

CURRICULUM VITAE

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Education

University of Notre Dame, Notre Dame, IN, 1963-67: A.B., Psychology (Maxima Cum Laude), 1967

University of Michigan, Ann Arbor, MI, 1967-71: M.A., Psychology, 1969; Ph.D., Psychology, 1971.

Honors

Woodrow Wilson Fellow, 1967-68; National Science Foundation Fellow, 1967-69; Distinguished Service Award, University of Michigan, 1978; Fellow, American Psychological Association, Elected 1981; Honorable Mention Teaching Award, American Psychological Association, 1983; Arthur F. Thurnau Professor of Psychology, University of Michigan, 1988-91, 2008-present; English Composition Board Citation, University of Michigan, 1988; Charter Fellow, American Psychological Society, Elected 1989; Senior Fellow, Michigan Society of Fellows, 1997-2001; Perrin Faculty Award, University of Michigan, 1997; Franco Nicosia Association for Consumer Research Competitive Paper Award (with John Godek and Seigyoung Auh), 2000; Hutt Memorial Lecturer, Department of Psychiatry, University of Michigan, 2005; James McKeen Cattell Fellow Award, Association for Psychological Science, 2011; Elected as a Fellow of the American Academy of Arts and Sciences, 2017.

Positions Held

Research/Teaching Assistant, Department of Psychology, University of Notre Dame, 1966-67. Duties: Assist in research projects and in statistics and experimental psychology courses.

Research Assistant, Program Development Section, Employee Relations Division, E.I. DuPont de Nemours and Co., Inc., Wilmington, DE, Summer 1967. Duties: Conduct employment test validity studies.

Research Assistant, Engineering Psychology Laboratory, University of Michigan, 1968-69. Duties: Conduct research projects concerning Bayesian inference.

Assistant to the Dean, College of Literature, Science, and the Arts, University of Michigan, 1969-70. Duties: Develop proposals and programs for black studies and academic supportive services.

Acting Director, Afro-American Studies Program/Center for Afro-American and African Studies, University of Michigan, 1970-71.

Director, Coalition for the Use of Learning Skills, University of Michigan, 1970-73.

Lecturer/Assistant Professor/Associate Professor/Professor, Department of Psychology, University of Michigan, 1969-present.

Visiting Assistant Professor, Department of Psychology, Rice University, Houston, January-May 1973.

Visiting Professor, Department of Psychology, Peking University, Beijing, China, Fall 1984.

Principal, Judgment and Decision Laboratory, Department of Psychology, University of Michigan, 1991-present.

Visiting Professor, Medical Decision Making Unit, Medical School, University of Leiden, The Netherlands, Summer 1993.

Professor, Business Administration, Business School, University of Michigan, 1997-2001.

Professor, Marketing and Business Administration, Business School, University of Michigan, 2001-present.

Visiting Professor, Department of Social Psychology, University of Tokyo, Summer 2001.

Arthur F. Thurnau Professor of Psychology, University of Michigan, 1988-91, 2008-present

Teaching Experience and Interests

Decision processes, decision management, statistics, research methods, measurement, motivation.

Previous Administrative Assignments

Member, University Board for Student Publications; Member, College Admissions Committee; Member, University Budget Priorities Committee; Member, Graduate School Social Science Divisional Board; Member, University of Michigan Press Board of Directors; Member, University Classified Research Review Committee; Coordinator, Experimental and Mathematical Psychology Area; Member, University Faculty Awards Committee; Executive Committee Chair and Faculty Director, Comprehensive Studies Program; Member, Task Force on Graduate School Financial Aid; Coordinator, Department Computing Instruction Activities; Member, Graduate School Executive Board; Liaison, Psychology Department-English Composition Board; Member, Department Undergraduate Committee; Member, Department Graduate Committee; Member, Policy Committee of the Center for Research on Learning and Teaching; Chair, College Nominating Committee; Member and Chair, Psychology Department Human Subjects Committee; Member, Scientific Advisory Committee of the Nursing School's Child/Adolescent Health Behavior Research Center; Executive Committee Member, Combined Program in Education and

Psychology; Member, Deanship Search Advisory Committee, Business School; Executive Committee Member, Transportation Research Institute; Member, Marketing Area Ph.D. Committee; Member, College Grievance Review Board; Executive Committee Member, Psychology Department; Member (2008-2010); Faculty Oversight Committee Member, Transportation Research Institute Cooperative Agreement to Study Mechanisms Underlying Risk Perception; Member, Rackham Graduate School Appeals Board (1994-97, 2002-05); Provost's Committee on Diversity, Equity, and Inclusion (2014).

Current Administrative Assignments

Coordinator, Michigan Decision Consortium; Advisory Board Member, Robert Wood Johnson Clinical Scholars Program, Medical School; Faculty Director, Preparation Initiative, Business School (2005 - present); Internal Advisory Board Member, Risk Science Center, Public Health School (2010 - present); Member, Transportation Research Institute Promotion Review Committee (2011-2016); Member, Grievance Hearing Panel, College of Literature, Science, and the Arts (2012-present); Member, Awards Committee, Department of Psychology (2011-2016); Augmented Executive Committee (2013-present).

Research Interests

Judgment and decision processes (especially in real-life contexts); decision management; decision aiding (including focuses on cross-cultural collaborations and on managerial, marketing, marriage, legal, medical, risk-taking settings); judgment analysis and training; practical uses of cognitive psychology.

Publications

- Samelson, F., & Yates, J. F. (1967). Acquiescence and the F-scale: Old assumptions and new data. *Psychological Bulletin*, *68*, 91-103.
- Yates, J. F. (1970, March). Black studies at this juncture. *Negro Digest*, 88-90.
- Yates, J. F., Collins, W., & Boykin, A. W. (1974). Some approaches to black academic motivation in predominantly white universities. *Journal of Social and Behavioral Sciences*, *20*(3), 19-36.
- Yates, J. F., & Watts, R. A. (1975). Preferences for deferred losses. *Organizational Behavior and Human Performance*, *13*, 294-306.
- Yates, J. F., & Zukowski, L. G. (1976). Characterization of ambiguity in decision making. *Behavioral Science*, *21*, 19-25.
- Tucker, M. B., & Yates, J. F. (1976). Success expectations and preferences for individual and collaborative learning among black and white college students. *Journal of Negro Education*, *45*, 295-305.
- Yates, J. F. (1977). Comparative review of statistics texts by S. M. Dinham, by M. B. Lynch and D. V. Huntsberger, by B. J. Underwood, and by C. P. Duncan. *Journal of the American Statistical Association*, *72*, 479-481.
- Yates, J. F., & Kulick, R. M. (1977). Effort control and judgment. *Organizational Behavior and Human Performance*, *20*, 54-65.
- Yates, J. F., Jagacinski, C. M., & Faber, M. D. (1978). Evaluation of partially described multiattribute options. *Organizational Behavior and Human Performance*, *21*, 240-251.
- Yates, J. F., & Jagacinski, C. M. (1978). Baseline effects in multiattribute evaluations. In R. J. Ebert, R. J. Monroe, & K. J. Roering (Eds.), *Proceedings of the 10th annual conference of the American Institute for Decision Sciences*, St. Louis (pp. 45-50). Atlanta: American Institute for Decision Sciences.

