1990-1992

Chair, Program Committee, Judgment/Decision Making Society, 1991.

Governing board, Judgment/Decision Making Society, 1996-2000.

President, Judgment/Decision Making Society 2001-2002.

Referee

American Economic Review, Bulletin of the Psychonomic Society, Economic Journal, Consciousness and Cognition, Feminist Economics, Games and Economic Behavior, Journal of Applied Psychology, Journal of Applied Social Psychology, Journal of Behavioral Decision Making, Journal of Business, Journal of Development Economics, Journal of Economic Behavior and Organization, Journal of Experimental Psychology, Journal of Labor Economics, Journal of Consumer Research, Journal of Personality and Social Psychology, Journal of Political Economy, Journal of Public Economics, Management Science, Marketing Science, Science, Organizational Behavior and Human Decision Processes, Psychological Review, Psychological Science, Quarterly Journal of Economics, Review of Economic Studies, Scandinavian Journal of Economics, Social Cognition, American Political Science Review, Southern Economic Journal, Kyklos, Journal of Risk and Uncertainty, Journal of Institutional and Theoretical Economics, National Science Foundation: Social and Economic Sciences; Economics/Decision, Risk, and Management Sciences

Consulting

NIH: Consultant to grant examining discrepancies between patients' and nonpatients' evaluations of quality of life associated with medical conditions. Peter Ubel PI.

RAND: Prepared report on recruitment and retention of military personnel.

John Caputo, Esq.: Expert witness on risk-related issue.

Lawyers' Committee for Civil Rights Under Law

Social Research Council of Great Britain; Economic Beliefs and Behavior and Behavior Grant Cycle: Invited commentator, London, September 1995.

Consultant to Research Project "The valuation of benefits of health and safety control." from HSE of Great Britain to M. Jones-Lee, G. Loomes, J. Beattie & N. Pidgeon.

Invited talks, 1994-2004

Massachusetts Institute of Technology, Sloan School, February, 1994
 Behavioral Economics Summer Camp, Berkeley, June, 1994
 Behavioral Research and Business Ethics Conference, Northwestern University, July, 1994
 Conference on addiction financed by the Norwegian government. France, September 1994.
 Tinbergen Institute, Rotterdam. October, 1994.
 University of Eindhoven. October, 1994.
 University of Mannheim, November 1994.
 Humboldt University, Berlin. January 1995.
 University of Zurich. February 1995.
 University of Utrecht. March 1995.
 University of Groningen. March 1995.
 University of London. May 1995.
 York University. May 1995.
 Strathclyde University, psychology department. May 1995.
 Strathclyde University, economics department. May 1995.
 Sussex University. May 1995.
 Plenary Address, International Society for the Advancement of Research in Economic Psychology,
 Bergen, 1995
 West Virginia University, Departments of Economics & Psychology. February, 1995
 Conference on Business Ethics, Northwestern University, Dec. 1995
 University of Pennsylvania, Wharton School. May, 1996
 Ohio State University, Department of Psychology. May, 1996
 Harvard School of Public Health. May, 1996
 Invited address, College on Problems of Drug Dependence, June, 1996, Puerto Rico (funded by
 National Institute of Drug Abuse)
 Harvard Economics Department November, 1996
 Duke University Marketing Department, 1996
 Visiting Scholar, University of Western Ontario, March 1997
 Psychology department, University of Stockholm, April 1997
 Opponent, dissertation at University of Stockholm, April 1997
 Economics department, University of Stockholm, April 1997
 University of Chicago, Graduate School of Business, May 1997
 University of Miami Business School, May 1997
 Speaker, " European Economic Theory Summer Camp, Gerzensee, Switzerland, July, 1997
 NSF symposium on eliciting preferences. Berkeley, August, 1997.
 Association of Consumer Research preconference meeting, University of Colorado, Boulder,
 October, 1997
 Stanford University Law School (with Sam Issacharoff), October, 1997
 University of California, Berkeley Marketing, November, 1997
 New Directions in Decision Making conference, Northwestern University, December 1997.
 Stanford University Business School. Behavioral Sciences Seminar, February, 1998
 Concordia University, Psychology colloquium, March, 1998
 Concordia University, Center for behavioral neurobiology. March, 1998
 University of California, Berkeley, economics department colloquium, April 1, 1998

