

# GEORGE LOEWENSTEIN

## Curriculum Vitae

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Department of Social and Decision Sciences  
Carnegie Mellon University  
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**Education**    Yale University, Ph.D., economics, 1985.  
Dissertation: “Expectations and Intertemporal Choice.”

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

## **Experience**

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September 2013-August 2014	Visitor, London School of Economics and Political Science
July, 2011 – present	University Professor
October 2006 – present	Herbert A. Simon Chair of Economics and Psychology
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 in Berlin, Germany)
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

## Published Papers

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### Intertemporal Choice

Loewenstein, G. (1987). [Anticipation and the valuation of delayed consumption](#). *The Economic Journal*, 97(387), 666-684.

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Khalil, E.L. (Ed.). (2010). *The New Behavioral Economics*. In the International Library of Critical Writings in Economics. Cheltenham, UK: Edward Elgar.

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(4), 181-193.

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Goldstein, W. M. & Robin M. Hogarth, R. M. (Eds.). (1997). *Research on Judgment and Decision Making*, pp. 365-378, Cambridge, UK: Cambridge University Press.

Bazerman, M. (Ed.) (2005). *Negotiation, Decision Making and Conflict Management: Vol. II*. Cheltenham, UK: Edward Elgar.

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

Loewenstein, G. & Sicherman, N. (1991). [Do workers prefer increasing wage profiles?](#) *Journal of Labor Economics*, 9(1), 67-84.

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*, 107(2), 573-597.

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Mannix, B. & Loewenstein, G. (1993). [Managerial time horizons and interfirm mobility: an experimental investigation](#). *Organizational Behavior and Human Decision Processes*, 56, 266-284.

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

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Mannix, E. & Loewenstein, G. (1994). [The effects of interfirm mobility and individual versus group decision making on managerial time horizons](#). *Organizational Behavior and Human Decision Processes*, 59, 371-390.

Prelec, D. & Loewenstein, G. (1997). [Beyond time discounting](#). *Marketing Letters*, 8(1), 97-108.

Prelec, D. & Loewenstein, G. (1998). [The red and the black: mental accounting of savings and debt](#). *Marketing Science*, 17(1), 4-28.

Ariely, D. & Loewenstein, G. (2000). [When does duration matter in judgment and decision making?](#) *Journal of Experimental Psychology: General*, 129, 508-29.

Loewenstein, G. (2000). [Willpower: A decision-theorist's perspective](#). *Law and Philosophy*, 19, 51-76.

Frederick, S., Loewenstein, G. & O'Donoghue, T. (2002). [Time discounting and time preference: A critical review](#). *Journal of Economic Literature*. 40, 351-401.

*Reprinted in:*

Camerer, C., Loewenstein, G. & Rabin, M. (Eds.). (2003) [Advances in Behavioral Economics](#), pp. 162-222, New York and Princeton: Russell Sage Foundation and Princeton University Press.

Loewenstein, G., Read, D. & Baumeister, R. (Eds.). (2003). [Time and Decision: Economic and Psychological Perspectives on Intertemporal Choice](#), pp. 13-86. New York: Russell Sage Foundation Press.

Moore, D. (Ed.). (2009). *Management Decision Making*. Cheltenham, UK: Edward Elgar.

Giordano, L.A., Bickel, W. K., Loewenstein, G. Jacobs, Eric A., Marsch L., & Badger, Gary J. (2002). [Mild opioid deprivation increases the degree that opioid-dependent outpatients discount delayed heroin and money](#). *Psychopharmacology*, 163, 174-182.

Berns, G., Laibson, D. and Loewenstein, G. (2007). [Intertemporal choice—toward an integrative framework](#). *Trends in Cognitive Science*, 11, 482-488.

Rick, S., Cryder, C. and Loewenstein, G. (2008). [Tightwads and spendthrifts](#). *Journal of Consumer Research*, 34, 767-782.

Rick, S. Loewenstein, G. (2008). [Intangibility in intertemporal choice](#). *Philosophical Transactions of the Royal Society B: Biological Sciences*, 363, 3813-3824.

Frederick, S. and Loewenstein, G. (2008). [Conflicting motives in evaluations of sequences](#). *Journal of Risk and Uncertainty*, 37, 221-235.

## **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.

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Bazerman, M., Loewenstein, G. & White, S.B. (1992). [Reversals of preference in allocation decisions: Judging an alternative versus choosing among alternatives](#). *Administrative Science Quarterly*, 37, 220-240.

Loewenstein, G., Issacharoff, S., Camerer, C. & Babcock, L. (1993). [Self-serving assessments of fairness and pretrial bargaining](#). *Journal of Legal Studies*, 22, 135-159.

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

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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., 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., Loewenstein, G & Issacharoff, S. (1997). [Creating convergence: Debiasing biased litigants](#). *Law and Social Inquiry*, 22(4), 401-413.

Babcock, L., & Loewenstein, G. (1997). [Explaining Bargaining Impasse: The Role of Self-Serving Biases](#). *Journal of Economic Perspectives*, 11, 109-126.

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Dezső, L. Loewenstein, G. Steinhart, J. Neszveda, G., Szász, B. (2015). [The pernicious role of asymmetric history in negotiations](#). *Journal of Economic Behavior and Organization*, 116, 430-438.

## 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.

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Read, D., Loewenstein, G. & Kalyanaraman, S. (1999). [Mixing virtue and vice: Combining the immediacy effect and the diversification heuristic](#). *Journal of Behavioral Decision Making*, 12, 257-273.

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Haisley, E. and Loewenstein, G. (2011). [It’s not what you get but when you get it: The effect of gift sequence on deposit balances and customer sentiment in a commercial bank](#). *Journal of Marketing Research* 48(1), 103-115.

Galak, J., Kruger, J. and Loewenstein (2011). [Is variety the spice of life? It all depends on the rate of consumption](#). *Journal of Judgment and Decision Making*, 6(3), 230-238.

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## Emotions and Taste Prediction

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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.