- Yates, J. F., Jagacinski, C. M., & Taubman, A. J. (1979). Academic performance as a perceived function of ability and effort. *Motivation and Emotion*, 3, 171-181.
- Yates, J. F., & Revelle, G. L. (1979). Processes operative during delay of gratification. *Motivation and Emotion*, 3, 103-115.
- Yates, J. F., & Jagacinski, C. M. (1979). Reference effects in multiattribute evaluations. *Organizational Behavior and Human Performance*, 24, 400-410.
- Yates, J. F., & Jagacinski, C. M. (1979). Nonregressiveness of subjective forecasts. In J. F. Hair, A. C. Burns, T. Oliva, & M. Peters (Eds.), *Proceedings of the 11th annual meeting of the American Institute for Decision Sciences, New Orleans* (pp. 132-134). Atlanta: American Institute for Decision Sciences.
- Boykin, A. W., Franklin, A. J., & Yates, J. F. (Eds.). (1979). *Research directions of black psychologists*. New York: Russell Sage.
- Yates, J. F., & Collins, W. (1979). Self-confidence and motivation among black and white college freshmen: An exploration. In A. W. Boykin, A. J. Franklin, & J. F. Yates (Eds.), *Research directions of black psychologists* (pp. 327-339). New York: Russell Sage.
- Yates, J. F., & Edwards, O. L. (1979). Scholastic motivation among urban high school students: An expectancy analysis. In A. W. Boykin, A. J. Franklin, & J. F. Yates (Eds.), *Research directions of black psychologists* (pp. 312-326). New York: Russell Sage.
- Boykin, A. W., Franklin, A. J., & Yates, J. F. (1979). Work notes on empirical research in black psychology. In A. W. Boykin, A. J. Franklin, & J. F. Yates (Eds.), *Research directions of black psychologists* (pp. 3-19). New York: Russell Sage.
- Yates, J. F., & Jagacinski, C. M. (1980). Multiattribute evaluation reference effects: A reply to Barron & John. *Organizational Behavior and Human Performance*, 25, 375-383.
- Yates, J. F. (1982). External correspondence: Decompositions of the mean probability score. *Organizational Behavior and Human Performance*, 30, 132-156.
- Yates, J. F., & Goldstein, W. M. (1983). Personal decision aiding: Some observations about the Beach birth planning procedure. *Organizational Behavior and Human Performance*, 31, 26-46.
- Yates, J. F. (1983). Anticipating the unknown: How and how well. (Review of *Judgment under uncertainty: Heuristics and biases*, edited by D. Kahneman, P. Slovic, & A. Tversky.) *Contemporary Psychology*, 28, 181-183.
- Yates, J. F. (1984). Evaluating and analyzing probabilistic forecasts. *The UMAP Journal*, 5, 76-118. Also appears as *Instructional Module 572* in the Undergraduate Mathematics and Its Applications Project series and is reprinted in the *1984 Tools for Teaching Yearbook* published by the Consortium for Mathematics and Its Applications, Lexington, MA.
- Curley, S. P., Eraker, S. A., & Yates, J. F. (1984). An investigation of patients' reactions to therapeutic uncertainty. *Medical Decision Making*, 4, 501-511.
- Yates, J. F. (1985). Decision making: The view from all angles. (Review of *Decision making under uncertainty: Cognitive decision research, social interaction, development and epistemology*, edited by R. W. Scholz.) *Contemporary Psychology*, 30, 28-29.
- Yates, J. F., & Curley, S. P. (1985). Conditional distribution analyses of probabilistic forecasts. *Journal of Forecasting*, 4, 61-73.

- Curley, S. P., & Yates, J. F., (1985). The center and range of the probability interval as factors affecting ambiguity preferences. *Organizational Behavior and Human Decision Processes*, 36, 273-287.
- Yates, J. F., & Carlson, B. W. (1986). Conjunction errors: Evidence for multiple judgment procedures, including "signed summation." *Organizational Behavior and Human Decision Processes*, 37(2), 230-253.
- Curley, S. P., Yates, J. F., & Abrams, R. M. (1986). Psychological sources of ambiguity avoidance. *Organizational Behavior and Human Decision Processes*, 38, 230-256.
- Yates, J. F., & Curley, S. P. (1986). Contingency judgment: Primacy effects and attention decrement. *Acta Psychologica*, 62(3), 293-302.
- Yates, J. F., Zhu, Y., Ronis, D. L., & Wang, D.-F. (1986). Probability judgment in China and the United States. In S. M. Lee, L. Digman, & M. J. Schneiderjans (Eds.), *Proceedings of the 1986 annual meeting of the Decision Sciences Institute, Honolulu* (pp. 673-675). Atlanta: Decision Sciences Institute.
- Yates, J. F., Zhu, Y., Ronis, D. L., & Wang, D.-F. (1987). Probability judgment accuracy in China and the United States. *Information on Psychological Sciences* (in Chinese), No. 2, 5-11.
- Yates, J. F. (1987). Review of *Decision analysis and behavioral research*, by D. von Winterfeldt & W. Edwards. *Medical Decision Making*, 7, 199-200.
- Ronis, D. L., & Yates, J. F. (1987). Components of probability judgment accuracy: Individual consistency and effects of subject matter and assessment method. *Organizational Behavior and Human Decision Processes*, 40, 193-218.
- Yates, J. F. (1988). Analyzing the accuracy of probability judgments for multiple events: An extension of the covariance decomposition. *Organizational Behavior and Human Decision Processes*, 41, 281-299.
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- Yates, J. F., & Stone, E. R. (1992). The risk construct. In J. F. Yates (Ed.), *Risk-taking behavior* (pp. 1-25). Chichester, England: Wiley.
- Yates, J. F., & Stone, E. R. (1992). Risk appraisal. In J. F. Yates (Ed.), *Risk-taking behavior* (pp. 49-85). Chichester, England: Wiley.
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- Yates, J. F. (1993). Some decision theory perspectives on risk taking: Implications for driving. *Proceedings of the University of Michigan symposium on risk-taking behavior & traffic safety* (pp. 34-36). Ann Arbor: University of Michigan Medical Center-University of Michigan Transportation Research Institute.
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- Price, P. C., & Yates, J. F. (1995). Associative and rule-based accounts of cue interaction in contingency judgment. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 21, 1639-1655.
- Tan, H.-T., & Yates, J. F. (1995). Sunk cost effects: The influences of instruction and future return estimates. *Organizational Behavior and Human Decision Processes*, 63, 311-319.

