

DANIEL M. BARTELS

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Booth School of Business
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Academic Appointments

Professor of Marketing, University of Chicago, 2018 – Present
Associate Professor of Marketing, University of Chicago, 2016 – 2018
Assistant Professor of Marketing, University of Chicago, 2013 – 2016
Assistant Professor of Marketing, Columbia University, 2010 – 2013
Postdoctoral Fellow, Center for Decision Research, University of Chicago, 2007 – 2010

Education

Ph.D., Cognitive Psychology, Northwestern University, 2007 (M.S. in 2002)
Committee: Douglas Medin (chair), Lance Rips, Reid Hastie
B.S., Psychology, University of Wisconsin – Green Bay, 2001

RESEARCH

Interests

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

Papers (and links)

- Molouki, Sarah and Daniel M. Bartels (forthcoming), "[Are Future Selves Treated like Others? Comparing Determinants and Levels of Intrapersonal and Interpersonal Allocations](#)," *Cognition*.
- Landy, J. F., Jia, M., Ding, I. L., Viganola, D., Tierney, W., . . . Uhlmann, E. L. (forthcoming), "[Crowdsourcing hypothesis tests: Making transparent how design choices shape research results](#)," *Psychological Bulletin*.
- Molouki, Sarah, Stephanie Y. Chen, Oleg Urminsky, and Daniel M. Bartels (forthcoming), "[How personal theories of the self shape beliefs about identity continuity](#)." In E. Lambert & J. Schwenkler (Eds.) *Becoming someone new: Essays on transformative experience, choice, and change*. Oxford, England: Oxford University Press.
- Urminsky, Oleg and Daniel M. Bartels (forthcoming), "Identity, Personal Continuity, and Psychological Connectedness across Time and over Transformation." In A. M. Reed II & M. Forehand (Eds.) *Handbook of Research on Identity Theory in Marketing*. Northampton, MA: Edward Elgar.
- Landy, Justin F. and Daniel M. Bartels (2018), "[An Empirically-Derived Taxonomy of Moral Concepts](#)," *Journal of Experimental Psychology: General*, 147, 1748-1761.
- Hershfield, Hal E. and Daniel M. Bartels (2018), "[The Future Self](#)" In Oettingen, G., Sevincer, A.T., & Gollwitzer, P.M. (eds). *The Psychology of Thinking about the Future*. The Guilford Press, 89-109.
- Atlas, Stephen A. and Daniel M. Bartels (2018), "[Periodic Pricing and Perceived Contract Benefits](#)," *Journal of Consumer Research*, 45, 350-364.
- Landy, Justin F., Daniel K. Walco, and Daniel M. Bartels (2017). "[What's wrong with using steroids? Exploring whether and why people oppose the use of performance enhancing drugs](#)," *Journal of Personality and Social Psychology*, 113, 377-392.
- Molouki, Sarah and Daniel M. Bartels (2017), "[Personal Change and the Continuity of the Self](#)," *Cognitive Psychology*, 93, 1-17.

