

# ELDAR SHAFIR

## Curriculum Vitae

### Current Information

William Stewart Tod Professor of Psychology and Public Affairs  
Department of Psychology and the Woodrow Wilson School  
of Public and International Affairs  
Princeton University

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Princeton University  
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### Education

Massachusetts Institute of Technology  
Ph.D.: Cognitive Science, 1988

Brown University  
B.A.: Cognitive Science (Honors), 1984  
Logic and Philosophy of Science  
Magna Cum Laude  
C.J. Ducasse Premium in Metaphysics  
Harvey A. Baker Fellowship

### Languages

Fluent: English, Hebrew, Italian  
Competent: French, Spanish

### Military Service

Israel Defense Forces, 1977-1980

### Academic Positions

Inaugural Director, Kahneman-Treisman Center for Behavioral Science and Public Policy,  
Princeton University, 2015-present  
Visiting Professor, Oxford University, 2014-present  
William Stewart Tod Professor of Psychology and Public Affairs, Princeton University,  
2009-present

Professor, Princeton University, 1999-2008  
Visiting Professor, Universidad Torcuato Di Tella, Buenos Aires, Argentina, 2012-2013  
Visiting Professor, Pompeu Fabra University, Barcelona, Spain, 2007-2008  
Visiting Professor, AILUN, Sardinia, Italy, 2006  
Visiting Professor, Università Ca' Foscari, Venice, Italy, 2002-2003  
Visiting Associate Professor, Graduate School of Business, The University of Chicago,  
Winter-Spring, 1998  
Professor, DUXX Graduate School of Business Leadership, Monterrey, Mexico, 1997-2002  
Associate Professor, Princeton University, 1995 - 1999  
Visiting Assistant Professor, John F. Kennedy School of Government, (Affiliate, Department  
of Psychology), Harvard University, 1994 - 1995  
Fellow, The Institute for Advanced Studies of The Hebrew University, Spring, 1994  
Visiting Scholar, The Russell Sage Foundation, Fall, 1993  
Summer Scholar, Center for Advanced Study in the Behavioral Sciences, 1992  
Assistant Professor, Princeton University, 1989 - 1995  
Postdoctoral Scholar, Stanford University, 1988 - 1989

### **Honors and Awards**

BX Award for Outstanding Research (With Mani, Mullainathan, & Zhao), London, 2015  
William James Book Award, 2014  
Vice-Chair, World Economic Forum Global Agenda Council on Behaviour, 2014-2016  
Named one of *Foreign Policy Magazine's* 100 Leading Global Thinkers of 2013  
Member, President Barack Obama's Advisory Council on Financial Capability, 2012-2013  
John Simon Guggenheim Memorial Foundation Fellowship, 2012  
President, Society for Judgment and Decision Making, 2010-2011  
Eligible Scholar, Center for Advanced Study in the Behavioral Sciences  
Arthur H. Scribner Bicentennial Preceptorship, Princeton University, 1993 - 1996  
Chase Memorial Award, Carnegie Mellon University, 1993  
Hillel Einhorn New Investigator Award, Society for Judgment and Decision Making, 1992  
Best Paper Award - First Prize, (with Amos Tversky), IAREP/SASE Conference,  
Stockholm School of Economics, 1991  
Sigma Xi  
Phi Beta Kappa

### **Named Lectures:**

Distinguished George Warren Brown School Lecture, Washington University in St. Louis, 2015  
Ferne Forman Fisher Lecture, The University of Kansas, 2014  
The Ralph I. Hyatt Lecture, Saint Joseph's University, Philadelphia, 2014  
David C. Baum Memorial Lecture, University of Illinois College of Law, 2012  
The Richard Millward Colloquium, Brown University, 2007  
The Anne Rothrock Memorial Lecture, Princeton Day School, 2007

## Professional Memberships & Affiliations

Co-Founder, Co-Director, Chair of the Board, Ideas42  
 Editorial Board, Princeton University Press, 2015-present  
 Member, Committee to Evaluate the Social Security Administration's Capability  
 Determination Process for Adult Beneficiaries, Institute of Medicine of The National  
 Academies, 2015-2016  
 Member, Selection Committee, Financial Solutions Lab Innovation Challenge, The  
 Center for Financial Services Innovation and JPMorgan Chase, 2015-2016  
 Program Committee, 10<sup>th</sup> Triennial Invitational Choice Symposium, Lake Louise, AB, 2016  
 Saatchi & Saatchi Wellness Innovation Advisory Board, 2015-present  
 Member, Financial Solutions Lab Advisory Council, The Center for Financial Services  
 Innovation & JPMorgan Chase, 2015-present  
 Member, Advisory Board, *The Psych Report*, 2013-present  
 Member, Decision, Risk and Management Sciences Advisory Panel, Directorate of Social,  
 Behavioral and Economic Sciences, National Science Foundation, 2013-present  
 Fellow, Filene Research Institute, 2010-present  
 Senior Fellow, Canadian Institute for Advanced Research, 2007-present  
 Member, Scientific Council, Institute for Advanced Study in Toulouse, 2011-present  
 Consultant, Office of Planning, Research and Evaluation; Administration for Children  
 and Families, U. S. Department of Health and Human Services, 2011-present  
 Fellow, Institute for Quantitative Social Science, Harvard University, 2007-present  
 Fellow, TIAA-CREF Institute, 2007-present  
 Research Affiliate, Innovations for Poverty Action, 2006-present  
 Member, Behavioral Economics Roundtable, The Russell Sage Foundation, 1996-present  
 Member, Evaluation Committee of the Doctoral School in Psychological Science,  
 University of Trento, Italy, 2011  
 Academic Advisory Board, Behavioral Finance Forum, 2006-2011  
 U.S. National Committee for International Union of Psychological Science, 2008-2011  
 Board of Trustees, Isles, Inc., 2004-2009  
 Behavioral Economics Summer School, The Russell Sage Foundation, University of  
 Trento, 1998, 2006, 2008  
 Moving to Opportunity Demonstration, Technical Review Panel, NBER, 2007  
 Steering Committee, "On Fair and Equal Terms" Symposium, Joint Center for  
 Housing Studies, Harvard University, 2006-2007  
 Program Committee, Fifth and Sixth International Interdisciplinary Conference on  
 Modeling and Using Context, 2005, 2007  
 Hillel Einhorn New Investigator Award Committee, 1998-2004  
 Behavioral and Biobehavioral Processes (BBBP-4) Review Committee, National  
 Institute of Health, 1999-2000  
 Perception and Cognition Review Committee, National Institute of Health, 1996-1999  
 Society for Judgment and Decision Making, Organizing Committee, 1994-96