- Yates, J. F., Klatzky, R. L., & Young, C. A. (1995). Cognitive performance under stress. In R. S. Nickerson (Ed.), *Emerging needs and opportunities for human factors research* (pp. 262-290). Washington, DC: National Academy Press.
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- Yates, J. F., & Lee, J.-W. (1996). Chinese decision making. In M. H. Bond (Ed.), *Handbook of Chinese psychology* (pp. 338-351). Hong Kong: Oxford University Press.
- Yates, J. F., Lee, J.-W., & Shinotsuka, H. (1996). Beliefs about overconfidence, including its cross-national variation. *Organizational Behavior and Human Decision Processes*, 65, 138-147.
- Yates, J. F., Price, P. C., Lee, J.-W., & Ramirez, J. (1996). Good probabilistic forecasters: The "consumer's" perspective. *International Journal of Forecasting*, 12, 41-56.
- Yates, J. F., Lee, J.-W., & Bush, J. G. (1997). General knowledge overconfidence: Cross-national variations, response style, and "reality." *Organizational Behavior and Human Decision Processes*, 70, 87-94.
- Stone, E. R., Yates, J. F., & Parker, A. M. (1997). Effects of numerical and graphical displays on professed risk-taking behavior. *Journal of Experimental Psychology: Applied*, 3, 243-256.
- Sieck, W., & Yates, J. F. (1997). Exposition effects on decision making: Choice and confidence in choice. *Organizational Behavior and Human Decision Processes*, 70, 207-219.
- Yates, J. F., Lee, J.-W., Shinotsuka, H., Patalano, A. L., & Sieck, W. R. (1998). Cross-cultural variations in probability judgment accuracy: Beyond general knowledge overconfidence? *Organizational Behavior and Human Decision Processes*, 74, 89-117.
- Yates, J. F., & Estin, P. A. (1998). Decision making. In W. Bechtel & G. Graham (Eds.), *A companion to cognitive science* (pp. 186-196). Malden, MA: Blackwell.
- Yates, J. F. (1998). Conceptualizing, explaining, and improving accuracy: Process models of probability judgment. *Cognitive Studies*, 5(4), 49-64.
- Yates, J. F., & Patalano, A. L. (1999). Decision making and aging. In D. C. Park, R. W. Morrell, & K. Shifren (Eds.), *Processing of medical information in aging patients: Cognitive and human factors perspectives* (pp. 31-54). Mahwah, NJ: Erlbaum.
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- Sieck, W. R., & Yates, J. F. (2001). Overconfidence effects in category learning: A comparison of connectionist and exemplar-memory models. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 27, 1003-1021.
- Tan, H.-T., & Yates, J. F. (2002). Financial budgets and escalation effects. *Organizational Behavior and Human Decision Processes*, 87, 300-322.
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- Yates, J. F. (2003). *Decision management*. San Francisco: Jossey-Bass. (Translations also published in Chinese and Lithuanian.)
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Manuals, Technical Reports, Computer Programs, Teaching Materials

- Yates, J. F., & Collins, W. (1970). *A guide to analytical note-taking*. Ann Arbor: University of Michigan, Coalition for the Use of Learning Skills.
- Yates, J. F., & Woodward, G. (1970). *A guide to library and abstract use*. Ann Arbor: University of Michigan, Coalition for the Use of Learning Skills.

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- Yates, J. F. (1981). *Scoring rules for forecasts* (Tech. Rep. No. 14). Ann Arbor: University of Michigan-University of Chicago, Cognitive Science Center.
- Purdy, G., & Yates, J. F. (1993). *Probability Analyzer 1.0*. (Computer program for the analysis of probability judgment accuracy.) Ann Arbor: University of Michigan, Office of Instructional Technology and Judgment and Decision Laboratory, Department of Psychology.
- Pettigrew, R., & Yates, J. F. (1993). *DECIDER 1.5*. (Computer program for aiding choice among multiattribute alternatives.) Ann Arbor: University of Michigan, Office of Instructional Technology and Judgment and Decision Laboratory, Department of Psychology.
- Yates, J. F. (1993). *The DECIDER Protocol, Version 1.5 (Preliminary)*. (Guide for using the DECIDER program and for learning and applying basic principles of practical decision making.) Ann Arbor: University of Michigan, Judgment and Decision Laboratory, Department of Psychology.
- Yates, J. F., & Estin, P. A. (1999). *What Do You Think?: An Exercise*. (A module for assessing, understanding, and improving likelihood judgment, including spreadsheet analysis and reporting templates.) Ann Arbor: University of Michigan, Business School and Judgment and Decision Laboratory, Department of Psychology.
- Bernstein, S. J., Yates, J. F., Pierce, P. F., Arneson, W. A., & Stella, P. J. (2001). *Shared Decision Making for Women with Breast Cancer*. (Final Report for Blue Cross/Blue Shield of Michigan Foundation.) Ann Arbor: University of Michigan, Department of Medicine.
- Yates, J. F. (2003). *Teacher's guide for Decision Management* (Jossey-Bass Publishers).
<http://www.bus.umich.edu/pdf/TeachersGuideDecisionManagement.pdf>
- Yates, J. F. (2006). *Brainstorming: An instructional module*. Available at the Interuniversity Decision Behavior Teaching Repository: <http://www.lsa.umich.edu/psych/decision-consortium/teachingdb/index.html>
- Yates, J.F., Alattar, L., LeBlanc, D., Eby, D.W., Molnar, L.J., Gilbert, M., Rasulis, M., & St. Louis, R. (2011). *An analysis of seatbelt use decision making among part-time users* (Report No. UMTRI-2011-14). Ann Arbor, MI: University of Michigan Transportation Research Institute.

Conference and Symposium Presentations

- Yates, J. F. (1969, May). *Convergent validation of probability revision*. Paper presented at the Conference on Bayesian Research, Ann Arbor, MI.
- Yates, J. F. (1973, March). *Black organizations and decision making research*. Paper presented at the symposium, "Black Psychology: Its Definition, Dynamics, Directions," Brown University, Providence, RI.
- Yates, J. F., Boykin, A. W., & Collins, W. (1973, August). *Approaches to black academic achievement in white universities*. Paper presented at the Convention of the Association of Black Psychologists, Detroit.

- Yates, J. F., & Collins, W. (1974, June). *Self-confidence and motivation among black and white college freshmen: An exploration*. Paper presented at the First Conference on Empirical Research in Black Psychology, Ann Arbor, MI.
- Yates, J. F., & Edwards, O. L. (1975, June). *Scholastic motivation among urban high school students: An expectancy analysis*. Paper presented at the Second Conference on Empirical Research in Black Psychology, New York.
- Yates, J. F., & Vogt, G. (1977, March). *Processes operative during delay behavior*. Paper presented at the Convention of the Society for Research on Child Development, New Orleans.
- Yates, J. F., & Jagacinski, C. M. (1978, September). *Bases of multiattribute evaluation self-insight errors*. Paper presented at the Convention of the American Psychological Association, Toronto.
- Yates, J. F. (1980, June). *Capacity allocation and text difficulty*. Invited paper presented at the Craft of the Scholars Program, Virginia State University, Petersburg, VA.
- Yates, J. F. (1980, June). *Choice according to simplified representations*. Invited paper presented at the Craft of the Scholars Program, Virginia State University, Petersburg, VA.
- Yates, J. F., & Carlson, B. W. (1981, August). *Experiments related to representation theory*. Invited paper presented at the Eighth Conference on Subjective Probability, Utility, and Decision Making, Budapest.
- Yates, J. F. (1981, November). *Forecasting performance: A covariance decomposition of the mean probability score*. Paper presented at the Annual Meeting of the Psychonomic Society, Philadelphia.
- Yates, J. F. (1982, June). *Analyzing probabilistic forecasting performance: The covariance decomposition of the mean probability score*. Paper presented at the Second International Symposium on Forecasting, Istanbul.
- Yates, J. F. (1984, January). *Representations in decision making*. Paper presented at the Ninth Interdisciplinary Conference, Jackson Hole, WY.
- Fried, L. S., & Yates, J. F. (1984, August). *Conceptual combination: Is it fuzzy thinking or probabilistic?* Paper presented at the Seventeenth Annual Meeting of the Society for Mathematical Psychology, Chicago.
- Ronis, D. L., & Yates, J. F. (1984, August). *Evaluating probabilistic judgments: Separating inaccuracy, overconfidence, and excess forecast variability*. Paper presented at the Convention of the American Psychological Association, Toronto.
- Centor, R. M., Dalton, H. P., & Yates, J. F. (1984, November). *Are physicians' probability estimates better or worse than regression model estimates?* Paper presented at the Annual Meeting of the Society for Medical Decision Making, Washington.
- Yates, J. F., & Carlson, B. W. (1985, May). *Conjunction errors in likelihood judgment*. Paper presented at the Annual Meeting of the Midwestern Psychological Association, Chicago.
- Curley, S. P., & Yates, J. F. (1985, May). *The center and range of the probability interval as factors affecting ambiguity preferences*. Paper presented at the Annual Meeting of the Midwestern Psychological Association, Chicago.
- Yates, J. F., & Curley, S. P. (1985, November). *Primacy effects and attention decrement in contingency judgment*. Paper presented at the Annual Meeting of the Psychonomic Society, Boston..

