

DANIEL M. BARTELS

Center for Decision Research
University of Chicago GSB
5807 S. Woodlawn Ave.
Chicago, IL 60637

<http://home.uchicago.edu/~bartels>
bartels@uchicago.edu
773-834-9857

Current Position

Postdoctoral Fellow, Center for Decision Research, University of Chicago GSB, July 2007 – Present

Education

Ph.D., Psychology, Northwestern University, 2007

Thesis: *Accounting for the Flexibility of Morally-Motivated Judgment and Decision Making*
Committee: Douglas Medin (chair), Lance Rips, Reid Hastie

M.S., Psychology, Northwestern University, 2002

Thesis: *Proportion Dominance in Policy Evaluation*
Committee: Douglas Medin (chair), Lance Rips

B.S., *summa cum laude*, with Distinction in Psychology, University of Wisconsin – Green Bay, 2001

Thesis: *Protected Values and the Anchoring Effect in Resource Tradeoff Dilemmas*

RESEARCH

Interests

Judgment and Decision Making, Consumer Behavior, Moral Psychology, Concepts and Categories

Journal Articles (papers or abstracts at links below)

Bartels, Daniel M. and Lance J. Rips (2010), "[Psychological Connectedness and Intertemporal Choice](#)," *Journal of Experimental Psychology: General*, 139, 49-69.

Bennis, Will M., Douglas L. Medin and Daniel M. Bartels (forthcoming), "[The Costs and Benefits of Calculation and Moral Rules](#)," *Perspectives on Psychological Science*.

Bennis, Will M., Douglas L. Medin and Daniel M. Bartels (forthcoming), "[Perspectives on the Ecology of Decision Modes: Reply to Comments](#)," *Perspectives on Psychological Science*.

Bartels, Daniel M. (2008), "[Principled Moral Sentiment and the Flexibility of Moral Judgment and Decision Making](#)," *Cognition*, 108, 381-417.

Day, Samuel B. and Daniel M. Bartels (2008), "[Representation over Time: The Effects of Temporal Distance on Similarity](#)," *Cognition*, 106, 1504-1513.

Bartels, Daniel M. and Douglas L. Medin (2007), "[Are Morally-Motivated Decision Makers Insensitive to the Consequences of their Choices?](#)" *Psychological Science*, 18, 24-28.

Bartels, Daniel M. (2006), "[Proportion Dominance: The Generality and Variability of Favoring Relative Savings over Absolute Savings](#)," *Organizational Behavior and Human Decision Processes*, 100, 76-95.

Bloomfield, Amber, Josh Sager, Daniel M. Bartels, and Douglas L. Medin (2006), "[Caring about Framing Effects](#)," *Mind and Society*, 5, 123-138.

Papers in Various Stages of Development

Bartels, Daniel M. and Oleg Urminsky (in revision), "[On Intertemporal Selfishness: The Perceived Instability of Identity Underlies Impatient Consumption](#)," *Journal of Consumer Research*.

Bartels, Daniel M. and Russell C. Burnett (under review), "[A Cognitive Account of 'Drop in the Bucket' Thinking in Policy Preference](#)."

Robinson, Paul H., Michael T. Cahill, and Daniel M. Bartels (under review), "[Competing Theories of Blackmail: An Empirical Research Critique of Criminal Law Theory](#)."

With Samuel B. Day (in preparation), "[The Effects of Prior Use on Attribute Weights in Consumer Preference](#)."

With Ye Li and George Wu (in preparation), "A Pairwise Contrast Model of Intuitive Probabilistic Inference."

With Shane Frederick, Daniel Read, and Robyn A. Leboeuf (in preparation), "When I'm 64: Temporal Referencing and Discount Rates."

With Eugene M. Caruso (in preparation), "Damned if You Do, but Not if You Did: A Temporal Asymmetry in Decision Evaluation."

With Reid Hastie (in preparation), "Explanation-Based Inductive Inference."

Books

Bartels, Daniel M., Christopher W. Bauman, Linda J. Skitka, and Douglas L. Medin, Eds. (2009), "[Moral Judgment and Decision Making: The Psychology of Learning and Motivation, Vol. 50](#)," San Diego: Elsevier

Chapters

Iliev, Rumen, Sonya Sachdeva, Daniel M. Bartels, Craig M. Joseph, Satoru Suzuki, and Douglas L. Medin (2009), "[Attending to Moral Values](#)," In Daniel M. Bartels, Christopher W. Bauman, Linda J. Skitka, and Douglas L. Medin (Eds.) *Moral Judgment and Decision Making: The Psychology of Learning and Motivation, Vol 50*. San Diego: Elsevier, 169-190.

Selected Peer-Reviewed Conference Proceedings Papers

Jameson, Jason T., Dedre Gentner, Samuel B. Day, Stella Christie, Julie Colhoun, and Daniel M. Bartels (2005), "[Clarifying the Role of Alignability in Similarity Comparisons](#)," *Proceedings of the 27th Annual Meeting of the Cognitive Science Society, CogSci2005*. Hillsdale, NJ: Earlbaum.

Conference and Symposium Organization

Bartels, Daniel M. (2009, October), "[Long-term Decisions and Focusing on the Future](#)," Symposium presented at the meeting of the Association for Consumer Research, Pittsburgh, Pennsylvania.

Bauman, Christopher W., Daniel M. Bartels, Craig M. Joseph, and Adam D. Galinsky (2007, April), "[*Values-Driven Judgment and Reasoning*](#)," Funded by the Ford Motor Company Center for Global Citizenship and presented at Northwestern University's Kellogg School of Management, Evanston, Illinois.