## **Academic Memberships**

American Psychological Society, Fellow  
Psychonomic Society  
Society for Judgment and Decision Making  
American Economic Association  
Association for Public Policy Analysis and Management

## **Editorial / Review Activities**

Editorial Boards (past and present):

*Cognition: International Journal of Cognitive Science*  
*Journal of Behavioral Decision Making*  
*Mind & Society*  
*Organizational Behavior and Human Decision Processes*  
*Psychological Science*  
*Psychonomic Bulletin & Review*  
*Applied Economics Research Bulletin*  
*Journal of Marketing Behavior*

Occasional Reviewer: *Acta Psychologica*, *American Economic Review*, *American Psychologist*, *Basic and Applied Social Psychology*, *Behavioral and Brain Sciences*, *Cognition & Emotion*, *Cognitive Psychology*, *Cognitive Science*, *Economic Psychology*, *Economics Letters*, *Evolution and Human Behavior*, *Journal of Conflict Resolution*, *Journal of Consumer Research*, *Journal of Economic Theory*, *Journal of Experimental Psychology: General*, *Journal of Experimental Psychology: Learning, Memory, & Cognition*, *Journal of the European Economic Association*, *Journal of Experimental Social Psychology*, *Journal of Marketing Research*, *Journal of Personality and Social Psychology*, *Journal of Public Economics*, *Management Science*, *Memory & Cognition*, *Nature*, *Organizational Behavior and Human Decision Processes*, *Perception and Psychophysics*, *PNAS*, *Political Psychology*, *Proceedings of the National Academy of Sciences*, *Psychological Review*, *Psychological Science*, *Quarterly Journal of Economics*, *Science*, *Social Cognition*, *Thinking & Reasoning*, Israel Science Foundation, Russell Sage Foundation, National Institute of Health, National Science Foundation

## **Research Grants**

The National Institute of Mental Health, First Independent Research Support and Transition (FIRST) Award, US Public Health Service Grant, 1990-1996

The Connaught Fund, (Taking the status quo: A study of medical decision making psychology; with Donald Redelmeier), 1992-1994

The Physicians' Services Incorporated Foundation, Ontario, Canada, (On the pursuit of unnecessary information; with Donald Redelmeier), 1998-2000

Merck & Co., Inc., The psychology behind alternative medication, 2001

The National Science Foundation, (Remembering choices; with Mara Mather and Marcia Johnson), 2001-2003

The Russell Sage Foundation, (Decision making under poverty: A behavioral research program; with Marianne Bertrand & Sendhil Mullainathan), 2003-2005

National Institute on Aging, (Economics of Aging: Medicare Prescription Drug Benefit Take-up. P01-AG005842-20S1, Senior investigator; PI: David Wise), 2005-2008

United States Department Of Agriculture, Economic Research Service, (Psychological Mechanisms of Food Consumption: A Behavioral Research Program; with Marianne Bertrand.) 2005-2008

The Russell Sage Foundation, Work Group on Prescriptive Economics, (Trust in decision making among the poor), 2006-2007

Robert Wood Johnson Foundation, (Behavioral Interventions Towards Increasing Medical Benefit Take-up), 2007-2008

The Russell Sage Foundation, (The Behavioral Foundations of Policy), 2007-2008

William and Flora Hewlett Foundation, (Ideas42; with Jeff Kling, Michael Kremer, Sendhil Mullainathan, and Antoinette Schoar), 2007-2010

Annie E. Casey Foundation, (Liaison for Non-For-Profits), 2008-2009

United States Department Of Agriculture, Economic Research Service, (Financial Scarcity and Depleted Decision Making), 2008-2010

National Institute on Aging, Center Grant, (Hunger and Decision Making; with Elizabeth Levy Paluck), 2010-2011

National Institute on Aging, Center Grant, (Scarcity, Cognitive Function, and Stress; with Christopher Bryan), 2011-2012

National Science Foundation (SES-0933497; The psychology of scarcity: its behavioral causes and consequences), 2009-2013

Department of Labor, (Behavioral Interventions for Labor Related Programs; with Alexandre Mas), 2014-2017

The Alfred P. Sloan Foundation, (The Psychology of Scarcity; with Anuj Shah, Abby Sussman, & Jiaying Zhao), 2014-2017

The Russell Sage Foundation, (The Psychology of Scarcity; with A. Shah, A. Sussman, & J. Zhao), 2014-2016

National Science Foundation, (Some Implications of Scarcity Thinking), 2014-2019.

