

ELDAR SHAFIR

Curriculum Vitae

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Personal Information

William Stewart Tod Professor of Psychology and Public Affairs
Department of Psychology and the Woodrow Wilson School
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Princeton University

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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

Languages

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

Military Service

Israel Defense Forces, 1977-1980

Academic Positions

Professor, Princeton University, 1999 - Present
Visiting Professor, Pompeu Fabra University, Barcelona, 2008
Visiting Professor, AILUN, Sardinia, 2006
Visiting Professor, Università Ca' Foscari, Venice, 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

Professional Activities

U.S. National Committee for International Union of Psychological Science (IUPsyS), 2008-present
Fellow, Canadian Institute for Advanced Research, 2007-present
Co-Director, Ideas42
Faculty Associate, Institute for Quantitative Social Science, Harvard University, 2007-present
TIAA-CREF Institute Fellow, 2007-present
Academic Advisory Board, Behavioral Finance Forum, 2006-present
Research Affiliate, Innovations for Poverty Action, 2006-present
Behavioral Economics Roundtable, The Russell Sage Foundation, 1996-present
Board of Trustees, Isles, Inc., 2004-2009
Behavioral Economics Summer School, The Russell Sage Foundation, University of Trento, 1998, 2006, 2008
Moving to Opportunity Demonstration, Technical Review Panel, NBER, 2007
Steering Committee, “On Fair and Equal Terms” Symposium, Joint Center for Housing Studies, Harvard University, 2006-2007
Program Committee, Fifth and Sixth International Interdisciplinary Conference on Modeling and Using Context, 2005, 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

Academic Memberships

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

Editorial / Review Activities

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
Applied Economics Research Bulletin

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

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 & Sendhil Mullainathan). The Russell Sage Foundation, 2003-2005

Economics of Aging: Medicare Prescription Drug Benefit Take-up. P01-AG005842-20S1. Senior investigator (PI: David Wise). National Institute on Aging, 2005-2008

Psychological Mechanisms of Food Consumption: A Behavioral Research Program (with Marianne Bertrand). United States Department Of Agriculture, Economic Research Service, 2005-2008

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, inter-individual variability, and other phenomena (with Adam Finkel). The National Science Foundation, 2006-2009

Behavioral Interventions Towards Increasing Medical Benefit Take-up. Robert Wood Johnson Foundation, 2007-2008

The Behavioral Foundations of Policy. The Russell Sage Foundation, 2007-2008

Ideas42 (with Jeff Kling, Michael Kremer, Sendhil Mullainathan, and Antoinette Schoar). William and Flora Hewlett Foundation. 2007-2010

Liaison for Non-For-Profits, Annie E. Casey Foundation, 2008-2009

Financial Scarcity and depleted decision making. United States Department Of Agriculture, Economic Research Service, 2008-2010

Princeton University Activities and Committees

Acting Chair, Department of Psychology, 2009-2010

Executive Committee, Princeton Laboratory for Experimental Social Science, 2008-Present

WWS Dean's Advisory Committee, 2008-Present

Gilburne Seminar, 2008-2009

Acting Chair, Department of Psychology, Fall, 2006

Advisory Board Member, The Pace Center, 2006-Present

Affiliate, Program in Global Health and Health Policy, 2007-Present
Faculty Associate, Program in Law and Public Affairs (LAPA), 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, 1999-2007
The Task Force on Health and Well-Being, 2003-2004
Faculty Ad Hoc Committee on Threats to Academic Freedom by Legal Intimidation, 2002
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
Member of the Committee for Cognitive Studies, 1989-Present
Fellow, Academic Adviser, Mathey College, 1989-2004
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; and 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.

Reprinted in S. Maital, Ed., *Recent Developments in Behavioral Economics*. Cheltenham, UK: Edward Elgar Publishers.

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).

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. 2007. The problematic content and context of decisions. In P. Diamond & H. Vartiainen (Eds.), *Behavioral Economics and Its Applications*. Princeton University Press (pp. 291-294).

Shafir, E. 2007. 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 (pp. 334-352).