- Chen, Stephanie Y., Oleg Urminsky, and Daniel M. Bartels. (2016), "[Beliefs About the Causal Structure of the Self-Concept Determine Which Changes Disrupt Personal Identity](#)," *Psychological Science*, 27, 1398-1406.
- Bartels, Daniel M., Christopher W. Baumann, Fiery A. Cushman, David A. Pizarro, and A. Peter McGraw (2016), "[Moral Judgment and Decision Making](#)," In G. Keren & G. Wu (Eds.) *The Wiley Blackwell Handbook of Judgment and Decision Making*. Chichester, UK: Wiley, 478-515.
- Reinholtz, Nicholas, Daniel M. Bartels, and Jeffrey R. Parker (2015), "[On the Mental Accounting of Restricted-Use Funds: How Gift Cards Change What People Purchase](#)," *Journal of Consumer Research*, 42, 596-614.
- Bartels, Daniel M. and Oleg Urminsky (2015), "[To Know and To Care: How Awareness and Valuation of the Future Jointly Shape Consumer Spending](#)," *Journal of Consumer Research*, 41, 1469-1485. Media: ¶
- Bartels, Daniel M. and Eric J. Johnson (2015), "[Connecting Cognition and Consumer Choice](#)," *Cognition*, 135, 47-51.
- Stewart, Neil, Christoph Ungemach, Adam J. L. Harris, Daniel M. Bartels, Ben R. Newell, Gabriele Paolacci, and Jesse Chandler (2015), "[The Average Laboratory Samples a Population of 7,300 Amazon Mechanical Turk Workers](#)," *Judgment and Decision Making*, 10, 479-491.
- Bauman, Christopher W., A. Peter McGraw, Daniel M. Bartels, and Caleb Warren (2014), "[Revisiting External Validity: Concerns about Trolley Problems and Other Sacrificial Dilemmas in Moral Psychology](#)," *Social and Personality Psychology Compass*, 8/9, 536-554. Media: †, ‡, §
- Newman, George E., Daniel M. Bartels, and Rosanna K. Smith (2014), "[Are Artworks More like People than Artifacts? Individual Concepts and their Extensions](#)," *Topics in Cognitive Science*, 6, 647-662. Media: *
- Urminsky, Oleg, Daniel M. Bartels, Paola Giuliano, George E. Newman, Stefano Puntoni, Lance J. Rips (2014), "[Choice and Self: How Synchronic and Diachronic Identity Shape Choices and Decision Making](#)," *Marketing Letters*, 25, 281-291.
- Bartels, Daniel M., Trevor Kvaran, and Shaun Nichols (2013), "[Selfless Giving](#)," *Cognition*, 129, 392-403. Media: ♥
- Burns, Zachary C., Eugene M. Caruso, and Daniel M. Bartels (2012), "[Predicting Premeditation: Future Behavior is Seen as More Intentional than Past Behavior](#)," *Journal of Experimental Psychology: General*, 141, 227-232.
- Robinson, Paul H., Sean E. Jackowitz and Daniel M. Bartels (2012), "[Extralegal Punishment Factors: A Study of Forgiveness, Hardship, Good Deeds, Apology, Remorse, and Other Such Discretionary Factors in Assessing Criminal Punishment](#)," *Vanderbilt Law Review*, 65, 737-826.
- Bartels, Daniel M. and Oleg Urminsky (2011), "[On Intertemporal Selfishness: How the Perceived Instability of Identity Underlies Impatient Consumption](#)," *Journal of Consumer Research*, 38, 182-198. Media: *, ||, ¶, ¶, #, ♠, ♦, ♦, ♣
- Bartels, Daniel M. and David A. Pizarro (2011), "[The Mismeasure of Morals: Antisocial Personality Traits Predict Utilitarian Responses to Moral Dilemmas](#)," *Cognition*, 121, 154-161. Media: †, †, §, ♦, ♦
- Bartels, Daniel M. and Russell C. Burnett (2011), "[A Group Construal Account of Drop-in-the-Bucket Thinking in Policy Preference and Moral Judgment](#)," *Journal of Experimental Social Psychology*, 47, 50-57.
- 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 (2010), "[The Costs and Benefits of Calculation and Moral Rules](#)," *Perspectives on Psychological Science*, 5, 187-202.
- Bennis, Will M., Douglas L. Medin and Daniel M. Bartels (2010), "[Perspectives on the Ecology of Decision Modes: Reply to Comments](#)," *Perspectives on Psychological Science*, 5, 213-215.
- Robinson, Paul H., Michael T. Cahill, and Daniel M. Bartels (2010), "[Competing Theories of Blackmail: An Empirical Research Critique of Criminal Law Theory](#)," *Texas Law Review*, 89, 291-532. Media: *
- 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.
- 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. Media: ♣
- 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.
- 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.

Media key: * *New York Times*, † *The Economist*, ‡ *The Atlantic*, § *Wall Street Journal*, || *Time*, ¶ *US News and World Report*, # *Money Magazine*, ♠ *Chicago Tribune*, ♥ *Scientific American*, ♦ *Psychology Today*, ♣ *Boston Globe*

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

Projects in Various Stages of Development

With Sarah Molouki (in preparation), "Are Future Selves Really Treated Like Others? Comparing Determinants of Intrapersonal and Interpersonal Allocations"

With Sarah Molouki and Oleg Urminsky (in preparation), "Neglecting Decline: Remembered and Predicted Personal Development Diverge from Actual Longitudinal Change."

With Oleg Urminsky (in preparation), "To Your Health: Connectedness to the Future Self Motivates Preventive Health Behaviors."

With Marc Scholten and Daniel Read (in preparation), "Tradeoffs and Choice-Set Effects in Intertemporal Choice."