## **Princeton University Activities and Committees**

Faculty Advisory Committee on Appointments and Advancements, 2014-2015  
Inaugural Director, The Kahneman-Treisman Center for Behavioral Science and Public Policy, 2015-present  
WWS Undergraduate Advising Committee, 2014-present  
WWS Faculty Council, 2009-2011, 2015-present  
Steering Committee, Climate Futures Initiative, 2015-present  
Affiliated Faculty, The Julis-Rabinowitz Center for Public Policy and Finance, 2014-present  
Associated Faculty, Andlinger Center for Energy and the Environment, 2014-present  
Princeton University Sustainability Steering Council, 2013-present  
Princeton Faculty Planning Committee on Sponsored Research, 2014-2015  
Executive Committee, Program in Technology and Society, 2014-present  
Executive Committee, Program in Cognitive Science, 2014-present  
Executive Committee, Center for Health and Wellbeing, 2011-2014  
Affiliated Faculty, Center for the Study of Social Organization, 2009-present  
Affiliated Faculty, Program in Global Health and Health Policy, 2007-present  
Faculty Associate, Program in Law and Public Affairs (LAPA), 2006-present  
Faculty Associate, Center for Health and Wellbeing, 2000-Present  
Search Committee, Dean of the Woodrow Wilson School, 2012-2013  
Co-convener (with Mark Mitton), David A. Gardner Faculty Seminar on Magic, Perception and Decisions, 2012  
Acting Chair, Department of Psychology, 2006, 2009-2010  
Executive Committee, Princeton Laboratory for Experimental Social Science, 2008-present  
WWS Dean's Advisory Committee, 2008-2011  
MPA Program Review Committee, WWS, 2010  
WWS Undergraduate Faculty Committee, 2010  
Committee on Committees, 2009-2010  
Gilburne Seminar, 2008-2009  
Advisory Board Member, The Pace Center, 2006-2009  
Faculty Associate, Policy Research Institute for the Region (PRIOR), 2004-2009  
Faculty Fellow, The Woodrow Wilson Society of Fellows, 1999-2007  
The Task Force on Health and Well-Being, 2003-2004  
Faculty Ad Hoc Committee on Threats to Academic Freedom by Legal Intimidation, 2002  
Faculty Advisory Committee on Policy; Executive Committee of the Council of the Princeton University Community, 2000-2002  
Student Life and Discipline Subcommittee of the Faculty Committee on the Graduate School, 2000-2001  
Director of Graduate Studies, Department of Psychology, 1995-2001  
Policy Subcommittee of Faculty Committee on the Graduate School, 1997-2000  
Curriculum Development Grant, 250th Anniversary Fund for Innovation in Undergraduate Education 1997-8

Member of the Committee for Cognitive Studies, 1989-2006  
 Fellow, Academic Adviser, Mathey College, 1989-2004  
 Member of the Institutional Review Panel for Human Subjects, 1990-93

## Publications

- Osherson, D.N., Smith, E.E., & Shafir, E. 1986. Some origins of belief. *Cognition*, 24, 3, 197-224.
- Shafir, E., Osherson, D.N., & Smith, E.E. 1989. An advantage model of choice. *Journal of Behavioral Decision Making*, 2, 1, 1-23.
- Shafir, E., Smith, E.E., & Osherson, D.N. 1990. Typicality and reasoning fallacies. *Memory & Cognition*, 18, 3, 229-239.
- Shafir, E., Osherson, D.N., & Smith, E.E. 1990. Comparative choice and the advantage model. In K. Borcherding, O.I. Larichev, & D.M. Messick (Eds.), *Contemporary Issues in Decision Making*. New York: Elsevier Science Publishers.
- Osherson, D.N., Smith, E.E., Wilke, A., Lopez, A., & Shafir, E. 1990. Category based induction. *Psychological Review*, 97, 2, 185-200.
- Shafir, E. 1991. Behavioral decision research: A survey of issues theoretical and applied. *Contemporary Psychology*, 36, 11, 945-6.
- Shafir, E. 1991. Rational agents, real people, and the quest for optimality. *Behavioral and Brain Sciences*, 14, 2, 232.
- Shafir, E. 1991. On the nonapplicability of a rational analysis to human cognition. *Behavioral and Brain Sciences*, 14, 3, 502-503.
- Shafir, E. 1992. Prospect theory and political analysis: A psychological perspective. *Political Psychology*, 13, 2, 311-322.
- Translated to Italian: Teoria del prospetto e analisi politica: un approccio psicologico, in *Psicologia e politica*, P. Legrenzi & V. Girotto, Eds., 1996, Milano: Raffaello Cortina.
- Tversky, A., & Shafir, E. 1992. The disjunction effect in choice under uncertainty. *Psychological Science*, 3, 5, 305-309.
- Shafir, E., & Tversky, A. 1992. Thinking through uncertainty: Nonconsequential reasoning and choice. *Cognitive Psychology*, 24, 4, 449-474.
- Shafir, E. 1992. Review of *Thinking About Politics: Comparisons of Experts and Novices*. *Political Psychology*, 13, 4, 793-795.
- Tversky, A., & Shafir, E. 1992. Choice under conflict: The dynamics of deferred decision. *Psychological Science*, 3, 6, 358-361.

Shafir, E. 1993. Scelgo, anzi escludo. *La Repubblica*, July 14.

Shafir, E. 1993. Choosing versus rejecting: Why some options are both better and worse than others. *Memory & Cognition*, 21, 4, 546-556.

Shafir, E., Osherson, D.N., & Smith, E.E. 1993. The advantage model: A comparative theory of evaluation and choice under risk. *Organizational Behavior and Human Decision Processes*, 55, 3, 325-378.

Shafir, E. 1993. Intuitions about rationality and cognition. In K.I. Manktelow & D.E. Over (Eds.), *Rationality: Psychological and philosophical perspectives*. NY: Routledge, (pp. 260-283).

Johnson-Laird, P.N., & Shafir, E. 1993. The Interaction between Reasoning and Decision Making: An Introduction. *Cognition*, 49, 2, 1-9.

Johnson-Laird, P.N., & Shafir, E. (Eds.). 1993. *Reasoning and Decision Making*. A special issue of *Cognition*.