Barr, M., Mullainathan, S., & Shafir, E. 2007. A One-Size-Fits-All Solution. *The New York Times*, OpEd (Dec. 26, 2007).

Colman, A. M., & Shafir, E. 2008. Tversky, Amos. In N. Koertge (Ed.), *New dictionary of scientific biography* (Vol. 7, pp. 91-97). Farmington Hills, MI: Charles Scribner's Sons.

Shafir, E. 2008. A Behavioral Perspective on Consumer Protection. *Competition and Consumer Law Journal*, 15(3), 302-317.

Barr, M.S., Mullainathan, S., & Shafir, E. 2008. *An Opt-Out Home Mortgage System*. Hamilton Project Discussion Paper 2008-14, The Brookings Institution.

Barr, M.S., Mullainathan, S., & Shafir, E. 2008. Behaviorally Informed Home Mortgage Credit Regulation. In N.P. Retsinas & E.S. Belsky (Eds.), *Borrowing to Live: Consumer and Mortgage Credit Revisited*. Brookings Institution Press (pp. 170-202).

Barr, M.S., Mullainathan, S., & Shafir, E. 2008. *Behaviorally Informed Financial Services Regulation*. New America Foundation White Paper.

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

LeBoeuf, R., & Shafir, E. 2009. Anchoring on the “here” and “now” in time and distance judgments. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 35, 81-93.

Mullainathan, S., & Shafir, E. 2009. Savings Policy & Decision-Making in Low-Income Households. In Michael Barr and Rebecca Blank (Eds.), *Insufficient Funds: Savings, Assets, Credit and Banking Among Low-Income Households*. Russell Sage Foundation Press (pp. 121-145).

Barr, M.S., Mullainathan, S., & Shafir, E. 2009. The Case for Behaviorally Informed Regulation. In David Moss and John Cisternino (Eds.), *New Perspectives on Regulation*. Cambridge, MA: The Tobin Project (pp. 25-62).

Bertrand, M., Karlan, D., Mullainathan, S., Shafir, E., & Zinman, J. In press. What’s Advertising Content Worth? Evidence from a Consumer Credit Marketing Field Experiment. *The Quarterly Journal of Economics*.

LeBoeuf, R., Shafir, E., & Belyavsky, J. In press. The conflicting choices of alternating selves. *Organizational Behavior and Human Decision Processes*.

Working Papers

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

McGraw, P.A., Shafir, E., & Todorov, A. Valuing money and things: Why a \$20 item can be worth more and less than \$20. Manuscript, submitted for publication.

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

Kling, J.R., Mullainathan, S., Shafir, E., Vermeulen, L., & Wrobel, M.V. Misperception in choosing medicare drug plans. Manuscript, Harvard University.

Karlan, D., List, J.A., & Shafir, E. Small Matches and Charitable Giving: Evidence from a Natural Field Experiment.

Shafir, E. (Ed.). *The Behavioral Foundations of Policy*. Russell Sage Foundation and Princeton University Press.

Schwartz, J.A., Bertrand, M., Mullainathan, S., & Shafir, E. The psychology of benefits decisions: An experiment with Flexible Spending Accounts. Manuscript, Princeton University.

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.

Colloquia, Talks, Conferences (Representative List; since 2002)

Risk Management Strategies in an Uncertain World, Columbia University and Wharton School/University of Pennsylvania Roundtable, Palisades, NY, 2002