- Young, M. J., Isen, A. M., Yates, J. F., & Rosenzweig, A. S. (1985, December). *The influence of feedback on clinical problem solving*. Paper presented at the Third National Conference on Teaching Internal Medicine, Johns Hopkins University, Baltimore.
- Curley, S. P., Yates, J. F., & Abrams, R. A. (1986, May). *Psychological sources of ambiguity avoidance*. Paper presented at the Annual Meeting of the Midwestern Psychological Association, Chicago.
- Levi, K., Yates, J. F., Juni, J. E., & Young, M. J. (1986, May). *Radionuclide ventriculography is no better than clinical history for predicting coronary artery disease*. Paper presented at the Annual Meeting of the American Federation for Clinical Research, Washington.
- Curley, S. P., Young, M. J., & Yates, J. F. (1986, October). *Characterizing physicians' perceptions of ambiguity*. Paper presented at the Annual Meeting of the Society for Medical Decision Making, Chicago.
- Young, M. J., Yates, J. F., & Curley, S. P. (1986, October). *Physicians' active versus default health maintenance decisions*. Paper presented at the Annual Meeting of the Society for Medical Decision Making, Chicago.
- Yates, J. F., Zhu, Y., Ronis, D. L., & Wang, D.-F. (1986, November). *Probability judgment in China and the United States*. Paper presented at the Annual Meeting of the Decision Sciences Institute, Honolulu.
- Curley, S. P., & Yates, J. F. (1986, November). *Effects of ambiguity on decision behavior*. Invited paper presented at the Annual Meeting of the Society for Judgment and Decision Making, New Orleans.
- Yates, J. F., McDaniel, L. S., & Brown, E. S. (1986, November). *Expertise and accuracy in probabilistic forecasting of stock prices*. Paper presented at the Annual Meeting of the Psychonomic Society, New Orleans.
- Carlson, B. W., & Yates, J. F. (1987, May). *Disjunction errors in qualitative likelihood judgment*. Paper presented at the Annual Meeting of the Midwestern Psychological Association, Chicago.
- Yates, J. F., Johnson, N. L., Young, M. D., Kingry, M. J., & Curley, S. P. (1987, May). *Primacy effects in diagnostic judgment and subjective forecasting*. Invited paper presented at the Seventh International Symposium on Forecasting, Boston.
- Curley, S. P., Yates, J. F., & Young, M. J. (1987, October). *Seeking and applying diagnosis-relevant information*. Paper presented at the Annual Meeting of the Society for Medical Decision Making, Philadelphia.
- Yates, J. F., Young, M. J., & Center, R. M. (1987, October). *Probability assessment*. Invited workshop conducted at the Annual Meeting of the Society for Medical Decision Making, Philadelphia.
- Yates, J. F., & Lee, J.-W. (1987, November). *Subjective judgment with multiple versus single cues*. Paper presented at the Annual Meeting of the Psychonomic Society, Seattle.
- Yates, J. F., Yaniv, I., & Lee, J.-W. (1988, April). *Decomposing probability judgment accuracy into its elements*. Invited paper presented at the Joint National Meeting of the Operations Research Society of America and the Institute of Management Sciences, Washington.
- Yates, J. F., Young, M. J., & Curley, S. P. (1988, April). *Physicians' default decisions and risk perceptions for pneumococcal pneumonia*. Paper presented at the Annual Meeting of the Midwestern Psychological Association, Chicago.

- Wolf, F. M., Gruppen, L. D., Johnson, N. L., Yates, J. F., & Billi, J. E. (1988, August). *Effects of prior probabilities on clinicians' judgments regarding diagnostic information*. Paper presented at the Annual Meeting of the American Statistical Association, New Orleans.
- Yates, J. F., Carlson, B. W., & Lee, J.-W. (1988, November). *How does the judge see the problem?* Paper presented at the Annual Meeting of the Psychonomic Society, Chicago.
- Siegel-Jacobs, K., & Yates, J. F. (1989, May). *Choice vs. no choice: Probability judgment accuracy and procedural demands*. Paper presented at the Annual Meeting of the Midwestern Psychological Association, Chicago.
- Wolf, F. M., Johnson, N. L., Gruppen, L. D., Yates, J. F., & Billi, J. E. (1989, October). *Pseudodiagnosticity and insensitivity in hypothesis revision*. Poster presented at the Annual Meeting of the Society for Medical Decision Making, Minneapolis.
- Yates, J. F., Cole, L. G., & Rodgers, W. (1989, November). *Value biasing in probability judgment*. Paper presented at the Annual Meeting of the Psychonomic Society, Atlanta.
- Lee, J.-W., Yates, J. F., Shinotsuka, H., Yen, N.-S., Singh, R., Onglatco, M. L. U., Gupta, M., & Bhatnagar, D. (1990, October). *Generality of cross-national differences in probability judgment calibration*. Paper presented at the Joint National Meeting of the Operations Research Society of America and the Institute of Management Sciences, Philadelphia.
- Yates, J. F., & Siegel-Jacobs, K. (1990, October). *Explanations and implications of societal group differences in judgment and decision behavior*. Paper presented at the Joint National Meeting of the Operations Research Society of America and the Institute of Management Sciences, Philadelphia.
- Johnson, N. L., & Yates, J. F. (1990, November). *Expectations, meaning, and covariation judgments for quantities*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, New Orleans.
- Lee, J.-W., & Yates, J. F. (1990, November). *Cue-addition effects on quantity judgment*. Paper presented at the Annual Meeting of the Psychonomic Society, New Orleans.
- Price, P. C., & Yates, J. F. (1990, November). *Covariation assessments: The effect of predicting one quantity from another*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, New Orleans.
- Siegel-Jacobs, K., & Yates, J. F. (1990, November). *Improving judgment accuracy through procedural accountability*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, New Orleans.
- Stone, E. R., & Yates, J. F. (1990, November). *Communications about low-probability risks: Effects of alternative displays*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, New Orleans.
- Johnson, N. L., Yates, J. F., & Wolf, F. M. (1991, October). *Conditional probability use by physicians*. Paper presented at the Annual Meeting of the Society for Medical Decision Making, Rochester, NY.
- Yates, J. F., & Tan, H.-T. (1991, November). *Group vs. individual probability judgment: Accuracy and process*. Paper presented at the Annual Meeting of the Psychonomic Society, San Francisco.
- Johnson, N. L., & Yates, J. F. (1991, November). *Is a bad theory better than no theory at all?* Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, San Francisco.