Reprinted as P.N. Johnson-Laird & E. Shafir (Eds.), *Reasoning and Decision Making*. Oxford: Blackwell Publishers, 1994.)

Smith, E.E., Shafir, E., & Osherson, D.N. 1993. Similarity, plausibility, and judgments of probability. *Cognition*, 49, 2, 67-96.

Shafir, E., Simonson, I., & Tversky, A. 1993. Reason-based choice. *Cognition*, 49, 2, 11-36.

Reprinted in W.M. Goldstein & R.M. Hogarth (Eds.), *Research on Judgment and Decision Making: Currents, Connections, and Controversies*. Cambridge: Cambridge University Press, 1997; and in D. Kahneman & A. Tversky, Eds., *Choices, Values, and Frames*. NY. Cambridge University Press & Russell Sage Foundation, 2000; and in Lichtenstein & Slovic (Eds.), *The Construction of Preference*, Cambridge University Press, 2006.

Osherson, D.N., Shafir, E., & Smith, E.E. 1993. Ampliative inference: On choosing a probability distribution. *Cognition*, 49, 3, 189-210.

Osherson, D.N., Shafir, E., & Smith, E.E. 1994. Extracting the coherent core of human probability judgment: a research program for cognitive psychology. *Cognition*, 50, 299-313.

Reprinted in J. Mehler & S. Franck (Eds.), *Cognition on cognition*, Camb., MA: MIT Press, 1995.

Osherson, D.N., Smith, E.E., Myers, T., Shafir, E., & Stob, M. 1994. Extrapolating human probability judgment. *Theory and Decision*, 36, 103-129.

Shafir, E. 1994. Uncertainty and the difficulty of thinking through disjunctions. *Cognition*, 50, 403-430. (Reprinted in J. Mehler & S. Franck (Eds.), *Cognition on cognition*, Cambridge, MA: MIT Press, 1995.)

Redelmeier, D., & Shafir, E. 1995. Medical decision making in situations that offer multiple alternatives. *Journal of the American Medical Association*, 273, 4, 302-305.



Awarded the Outstanding Paper by a Young Investigator Award (for Don Redelmeier), Society for Medical Decision Making, 1996.

Babcock, L., Farber, H., Fobian, C., & Shafir, E. 1995. Forming beliefs about adjudicated outcomes: Perceptions of risk and reservation values. *International Review of Law and Economics*, 15, 289-303.

Shafir, E. 1995. Compatibility in cognition and decision. In J.R. Busemeyer, R. Hastie, and D.L. Medin (Eds.), *Decision making from the perspective of cognitive psychology (The Psychology of Learning and Motivation, Vol. 32)*. New York: Academic Press, (pp. 247-274).

Shafir, E., & Tversky, A. 1995. Decision making. In E.E. Smith and D.N. Osherson (Eds.), *An Invitation to Cognitive Science, Second Edition (Vol 3: Thinking)*. MA: MIT Press, (pp. 77-100).

Osherson, D., Smith, E.E., Shafir, E., Gualtierotti, A., & Biolsi, K. 1995. A source of Bayesian priors. *Cognitive Science*, 19, 377-405.

Shafir, E. 1996. Compatibility in decisions and in models. In J. Oakhill & A. Garnham (Eds.), *Mental models in cognitive science*. East Sussex, U.K.: Psychology Press, (pp.139-153).

Osherson, D., Shafir, E., Krantz, D., & Smith, E.E. 1997. Probability bootstrapping: Improving prediction by fitting extensional models to knowledgeable but incoherent probability judgments. *Organizational Behavior and Human Decision Processes*, 68, 3, 1-8.

Shafir, E., Diamond, P., & Tversky, A. 1997. Money illusion. *The Quarterly Journal of Economics*, CXII, 2, 341-374.

Reprinted in D. Kahneman & A. Tversky, Eds., *Choices, Values, and Frames*. NY. Cambridge University Press & Russell Sage Foundation, 2000; and in C.F. Camerer, G. Loewenstein, & M. Rabin (Eds.), *Advances in Behavioral Economics*. Russell Sage Foundation & Princeton University Press, 2004.

Bastardi, A., & Shafir, E. 1998. On the pursuit and misuse of useless information. *Journal of Personality and Social Psychology*, 75, 1, 19-32.

Kahneman, D., & Shafir, E. 1998. Amos Tversky (1937-1996). *American Psychologist*, 53, 7, 793-794.

Shafir, E. 1998. Philosophical intuitions and cognitive mechanisms. In M. DePaul & W. Ramsey (Eds.), *Rethinking Intuition*. Rowman and Littlefield Pub., (pp.49-74).

Shafir, E., & Kahneman, D. 1998. Heuristics and Biases. In P. E. Earl and S. Kemp (Eds.), *The Elgar Companion to Consumer Research and Economic Psychology*. Cheltenham, UK: Edward Elgar Publishing, (pp. 284-289).

Shafir, E. 1999. Decision Making. In R. Wilson & F. Keil (Eds.), *The MIT Encyclopedia of the Cognitive Sciences*. MA: MIT Press, (pp. 220-223).