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

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

Invited talk, Nobel symposium on Behavioral and Experimental Economics, Stockholm, December, 2001

Invited talk, Max Planck Institute for Human Development, Berlin, January, 2002

Invited talk, Leonard Davis Institute for Health Economics, University of Pennsylvania. February, 2002

Invited participant, FBI conference on terrorism. Quantico, February, 2002

Invited talk, marketing and organizational behavior groups, Stanford University Graduate School of Business, March, 2002

Invited talk, Pennsylvania State University, School of Business, April, 2002

Invited talk, Conference on Happiness, Center for Economic Performance, London School of Economics. September, 2002

Colloquium, Department of Economics, Virginia Polytechnic Institute, September, 2002

Auditing Department Seminar, Harvard Business School, October 2002

Behavioral Economics Seminar, Harvard University, October, 2002

Faculty seminar, Columbia University Law School, October 2002

Behavioral Decision Research Seminar Columbia University, October 2002

Seminar, Department of Economics and Finance, GSB, Columbia University, November 2002

Seminar, Center for Experimental Social Science, New York University, November, 2002

Invited Participant, Meeting on Affect, Learning and Decision Making, sponsored by the James S. McDonnell Foundation. New York, December 2002.

Colloquium, Georgetown University Law School. March, 2003

Visiting Scholar, University of Alberta Business School, Edmonton. April, 2003

Invited participant, Workshop on Discounting for Health in Developing Countries, Resources for the Future, Washington, D.C., May, 2003

Invited Participant, Meeting on Affect, Learning and Decision Making, sponsored by the James S. McDonnell Foundation. New York, June 2003.

Dinner talk, Boston Federal Reserve Bank meeting on "How Humans Behave: The Implications for Economics and Economic Policy." June, 2003.

Invited talk, "Where Economics?" University of Oslo, Norway. June, 2003.

Invited talks, Psychology Department, University of Gothenberg, Sweden. June, 2003.

Instructor, Intensive course in Behavioral Economics; CEEL program in Adaptive Economic Dynamics; Fourth Trento Summer School; June/July, 2003.

Instructor, Budapest Workshop on Behavioral Economics, Central European University; Budapest, Hungary; July, 2003.

Invited Participant, "Neuroeconomics" meeting, Martha's Vineyard, September, 2003.

Invited Participant, "Other Minds" conference, University of Oregon, Eugene. September, 2003

Invited talk, symposium on affect and decision making, Society for Medical Decision Making. Annual meeting, Chicago, October 2003

Seminar, Economics Department, University of California, Berkeley, October, 2003

Seminar, Business school, University of California, Berkeley, October, 2003

Colloquium, Psychology and Behavioral Science Series, Institute for Applied Psychology (ISPA – Instituto Superior de Psicologia Aplicada), Lisbon, Portugal, November, 2003

Colloquium, University of Pittsburgh Psychology Department, November, 2003

Colloquium, Fuqua School of Business, Duke University, January 2004

Invited presentation; National Cancer Institute. Meeting on Cancer Control, February 2004

Colloquium, University of Toronto; Rotman School of Management, February 2004

Visiting scholar, University of Goteborg, Sweden, March 21-28, 2004

Invited talk; Behavioral Organizational Economics meeting, NBER, Cambridge, April 15, 2004

Invited talk, Behavioral Public Finance meeting, University of Michigan, Ann Arbor, April 23-24, 2004

Invited talk, University of British Columbia economics department, September 27, 2004

University of Pittsburgh Health Services Research Seminar, September 28, 2004

University of Chicago, Graduate School of Business, Behavioral Sciences seminar. October 11, 2004

Invited talk, University of Chicago Medical School, October 11, 2004

University of Chicago, Center for Health and the Social Sciences, October 12, 2004

Keynote address, Chicago Kent Law Review Symposium: "Must We Choose Between Rationality and Irrationality?" November 6, 2004

Invited talk, Yale University, Conference on Behavioral Science, November 13, 2004

Colloquium, Stanford Law School, Legal Studies Workshop, November 18, 2004