- Price, P. C., & Yates, J. F. (1991, November). *An "illusion of control" in contingency judgment*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, San Francisco.
- Stone, E. R., & Yates, J. F. (1991, November). *Risk displays: The effectiveness of analog presentations*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, San Francisco.
- Yates, J. F., & Price, P. C. (1991, November). *Feedback in probability and contingency judgment*. Part of a panel discussion on *The relationship between cognitive continuum theory and CFB*, at the Annual Meeting of the Brunswik Society, San Francisco.
- Yates, J. F., Lee, J.-W., Shinotsuka, H., Yen, N.-S., Singh, R., Onglatco, M. L. U., Gupta, M., & Bhatnagar, D. (1991, November). *The origins of Asian versus Western differences in probability judgment accuracy patterns*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, San Francisco.
- Young, C. A., & Yates, J. F. (1991, November). *The effects of trait anxiety on judgment*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, San Francisco.
- Price, P. C., & Yates, J. F. (1992, April). *Overshadowing in contingency judgment*. Paper presented at the Annual Meeting of the Midwestern Psychological Association, Chicago.
- Yates, J. F. (1992, July). *Analyses of medical judgments*. Paper presented at the 25th International Congress of Psychology, Brussels.
- Yates, J. F. (1992, July). *Remarks on cultural ergonomics*. Comments presented at the 25th International Congress of Psychology, Brussels.
- Yates, J. F. (1992, October). *Cross-national variation in judgment and decision making: Asia vs. the West*. The 1992 John Lanzetta Memorial Colloquium, Dartmouth College, Hanover, NH.
- Parker, A., Stone, E. R., & Yates, J. F. (1992, November). *Risk communication: Relative risk vs. incidence rate displays*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, St. Louis.
- Stone, E. R., Price, P. C., Biolsi, K., & Yates, J. F. (1992, November). *Providing product information to consumers: Product descriptions vs. "overall scores."* Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, St. Louis.
- Yates, J. F., Lee, J.-W., & Shinotsuka, H. (1992, November). *Cross-national variation in probability judgment*. Paper presented at the Annual Meeting of the Psychonomic Society, St. Louis.
- Yates, J. F. (1993, January). *Studies of cross-national variation in probability judgment: Explanations and implications for fundamental processes*. Invited paper presented at the London Meeting of the Experimental Psychology Society, London.
- Yates, J. F. (1993, May). *Some decision theory perspectives on risk taking: Implications for driving*. Paper presented at the Conference on Risk-Taking Behavior and Automotive Safety, University of Michigan, Ann Arbor.
- Green, L. A., & Yates, J. F. (1993, October). *Influence of pseudodiagnostic information on the evaluation of ischemic coronary disease*. Paper presented at the Annual Meeting of the Society for Medical Decision Making, Research Triangle Park, NC.
- Siegel-Jacobs, K., & Yates, J. F. (1993, November). *Accounting for the effects of accountability*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Washington.

- Yates, J. F., & Price, P. C. (1993, November). *Probability Analyzer 1.0: Assessing, decomposing, and improving probability judgment accuracy*. Demonstration of a computer program and its use in teaching at the Annual Meeting of the Society for Judgment and Decision Making, Washington.
- Yates, J. F., & Lee, J.-W. (1994, June). *Chinese decision making*. Paper presented at the International Conference on Chinese Psychology, Chinese University of Hong Kong, Hong Kong.
- Price, P. C., Yates, J. F., Lee, J.-W., & Ramirez, J. (1994, November). *Good probability assessors: The "consumer's" perspective*. Paper presented at the Annual Meeting of the Psychonomic Society, St. Louis.
- Yates, J. F. (1994, November). *Deficient decisions*. Presidential address delivered at the Annual Meeting of the Society for Judgment and Decision Making, St. Louis.
- McClelland, G., & Yates, J. F. (1995, January). *The collision of world views: Economists and psychologists meet in the lab*. Paper presented at the Annual Meeting of the American Economic Association, Washington.
- Yates, J. F., Carlson, B. W., & Lee, J.-W. (1995, November). *Explicit versus implicit judgment*. Paper presented at the Annual Meeting of the Psychonomic Society, Los Angeles.
- Estin, P. A., & Yates, J. F. (1995, November). *Argumentation and decision making*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Los Angeles.
- Sieck, W., & Yates, J. F. (1995, November). *Exposition effects on decision making*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Los Angeles.
- Yates, J. F. (1995, November). *Teaching decision psychology to undergraduates*. Symposium organized and moderated at the Annual Meeting of the Society for Judgment and Decision Making, Los Angeles.
- Yates, J. F., Lee, J.-W., Shinotsuka, H., & Patalano, A. L. (1996, November). *Cross-national variations in probability judgment: Generality and contributors*. Paper presented at the Annual Meeting of the Psychonomic Society, Chicago.
- Yates, J. F., & Estin, P. A. (1996, November). *Training good judgment*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Chicago.
- Yates, J. F., & Patalano, A. (1997, February). *Decision making and aging*. Paper presented at the Medical Information and Aging Conference, Destin, Florida.
- Yates, J. F. (1997, May). *Quantitative future*. Discussion among distinguished fellows, 1997 Convention of the American Psychological Society, Washington, DC.
- Yates, J. F. (1997, August). *Summing up: What we have learned about and from cross-cultural variations in probability judgment*. Paper presented at the Subjective Probability, Utility, and Decision Making Conference of the European Association of Decision Making, Leeds, England.
- Yates, J. F., & Veinott, E. S. (1997, November). *"Hard" decisions*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Philadelphia.
- Yates, J. F., & Patalano, A. L. (1997, November). *Decision representation size: Individual differences in considerations brought to mind*. Paper presented at the Annual Meeting of the Psychonomic Society, Philadelphia.