- Shafir, E. 1999. Economics and Cognitive Science. In R. Wilson & F. Keil (Eds.), *The MIT Encyclopedia of the Cognitive Sciences*. MA: MIT Press, (pp. 259-261).
- Shafir, E. 1999. Probabilistic Reasoning. In R. Wilson & F. Keil (Eds.), *The MIT Encyclopedia of the Cognitive Sciences*. MA: MIT Press, (pp. 671-672).
- Shafir, E. (Ed.). 1999. *Belief and decision: The continuing legacy of Amos Tversky*. A special issue of *Cognitive Psychology*, 38.
- Shafir, E. 1999. An Introduction to Belief and decision: The continuing legacy of Amos Tversky. *Cognitive Psychology*, 38, 3-15.
- Downs, J., & Shafir, E. 1999. Why some are perceived as more confident and more insecure, more reckless and more cautious, more trusting and more suspicious, than others: Enriched and impoverished options in social judgment. *Psychonomic Bulletin & Review*, 6, 4, 598-610.
- Mather, M., Shafir, E., and Johnson, M.K. 2000. Misremembrance of options past: Source monitoring and choice. *Psychological Science*, 11, 2, 132-138.
- Bastardi, A., & Shafir, E. 2000. Nonconsequential reasoning and its consequences. *Current Directions in Psychological Science*, 9, 6, 216-219.
- Shafir, E. 2001. Decision biases, Cognitive Psychology of. In the *International Encyclopedia of the Social and Behavioral Sciences*. Kidlington, UK: Elsevier Science (pp. 3296-3300).
- LeBoeuf, R.A., & Shafir, E. 2001. Problems and methods in naturalistic decision making research. *Journal of Behavioral Decision Making*, 14, 5, 373-375.
- Redelmeier, D., Shafir, E., & Aujla, P. 2001. The beguiling pursuit of more information. *Medical Decision Making*, 21(5): 376-81.
- Translated to Italian: L'ingannevole ricerca di piu informazioni, in *La Dimensione Cognitiva Dell'Errore in Medicina*, V. Crupi, G.F. Gensini, & M. Motterlini, Eds. 2006, Milano: FrancoAngeli.
- Shafir, E., & LeBoeuf, R.A. 2002. Rationality. *Annual Review of Psychology*, Vol. 53, 491-517.
- Shafir, E. 2002. Cognition, intuition, and policy guidelines. In R. Gowda & J. Fox (Eds.), *Judgments, Decisions, and Public Policy*. Cambridge Univ. Press, (pp. 71-88).
- LeBoeuf, R., & Shafir, E. 2003. Deep thoughts and shallow frames: On the susceptibility to framing effects. *Journal of Behavioral Decision Making*, 16, 77-92.
- Mather, M., Shafir, E., and Johnson, M.K. 2003. Remembering chosen and assigned options. *Memory & Cognition*, 31, 422-434.
- Shafir, E. (Ed.). 2003. *Preference, Belief, and Similarity: The Selected Writings of Amos Tversky*. Cambridge, MA.: MIT Press.

- Shafir, E., & LeBoeuf, R. 2004. Conflict and context in multiattribute choice. In D. Koehler & N. Harvey (Eds.), *Blackwell Handbook of Judgment and Decision Making*. MA: Blackwell Publishing (pp. 341-359).
- Bertrand, M., Mullainathan, S., & Shafir, E. 2004. A Behavioral Economics View of Poverty. *American Economic Review*, 94, 2, 419-423.
- Reprinted in S. Maital, Ed., *Recent Developments in Behavioral Economics*. Cheltenham, UK: Edward Elgar Publishers.
- Amir, O., Ariely, D., Cooke, A., Dunning, D., Epley, N., Koszegi, B., Lichtenstein, D., Mazar, N., Mullainathan, S., Prelec, D., Shafir, E., and Silva, J. 2005. Psychology, Behavioral Economics, and Public Policy, *Marketing Letters*, 16 (3-4), p. 443-454.
- Carlisle, E., & Shafir, E. 2005. Questioning the cheater-detection hypothesis: New studies with the selection task. *Thinking & Reasoning*, 11(2): 97-122.
- Carlisle, E., & Shafir, E. 2005. Heuristics and biases in consumers' attitudes towards herbal medicines. In Giroto, V., & Johnson-Laird, P. (Eds.), *The Shape of Reason*. East Sussex: Psychology Press (pp. 205-224).
- LeBoeuf, R., & Shafir, E. 2005. Decision making. In K. Holyoak & R. Morrison (Eds.), *Cambridge Handbook of Thinking and Reasoning*. New York: Cambridge University Press (pp.243-265).
- Bertrand, M., Mullainathan, S., & Shafir, E. 2006. Behavioral Economics and Marketing in Aid of Decision-Making among the Poor. *Journal of Public Policy and Marketing*, 25, 1, 8-23.
- Shafir, E. 2006. A Behavioral Perspective on Consumer Protection. In *Roundtable on Demand-Side Economics for Consumer Policy: A Summary Report (DSTI/CP(2006)3/ FINAL)*. Committee on Consumer Policy; OECD, Paris, France (pp. 42-53).
- Caruso, E.M., & Shafir, E. 2006. Now that I think about it, I'm in the mood for laughs: Decisions Focused on Mood. *Journal of Behavioral Decision Making*, 19, 155-169.
- Shafir, E., & Thaler, R.H. 2006. Invest now, drink later, spend never: On the mental accounting of delayed consumption. *Journal of Economic Psychology*, 27, 694-712.
- LeBoeuf, R., & Shafir, E. 2006. The long and short of it: Physical anchoring effects. *Journal of Behavioral Decision Making*, 19: 393-406.
- Shafir, E. 2007. The problematic content and context of decisions. In P. Diamond & H. Vartiainen (Eds.), *Behavioral Economics and Its Applications*. Princeton University Press (pp. 291-294).
- Shafir, E. 2007. Decisions Constructed Locally: Some Fundamental Principles of the Psychology of Decision Making. In A.W. Kruglanski & E.T. Higgins (Eds.), *Social Psychology: Handbook of Basic Principles*. New York: Guilford Press (pp. 334-352).

