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**VITA**

**BARBARA A. MELLERS**

**Contact Information**

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Wharton School of Business  
Department of Psychology  
University of Pennsylvania  
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**Education**

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- 1981      Ph.D. Psychology, University of Illinois
- 1978      M.A. Psychology, University of Illinois
- 1974      B.A. Psychology, University of California, Berkeley  
            Honors in General Scholarship

**Experience**

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- 2015-2016    Chief Science Officer, Good Judgment Inc.
- 2011-present    George I. Heyman University Professor, University of Pennsylvania
- 2010-2011    Visiting Professor, University of Pennsylvania
- 2005-2006    Visiting Scholar, Russell Sage Foundation
- 2004-2010    Milton W. Terrill Chair of Business Administration
- 2002-2010    Professor of Marketing and Organizational Behavior, Haas School, UC Berkeley
- 1996-2002    Professor of Psychology, Ohio State University
- 1995-1996    Visiting Professor, Ohio State University

1981-1995 Assistant to Full Professor of Psychology, UC Berkeley

### **Awards and Honors**

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2017 Thomas C. Shelling Award, Kennedy School of Government, Harvard University

2015-present Fellow, Society of Experimental Psychologists

2014-present Order of Merlin – Shield, International Brotherhood of Magicians

2010-present Scientific Advisory Board, Max Planck Institute for Human Development

2008 Honorable Mention, Haas Teaching Award, PhD Program

2007-present Fellow and Charter Member, Association of Psychological Science

2007 Visiting Faculty Fellowship, EAP Exchange, University of Trento, Italy

2005-2006 Russell Sage Visiting Scholarship

2002-2008 "Club 6" Haas Teaching Recognition

1997-1998 National Research Council: Impacts of Pathological Gambling

1996-1997 President, Judgment and Decision Making Society

1985-1990 Presidential Young Investigator Award

1984-1985 Regents Junior Faculty Fellowship

1978-1979 University Fellow, University of Illinois

1977-1980 NIMH Measurement Traineeship

### **Professional Service**

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2017-2019 Advisory Group, MindCore, University of Pennsylvania

2015-2016 Digital Publishing Committee, Wharton

2012-2013 Planning and Priorities Committee, SAS

2012-2013 Academic Freedom and Responsibility Committee, Wharton

2012-2013 Dean's Advisory Committee, Wharton

2012-2013 Integrating Knowledge Working Group, University of Pennsylvania

2011-present Co-investigator, Roybal Center

2011-2014 Publications Committee, Judgment and Decision Making Society

2006-present Associate Editor, *Journal of Judgment and Decision Making*

2006-2008 Executive Director, Experimental Social Science Laboratory

2006-2009 Executive Board, Judgment and Decision Making Society

2005-2010 Scientific Committee, FUR

2004-2006 Consulting Editor, *California Management Review*

2003-2007 Consulting Editor, *Psychological Science*

2002-2004 Associate Editor, *Journal of Mathematical Psychology*

2002-present Advisory Council, Decision Education Foundation

2000-2006 Publications Committee, Judgment and Decision Making Society

1999-2008 Consulting Editor, *JEP: Learning, Memory, and Cognition*

1999-2008 Consulting Editor, *Psychological Review*

1999-2001 NSF Review Panel: Measurement, Methodology, and Statistics

1998-2002 Consulting Editor, *Psychological Bulletin*

1998-2000 CSR Evaluation Advisory Committee for NIH

1997-2000 Executive Board, Federation of Behavioral, Psychological, & Cognitive Sciences

1994-present Consulting Editor, *Journal of Behavioral Decision Making*

1992-1994 Executive Board, Judgment and Decision Making Society

1990-1992 Program Committee, Judgment and Decision Making Society

1988-1992 Consulting Editor, *JEP: Human Perception and Performance*

1988-1990 Associate Editor, *Journal of Educational Statistics*

## **Grants and Contracts**

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IARPA Tests and Evaluation for HFC: “Hybrid Forecasting Competition”, 2016-2017 with Philip Tetlock

IARPA Tests and Evaluation for CREATE “Crowdsourcing, Evidence, Argumentation, Thinking, and Evaluation, 2016- 2017 with Philip Tetlock

NSF Decision, Risk, and Management Science, 2016-2019, with H. Arkes, “Forecasting and Political Discourse,”

IARPA “Exploring the Optimal Forecasting Frontier: How Much Room is there to Improve Subjective Forecasting Accuracy?” 2011-2015, with P. Tetlock and D. Moore

NSF Major Research Instrumentation, 2003-2006, with G. Akerlof, T.Ho, and J. Morgan. "Development of an Experimental Social Science Laboratory"

NSF Decision, Risk, and Management Science, 2001-2004, with I. Ritov. “Investigating Emotion-Based Choice”

NSF Decision, Risk, and Management Science, 1996 -1998, with I. Ritov. "What Is, What Was, and What Might Have Been: Emotional Reactions to the Outcomes of Risky Options"

NSF Decision, Risk, and Management Science, 1994-1997, with M. Birnbaum, W. Edwards, and R.D. Luce. "Risk Aversion and Changing Reference Points in California Lottery Winners"

NSF Decision, Risk, and Management Science, 1994-1995 "Rational and Emotional Aspects of Risky Decision Making"

NSF Decision, Risk, and Management Science, 1991-94 "Effects of Similarity on Judgment and Choice"

NSF Decision, Risk, and Management Science, 1989-91 "Discrepancies Between Judgment and Choice"

NSF Memory and Cognitive Processes, 1990-91  
"MRG: Honorable Mention"

NSF Memory and Cognitive Processes, 1985-90  
"Presidential Young Investigator Award"

Grant from Council on Educational Development, 1983, 1984, 1987

Grant from Committee on Research, 1985.