With Oleg Urminsky (in preparation), "Similarity in Context: Implications for Consumer Judgment and Choice."

With Rachel Meng and Stephanie Y. Chen (in revision), "Reasoning About Preference Diversity When Taking and Seeking Advice."

Conference and Symposium Organization and Program Committees

Goel, Ashok, Colleen Seifert, and Christian Freksa (2019), "[CogSci 2019: Creativity + Cognition + Computation](#)," Montreal, Canada.

Urminsky, Oleg, Thomas Otter, Arash Laghaie, and Daniel M. Bartels (2019), "[Bridging Cognitive and Economic Approaches to Understanding Consumer Decisions](#)." Symposium to be presented at the Eleventh Triennial Choice Symposium, Cambridge, MD.

Bartels, Daniel, Oleg Urminsky, Todd Gureckis, and Jennifer Trueblood (2018), "[Contemporary Cognitive Approaches to Decision-Making](#)," workshop presented at the CogSci 2018, Changing / Minds, Madison, WI.

Kalish, Charles, Martina Rau, Jerry Zhu, & Timothy T. Rogers (2018), "[CogSci 2018: Changing Minds](#)," Madison, WI.

Gunzelmann, Glenn, Andrew Howes, Thora Tenbrink, and Eddy Davelaar (2017), "[CogSci 2017: Computational Foundations of Cognition](#)," London, UK.

Sloman, Steven S., David Lagnado, Daniel M. Bartels, Ulrike Hahn, Charles Kemp, Joshua Knobe, Tania Lombrozo, Mike Oaksford, Daniel Oppenheimer, and David Over (2016), "[International Conference on Thinking](#)," Providence, RI.

Papafragou, Anna, Daniel Grodner, Daniel Mirman, and John C. Trueswell (2016), "[CogSci 2016: Recognizing and Representing Events](#)," Philadelphia, PA.

Dale, Rick, Carolyn Jennings, Paul Maglio, Teenie Matlock, Anne Warlaumont, and Jeff Yoshimi (2015), "[CogSci 2015: Mind, Technology, & Society](#)," Pasadena, CA.

Bartels, Daniel M., Oleg Urminsky, and Stephanie Y. Chen (2015), "[Interdisciplinary Conference on Personal Identity and Decision Making](#)," Chicago, IL

McGraw, A. Peter, Daniel M. Bartels, Russell Belk, and Janet Schwartz (2014), "Morality in the Marketplace," Session presented at the Annual meeting of the Association for Consumer Research, Baltimore, MD.

Urminsky, Oleg and Daniel M. Bartels (2013), "[Choice and Self: How Identity Shapes Choices and Decision Making](#)," Symposium presented at the Ninth Triennial Choice Symposium, Noordwijk, the Netherlands.

Bartels, Daniel M. and A. Peter McGraw (2010), "[Moral Flexibility in Judgment and Decision Making](#)," Symposium presented at the Annual meeting of the Society for Judgment and Decision Making, St. Louis, MO.

Bartels, Daniel M. and A. Peter McGraw (2010), "[Moral Flexibility in Consumer Behavior](#)," Symposium presented at the Annual meeting of the Association for Consumer Research, Jacksonville, FL.

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

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

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

Selected Conference and Invited Presentations

Conference key:

ACR = Annual meeting of the Association for Consumer Research

BDRM = Biennial Conference on Behavioral Decision Research in Management

CFDM = Boulder Summer Conference on Consumer Financial Decision Making

CogSci = Annual meeting of the Cognitive Science Society

SCP = Annual meeting of the Society for Consumer Psychology

SJDM = Annual meeting of the Society for Judgment and Decision Making

SPSP = Annual meeting of the Society for Personality and Social Psychology

SPUDM = Biennial meeting of the European Association for Decision Making

Bartels, Daniel M. and Abigail B. Sussman (2017), "*Anchors or Targets: An Examination of Credit Card Statements*," Presented at the Annual meeting of the Association for Consumer Research. Also presented at SJDM 2017.

Bartels, Daniel M. and Abigail B. Sussman (2017), "*Numbers as Goals and Credit Card Payment Decisions*," Presented at the United Kingdom's Financial Conduct Authority.