- Barr, M., Mullainathan, S., & Shafir, E. 2007. A One-Size-Fits-All Solution. *The New York Times*, OpEd (Dec. 26, 2007).
- Colman, A. M., & Shafir, E. 2008. Tversky, Amos. In N. Koertge (Ed.), *New dictionary of scientific biography* (Vol. 7, 91-97). Farmington Hills, MI: Charles Scribner's Sons.
- Shafir, E. 2008. A Behavioral Perspective on Consumer Protection. *Competition and Consumer Law Journal*, 15(3), 302-317.
- Barr, M.S., Mullainathan, S., & Shafir, E. 2008. *An Opt-Out Home Mortgage System*. Hamilton Project Discussion Paper 2008-14, The Brookings Institution.
- Barr, M.S., Mullainathan, S., & Shafir, E. 2008. Behaviorally Informed Home Mortgage Credit Regulation. In N.P. Retsinas & E.S. Belsky (Eds.), *Borrowing to Live: Consumer and Mortgage Credit Revisited*. Brookings Institution Press (pp. 170-202).
- Barr, M.S., Mullainathan, S., & Shafir, E. 2008. *Behaviorally Informed Financial Services Regulation*. New America Foundation White Paper.
- Shafir, E. (2008). Tversky, Amos (1937-1996). In S. Durlauf & L. Blume (Eds.), *The New Palgrave Dictionary of Economics, Second Edition*, Palgrave Macmillan.
- LeBoeuf, R., & Shafir, E. 2009. Anchoring on the “here” and “now” in time and distance judgments. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 35, 81-93.
- Mullainathan, S., & Shafir, E. 2009. Savings Policy & Decision-Making in Low-Income Households. In Michael Barr and Rebecca Blank (Eds.), *Insufficient Funds: Savings, Assets, Credit and Banking Among Low-Income Households*. Russell Sage Foundation Press (pp. 121-145).
- Barr, M.S., Mullainathan, S., & Shafir, E. 2009. The Case for Behaviorally Informed Regulation. In David Moss and John Cisternino (Eds.), *New Perspectives on Regulation*. Cambridge, MA: The Tobin Project (pp. 25-62).
- LeBoeuf, R., Shafir, E., & Belyavsky, J. 2010. The conflicting choices of alternating selves. *Organizational Behavior and Human Decision Processes*, 111, 1, 48-61.
- Awarded the Hillel Einhorn New Investigator Award (for Robyn LeBoeuf), Society for Judgment and Decision Making, 2002
- Bertrand, M., Karlan, D., Mullainathan, S., Shafir, E., & Zinman, J. 2010. What's Advertising Content Worth? Evidence from a Consumer Credit Marketing Field Experiment. *The Quarterly Journal of Economics*, Vol. 125, No. 1: 263–305.
- Shen, O., Rabinowitz, R., Geist, R., & Shafir, E. 2010. The effect of background caseload on decision making in the delivery room. *Medical Decision Making*, 30, 4, 518-522.
- McGraw, P.A., Shafir, E., & Todorov, A. 2010. Valuing money and things: Why a \$20 item can be worth more and less than \$20. *Management Science*, 56(5), 816-830.

Karlan, D., List, J.A., & Shafir, E. 2011. Small matches and charitable giving: Evidence from a natural field experiment. *Journal of Public Economics*, vol. 95(5-6), 344-350.

LeBoeuf, R., & Shafir, E. Decision making. 2012. In Holyoak, K.J., & Morrison, R.G. (Eds.), *The Oxford Handbook of Thinking and Reasoning*. New York: Oxford Univ. Press, 301-321.

Sussman, A.B., & Shafir, E. 2012. On Assets and Debt in the Psychology of Perceived Wealth. *Psychological Science*, 23, 1, 101-108.

Kling, J.R., Mullainathan, S., Shafir, E., Vermeulen, L., & Wrobel, M.V. 2012. Comparison Friction: Experimental Evidence from Medicare Drug Plans. *The Quarterly Journal of Economics*, 127, 1, 199-235.

Redelmeier, D.A., Chan, W.K., Mullainathan, S., & Shafir, E. 2012. Social benefit payments and acute injury among low-income mothers. *Open Medicine*, 6(3).

Shah, A., Mullainathan, S., & Shafir, E. 2012. Some consequences of having too little. *Science*, vol. 338, no. 6107, pp. 682-685.

Shafir, E. (Ed.). 2012. *The Behavioral Foundations of Public Policy*. Princeton, NJ: Princeton University Press.

Olivola, C.Y., & Shafir, E. 2013. The Martyrdom Effect: When pain and effort increase prosocial contributions. *Journal of Behavioral Decision Making*, 26, 91-105.

Awarded the Hillel Einhorn New Investigator Award (for Chris Olivola), Society for Judgment and Decision Making, 2012

Mullainathan, S., & Shafir, E. 2013. *Scarcity: Why Having Too Little Means So Much*. NY: Henry Holt Times Books.

William James Book Award, 2014

A *New Scientist* Best Science Book of 2013

One of *Publishers Weekly's* best 20 Books of 2013

Short-listed for the FT-Goldman Sachs Business Book of the Year Award

Translated to Simplified Chinese, Traditional Chinese, Dutch, German, Hebrew, Hungarian, Italian, Japanese, Korean, Polish, Portuguese, Russian, Spanish, Turkish

In paperback: Mullainathan, S., & Shafir, E. 2014. *Scarcity: The New Science of Having Less and How It Defines Our Lives*. NY: Picador.

Mani, A., Mullainathan, S., Shafir, E., & Zhao, J. 2013. Poverty impedes cognitive function. *Science*, vol. 341, no. 6149, pp. 976-980.

Hall, C.C., Zhao, J., & Shafir, E. 2014. Self-affirmation among the poor: Cognitive and Behavioral Implications. *Psychological Science*, 25, 2, 619-625.

Shafir, E. 2014. Poverty and Civil Rights: A Behavioral Economics Perspective. *University of Illinois Law Review*. 1, 205-229.

Shah, A., Shafir, E., & Mullainathan, S. 2015. Scarcity frames value. *Psychological Science*.