- Yates, J. F. (1998, May). *Observations on naturalistic decision making—The phenomenon and the "framework."* Invited address presented at the Fourth Conference on Naturalistic Decision Making, Warrenton, Virginia.
- Yates, J. F., Veinott, E. S., & Patalano, A. L. (1998, June). *Conceptions of decision quality—and why they matter.* Paper presented at the Seventh Behavioral Decision Research in Management Conference, Miami.
- Yates, J. F. (1998, July). *Understanding and improving probability judgments used in decision making.* Paper presented at the meeting of the Japanese Cognitive Science Society, Tokyo.
- Yates, J. F., Lee, J.-W., Shinotsuka, H., & Sieck, W. R. (1998, November). *Oppositional deliberation: Toward explaining overconfidence and its cross-cultural variations.* Paper presented at the Annual Meeting of the Psychonomic Society, Dallas.
- Sieck, W. R., & Yates, J. F. (1998, November). *Bias in frequency-based subjective probabilities.* Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Dallas.
- Veinott, E. S., & Yates, J. F. (1998, November). *A multi-dimensional scaling analysis of hard decisions.* Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Dallas.
- Sieck, W. R., & Yates, J. F. (1999, June). *Probability judgment occurs prior to choosing in probabilistic category learning.* Poster presented at the Annual Meeting of the American Psychological Society, Denver.
- Yates, J. F. (1999, August). *Publishing your work: Why, where, and how.* Presentation at the PhD Project Marketing Doctoral Students Association Conference, San Francisco.
- Ji, L.-J., Yates, J. F., & Zhang, Z. (1999, November). *Culture, the dilution effect, and accountability.* Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Los Angeles.
- Tschirhart, M., Taylor, J. R., & Yates, J. F. (1999, November). *Cultural variation in the deliberations of Chinese and American decision making groups.* Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Los Angeles.
- Yates, J. F. (1999, December). *A cardinal issue perspective on decision making.* Invited paper presented at the Meeting of the Netherlands Psychonomic Society, Egmond aan Zee, The Netherlands.
- Godek, J., Yates, J. F., & Auh, S. (2000, October). *Customization decisions: The roles of assortment and consideration.* Paper presented at the Annual Meeting of the Association for Consumer Research, Salt Lake City.
- Onkal-Atay, D., Yates, J. F., Mymga-Muon, C., & Oztin, P. (2000, November). *Expertise and reduced accuracy in judgmental forecasting: When and why.* Paper presented at the Annual Meeting of the Psychonomic Society, New Orleans.
- Smith, D., Gonzalez, R., Yates, J. F., & Riis, J. (2000, November). *Overconfidence in groups: An integrative model.* Paper presented at the Annual Meeting of the Psychonomic Society, New Orleans.
- Ji, L.-J., Oka, T., & Yates, J. F. (2000, November). *Are Americans more decisive than Chinese and Japanese?* Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, New Orleans.
- Sieck, W. R., & Yates, J. F. (2000, November). *Overconfidence in judgment for repeatable events* Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, New Orleans.

- Veinott, E. S., Yates, J. F., & Gonzalez, R. D. (2000, November). *Decision readiness and decision matrices*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, New Orleans.
- Yates, J. F., Fu, X., Lee, J.-W., Oka, T., & Riis, J. (2000, November). *Cross-cultural variations in decision making standards*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, New Orleans.
- Godek, J., & Yates, J. F. (2000, November). *Customization decisions*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, New Orleans.
- Godek, J., & Yates, J. F. (2001, March). *Evaluation of customized products: The effects of assortment and control*. Paper presented at the Annual Haring Symposium, Indiana University, Bloomington.
- Yates, J. F. (2001, April). *Decision management, etc.: The cardinal issue perspective*. Paper presented at the 2001 Workshop on Human Information Processing and Decision Making in Complex Information Systems, National Science Foundation, Arlington, VA.
- Yates, J. F. (2001, August). *Decision and decider quality: The case of decisiveness*. Paper presented at a special meeting of the Cognitive and Statistical Decision Making Special Interest Group, University of Tokyo, Tokyo, Japan.
- Godek, J., Yates, J. F., & Yoon, Y. (2001, October). *Customization and personalization: The influence of perceived control and perceived capability on choice process satisfaction and product evaluations*. Paper presented at the Annual Meeting of the Association for Consumer Research, Austin, TX.
- Godek, J., Nayakankuppum, D., & Yates, J. F. (2001, November). *Effort as information: The influence of perceived decisional effort on willingness to pay*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Orlando.
- Chua, H. F., Yamaguchi, S., & Yates, J. F. (2001, November). *Explaining the risk diffusion effect: The illusion of safety in numbers*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Orlando.
- Parks, S. C., Stone, E. R., Sieck, W. R., & Yates, J. F. (2001, November). *Using graphical formats for communicating low-probability risk information: The role of salience*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Orlando.
- Veinott, E. S., & Yates, J. F. (2001, November). *Decision readiness and regret*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Orlando.
- Sieck, W. R., & Yates, J. F. (2002, August). *Retrieval effects in confidence in general knowledge*. Paper presented at the 24th Annual Conference of the Cognitive Science Society, Fairfax, VA.
- Yates, J. F. (with Chua, H.). (2002, August). *Risky driving from a decision making perspective*. Keynote address at the 16th International Conference on Alcohol, Drugs, and Traffic Safety, Montreal.
- Veinott, E., Yates, J. F., Gonzalez, R., & Verosky, S. (2002, November). *What if the grass is greener on the other side?: The psychology of deferred decisions*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Kansas City, MO.
- Godek, J., Brown, C. L., & Yates, J. F. (2002, November). *Customization decisions: The effects of task decomposition on process and product evaluations*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Kansas City, MO.

- Yates, J. F. (2003, March). *Decision management: A quick sketch*. Invited presentation at Leaders Connect, Ann Arbor IT Zone, Ann Arbor.
- Yates, J. F. (2003, March). *Decision management*. Invited address presented to the Michigan Association of Industrial and Organizational Psychologists, Novi, MI.
- Friedman, R. D., & Yates, J. F. (2003, April). *The triangle of culture, inference, and litigation system*. Paper presented at the Conference on Inference, Culture, and Ordinary Thinking in Dispute Resolution, Cardozo School of Law, Yeshiva University, New York.
- Yates, J. F. (2003, May). *Getting up to speed: The decision management case*. Invited remarks at the 6th International Conference on Naturalistic Decision Making, Pensacola Beach, FL.
- Sieck, W. R., & Yates, J. F. (2003, November). *Cues and processes underlying confidence in general knowledge*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Vancouver.
- Chua, H. F., Yates, J. F., Oe, T., & Yamaguchi, S. (2003, November). *Positive vs. negative emphasis: Cultural variations in effort decisions*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Vancouver.
- Chua, H. F., Yates, J. F., & Shah, P. (2003, November). *Graphical displays and risk avoidance*. Paper presented at the Annual Meeting of the Psychonomic Society, Vancouver.
- Yates, J. F. (2004, April). *Reflections on "The path of least resistance," by Choi et al.* Commentary presented at the conference Behavioral Public Finance: Toward a New Agenda. University of Michigan Business School, Ann Arbor.
- Yates, J. F. (2004, November). *Decision process neglect*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Minneapolis.
- Tschirhart, M., & Yates, J. F. (2004, November). *Models of quantity judgment informed by conflicting indicators: How accurately do they perform?* Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Minneapolis.
- Potworowski, G., & Yates, J. F. (2004, November). *Contributors to indecision*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Minneapolis.
- Alattar, L., & Yates, J. F. (2004, November). *The n guilty men maxim: How big is n subjectively, and why?* Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Minneapolis.
- Chua, H. F., Yates, J. F., & Shah, P. (2004, November). *Risk avoidance: Pictures vs. numbers*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Minneapolis. (Awarded a prize in the student poster competition.)
- Yates, J. F. (2005, November). *Decision behavior teaching*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Toronto.
- Tschirhart, M. D., & Yates, J. F. (2005, November). *How do people make quantitative judgments when faced with contradictory evidence?* Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Toronto.
- Alattar, L., Yates, J. F., & Yang, L. (2005, November). *Wrongful convictions vs. wrongful acquittals: Who sees which as worse, and why?* Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Toronto.