Herzog, Nicholas R., Justin F. Landy, and Daniel M. Bartels (2017), "*Moral Thoughtfulness: Thinking Carefully about Complex Moral Problems is a Virtue*," Presented at the Annual meeting of the Society for Judgment and Decision Making.

Molouki, Sarah, Daniel M. Bartels, and Oleg Urminsky (2017), "A Longitudinal Study of Differences between Predicted, Actual, and Remembered Personal Change," Presented at the Annual meeting of the Cognitive Science Society. Versions also presented at ACR 2016, SJDM 2016, SPSP 2016, the 2016 Annual meeting of the Association for Psychological Science, and the 2015 Interdisciplinary Conference on Personal Identity and Decision Making.

Landy, Justin F., Daniel K. Walco, and Daniel M. Bartels (2017), "*What's so Bad about Using Steroids? Exploring the Origins of Moral Opposition to Performance Enhancers*," Presented at the Annual meeting of the Society for Personality and Social Psychology.

Bartels, Daniel M. and Oleg Urminsky (2016), "*How Awareness and Valuation of the Future Jointly Shape Intertemporal Financial Decisions*," Presented at the Annual meeting of the Society for Personality and Social Psychology. Versions also presented at ACR 2014, SJDM 2011, CogSci 2014, BDRM 2012, and SCP 2012.

Landy, Justin F. and Daniel M. Bartels (2016), "*Inductive ethics: A bottom-up taxonomy of the moral domain*," Presented at the Annual meeting of the Society for Judgment and Decision Making. Versions also presented at CogSci 2016, the 2016 Annual meeting of the Society for Philosophy and Psychology, and the 2016 International Conference on Thinking.

- Chen, Stephanie Y., Oleg Urminsky, and Daniel M. Bartels (2016), "*Beliefs about the Causal Structure of the Self-Concept Determine Which Changes Disrupt Personal Identity*," Presented at the Annual meeting of the Cognitive Science Society. Versions also presented at SJDM 2015, SCP 2016, and at the Society for Consumer Psychology's Boutique Conference on Identity and Consumption.
- Bartels, Daniel M. and Oleg Urminsky (2015), "*Tradeoff Salience and Connectedness to the Future Self Jointly Increase Consumer Savings*," Presented at the Consumer Financial Protection Bureau Research Conference.
- Meng, Rachel, Stephanie Y. Chen, and Daniel M. Bartels (2015), "Reasoning about Diverse Evidence in Preference Predictions," Presented at the Annual meeting of the Association for Consumer Research. Versions also presented at SJDM 2014, CogSci 2015 and the 2015 Academy of Management Meeting.
- Molouki, Sarah and Daniel M. Bartels (2015), "*Personal Change and the Continuity of the Self*," Presented at the Annual meeting of the Society for Judgment and Decision Making. Also presented at CogSci 2015.
- Urminsky, Oleg and Daniel M. Bartels (2015), "*Similarity in Context: Implications for Judgment and Choice*," Presented at SPUDM: European Association for Decision Making. Versions also presented at SJDM 2010, CogSci 2011, and SCP 2012.
- Hastie, Reid and Daniel M. Bartels (2015), "Explanation-based Projection," Presented at the Psychonomic Society's Leading Edge Workshop: The Process of Explanation.
- Newman, George E., Daniel M. Bartels, and Rosanna K. Smith (2014), "Are Artworks More like People than Artifacts? Individual Concepts and their Extensions," Presented at the Annual meeting of the Association for Consumer Research.
- Reinholtz, Nicholas, Daniel M. Bartels, and Jeffrey R. Parker (2014), "*Mentally Accounting for Restricted Funds: How Gift Cards Change Consumer Preferences*," Presented at the Annual meeting of the Cognitive Science Society. Also presented at SCP 2014.
- Atlas, Stephen A. and Daniel M. Bartels (2014), "*Pennies-a-Day: Periodic Pricing and Intangible Rewards*," Presented at the Biennial Conference on Behavioral Decision Research in Management. Versions also presented at ACR 2011 and SJDM 2011.
- Bartels, Daniel M. (2014), "*Psychological Connectedness to the Future Self*," Presented at Self Over Time: Identity, Practical Reasoning, and Behavior. Versions also presented at the 2013 Choice Symposium and the 2014 Experimental Philosophy of the Self Conference.
- Bartels, Daniel M., Trevor Kvaran, and Shaun Nichols (2014), "*Selfless Giving*," Presented at the meeting of the International Society for Justice Research.
- Bartels, Daniel M. (2013), "*Helping people help their future selves*," Presented at the Choice Architecture Conference at Columbia University.
- Bauman, Christopher W., A. Peter McGraw, Daniel M. Bartels, and Caleb Warren (2012), "*Trolleyology: On the Misappropriation of a Thought Experiment*," Presented at the Annual meeting of the Society for Judgment and Decision Making. Also presented at SPSP 2012.
- Bartels, Daniel M. and David A. Pizarro (2012), "*Who's a Utilitarian?*" Presented at the Annual meeting of the Society for Personality and Social Psychology.
- Bartels, Daniel M. (2011), "*How Psychological Connectedness to the Future Self Affects Saving and Spending*," Presented at the Behavioral Finance Forum.