Gennetian, L., & Shafir, E. In press. The Persistence of Poverty in the Context of Economic Instability: A Behavioral Perspective. *Journal of Policy Analysis and Management*.

Shafir, E. In press. Preference inconsistency: a psychological perspective. In press. In Adler, M. D., & Fleurbaey, M. (Eds.), *Oxford Handbook Of Well-Being And Public Policy*. Oxford University Press.

Redelmeier, D., & Shafir, E. 2015. Why even good doctors do not wash their hands. *BMJ Quality & Safety*.

Shafir, E. Manipulated as a Way of Life. *Journal of Marketing Behavior*, forthcoming.

### **Working Papers**

Paluck, E.L., Shafir, E., & Wu, J.S. Ignoring Alarming News Brings Indifference. Manuscript, submitted for publication.

Shah, Mullainathan, & Shafir. Seeing what isn't there: Money in the mental lives of the poor. Manuscript, submitted for publication.

Shafir, E., & Bonini, N. Decisions under restricted versus aggregate frames. Manuscript, Princeton University.

Frederick, S., & Shafir, E. Beyond Preference Reversals: The Implications of Choice Matching Discrepancies for Understanding Choice and Matching. Manuscript, submitted for publication.

Karlan, D., Nelson, S., Shafir, E., & Zinman, J. Super Savers? A Randomized Evaluation of Commitment Savings and Financial Counseling in New York City. Manuscript, Yale University.

Shafir, E., & Shafir, S. On the evolution of cognition and rationality. Manuscript, Princeton University.

### **Colloquia, Talks, Conferences (Representative List; since 2007)**

Economia Aziendale, Università Ca' Foscari, Venice, Italy, 2007

UniCredit Private Banking, Milan & Turin, Italy, 2007

Invited Speaker, Society for Personality and Social Psychology pre-conference, Memphis, 2007  
Center for Behavioral Decision Research, Carnegie Mellon University, 2007

Invited Speaker, New America Foundation, Washington, DC, 2007

Keynote Speaker, Workshop on Economic Laboratory and Field Experiments, Human Resources and Social Development Canada, Ottawa, 2007

Behavioral Finance Forum, Miami, 2007

Linking Environmental Research and the Behavioral and Social Sciences, Committee on the

Human Dimensions of Global Change, NRC, Washington, DC, 2007

Fidelity Center for Applied Technology, Boston, 2007

Payments, Credit, and Savings: The Experience of LMI Households, Payment Cards Center / Community Affairs Department, Federal Reserve Bank of Philadelphia, 2007

Behavioral Health Economics: Applications to Dietary Choice and Obesity, Economic Research Service, USDA, Washington, DC, 2007

Keynote Speaker, Roundtable on Behavioral Economics and Public Policy, Australian Government Productivity Commission, Melbourne, 2007

Keynote Speaker, Australian Securities and Investments Commission (ASIC) Stakeholder Forum, Sydney, 2007

Invited Speaker, Strategic Decision Making as a Psychological Problem, Kurginyan Center, Moscow, 2007

Invited Speaker, Access, Assets, and Poverty: The Role of Financial Services Among Low- and Moderate-Income Households. National Poverty Center, DC 2007

Understanding Consumer Credit. Center for Housing Studies, Harvard University, 2007

Government & Markets: Toward a New Theory of Regulation, The Tobin Project, White Oak, Florida, 2008

Decision Sciences Consortium, Pompeu Fabra University, Barcelona, 2008

Universidade Católica Portuguesa, Lisbon, 2008

Decision Sciences Research Seminar, INSEAD, Fontainebleau, 2008

Keynote Speaker, 7th TIBER Symposium on Psychology and Economics, Tilburg Institute for Behavioral Economic Research, Tilburg University, 2008

The Future of Housing Policy, The Hamilton Project, The Brookings Institute, 2008

Invited Speaker, TIAA-CREF Institute Fellows Symposium, 2008

National Research Symposium on Financial Literacy and Education, U.S. Department of the Treasury, 2008

Keynote Speaker, SJDM Preconference: Using Human Nature to Improve Human Life, The University of Chicago, 2008

Invited Speaker, Exploring Culture And Poverty, The University Of Chicago, 2008

Invited Speaker, Ford Foundation & Families and Work Institute, Supporting Work Project, Miami, 2008

Invited Speaker, Behavioral Economics Workshop (joint with Theory Workshop), Department of Economics, Tel Aviv University, 2008

Invited Speaker, Radcliffe Institute for Advanced Study Science Symposium on "Improving Decision Making," Harvard University, 2009

Invited Speaker, Al Gore Summit on Behavioral Economics, Washington, DC, 2009

RAND Conference on Behavioral Finance and Public Policy, Washington, D.C, 2009

Invited Speaker, Universidad Internacional Menéndez Pelayo, Barcelona, 2009

Invited Speaker, Medicaid Leadership Institute (MLI), Princeton, NJ, 2009, 2010

Meeting on Behavioral Economics and Public Policy, The New America Foundation, Washington, DC. 2009

Invited Speaker, Unleashing the Power of Social Benefit-Cost Analysis: Removing Barriers, Center for Benefit Cost Analysis', Washington, DC, 2009

Keynote Speaker, OECD-Brazilian International Conference on Financial Education, Rio de Janeiro, 2009

Invited Speaker, Policy Challenges of Behavioral Science Research, TIBER and Dutch Ministry of Finance, The Hague, 2010