Loewenstein, G. (2000). [Emotions in economic theory and economic behavior](#). *American Economic Review: Papers and Proceedings*, 90, 426-432.

*Reprinted in:*

Swedberg, R. (Ed.). (2005). [New Developments in Economic Sociology](#). Cheltenham, UK: Edward Elgar.

VanBoven, L., Dunning, D. & Loewenstein, G. (2000) [Egocentric empathy gaps between owners and buyers: Misperceptions of the endowment effect](#). *Journal of Personality and Social Psychology*, 79(1), 66-76.



Loewenstein, G., Weber, E., Hsee, C. & Welch, N. (2001). [Risk as feelings](#). *Psychological Bulletin*, 127, 267–286.

Reprinted in:

De Bondt, W. (Ed.). (2005). *The Psychology of World Equity Markets*. Cheltenham, UK: Edward Elgar.

Löfstedt, R. E. & Boholm, Å. (Eds.) (2008). *The Earthscan Reader on Risk*. London: Earthscan.

Lowenthal, D. & Loewenstein, G. (2001) [Can voters predict changes in their own attitudes?](#) *Political Psychology*, 22(1), 65-87.

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

Van Boven, L. & Loewenstein, G. (2003). [Social projection of transient drive states](#). *Personality and Social Psychology Bulletin*, 29(9), 1159-1168.

Van Boven, L., Loewenstein, G., & Dunning, D. (2003). [Mispredicting the endowment effect: underestimation of owners' selling prices by buyer's agents](#). *Journal of Economic Behavior and Organization*, 51, 351-365.

Lerner, J. S., Small, D. A., & Loewenstein, G. (2004). [Heart strings and purse strings: Carryover effects of emotions on economic decisions](#). *Psychological Science*, 15, 337-341.

Riis, J., Loewenstein, G., Baron, J., Jepson, C., Fagerlin, A. & Ubel, P.A. (2005). [Ignorance of hedonic adaptation to hemodialysis: A study using ecological momentary assessment](#). *Journal of Experimental Psychology: General*, 131(1), 3-9.

Hoelzl, E. & Loewenstein, G. (2005). [Wearing out your shoes to prevent someone else from stepping into them: Anticipated regret and social takeover in sequential decisions](#). *Organizational Behavior and Human Decision Processes*, 98, 15-27.

Van Boven, L., Loewenstein, G., & Dunning, D. (2005). [The illusion of courage in social prediction: Underestimating the impact of fear of embarrassment on other people](#). *Organizational Behavior and Human Decision Processes*, 96(2), 130-141.

Badger, G. J, Bickel, W.K., Giordano, L .A., Jacobs, E. A. & Loewenstein, G. (2007). [Altered states: The impact of immediate craving on the valuation of current and future opioids](#). *Journal of Health Economics*, 26, 865-876.

Simonsohn, U., Karlsson, N., Loewenstein, G. & Ariely, D. (2008). [The tree of experience in the forest of information: Overweighing experienced relative to observed information](#). *Games and Economic Behavior*, 62(1), 263-286.

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- Loewenstein, G. (2010). [Insufficient emotion: Soul-searching by a former indicter of strong emotions.](#) *Emotion Review*. 2(3), 234-39.
- Morris McDonnell, M., Nordgren, L.F. and Loewenstein, G. (2011). [Torture in the Eyes of the Beholder: The Psychological Difficulty of Defining Torture in Law and Policy.](#) *Vanderbilt Journal of Transnational Law*, 44, 87-122.
- Nordgren, L.F., Morris, M., & Loewenstein, G. (2011). [What Constitutes Torture?: Psychological Impediments to an Objective Evaluation of Modern Interrogation Tactics.](#) *Psychological Science*, 22(5) 689–694.
- Van Boven, L., Loewenstein, G., Welch, E. & Dunning, D. (2012). [The Illusion of Courage in Self-Predictions: Mispredicting One’s Own Behavior in Embarrassing Situations.](#) *Journal of Behavioral Decision Making*, 25, 1-12.
- Peeters, Y., Smith, D.M., Loewenstein, G. & Ubel, P.A. (2012). [After Adversity Strikes: Predictions, Recollections and Reality Among People Experiencing the Onset of Adverse Circumstances.](#) *Journal of Happiness Studies*, 13(4), 589-600.
- Kassam, K.S., Markey, A.R., Cherkassky, V.L., Loewenstein, G. & Just, M.A. (2013). [Identifying emotions on the basis of neural activation.](#) *PLOS-1*, 8(6), 1-12.
- Loewenstein, G., O’Donoghue, T. and Bhatia, S. (2015). [Modeling the Interplay between Affect and Deliberation.](#) *Decision*, 2(2), 55-81.
- Scopelliti, I., Loewenstein, G. & Volgerau, J. (2015). [You call it ‘Self-Exuberance,’ I call it ‘Bragging.’ Miscalibrated Predictions of Emotional Responses to Self-Promotion.](#) *Psychological Science*, 26(6), 903-914.

## Neuroeconomics

Camerer, C., Loewenstein, G., & Prelec, D. (2004). [Neuroeconomics: Why economics needs brains](#). *Scandinavian Journal of Economics*, 106(3), 555-579.

