



# Southern Ontario Behavioral Decision Research Conference

May 15<sup>th</sup>, 2006  
Rotman School of Management,  
University of Toronto

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## Schedule of Events

Time	Event	Location (Tentative)
9:30 – 10:30	<b>Breakfast / Welcome</b>	CIBC Room
10:30 – 11:45	<b>Session 1:</b> <ul style="list-style-type: none"><li>• Rebecca White</li><li>• Pankaj Aggarwal</li><li>• Abninder Litt</li></ul>	Room 127
12:00 – 1:45	<b>Lunch and Keynote speaker:</b> Josh Klayman	CIBC and Room 127
1:45 – 3:00	<b>Session 2:</b> <ul style="list-style-type: none"><li>• Derek J. Koehler</li><li>• Geoff Leonardelli</li><li>• David R. Mandel</li></ul>	Room 127
3:00 – 3:30	<b>Coffee break</b>	CIBA Room
3:30 – 4:45	<b>Session 3:</b> <ul style="list-style-type: none"><li>• Kyle B. Murray</li><li>• Thomas Astebo</li><li>• Oshin Vartanian</li></ul>	Room 127
5:00 – 6:00	<b>Poster session with cash bar</b>	CIBC Room

## Presentation Schedule

Event	Time	Presentation
Session 1	10:30 – 10:55	<b>If it happens, you're a goner: The Conditional Fallacy in Perception of Dreaded Events.</b> <i>Rebecca White, Department of Psychology, University of Waterloo.</i>
	10:55 – 11:20	<b>Do I like it if you choose for me? The Influence of Relationship Norms on Satisfaction with Consumer-versus Marketer Chosen Outcomes.</b> <i>Pankaj Aggarwal, Rotman School of Management, University of Toronto</i>
	11:20 – 11:45	<b>How Brains Decide: A Realistic Neural Model of Choice and Value.</b> <i>Abninder Litt, School of Computer Science, University of Waterloo.</i>
Keynote Speech	12:45 – 1:40	<b>Confidence: People's Ability to Judge Their Ability.</b> <i>Joshua Klayman, University of Chicago</i>
Session 2	1:45 – 2:10	<b>Self-Predictions and the Intention-Action Gap.</b> <i>Derek J. Koehler, Department of Psychology, University of Waterloo.</i>
	2:10 – 2:35	<b>Choice and Achievement at the Bargaining Table: The Distributive, Integrative, and Interpersonal Advantages of Making Multiple Equivalent Simultaneous Offers.</b> <i>Geoff Leonardelli, Rotman School of Management, University of Toronto.</i>
	2:35 – 3:00	<b>Violations of Coherence in Subjective Probability: A Representational-Assessment-Process (RAP) Account.</b> <i>David R. Mandel, Defense Research and Development Canada, and Department of Psychology, University of Toronto.</i>
Session 3	3:30 – 3:55	<b>The Intrinsic Value of Cooperation.</b> <i>Kyle B. Murray, University of Western Ontario</i>
	3:55 – 4:20	<b>Inventor Perseverance After Being Told to Quit: The Role of Cognitive Biases.</b> <i>Thomas Astebro, Rotman School of Management, University of Toronto.</i>

4:20 – 4:45

**Cue Weighting in Causal Judgment: A Test of the Positive-test-Confirmation-Biases (PCB) Account.**  
*Oshin Vartanian, Defense Research and Development Canada.*