- Burns, Zachary C., Daniel M. Bartels, and Eugene M. Caruso (2011), "Predicting Premeditation: Future Behavior is Seen as More Intentional than Past Behavior," Presented at the meeting of the Society for Judgment and Decision Making. Versions also presented at BDRM 2010, the 2011 meeting of the Academy of Management, the 2011 meeting of Empirical Legal Studies, and the 2011 meeting of the Law and Society Association.
- Bartels, Daniel M. (2011), "*How Thoughts about the Future Self Affect Far-sighted Behavior*," Presented at the NYU Law Furman Center Symposium on Sustainable Homeownership.
- Bartels, Daniel M., Kerry F. Milch, and Oleg Urminsky (2010), "Understanding the 'Self' in Self-Control: The Effects of Connectedness to Future Self on Far-Sightedness," Presented at the Annual meeting of the Association for Consumer Research.
- Tannenbaum, David and Daniel M. Bartels (2010), "*Choosing for the right reasons: Value-driven reasoning in consumer choice*," Presented at the Annual meeting of the Association for Consumer Research. Also presented at SJDM 2010.
- Bartels, Daniel M. and Oleg Urminsky (2010), "*Impatience as Intertemporal Egoism*," Presented at the Annual meeting of the Cognitive Science Society.
- Bartels, Daniel M. and Oleg Urminsky (2010), "*How The Perceived (Dis)continuity of Identity Underlies Intertemporal Choice*," Presented at the Boulder Summer Conference on Consumer Financial Decision Making.
- Bartels, Daniel M. and Oleg Urminsky (2010), "*Connectedness to the Future Self and Intertemporal Choice*," Presented at the Biennial Conference on Behavioral Decision Research in Management.
- Bartels, Daniel M. (2010), "*Imagining and Caring about Distant Future Welfare*," Presented at the Wharton Symposium on Fostering and Financing Long-Term Investments in Prevention and Protection.
- Bartels, Daniel M. (2010), "*Contemporary Insights on the Role of Motivation in Consumer Financial Decision Making*," Presented at the U.S. Federal Reserve Board of Governors Forum on Consumer Research and Testing: Tools for Evidence-Based Policymaking in Financial Services.
- Bartels, Daniel M. (2010), "*Moral Flexibility in Judgment and Decision Making*," Presented at the International Legal Ethics Conference.
- Bartels, Daniel M., Oleg Urminsky, and Lance J. Rips (2009), "*How the Perceived (Dis)continuity of Identity Affects Intertemporal Choice*," Presented at the Annual meeting of the Association for Consumer Research. Also presented at SCP 2009.
- Li, Ye, Daniel M. Bartels, and George Wu (2009), "*A Pairwise Contrast Model of Intuitive Probabilistic Inference*," Presented at the Annual meeting of the Society for Judgment and Decision Making.
- Day, Samuel B. and Daniel M. Bartels (2008), "*Event Representation, Similarity, and Preference in Temporal Context*," Presented at the Annual meeting of the Association for Consumer Research. Also presented at SJDM 2007.
- Bartels, Daniel M. and Lance J. Rips (2008), "*Psychological Connectedness and Temporal Discounting*," Presented at the Annual meeting of the Society for Judgment and Decision Making.
- Caruso, Eugene M. and Daniel M. Bartels (2008), "*When Facing a Moral Dilemma is Worse than Having Faced One*," Presented at the Annual meeting of the Society for Judgment and Decision Making.