- Potworowski, G., & Yates, J. F. (2005, November). *Why some people are more indecisive than others*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Toronto.
- Yates, J. F. (2005, November). *The nature of decision making: Emerging from the mist*. Hutt Memorial Lecture presented at the Department of Psychiatry, University of Michigan.
- Yates, J. F. (2006, May). *Assessing terrorism risk*. Invited talk presented at the Annual Meeting of the Society for Psychological Science, New York.
- Yates, J. F. (2006, June). Panelist/presenter: *Brainstorming: An instructional module*. Pre-Conference on Teaching Decision Making, Behavioral Decision Making in Management Conference. Santa Monica, CA.
- Yates, J. F. (2007, July). *Conceptualizing, assessing, and understanding probability judgment expertise*. Presentation at the 2007 Summer Institute in Informed Patient Choice, Dartmouth Medical School. Hanover, NH.
- Chen, L. L., & Yates, J. F. (2007, November). *Persuasive and comforting consistency: Accountability and affective functions of coherence shifts in decision making*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Long Beach, CA.
- Angott, A. M., & Yates, J. F. (2007, November). *Affective forecasting can change decision behavior*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Long Beach, CA.
- Yates, J. F., Dries, E., Jackson, S. R., & Matisse, N. (2008, November). *Hindsight bias contributions to overconfidence in judgment accuracy*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Chicago.
- Yates, J. F. (2010, April). *Assisting decision makers in real life: Challenges and lessons learned*. Invited paper presented at the Assisting Decision Makers Workshop of the Decision Management Network, University College London.
- Yates, J. F. (2010, June). *Managing decisions in auditing*. Invited plenary address at the International Symposium on Audit Research, Singapore.
- Carpenter, S. M., Yates, J. F., Preston, S. D., & Chen, L. (2011, February). *Discomfort over difficult decisions and pre-decisional coherence shifting*. Paper presented at the Meeting of the Society for Consumer Psychology, Atlanta.
- Yates, J. F. (2011, May). *Decision making in real life*. James McKeen Cattell Award Address. Presented at the Convention of the Association for Psychological Science, Washington.
- Yates, J. F. (2011, June). *The reality and the promise of decision management*. Keynote address. Presented at the 10th International Naturalistic Decision Making Conference, Orlando, FL.
- Carpenter, S. M., Yates, J. F., Preston, S. D., & Chen, L. (2011, August). *Letting go of discomfort: Managing decision difficulty through pre-decisional shifting*. Competitive paper presented at the Subjective Probability, Utility, and Decision Making meeting for the European Association of Decision Making, London.
- Carpenter, S. M., Yates, J. F., Preston, S. D., & Chen, L. (2011, November). *Shifting away from discomfort: Managing decision difficulty through coherence shifting*. Competitive paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Seattle, WA.

- Yates, J. F. (2012, January). *What should our students know about decision making?* Invited presentation at the National Symposium on the Teaching of Psychology, St. Petersburg Beach, FL.
- Alattar, L., Yates, J. F., Eby, D. W., LeBlanc, D. J., Molnar, L. J. (2012, January). *Explaining seatbelt use decision making among part-time users: New perspectives on personal policy decisions and personal risk management.* 91st Annual Meeting, Transportation Research Board, Washington, DC.
- Warnaar, D.B., Merkle, E.C., Steyvers, M., Wallsten, T.S., Stone, E.R., Budescu, D.V., Yates, J.F., Sieck, W.R., Arkes, H.R., Argenta, C., Shin, Y., & Carter, J. (2012, March). *The Aggregative Contingent Estimation System: Selecting, rewarding and training experts in a wisdom of crowds approach to forecasting.* Presentation at the Association for the Advancement of Artificial Intelligence Wisdom of the Crowd Symposium, Stanford, CA.
- Yates, J. F. (2012, May). *“Even better”: Collaborative, self-improving decision management.* Presentation at the Ford-University of Michigan Innovation Alliance Meeting, University of Michigan, Ann Arbor.
- Yates, J. F. (2012, May). *Issues in implementation science: A decision-science perspective.* Presentation at the MICHR Implementation Science 2012 Conference, University of Michigan, Ann Arbor.
- Carpenter, S. M., Yates, J. F., Preston, S. D., & Chen, L. (2012, October). *Shifting away from discomfort: Managing difficult decisions through emotion regulation.* Competitive paper presented at the Association for Consumer Research Annual Conference, Vancouver.
- Stornelli, J., & Yates, J. F. (2012, October). *Planning to fail?: Implementation intentions, regret, and goal abandonment.* Poster presentation at the 2012 Association for Consumer Research Conference, Vancouver.
- Carpenter, S. M., Vickers, B. D., & Yates, J. F. (2012, November). *Constructing value from irrelevant experience. Remote, lingering effects of past tradeoffs.* Poster presentation at the 2012 Meeting of the Society for Judgment and Decision Making, Minneapolis.
- Stornelli, J., Yates, J. F., & Bagozzi, R. P. (2012, November). *Planning to fail?: Implementation intentions, regret, and goal abandonment.* Oral presentation at the 2012 Meeting of the Society for Judgment and Decision Making, Minneapolis.
- Stornelli, J., Yates, J. F., & Bagozzi, R. P. (2013, January). *Planning to fail?: Implementation intentions, regret, and goal abandonment.* Poster presentation at the 2013 Society for Personality and Social Psychology Conference, New Orleans.
- Stornelli, J., Yates, J. F., & Bagozzi, R. P. (2013, January). *Planning to fail?: Implementation intentions, regret, and goal abandonment.* Oral presentation at the 2013 Ivey Consumer Behavior Symposium, London, ON.
- Carpenter, S. M., Vickers, B. D., & Yates, J. F. (2013, March). *Constructing value from irrelevant experience: Activating frustrated values from past tradeoffs dynamically shifts future, unrelated choices.* Competitive paper at the Society for Consumer Psychology Conference, San Antonio, TX.
- Carpenter, S. M., Yates, J. F., Preston, S. D., & Chen, L. (2013, August). *Shifting value in the face of discomfort: The role of emotion regulation in pre-decisional coherence shifting.* *Competitive paper at the International Society for Research on Emotion Biennial Conference, Berkeley, CA.* (Received honorable mention award.)
- Yates, J. F. (2013, October). *Things we need to know about how people decide.* Invited presentation at the Annual Meeting of the Human Factors and Ergonomics Society, San Diego, CA.