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## Sympathy, Generosity and the Identifiable Victim Effect

- Jenni, K. & Loewenstein, G. (1997). [Explaining the “identifiable victim effect.”](#) *Journal of Risk and Uncertainty*, 14, 235-257.
- Small, D.A. & Loewenstein, G. (2003). [Helping a Victim or Helping the Victim: Altruism and Identifiability.](#) *Journal of Risk and Uncertainty*, 26(1), 5-16.
- Small, D.A. & Loewenstein, G. (2005). [The devil you know: The effects of identifiability on punishment.](#) *Journal of Behavioral Decision Making*, 18(5), 311-318.
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- Loewenstein, G. and Small, D. (2007). [The scarecrow and the tin man: The vicissitudes of human sympathy and caring.](#) *Review of General Psychology*, 11(2), 112-126.
- Cryder, C. and Loewenstein, G. (2012). [Responsibility: The Tie that Binds.](#) *Journal of Experimental Social Psychology*, 48 441-445.
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## Sex and Relationships

- Loewenstein, G., Nagin, D. & Paternoster, R. (1997). [The effect of sexual arousal on expectations of sexual forcefulness.](#) *Journal of Research in Crime and Delinquency*, 34, 443-473.
- Ariely, D. & Loewenstein, G. (2006). [The heat of the moment: The effect of sexual arousal on sexual decision making.](#) *Journal of Behavioral Decision Making*, 19(2), 87-98.
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## Psychology and Economics of Information

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- Markey, A. & Loewenstein, G. (2014). [Curiosity](#). In Reinhard Pekrun & Lisa Linnenbrink-Garcia (eds.) *Handbook of Emotions in Education* (pp. 228-245). New York: Taylor & Francis/Routledge.
- Van Boven, L., Loewenstein, G., Dunning, D. Nordgren, L.F. (2013). [Changing Places: A dual judgment model of empathy gaps in emotional perspective taking](#). In J.M. Olson & M.P. Zanna (eds.) *Advances in Experimental Social Psychology* 48, 117-171. Oxford: Elseiver.
- Loewenstein, G., Sunstein, C. and Golman, R. (2014). [Disclosure: Psychology changes everything](#). *Annual Review of Economics*, 6, 391-419.
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- Volpp, K.G., Loewenstein, G. & Asch, D (2015). [Behavioral economics and health](#). In K. Glanz, B.K. Rimer & K.Vi. Viswanath (eds.), *Health Behavior: Theory, Research and Practice*, 5<sup>th</sup> Edition (pp. 389-405). New York: Jossey-Bass/Wiley.

### Short papers and invited papers

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- Loewenstein, G. & Prelec, D. (1991). [Negative time preference](#). *American Economic Review: Papers and Proceedings*, 82(2), 347-352.
- Loewenstein, G. (1999). [Is more choice always better?](#) *Social Security Brief: National Academy of Social Insurance*. October; No. 7.

- Bazerman, M. and Loewenstein, G. (2001). [Taking the bias out of bean counting](#). *Harvard Business Review*, January, 28, 3.
- Loewenstein, G. (2001) [The creative destruction of decision research](#). Invited essay, *Journal of Consumer Research*, 28, 499-505.
- Moore, D. & Loewenstein, G. (2004). [Self-interest, automaticity, and the psychology of conflict of interest](#). *Social Justice Research*, 17(2), 189-202.
- Ariely, D., Loewenstein, G., & Prelec, D. (2006). [Tom Sawyer and the construction of value](#). *Rotman Magazine* "The All-Consuming Issue," Spring 2008, 50-54.
- Loewenstein, G., Camerer, C. and Prelec, D. (2007). [Neuroeconomics: How neuroscience can inform economics](#). *Rotman Magazine*, Winter 2007, 39-44.
- Downs, J., Loewenstein, G., Wisdom, J. (2009). [Strategies for Promoting Healthier Food Choices](#). *American Economic Review: Papers and Proceedings*. 99(2), 159-64.
- Loewenstein, G. and Moene, K. (2009). How mattering maps affect behavior. *Rotman Magazine*, Fall 2009, 22-27.
- Loewenstein, G., John, L., and Volpp, K. (2010). Using decision errors to help people help themselves. *Rotman Magazine*, Winter, 58-63.
- Loewenstein, G. (2009). Psychological Impediments to Taking Action on Global Warming (And Implications for What Must Happen in Order for Action to Occur). In Alexei Monsarrat and Kiron Skinner (eds). [Renewing Globalization and Economic Growth in a Post-Crisis World: The Future of the G-20 Agenda](#). Pittsburgh, Carnegie Mellon University Press, 124-127.
- Loewenstein, G. (2010). [Interview on behavioral economics](#). In Kardes, Frank R., Maria L. Cronley, and Thomas W. Cline, *Consumer Behavior*, Cincinnati, OH: South-Western College Publishing.
- Acquisti, A., John, L., & Loewenstein (2013). [What is privacy worth?](#) *Journal of Legal Studies*, 42(2), 249-274.
- Brandmarte, L, Acquisti, A., and Loewenstein, G. (2012). [Misplaced confidences: Privacy and the control paradox](#). *Social Psychological & Personality Science*, 4(3), 340-347.
- Loewenstein, G., & Schwartz, D. (2010). [Nothing to Fear but a Lack of Fear: Climate Change and the Fear Deficit](#). *G8 Magazine*, 60-62.
- Loewenstein, G., Cain, D. and Sah, S. (2011). [The limits of transparency: Pitfalls and Potential of Disclosing Conflicts of Interest](#). *American Economic Review, papers and proceedings*, 101(3), 423-428.

- Loewenstein, G., Sah, S. and Cain, D. (2012). [The Unintended Consequences of Conflict of Interest Disclosure](#). *Journal of the American Medical Association*.
- Loewenstein, G., Asch, D. and Volpp, K. (2012). [Incentives in Health: Different Prescriptions for Physicians and Patients](#). *Journal of the American Medical Association*, 307(13): 1375-1376.
- Volpp, K., Loewenstein, G. & Asch, D. (2012). [Assessing value in health care programs](#). *Journal of the American Medical Association*. 307(20), 2153-2154.
- Volpp, K., Loewenstein, G. & Asch, D. (2012). [Choosing Wisely: Now that low value services have been identified, can their utilization be reduced?](#) *Journal of the American Medical Association*, Vol 308(16), 1635-1636.
- Loewenstein, G., Asch, D. & Volpp, K. (2013). [Behavioral economics holds potential to deliver better results for patients, insurers, and employers](#). *Health Affairs*, 32(7), 1244-1250.
- Bhargava, S. & Loewenstein, G. (2015). [Behavioral economics and public policy 102: Beyond nudging](#). *American Economic Review, papers and proceedings*, 105(5), 396-401.
- Saurabh Bhargava & George Loewenstein (forthcoming). Health insurance and its discontents. *Journal of the American Medical Association*.