- Goodwin, Geoffrey P. and Daniel M. Bartels (2008), “*Two Routes to Inferring that Others Share your Moral and Nonmoral Beliefs: Egocentric Projection and the Perceived Objectivity of Belief*,” Presented at the Annual meeting of the Society for Judgment and Decision Making.
- Bartels, Daniel M. (2007), “*Accounting for the Flexibility of Moral Value-Driven Judgment*,” Presented at the Annual meeting of the Cognitive Science Society.
- Bartels, Daniel M. and Will M. Bennis (2006), “*Deontology and Consequentialism in Morally-Motivated Decision Making*,” Presented at the Annual meeting of the Society for Judgment and Decision Making.
- Day, Samuel B. and Daniel M. Bartels (2006), “*Representation across Time: Generalizing Temporal Effects on Perceived Similarity*,” Presented at the Annual meeting of the Cognitive Science Society.
- Day, Samuel B. and Daniel M. Bartels (2005), “*The Effects of Prior Use on Preference*,” Presented at the Annual meeting of the Society for Judgment and Decision Making. Also presented at CogSci 2015.
- Day, Samuel B. and Daniel M. Bartels (2004), “*Temporal Distance, Event Representation, and Similarity*,” Presented at the Annual meeting of the Cognitive Science Society.
- Hastie, Reid and Daniel M. Bartels (2004), “*How Neuroscientists Should Study Risky Decision Making*,” Presented at the National Institute on Drug Abuse symposium: “Drug Abuse: A Workshop on Behavioral and Economic Research”.

TEACHING

Graduate

Consumer Behavior (University of Chicago Booth School of Business)

—*Full-time MBA, Evening MBA, Weekend MBA*

Behavioral Economics and Decision Making (Columbia Business School)

—*Full-time MBA, Executive MBA, Berkeley-Columbia Executive MBA*

Cognitive Underpinnings of Decisions (University of Chicago Booth School of Business)

—*Ph.D Program*

Information Processing in Consumer Behavior (Columbia Business School)

—*Ph.D Program*

Marketing Literature Seminar (University of Chicago Booth School of Business)

—*Ph.D Program*

Advanced Marketing Theory: Behavioral Science Approach (University of Chicago Booth School of Business)

—*Ph.D Program*

Undergraduate

The Psychology of Decision Making (Northwestern University)

SERVICE

Associate Editor

Cognition

Occasional Guest Editor

Proceedings of the National Academy of Sciences

Ad hoc reviewer

Journals

Journal of Marketing Research; Journal of Consumer Research; Marketing Science; Management Science; Trends in Cognitive Sciences; Psychological Bulletin; Perspectives on Psychological Science; Personality and Social Psychology Review; Proceedings of the National Academy of Sciences; Psychological Review; Journal of Personality and Social Psychology; Current Directions in Psychological Science; Psychological Science; Journal of Experimental Psychology: General; Cognitive Psychology; Emotion; Journal of Personality; Organizational Behavior and Human Decision Processes; Personality and Social Psychology Bulletin; Journal of Applied Research in Memory and Cognition; Journal of Behavioral Decision Making; Cognitive, Affective, and Behavioral Neuroscience; Psychonomic Bulletin and Review; PLoS One; Cognitive Science; Journal of Business Ethics; Journal of Experimental Social Psychology; Journal of Experimental Psychology: Learning, Memory, and Cognition; Social Psychological and Personality Science; Judgment and Decision Making; Acta Psychologica; Thinking and Reasoning; Marketing Letters; Journal of Economic Psychology; Journal of Economic Behavior and Organization; Journal of Applied Social Psychology; Decision Analysis; Nature Human Behavior; Behavioral Science and Policy

Funding Organizations

National Science Foundation; John Templeton Foundation; U.S.-Israel Binational Science Foundation

Committees

Society for Judgment and Decision Making Executive Board
Chicago Booth Kilts Center Faculty Board
Columbia Marketing Division Ph.D. Program Committee
Columbia Marketing Division Recruiting Committee
Columbia Business School Behavioral Lab Committee
Society for Consumer Psychology Committee on Scientific Practices

OUTSIDE ACTIVITIES

Consulting/Advisory Panels/Training/Expert Witness

*Major League Baseball
draftFCB
The Carlyle Group*

AFFILIATIONS

[Association for Consumer Research](#)

[Cognitive Science Society](#)

[Psychonomic Society](#)

[Society for Consumer Psychology](#)

[Society for Judgment and Decision Making](#)