Keynote Speaker, National Interagency Community Reinvestment Conference, New

Orleans, 2010  
 Invited Speaker, Decision Processes Colloquium, The Wharton School, The University of Pennsylvania, 2010  
 Invited Speaker, Columbia Business School Center for Decision Sciences & Social Enterprise Program, Columbia University, 2010  
 Invited Speaker, CEA-CIFAR Special Session, Annual Conference of the Canadian Economics Association, Quebec City, 2010  
 Invited Speaker, FDIC Conference on Safe Financial Products, Washington, DC, 2010  
 Invited Speaker, A Conference on Behavioral Economics, Jerusalem, 2010  
 Invited Speaker, TIAA-CREF Institute, President's Forum, New York, 2010  
 Invited Speaker, Behavioral Decision Making Colloquium, UCLA, 2010  
 Invited Speaker, Princeton Old Guard, Princeton, 2011  
 Invited Speaker, Harvard Inequality & Social Policy Seminar, Cambridge, 2011  
 Keynote Speaker, Southern Ontario Behavioral Decision Research Conference, Toronto, 2011  
 Invited Speaker, American Psychological Society Convention, Washington, DC, 2011  
 Plenary Speaker, Office of Planning, Research and Evaluation, Administration for Children and Families, Washington, , 2011  
 Invited Speaker, Aspen Ideas Festival, Aspen, 2011  
 Invited Speaker, TEDxMidAtlantic, Washington, DC, 2011  
 Presidential Address, SJDM Conference, Seattle, WA, 2011  
 Invited Speaker, Interdisciplinary Center (IDC) Herzliya, Israel, 2012  
 Invited Speaker, Institutional Corruption, Harvard Law School, 2012  
 Keynote Speaker, Society for Consumer Psychology Conference, Las Vegas, 2012  
 Invited Speaker, A grassroots Look at Workforce Development, Federal Reserve Bank of Philadelphia; Isles, Inc., Trenton, NJ, 2012  
 White House Summit on Financial Capability & Empowerment, Washington, DC, 2012  
 Invited Speaker, Social Enterprise Nonprofit Leadership Forum: The Economics and Psychology of Poverty, Columbia University, 2012  
 Invited Speaker, Behavioral Master Class, Consumer Financial Protection Bureau, Washington, DC, 2012  
 Invited Speaker, Financial Consumer Protection and Behavioral Research, CGAP, The World Bank, DC, 2012  
 Innovation Strategy Meeting, CFPB Office of Financial Education, US Department of the Treasury, Washington DC, 2012  
 Invited Speaker, The International Economic Forum of the Americas, Palm Beach Strategic Forum, Palm Beach, FL, 2013  
 Invited Speaker, International Development Speaker Series, Pardee RAND Graduate School of Policy Studies, Santa Monica, CA., 2013  
 Invited Speaker, Psychological Science and Behavioral Economics in the Service of Public Policy, NIA/APS/OSTP/CEA Workshop, Washington, DC., 2013  
 Invited Speaker, Aspen Ideas Festival, Aspen, 2013  
 Invited Speaker, World Economic Forum, Dalian, China, 2013  
 Invited Speaker, Symposium of The Canadian Institute for Advanced Research, Toronto, 2013  
 Keynote Speaker, Federal Reserve Bank of Cleveland Policy Summit on Housing, Human Capital, and Inequality, Cleveland, 2013  
 Keynote Speaker, Applying Behavioral Insights to Policy Making, European Commission, Brussels, 2013  
 Keynote Speaker, Asset Funders Network (AFN) Grantmaker Conference, Washington, DC, 2013



Invited Speaker, Inequality Reexamined & New Directions for Research on the Effects of Economic Inequality, Harvard Kennedy School, 2013

Distinguished Guest Lecturer, FDIC's Annual Consumer Research Symposium, Arlington, Virginia, 2013

Keynote Speaker, Financial Empowerment Conference, NYC Department of Consumer Affairs, New York, 2013

Keynote Speaker, The Assets & Opportunity Network Leadership Convening, Washington, DC, 2013

Invited Speaker, Behavioral and Experimental Economics Seminar, Department of Economics, University of Zürich, 2013

Keynote Speaker, Behavioural Finance Working Group Conference, School of Business and Management, Queen Mary University of London, 2013

Invited Speaker, World Economic Forum Annual Meeting, Davos, Switzerland, 2014

Invited Speaker, *The Atlantic's* Reinventing The War On Poverty, Washington, DC, 2014

Invited Speaker, The Blavatnik School of Government, Oxford University, UK, 2014

Invited Speaker, Department of Nutritional Sciences, Rutgers University, 2014

Invited Speaker, Congressional Budget Office, Washington, DC, 2014

Invited Speaker, Institute of Governance and Policy, Civil Service College, Singapore, 2014

Invited Speaker, National Directors & CEOs Leadership Convention, Las Vegas, 2014

Keynote Address, Montclair Book, Montclair State University, 2014

Mershon Lecture, The Ohio State University, 2014

Keynote Speaker, Assets Learning Conference, Washington, DC, 2014

Invited Speaker, Blouin Creative Leadership Summit, New York, 2014

Keynote Speaker, International Social Security Association (ISSA) International Research Conference, Jerusalem, 2014

Global Agenda Council on Behaviour, World Economic Forum, Dubai, 2014

CIFAR Lecture, University of Alberta, Edmonton, Canada, 2014

Keynote Speaker, Results Measurement and Evidence Stream, World Bank Group, DC, 2015

Invited Speaker, Inaugural International Convention of Psychological Science, APS, Amsterdam, The Netherlands, 2015

Invited Speaker, Pro Mujer, New York, 2015

Invited Speaker, Spur Festival of Politics, Art and Ideas. Calgary, CA, 2015

Invited Speaker, Mind, Society, and Behavior, The 2015 World Development Report, United States Mission to the United Nations, New York, 2015

Invited Speaker, Department for International Development (DFID), London, UK, 2015

Invited Speaker, International Behavioral Insights Conference (BX2015), London, UK, 2015

Invited Speaker, Bank of England, London, UK, 2015