## Forewords and introductions

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- Read, D. and Loewenstein, G. (2000). [Time and decision: introduction to the special issue](#). *Journal of Behavioral Decision Making*, 13, 141-144.
- Loewenstein, G. (2006). [Foreword: Parallel Worlds](#). In Sanna, L. and Chang, E. (Eds.), *Judgments Over Time: The Interplay Of Thoughts, Feelings, And Behaviors*: Oxford, G.B.: Oxford University Press.
- Loewenstein, G., Vohs, K. and Baumeister, R. (2007). [Introduction](#). In K. Vohs, R. Baumeister & G. Loewenstein (Eds.) *Do emotions help or hurt decision making?* New York: Russell Sage Foundation Press.
- Loewenstein, G. (2008). [Foreword](#). In Schulkin, J., *Medical Decisions, Estrogen and Aging*. New York: Springer.
- Loewenstein, G. (2009). Foreword. In Madden, G.J. and Bickel, W.K. [Impulsivity: Theory, Science and Neuroscience of Discounting](#). Washington: American Psychological Association Press.
- Loewenstein, G. & Rory Sutherland (2014). Foreword to Alain Samson's *An Introduction to Behavioural Economics*.

## Encyclopedia entries

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- Loewenstein, G. (2003) Behavioral Economics. *Social Science Encyclopedia (third edition)*, Adam Kuper and Jessica Kuper (eds.); Routledge.
- Loewenstein, G. (2003). Curiosity. *Encyclopedia of Psychology*. Oxford University Press.
- Loewenstein, G. (2001). Curiosity. *International Encyclopedia of the Social Sciences*. Pergamon Press.
- Loewenstein, G. and Rick, S. (2007). Addiction. In S. N. Durlauf and L. E. Blume, *The New Palgrave Dictionary of Economics*, London: Macmillan.
- Loewenstein, G. and Rick, S. (2009). Emotion in economics (The challenge of emotions for economic theory). *Oxford Companion to the Affective Sciences* (D. Sander and K. Scherer, Eds.). Oxford University Press.

## Comments

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- Bryce, C., Angus, D., & Loewenstein, G. (2003). Assessing the value of quality of death. In “On the cutting edge,” *Society for Medical Decision Making Newsletter*, 15(3), page 6.
- 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. (2002). [Behavioral decision research and conflict of interest](#). Letter from the President, *Judgment Decision Making Newsletter*, March, 21(1).
- Loewenstein, G. & 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*, 21(3).
- Loewenstein, G. (2006). [The pleasures and pains of information](#). *Science*, 312, 704-706.
- Loewenstein, G. (2007). Defining Affect (Commentary on Klaus Scherer’s “What is an Emotion?”) *Social Science Information*, 46(3), 405-410.
- Loewenstein, G. (2007). Conscious Decision Making: Not Yet Proven Obsolete. In Mind Matters, Scientific American Blog. February 6, 2007  
[http://blog.sciam.com/index.php?title=title\\_7&more=1&c=1&tb=1&pb=1](http://blog.sciam.com/index.php?title=title_7&more=1&c=1&tb=1&pb=1)

- Rick, S. and Loewenstein, G. (2008). *Hypermotivation* (Commentary on “Mazar et al., The dishonesty of honest people.”). *Journal of Marketing Research*. 45(6), 645-653.
- Sen, Aditi, Volpp, K. and Loewenstein, G. (2010). Pay for performance for patients: Evidence and the road ahead. *Benefits and Compensation Digest*. June
- Loewenstein, G. (2010) “Tangible Mental Accounts: Bucketing Assets into Specific Subaccounts Can Increase Retirees' Ability to Meet Their Financial Needs.” Distillation of an interview with Shlomo Benertzi for his publication on *Behavioral Finance and the Post-Retirement Crisis: A Response to the Department of the Treasury/Department of Labor Request for Information Regarding Lifetime Income Options for Participants and Beneficiaries in Retirement Plans*.
- Bhargava, S., Kassam, K. and Loewenstein, G. (2014). A Reassessment of the “Defense of Parenthood.” *Psychological Science*, 25(1), 299-302.

### Newspaper and magazine articles

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- Loewenstein, G. (2002). Reflextieren Marktpreise <<wahre>> Werte? in Ernst Fehr and Gerhard Schwarz (eds.) *Psychologische Grundlagen der Ökonomie*. Zürich: Neue Zürcher Zeitung.
- Loewenstein, G. (2005). [Mountainous memoirs](#). *Association for Psychological Science Observer*, 18(7), pp 17.
- Loewenstein, G. (2007). [Spending more, enjoying less](#). *AARP Bulletin*.
- Loewenstein, G. and Sunstein, C. (2012). Commerce Claus. The behavioral economics of Christmas. *The New Republic*. December 7.  
<http://www.tnr.com/article/politics/magazine/110860/commerce-claus#>

### Op-ed Pieces and Editorials

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- Downs, J.S., Loewenstein, G., & Wisdom, J. (2009, November 12). [Eating by the numbers](#). *New York Times*. Retrieved from <http://www.nytimes.com/>.
- Loewenstein, G., & Brest, P. (2009, July 12). [Sunday forum: In defense of fear](#). *Pittsburgh Post-Gazette*. Retrieved from <http://www.post-gazette.com/>
- Loewenstein, G. and Ubel, P. (2010, July 15). [Economics Behaving Badly](#). *New York Times*. Retrieved from <http://www.nytimes.com/>.
- Loewenstein, G. (2011). Confronting Reality: Pitfalls of Calorie Posting. *American Journal of Clinical Nutrition*, 93(4), 689-94.

Loewenstein, G. (2013, March 20). Bloomberg, champion of choice. Putting cigarettes behind the counter actually increases liberty. *New York Daily News*.  
<http://www.nydailynews.com/opinion/bloomberg-champion-choice-article-1.1293096>

Loewenstein, G. and Mosse, D. (2014, June 2). Slaves to our smartphones: Watching our devices, we are losing sight of the pleasures of life. *New York Daily News*.  
<http://www.nydailynews.com/opinion/slaves-smartphones-article-1.1811936>

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## 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.