Bartels, Daniel M. (2006, November), "*Morally-Motivated Judgment and Decision Making*," Symposium presented at the meeting of the Society for Judgment and Decision Making, Houston, Texas.

Selected Conference and Invited Presentations

Bartels, Daniel M. (2010, July), "*Moral Flexibility in Judgment and Decision Making*," Paper to be presented at the International Legal Ethics Conference, Stanford, California.

Tannenbaum, David and Daniel M. Bartels (2010, January), "[*Value-Driven Choice and Trade-Off Reasoning in Consumer Choice*](#)," Poster presented at the Judgment and Decision Making Preconference at the meeting of the Society for Personality and Social Psychology, Las Vegas, Nevada.

Li, Ye, Daniel M. Bartels, and George Wu (2009, November), "[*A Pairwise Contrast Model of Intuitive Probabilistic Inference*](#)," Paper presented at the meeting of the Society for Judgment and Decision Making, Boston, Massachusetts.

Burns, Zachary C., Daniel M. Bartels, and Eugene M. Caruso (2009, November), "[*It's the Thought that Will Count: Future Behavior is Seen as More Intentional than Past Behavior*](#)," Poster presented at the meeting of the Society for Judgment and Decision Making, Boston, Massachusetts.

Bartels, Daniel M., Oleg Urminsky, and Lance J. Rips (2009, October), "*How the Perceived (Dis)continuity of Identity Affects Intertemporal Choice*," Paper presented at the meeting of the Association for Consumer Research, Pittsburgh, Pennsylvania.

Bartels, Daniel M., Oleg Urminsky, and Lance J. Rips (2009, February), "*Psychological Connectedness and Temporal Discounting of Consumption Experiences*," Paper presented at the meeting of the Society for Consumer Psychology, San Diego, California.

Bartels, Daniel M. and Lance J. Rips (2008, November), "*Psychological Connectedness and Temporal Discounting*," Paper presented at the meeting of the Society for Judgment and Decision making, Chicago, Illinois.

Caruso, Eugene M. and Daniel M. Bartels (2008, November), "*When Facing a Moral Dilemma is Worse than Having Faced One*," Paper presented at the meeting of the Society for Judgment and Decision making, Chicago, Illinois.

Goodwin, Geoffrey P. and Daniel M. Bartels (2008, November), "*Two Routes to Inferring that Others Share your Moral and Nonmoral Beliefs: Egocentric Projection and the Perceived Objectivity of Belief*," Poster presented at the meeting of the Society for Judgment and Decision making, Chicago, Illinois.

- Day, Samuel B. and Daniel M. Bartels (2008, October), “*Event Representation, Similarity, and Preference in Temporal Context*,” Paper presented at the meeting of the Association for Consumer Research, San Francisco, California.
- Day, Samuel B. and Daniel M. Bartels (2007, November), “*Similarity and Temporal Distance*,” Poster presented at the meeting of the Society for Judgment and Decision Making, Long Beach, California.
- Bartels, Daniel M. (2007, August), “*Accounting for the Flexibility of Moral Value-Driven Judgment*,” Paper presented at the meeting of the Cognitive Science Society, Nashville, Tennessee.
- Bartels, Daniel M. and Will M. Bennis (2006, November), “*Deontology and Consequentialism in Morally-Motivated Decision Making*,” Paper presented at the meeting of the Society for Judgment and Decision Making, Houston, Texas.
- Iliev, Rumen, Daniel M. Bartels, Sonya Sachdeva, and Douglas L. Medin (2006, November), “*Cognitive Processing of Morally Relevant Tasks*,” Poster presented at the meeting of the Society for Judgment and Decision Making, Houston, Texas.
- Day, Samuel B. and Daniel M. Bartels (2006, July), “*Representation across Time: Generalizing Temporal Effects on Perceived Similarity*,” Paper presented at the meeting of the Cognitive Science Society, Vancouver, Canada.
- Bartels, Daniel M. and Samuel B. Day (2005, November), “*Low-Level Effects of Prior Use on Dimension Weights*,” Poster presented at the meeting of the Society for Judgment and Decision Making, Toronto, Canada.
- Day, Samuel B. and Daniel M. Bartels (2005, July), “*The Effects of Prior Use on Preference*,” Paper presented at the meeting of the Cognitive Science Society, Stresa, Italy
- Bartels, Daniel M. (2004, November), “*Proportion Dominance: Individual Differences and Domain Generality of Sensitivity to Relative Savings*,” Poster presented at the meeting of the Society for Judgment and Decision Making, Minneapolis, Minnesota.
- Hastie, Reid and Daniel M. Bartels (2004, October), “*How Neuroscientists Should Study Risky Decision Making*,” Paper presented at the National Institute on Drug Abuse symposium: “Drug Abuse: A Workshop on Behavioral and Economic Research”, Bethesda, Maryland.
- Day, Samuel B. and Daniel M. Bartels (2004, August), “*Temporal Distance, Event Representation, and Similarity*,” Paper presented at the meeting of the Cognitive Science Society, Chicago, Illinois.
- Bartels, Daniel M. (2003, November), “*Proportion Dominance in Joint and Separate Evaluation*,” Poster presented at the meeting of the Society for Judgment and Decision Making, Vancouver, Canada.

SERVICE

Ad hoc reviewer

Journal of Marketing Research

Trends in Cognitive Sciences

Psychological Science

Cognition
Journal of Experimental Social Psychology
Journal of Behavioral Decision Making
Acta Psychologica
Cognitive, Affective, and Behavioral Neuroscience
Judgment and Decision Making

AFFILIATIONS

[Association for Consumer Research](#)

[Association for Psychological Science](#)

[Cognitive Science Society](#)

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