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

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

Psychology Colloquium, Psychology-Economics Seminar, New York University, 2003

National Institute of Mental Health, Bethesda, 2004

Invitational Choice Symposium, Estes Park, CO, 2004

Economic Institutions and Behavioral Economics, The Yrjö Jahnsson Foundation 50th Anniversary Conference, Helsinki, Finland, 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
Invited Speaker, Helping Consumers Help Themselves: Improving the Quality of Judgments and Choices, Fuqua School of Business, Duke University, 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
The MacArthur Foundation, Chicago, 2005
AARP National Legislative Council Meeting, Washington, DC, 2005
OECD Committee on Consumer Policy Roundtable: Demand-Side Economics for Consumer Policy, Paris, France, 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
Keynote Speaker, Behavioral Operations Conference, Harvard Business School, 2006
AARP Office of Social Impact, Washington, DC, 2006
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, 2004, 2006, 2008
International Post Graduate Program in Science of Organization, AILUN, Sardinia, Italy, 2006
Campaign for Working Families, Fannie Mae, Philadelphia, 2006
Plenary Speaker, Financial Education in Oklahoma, Federal Reserve Bank of Kansas City, Oklahoma City Branch, 2006
Anima, Fund Managers, Milan, Italy, 2006
Economia Aziendale, Università Ca' Foscari, Venice, Italy, 2007
UniCredit Private Banking, Milan & Turin, Italy, 2007
Invited Speaker, Society for Personality and Social Psychology JDM pre-conference, Memphis, 2007
Center for Behavioral Decision Research, Carnegie Mellon University, 2007
Invited Speaker, New America Foundation, Washington, DC, 2007
Keynote Speaker, Workshop on Economic Laboratory and Field Experiments, Human Resources and Social Development Canada, Ottawa, 2007
Behavioral Finance Forum, Miami, 2007
Invited Speaker, Acumen Fund Fellows Program, 2007, 2008
The Anne Rothrock Memorial Lecture, Princeton Day School, 2007
Linking Environmental Research and the Behavioral and Social Sciences, Committee on the Human Dimensions of Global Change, NRC, Washington, DC, 2007

The Richard Millward Colloquium, Brown University, 2007
Fidelity Center for Applied Technology, Boston, 2007
Payments, Credit, and Savings: The Experience of LMI Households, Payment Cards
Center / Community Affairs Department, Federal Reserve Bank of Philadelphia, 2007
Social Interactions, Identity and Well-Being Program Meeting, The Canadian Institute for
Advanced Research, Cambridge, MA, 2007
Behavioral Health Economics: Applications to Dietary Choice and Obesity, Economic
Research Service, USDA, Washington, DC, 2007
Center for Financial Services Innovation, Responsible Credit Roundtable, Chicago, 2007
Keynote Speaker, Roundtable on Behavioral Economics and Public Policy, Australian
Government Productivity Commission, Melbourne, 2007
Keynote Speaker, Australian Securities and Investments Commission (ASIC)
Stakeholder Forum, Sydney, 2007
Invited Speaker, Strategic Decision Making as a Psychological Problem, Kurginyan
Center, Moscow, 2007
Invited Speaker, Access, Assets, and Poverty: The Role of Financial Services Among
Low- and Moderate-Income Households. National Poverty Center, DC 2007
Understanding Consumer Credit: A National Symposium On Expanding Access,
Informing Choices, And Protecting Consumers. Joint Center for Housing Studies,
Harvard University, 2007
Government & Markets: Toward a New Theory of Regulation, The Tobin Project,
White Oak, Florida, 2008
Decision Sciences Consortium, Pompeu Fabra University, Barcelona, 2008
Universidade Católica Portuguesa, Lisbon, 2008
Decision Sciences Research Seminar, INSEAD, Fontainebleau, 2008
Keynote Speaker, 7th TIBER Symposium on Psychology and Economics, Tilburg
Institute for Behavioral Economic Research, Tilburg University, 2008
The Future of Housing Policy, The Hamilton Project, The Brookings Institute, 2008
Invited Speaker, TIAA-CREF Institute Fellows Symposium, 2008
National Research Symposium on Financial Literacy and Education, U.S. Department
of the Treasury, 2008
Keynote Speaker, SJDM Preconference: Using Human Nature to Improve Human
Life, The University of Chicago, 2008
Invited Speaker, Exploring Culture And Poverty, The University Of Chicago, 2008
Invited Speaker, Ford Foundation & Families and Work Institute, Supporting Work
Project, Miami, 2008
Invited Speaker, Behavioral Economics Workshop (joint with Theory Workshop),
Department of Economics, Tel Aviv University, 2008
Invited Speaker, Radcliffe Institute for Advanced Study Science Symposium on
"Improving Decision Making," Harvard University, 2009
Invited Speaker, Al Gore Summit on Behavioral Economics, Washington, DC, 2009