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## Interviews and invited commentaries in books and on the web

Interview in Douglas Hough (2013). *Irrationality in Health Care*. Stanford University Press.

Interview in RW Connect: <http://rwconnect.esomar.org/2013/08/07/model-behaviour/>

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## Responses

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

Ariely, D. Kahneman, D. & Loewenstein, G. (2000). Joint Commentary: When Does Duration matter in Judgment and Decision Making? *Journal of Experimental Psychology: General*, 129(4), 524-529.

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## **Awards**

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Honorary Doctorate of Science, University of Warwick, January, 2014

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.

Winner, Best Paper Award (with Daylian Cain and Sunita Sah), Society for Business Ethics annual meeting, 2010

Winner, Best Student Paper (Laura Brandimarte, Alessandro Acquisti & George Loewenstein) Misplaced Confidences: Privacy and the Control Paradox.

Winner, Student Poster Competition (poster by Sunita Sah), Judgment & Decision Making Meeting, St. Louis, 2010.

## **Research grants (in rough reverse chronological order)**

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FINRA Investor Education Foundation

National Institute of Aging (multiple)

William and Flora Hewlett Foundation (multiple)

Annie E. Casey Foundation

PNC Bank

CVS/Caremark

U.S. Department of Agriculture (multiple)

Aetna Foundation

State of Pennsylvania Tobacco Settlement Funds

Russell Sage Foundation (multiple)

American Accounting Association

National Institute on Drug Abuse

National Science Foundation

John D. and Catherine T. MacArthur Foundation

Alfred P. Sloan Foundation

Dispute Resolution Center, Northwestern University

University of Chicago, IBM Corporation Scholar.



## Association memberships and elected positions

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- Member, Behavioral Economics Roundtable, Russell Sage Foundation
- Fellow, American Psychological Society
- 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.
- Executive board, Society for Neuroeconomics, 2005-2006.
- Advisory board, Institute for Law and Rationality, University of Minnesota Law School
- Codirector (with Don Moore and Linda Babcock), Center for Behavioral Decision Research, Carnegie Mellon University.
- Member, American Academy of Arts and Sciences.
- Head of Behavioral Economics, Center for Health Incentives, University of Pennsylvania.
- Fellow, Econometric Society
- Advisory board, NPD Corporation
- Academic Advisory Board, U.K. Behavioural Insights Team

## Professional activities

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- Organized a conference on the applications of behavioral economics to global climate change, September 11 & 12, Rockefeller Foundation, NYC. Sponsored by the Hewlett Foundation and Rockefeller Foundation, 2009.
- Organized a conference on the Behavioral Health Economics: Applications to Dietary choice and Obesity. Sponsored by USDA Economic Research Service. Washington, DC, June 21-22.
- Member, IOM/National Academy of Science Committee on Conflicts of Interest in Medical Research, Education, and Practice
- Co-directed, with Roy Baumeister, a 5 week summer institute on emotion and decision making. Center for Advanced Study in the Behavioral Sciences, 2002.
- Editorial boards (past and present): *Behavior and Philosophy*, *Journal of Behavioral Decision Theory*, *Management Science*, *Journal of Risk and Uncertainty*, *Journal of Psychology and Financial Markets*, *Social Cognitive and Affective Neuroscience*, *Journal of Neuroscience*, *Psychology and Economics*.
- 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.
- Organized annual meeting of intertemporal choice working group under auspices of Russell Sage Foundation, 1985-1990.

- Co-organized, with Daniel Kahneman, meeting of working group on the role of worry in decision making under the auspices of John D. and Catherine T. MacArthur Foundation.
- Co-organized, with Colin Camerer, three-day conference on neurobehavioral economics.
- Co-organized, with Colin Camerer and Matthew Rabin, two-week summer institute on behavioral economics for economics graduate students, under the auspices of the Russell Sage Foundation; Stanford University, July, 1998; Berkeley, July, 2000; Berkeley, August, 2002 (with Matthew Rabin and David Laibson).
- Co-organized, with Antonio Rangel and David Laibson, 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.
- Executive board, Society for Neuroeconomics, 2005-2006.
- Advisory board, Institute for Law and Rationality, University of Minnesota Law School.
- Advisory Board, NPD
- Co-organized, with Noah Smith, a conference on “Machine learning in the social sciences,” October, 2012, CMU

### **Doctoral Committees (\* indicates chair)**

Sudeep Bhatia  
Idris Adjerid  
Eric Angner  
Darron Billeter\*  
Laura Brandimarte  
Cynthia Cryder\*  
Jason Dana  
Ellen Evers (Tilberg University)  
Shane Frederick\*  
Seunghee Han\*  
Emily Haisley\*  
John Hamman  
Leslie John\*  
Tamar Krishnamurti  
Peter Kriss  
Erin Krupka  
Diane Lowenthal  
Amanda Markey\*

Scott Rick\*  
Sunita Sah\*  
Uri Simonsohn\*  
Debora Small\*  
Yang Song (University of Pittsburgh)  
Ned Welch\*  
Eric VanEpps\*  
Jessica Wisdom  
Yang Yang  
Ofer Zellermayer\*

### **Journal Reviewing (incomplete and inaccurate list)**

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- *Acta Psychologica*
- *American Economic Journals (different ones)*
- *American Economic Review*
- *American Political Science Review*
- *Bulletin of the Psychonomic Society*
- *Cognition*
- *Cognition and Emotion*
- *Consciousness and Cognition*
- *Econometrica*
- *Economic Journal*
- *Economica*
- *Economics Letters*
- *Empirical Economics*
- *Environmental and Resource Economics*
- *Experimental Economics*
- *Feminist Economics*
- *Games and Economic Behavior*
- *Health Affairs*
- *Journal of Applied Psychology*
- *Journal of Applied Social Psychology*
- *Journal of Behavioral Decision Making*
- *Journal of Business*
- *Journal of Cognitive Psychology*
- *Journal of Consumer Research*
- *Journal of Development Economics*
- *Journal of Economic Behavior and Organization*
- *Journal of Economic Literature*
- *Journal of Economic Psychology*
- *Journal of Experimental Psychology*
- *Journal of Experimental Social Psychology*