- Vickers, B. D., Carpenter, S. M., & Yates, J. F. (2013, November). *Value beyond context and elicitation: Values constructed on the spot influence more than decisions on the spot*. Poster at the Meeting of the Society for Judgment and Decision Making, Toronto, Canada. (Received honorable mention student poster award.)
- Carpenter, S. M., Vickers, B. D., & Yates, J. F. (2013, November). *Judging the controllability of destiny: Human agency appraisals increase helping for assistance efforts but decrease helping for victims*. Poster at the Meeting of the Society for Judgment and Decision Making, Toronto, Canada.
- Stornelli, J., Yates, J. F., & Bagozzi, R. P. (2014, January). *How you ask matters: Processes underlying the effect of implementation intentions on consumer goal pursuit*. Oral presentation at the 2014 Ivey Consumer Behavior Symposium, London, Ontario.
- Carpenter, S. M., Vickers, B. D., & Yates, J. F. (2014, February). *Judging the controllability of destiny: Human agency appraisals increase helping for assistance efforts but decrease helping for victims*. Poster presented at the Meeting of the Society for Personality and Social Psychology, Austin, TX.
- Lin, Y., Chen, P., & Yates, J. F. (2014, May). *Belief-focused approaches to cultivating students' passion towards their majors*. Poster at the 7th Annual Conference of The Society for the Study of Motivation, San Francisco.
- Carpenter, S. M., Yates, J. F., Preston, S. D., & Chen, L. (2014, June). *Shifting away from discomfort: The role of emotion regulation in pre-decisional coherence shifting*. Poster at the Interdisciplinary Symposium on Decision Neuroscience, Stanford, CA.
- Yates, J. F. (2014, July). *Decision behavior scholarship: A broader view*. Keynote address at the 2nd International Symposium on Decision Making and Brain Research, Beijing.
- Carpenter, S. M., Vickers, B. D., & Yates, J. F. (2014, November). *Value is shaped by prior experience: Time value carryover between "irrelevant" decision situations*. Competitive paper presented at the Meeting of the Society for Judgment and Decision Making, Long Beach, CA.
- Carpenter, S. M., Vickers, B. D., & Yates, J. F. (2015, February). *Constructing value from irrelevant experience: Activating previous tradeoffs involving time dynamically shifts unrelated decisions*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Tan, G., Chen, P., Lin, Y., & Yates, J. F. (2015, February). *Cultural differences in students' beliefs about cultivating passion toward subjects*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Lin, Y., Chen, P., Isley, K., & Yates, J. F. (2015, February). *Belief-focused approaches to cultivating students' passion towards subjects*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Demirdag, I., Yan, H., de Oliveira Chen, S., Yates, J. F. (2015, November). *Mechanisms of gratitude and temporal discounting*. Poster presented at the Annual meeting of the Society for Judgment and Decision Making, Chicago, IL.
- Hanek, K. J., & Yates, J. F. (2015, November). *I want to be me: Identity integration and the role of others in decision-making*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Chicago, IL.
- Carpenter, S. M., Yates, J. F., Preston, S. D., & Chen, L. (2016, March). *Predecisional coherence shifting regulates emotion in multiattribute decisions*. Thematic Flash Talk at the Society for Affective Science Annual Meeting, Chicago, IL.

Previous Professional Service Activities

Member, National Science Foundation Graduate Fellowship Selection Panel for Psychology, 1975-78 (Chair, 1978); Member, National Institute of Mental Health Small Grants Review Committee, 1977-81; Member, National Institute of Education Women's Educational Equity Research Grants Review Panel, 1979; Member, Undergraduate Mathematics and Its Applications Project Psychology Panel, 1980-84; Member, Committee for Institutional Cooperation Minorities Fellowship Program Selection Panel, 1979-84; Member, Publications Committee, American Institute for Decision Sciences, 1982-94; Member, National Institute of Education Mathematics Education Research Grants Review Panel, 1983; Reviewer, Statistics/Decision Theory/Forecasting Sections, Midwest Meetings of the American Institute for Decision Sciences, May 1984; Member, Editorial Board, *Medical Decision Making*, 1986-88; Member, Program Committee for Annual Meetings, Society for Judgment and Decision Making, 1987-90 (Chair, 1989); Co-director and Instructor, Short Course on "Current Developments in Decision Psychology," Annual Meeting of the Society for Medical Decision Making, Minneapolis, October 1989; Member, Application Review Panel, Science and Technology Centers for Cognitive, Computer, Social, and Information Sciences, National Science Foundation, 1989; Member, Minority Fellowship Selection Panel for Psychology, National Science Foundation, 1990; Chair, Session on "Societal Group Differences in Decision Behavior," Joint National Meeting of the Operations Research Society of America and the Institute for Management Sciences, Philadelphia, October 1990; Member, Executive Board, Society for Judgment and Decision Making, 1992-93; Director and Instructor, Short Course on "Psychology of Medical Decision Making," Annual Meeting of the Society for Medical Decision Making, Rochester, October 1991; Co-coordinator, Teaching Forum, Annual Meeting of the Society for Judgment and Decision Making, St. Louis, November 1992; Participant, Committee on the Changing Nature of Work, Human Capital Initiative, American Psychological Society, 1992-93; Consulting Editor, *Journal of Applied Psychology*, 1989-93; Member, National Research Council Committee on Human Factors, 1989-94; President, Society for Judgment and Decision Making, 1993-94; Member, Advisory Panel, Decision, Risk, and Management Science Program, National Science Foundation, 1992-94; Member, Executive Board, Society for Judgment and Decision Making, 1994-95; Co-convenor, Panel on Cross-Cultural Approaches to Decision Making, Subjective Probability, Utility, and Decision Making Conference of the European Association for Decision Making, Leeds, England, August 1997; Member, Council of Scientific Advisors, American Psychological Association, 1993-1997; Member, Program Committee, Seventh Behavioral Decision Research in Management Conference, 1998; Consulting Editor, *Psychological Review*, 1995-99; Organizer, Decision Behavior Teaching Conference, Ross School of Business, University of Michigan, August 2005; Organizer, Pre-Conference on Teaching Decision Behavior, Behavioral Decision Research in Management Conference, Santa Monica, June 2006; Member, Editorial Board, *Organizational Behavior and Human Decision Processes*, 1980-2007; Member, Committee of Visitors for the Decision, Risk, Management Sciences (DRMS) Program, National Science Foundation, September 2010; Member, Board on Behavioral, Cognitive, and Sensory Sciences, The National Academies, 2006-2010; Member, External Advisory Board, Center for Environmental Decisions, Columbia University, 2004-2010; Member, Board of Advisors, National Alliance for Expertise Studies, 2005-2010; Member, Committee on the Effects of Commuting on Pilot Fatigue, Board on Behavioral, Cognitive, and Sensory Sciences, The National Academies, 2010 – 2011; Associate Editor (and Co-Founder), *Journal of Behavioral Decision Making*, 1987-2016;

Current Professional Service Activities

Consulting Editor, *Journal of Cross-Cultural Psychology*, 1997-present.

Ad Hoc Review Activities

Funding Agencies: Air Force Office of Scientific Research, Australian Research Council, National Institute of Mental Health, National Science Foundation, U.S.-Israel Binational Science Foundation.

Journals: *Academy of Management Journal*, *Acta Psychologica*, *American Journal of Psychology*, *Applied Psychology*, *Asian Journal of Social Psychology*, *Behavior Research Methods, Instruments, and*

Computers, Cognition and Emotion, Cognitive Psychology, Human Factors, International Journal of Forecasting, Journal of the American Medical Association, Journal of Consumer Psychology, Journal of Economic Psychology, Journal of Experimental Psychology, Journal of Gerontology: Psychological Sciences, Journal of International Business Studies, Journal of Personality and Social Psychology, Management Science, Medical Decision Making, Perception and Psychophysics, Personality and Social Psychology Bulletin, Psychology and Aging, Psychological Bulletin, Psychological Review, Psychological Science, Psychometrika, Risk Analysis, Psychonomic Bulletin and Review, Social Cognition, Management and Organization Review, Journal of Experimental Social Psychology, Social and Personality Psychology Compass, Judgment and Decision Making.

Publishers: Prentice Hall, Sage, Wiley, University of Michigan Press.

Professional Society Memberships

American Psychological Association, Association for Psychological Science, Psychonomic Society, Society for Judgment and Decision Making, Society for Medical Decision Making.