- *Journal of Health Economics*
- *Journal of Health Services Research and Policy*
- *Journal of Institutional and Theoretical Economics*
- *Journal of Labor Economics*
- *Journal of Marketing Research*
- *Journal of Organizational Behavior and Human Decision Processes*
- *Journal of Pain*
- *Journal of Pediatrics*
- *Journal of Personality and Social Psychology*
- *Journal of Political Economy*
- *Journal of Public Economics*
- *Journal of Risk and Uncertainty*
- *Journal of Sports Economics*
- *Journal of the American Medical Association*
- *Journal of the European Economic Association*
- *Labor Economics*
- *Kyklos*
- *Organizational Behavior and Human Decision Processes*
- *Management Science*
- *Marketing Science*
- *Nature: Climate Change*
- *NeuroImage*
- *New England Journal of Medicine*
- *Political Psychology*
- *Preventive Medicine*
- *Psychological Review*
- *Psychological Science*
- *Psychology and Health. Journal of Empirical Legal Studies*
- *Quarterly Journal of Economics*
- *Review of Economic Studies*
- *Scandinavian Journal of Economics*
- *Science*
- *Social Cognition*
- *Southern Economic Journal*
- *World Development*

## Consulting

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- Ernst & Young
- Fidelity Investments.
- National Institutes of Health:  
*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.
- Member, Behavioral Finance Forum.
- PNC Bank
- Pittsburgh Blood Bank
- Aetna Insurance.
- Marc Advertising.
- McKinsey Consulting
- CVS Caremark
- Discovery Health
- Ascension Health
- Aramark
- Humana
- NPD
- Highmark Blue Cross Blue Shield
- Department of Work and Pensions, U.K.
- Behavioural Insights Team, U.K.
- Swiss RE Insurance
- City University
- Federal Trade Commission
- Financial Conduct Authority, U.K.

## **Invited talks, 2004→**

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### **2004**

- 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, MA. April 2004.
- Invited talk, Behavioral Public Finance meeting, University of Michigan, Ann Arbor. April 2004.
- Invited talk, University of British Columbia Economics Department. September 2004.
- University of Pittsburgh Health Services Research Seminar. September 2004.
- University of Chicago, Graduate School of Business, Behavioral Sciences seminar. October 2004.
- Invited talk, University of Chicago Medical School. October 2004.
- University of Chicago, Center for Health and the Social Sciences. October 2004.
- Keynote address, Chicago Kent Law Review Symposium: Must We Choose Between Rationality and Irrationality? November 2004.
- Invited talk, Yale University, Conference on Behavioral Science. November 2004.
- Colloquium, Stanford Law School, Legal Studies Workshop. November 2004.

### **2005**

- Colloquium, MIT Department of Economics. March 2005.
- Invited talk, McGill University, School of Business. April, 2005.
- Invited talk, Psychology Department and Woodrow Wilson School, Princeton University. April 2005.
- Invited talk; NYU Stern Marketing Department Research Camp. May 2005.
- Invited participant, meeting on happiness, Princeton University Woodrow Wilson School. May 2005.
- Invited participant, MiRe Workshop on Utility and Inequality: Experimental and Empirical Approaches, Ecole Normale Supérieure, Paris. June 2005.
- Invited participant, Homo Economicus, Homo Myopicus, and the Law and Economics of Consumer Choice, University of Chicago Law School. June 2005.
- Invited participant, Gatsby Workshop on Motivation and Action Selection. London, June 2005.
- Lecturer, Toulouse Summer Institute on Economics and Psychology, IDEI Toulouse. June 2005.
- Keynote, Annual Canadian Law and Economics Association. September 2005.

## 2006

- Invited talk, NYU Neuroscience and Economics seminar. February 2006.
- Invited talk, Harvard Business School Marketing Department. March 2006.
- Colloquium on neuroeconomics, College de France. March 2006.
- Invited talk, UCLA Decision Consortium. May 2006.
- Invited participant, conference in Honor of Eytan Sheshinski, Jerusalem. June 2006.
- Invited talks, Behavioral Economics Summer Institute, Trento, Italy. June 2006.
- Invited talk, Financial Services Research Forum, London, England. June 2006.
- Invited talks, Summer Institute on Neuroeconomics, Stanford University. July 2006.
- Invited participant, Conference on Economic Methods, NYU Economics Department. July 2006.
- Invited talk, Conference on Preference Change, Free University, Berlin, Germany. September 2006.
- Bjørn Christiansen Memorial Lecture in Psychology, University of Bergen, Norway. September 2006.
- Invited talk, Conference on Happiness and Public Economics, London School of Economics, September 2006.
- Invited participant, Conference on Setting a Research and Action Agenda to Increase Healthy Behaviors and Adherence, Leonard Davis Institute, University of Pennsylvania. November, 2006.
- Invited participant, Spencer Foundation conference on incentives in education, Harvard School of Education. November 2006.

## 2007

- Fidelity Investments. January 2007.
- Invited participant, Behavioral Finance Forum. March 2007.
- University of Maryland, Department of Economics. April 2007.
- Visiting Scholar, John Dewey Honors Program, University of Vermont. April 2007.
- Carol G. Simon Speaker Series, University of Vermont. April 2007.
- Invited talk, Tinbergen Institute, Rotterdam, Netherlands. May 2007.
- Tinbergen Institute Lectures; Tinbergen Institute, Rotterdam, Netherlands. May 2007.
- Invited talk, IZA workshop on behavioral and organizational economics, University of Bonn (Germany). May 2007.
- Invited talk, Symposium on the Scientific Basis of Influence and Reciprocity, Association of American Medical Colleges. Washington, D.C. June 2007.
- Invited talk, Workshop on the Legal Implications of the New Research on Happiness, University of Chicago Law School. June 2007.
- Keynote address, Workshop on the Economics of Information Security (WEIS), Pittsburgh. June 2007.
- Daniel Kahneman Lecture, Annual Meeting of International Association for Research in Economic Psychology, Ljubljana, Slovenia. September 2007. Video available at: [http://videolectures.net/iarep07\\_loewenstein\\_etb/](http://videolectures.net/iarep07_loewenstein_etb/)

- Vanderbilt Law School, Law and Economics faculty seminar (and guest lecture in course on law and economics). October 2007.
- Invited talk, Behavioral Foundations of Policy, Princeton University. October 2007.
- Colloquium, Department of Philosophy, University of Alabama, Birmingham. November 2007.
- Invited talk, Moral Psychology Research Group, Pittsburgh. November 2007.
- Invited commentary on Krueger *et al.*'s National Time Accounting, National Bureau of Economic Research. December 2007.

## 2008

- Brown University, Department of Cognitive Science and Linguistics. January.
- Yale University School of Management. February 2008.
- National Institutes of Health, Joint Bioethics Colloquium, Washington DC. March.
- University of Pittsburgh, Center for Bioethics and Health Law, Bioethics Conference. March.
- Behavioral Finance Forum, Miami. March.
- New York University conference on Economic Methods. April.
- Colloquium, Psychology Department, University of Waterloo, Ontario, Canada. June.
- Keynote address, McKinsey Consulting Health Care Meeting. June.
- Behavioral Economics Seminar, University of California, Berkeley. October.
- World Bank, Human Development Forum, Plenary Session on Demand and Risk-taking, November.
- University of Pittsburgh Law School. November.
- New York Public Service Commission. November.

## 2009

- RAND Corporation, talk on asymmetrical paternalism. February.
- Buck Consulting, Healthy Wealthy and Wise meeting. March.
- Eastern Psychological Association, Psi Chi Distinguished Speaker. March.
- Invited Speaker, Radcliffe Symposium on Decision Making. April.
- Colloquium, Mathematical Behavioral Science Seminar, University of California at Irvine. April.
- Marschak Colloquium, University of California at Los Angeles. April.
- McKinsey Consulting, Pittsburgh. May.
- First Annual Conference on Behavioral Economics, University of California at Berkeley. May.
- Invited talk, Prospective Brain Conference, Harvard University. May.
- Invited talk, [IPSR/NIA Workshop on Aging](#), University of California at Berkeley May. Video available at: <http://www.youtube.com/watch?v=P97yCvUHyNA>
- Invited talk, Singapore Agency for Science Technology and Research (A\*STAR), Republic of Singapore. June.
- Invited talk, Columbia University Center for Decision Research, September.



- Participant, NIMH Summit on AIDS prevention research, September.
- Keynote address, Pittsburgh Human Resources Association, Heinz Field, September.
- Faculty seminar, Universitat Pompeu Fabra. October.
- Licio (opening lecture of academic year) Universitat Pompeu Fabra, October.
- London School of Economics, Departmental seminar. October.
- Intensive course in behavioral economics, Shanghai Jiao Tong University. October.
- Undergraduate lecture, Renmin (People's) University, Beijing. October 24.
- Departmental seminar, Economics Department, Renmin University, Beijing. October.
- Invited talk, Steiner Institute, Meeting on Carrying Capacity. November.
- Invited talk, Behavior, Energy and Climate Change Conference, Washington DC. November.
- Santa Chiara Visiting Chair (4 lectures), University of Siena. December.
- Keynote address, Japan Association of Behavioral Economics and Finance. December.\

## 2010

- University of Pittsburgh, Current topics in Health Economics and Policy Seminar, January 11
- University of Chicago, Center for Behavioral Decision Research, Visiting Scholar, March 4 & 5
- Opening address, U.S. Department of Agriculture, Economic Research Service, Meeting on Applications of Behavioral Economics to Food Choice, April 15.
- Colloquium, Psychology Department, University of Colorado, Boulder. April 19.
- Invited address, American Association of Medical Colleges, April, 2010
- Invited address, Equity Health Meeting, (Blackstone Group), April, 2010
- Participant, "Big Think" meeting, NIH, May 7, 2010
- Participant, PiLab Research Summit, Google, May 21, 2010
- Colloquium, University of Washington, Seattle, May 25, 2010
- Invited presentation on behavioral economics and public policy, 10 Downing St., London, June 28, 2010.
- Invited address, Kaafee Billah Award Ceremony, Center for Disease Control, Atlanta, September 10.
- Invited talk, Washington University, St. Louis, November, 2010
- Presidential plenary, American College of Neuropsychopharmacology, Miami, December, 2010

## 2011

- Visiting Fellow, U.T. M.D. Anderson Cancer Center, January, 2011
- Invited Talk, Buck Weaver Symposium, MIT Marketing, January, 2011
- Invited talk, Economics department, London School of Economics, April, 2011
- Invited talk, Behavioural Public Policy lecture, London School of Economics, April, 2011
- Invited talk, economics department, Sabanci University, Istanbul, April 2011

- Invited talk, Workshop on the Future of Decision, Risk and Management Sciences (DRMS), May, 2011
- Keynote, Annual meeting of American Society of Neuroradiology, Seattle, June, 2011
- Norman Anderson Distinguished Speaker, University of California, San Diego, June, 2011
- Invited Speaker, RAND Summer Institute, Santa Monica, July 2011
- Invited talk, NIH Behavioral and Social Science Lecture series, October 2011; available at: <http://videocast.nih.gov/summary.asp?Live=10625>
- Invited talk, meeting on the future of criminal deterrence, Russell Sage Foundation, October, 2011
- Invited talk, Annual retreat of Center for Neural Basis of Cognition, October, 2011
- Keynote, Society for Medical Decision Making, Chicago, October 2011
- Keynote, Advances in Field Experiments Conference, University of Chicago, October, 2011
- Keynote, The Gaps Workshop, Quality of Life Technology Center, CMU. February, 2011

## 2012

- Stanford Economics Seminar, March 2012
- Berkeley, joint psychology/economics/business seminar, March 2012
- Ohio State Economics Seminar, April 2012
- Plenary, Swiss Society of Economics and Statistics, April 2012
- University of Verona, Colloquium, April 2012
- Grand Rounds, Department of Medicine, Montefiore Hospital, UPMC, May 2012
- Keynote, Scitovsky conference, Gaeta Italy, June, 2012
- Cognitive Neuroscience Keynote Lecture, Lehigh University, September 2012
- Keynote, Nemaclin SPARK Retreats: Strategic Planning for disruptive innovation@ Highmark, WPAHS & CMU Home Health Technologies retreat

## 2013

- Grand Rounds, Columbia University Department of Psychiatry, January, 2013
- University of Michigan School of Information, January, 2013
- Ohio State University psychology colloquium, January, 2013
- University of California, Los Angeles, Anderson School, invited talk. March, 2013
- Tulane University, Yates Lecture. March, 2013
- Tulane University, Freeman School of Business, invited talk. March 2013
- Boston University, 'Marketing Camp', April, 2013
- Institute of Medicine, Workshop on Sustainable Diets: Food for Healthy People and a Healthy Planet. Invited talk. May, 2013
- Invited talk, European Behavioral Economics Meeting, Berlin. June, 2013
- Plenary, International Choice Modeling Conference, Sydney, Australia, July, 2013

- Keynote, Symposium: Financial incentives in motivating socially desirable behaviours: when are they effective and when are they right? University of Stirling, Scotland, September 13, 2013
- Invited talk, London Business School, October, 2013
- Plenary, conference on “Behavioural economics: science, philosophy, and policy making” Trento, Italy, October, 2013
- Public lecture, Teatro Donizetti, Bergamo Scienza, Bergamo Italy, October, 2013
- Invited talk, Economics Department LUISS, Rome, October, 2013
- Invited comments, book launch, Behavioural Economics and Public Policy, London School of Economics, October, 2013
- Keynote, Cross-Government Behavioural Insights Network Practitioners event, London, November, 2013
- Seminar, Behavioural Economics Seminar Series, Economics Department, London School of Economics, November 2013
- Seminar, Well-being Seminar Series, London School of Economics, November 2013
- Public Lecture, London School of Economics Behavioural Economics Series (supported by supported by LSE Health and Social Care), November, 2013.
- Seminar, Affective Brain Lab, University College London, November, 2013
- Seminar, Warwick University, Coventry November 2013
- Invited talk, U.K. Behavioural Insights Team (‘Nudge Unit’) retreat, December, 2013

## 2014

- Acceptance Speech, Honorary Degree, University of Warwick, January, 2014
- Invited talk and discussion, Forum for European Philosophy, January, 2014
- Invited talk, Emotion Club, University College London, January 2014
- Invited talk, Center for Experimental Social Science, Oxford, February 2014
- Invited talk, Judge Business School, University of Cambridge, February 2014
- Invited talk, Marketing Department, University of Tilburg, March 2014
- Invited talk, Marketing and Economics Departments, Erasmus University, March 2014
- Invited talk on future of economics, British Academy of Science, March 2014
- Seminar, University of East Anglia, April 2014
- Seminar, City University Cass Business School and Economics Dept. April 2014
- Keynote, IMEBESS Meeting, Nuffield College Oxford, April 2014
- “In conversation with Rory Sutherland & George Loewenstein: What’s life like on the other side of the behavioural fence?” Behavioural booeconomics, London Behavioural Economics Network, Tattershall Castle, London, April 2014
- Seminar, Central European University, Budapest, April 2014
- Seminar, Stockholm School of Economics, April, 2014
- Keynote, NIBS conference, University of Nottingham, May 2014
- Colloquium, Psychology Department, University of Zurich, May 2014
- Invited talk (joint with Nick Chater), Gatsby Unit, UCL, May 2014
- Economics Department, Helsinki School of Economics, June 2014

- Keynote, joint government/academic conference on behavioral economics and public policy, Helsinki, June 2014
- Plenary, Foundations of Uncertainty and Risk (FUR) conference, Rotterdam, June 2014
- Seminar, Institut für Angewandte Mikroökonomik, Universität Bonn, June 2014
- Seminar, Max Planck Institute for Research on Collective Goods, Bonn, June 2014
- Keynote, Behavioral Decision Research in Management Conference, London, July 2014
- Keynote, Real World Nuclear Decision-Making Workshop, Center for Nonproliferation Studies, Middlebury College, Washington DC Office, October, 2014
- Keynote, Behavior, Energy and Climate Change Conference, Washington DC, December, 2014.

## **2015**

- Colloquium, University of California, Los Angeles Interdisciplinary Group in Behavioral Decision Making, January 2015
- Seminar Harvard Behavioral Economics, March 2015
- Seminar Harvard Business School, March 2015
- Seminar, Sloan School, MIT, March 2015
- Colloquium, Southwest Jiaotong University, Chengdu, China, March 2015
- Colloquium, Southeast University of Finance and Economics, Chengdu, China, March 2015
- Seminar, Chinese University of Hong Kong, School of Business, March 2015
- Seminar, Hong Kong University of Science and Technology, April 2015
- Seminar, Psychology, Princeton University, April, 2015
- Seminar, Behavioral Economics, Princeton University, April, 2015
- Seminar, Woodrow Wilson School, Princeton University, April, 2015
- Panelist, Institute for Translational Medicine and Therapeutics, Meeting on Conflict of Interest and Scientific Discovery, June, 2015
- Invited commentator, Meeting on Behavioral Labor Economics, Russell Sage Foundation, June, 2015
- Presentation, Self-deception, Self-signaling, and Self-control Workshop, Toulouse School of Economics, and Institute for Advanced Study, Toulouse, June, 2015