Summer Research Grant, Faculty Development Program, 1982

Biomedical Research Funds, 1980, 1981, 1982, 1983, 1989

## **Research**

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### **2018**

Mellers, B. & Tetlock, P. (2018)

Mellers, B. & Tetlock, P. (2018).

Bhatia, S., Mellers, B., & Walasek, L. (2018). Affective responses to uncertain real-world outcomes. *Plos One*

Horowitz, M., Stewart, B., Tingley, D., Chang, W., Roberts, M., Resnick L, Bishop, M., Tetlock, P., & Mellers, B. (2018). What makes foreign policy teams tick: Explaining variation in group performance at geopolitical forecasting. *Journal of Politics*, in press

Weingarten, E., Bhatia, S., & Mellers, B. (2018). Multiple Goals as Reference Points: One Failure Makes Another Outcome Feel Worse. *Management Science*, in press.

Cross, D., Scott, D., Ramos, J., Mellers, B., & Tetlock, P. (2018). Robust forecast aggregation: Fourier L2E regression, *Journal of Forecasting*, in press.

Atanasov, P., Witkowski, J., Ungar, L., Mellers, B., Tetlock, P. (2018). Small steps to prediction accuracy. Under review.

Hart, E., Mellers, B., & Biccheri, C. (2018). Bad luck or bad intentions? When do third parties reveal offenders' intentions to harm victims? Under review.

Dana, J., Atanasov, P., Tetlock, P. & Mellers, B. (2017). The power of “just asking” to measure beliefs. Under review.

## 2017

Merkle, E., Steyvers, M. Mellers, B. & Tetlock, P. (2017). A neglected dimension of good forecasting judgment: The questions we choose matter. *International Journal of Forecasting*, 33, 817-832.

Atanasov, P., Rescober, P., Stone, E., Swift, S., Servan-Schreiber, E., Tetlock, P. Ungar, L., & Mellers, B. (2017). Distilling the wisdom of crowds: Prediction markets versus prediction polls, *Management Science*, 63, 691-706

Chang, W., Atanasov, P., Patil, S., Mellers, B., & Tetlock, P.E. (2017). Accountability and adaptive performance under uncertainty: The long view. *Judgment and Decision Making*.

Mellers, B., Baker, J., Chen, E., Mandel, D., & Tetlock, P. (2017). How generalizable is good judgment? A multi-task, multi-benchmark study. *Journal of Judgment and Decision Making*.

Friedman, J., Baker, J., Mellers, B., Tetlock, P. & Zeckhauser, R. (2017). The value of precision in probability assessment: Evidence from a large-scale geopolitical forecasting tournament. *International Studies Quarterly*.

Bo, E. Y., Budescu, D. V., Lewis, C., Tetlock, P. & Mellers, B. (2017). An IRT forecasting model: Linking proper scoring rules to item response theory. *Journal of Judgment and Decision Making*,

Tetlock, P., Mellers, B. & Scoblic, J. P. (2017). Sacred vs. pseudo-sacred values: How people cope with taboo tradeoffs. *American Economic Review, Proceedings*.

Tetlock, P., Mellers, B. & Scoblic, J. P. (2017). Bring probability judgments into policy debates via forecasting tournaments, *Science*, 355, 481-483.

Mellers, B.A., Tetlock, P.E., Baker, J.D., Friedman, J., & Zeckhauser, R. (2017). Improving the accuracy of geopolitical risk assessments. H. Kunreuther, R. Meyer, & E. Michel-Kerjan (Eds.) *The Future of Risk Management*

## 2016

Chang, W., Chen, E., Mellers, B. & Tetlock, P. (2016). Developing expert political

- judgment: The impact of training and practice on judgmental accuracy in geopolitical forecasting tournaments, *Journal of Judgment and Decision Making*, 11, 509-526.
- Sun, Y. & Mellers, B. (2016). Trade-upgrade framing effects: Trades are losses, but upgrades are improvements. *Journal of Judgment and Decision Making*, 11, 582-588.
- Speck, R., Neuman, M., Resnick, K. Mellers, B. Fleisher, L. (2016) Anticipated regret in shared decision making: A randomized experimental study. *Perioperative Medicine*.
- Chen, E., Budescu, D., Lakshmikanth, S., Mellers, B., & Tetlock, P. (2016). Validating the contribution-weighted model: Robustness and cost-benefit analyses. *Decision Analysis*, 1-25.
- Patil, S., Tetlock, P., & Mellers, B. (2016). Accountability systems and group norms: Balancing the risks of mindless conformity and reckless deviation. *Journal of Behavioral Decision Making*.
- Jung, J. & Mellers, B.A. (2016). American attitudes toward nudges, *Journal of Judgment and Decision Making*, 11, 62–74.
- Moore, D.A., Swift, S.A., Minster, A., Mellers, B., Ungar, L., Tetlock, P., Yang, H., & Tenney, E.R. (2016). Confidence calibration in a multi-year geopolitical forecasting competition, *Management Science*.

## 2015

- Mellers, B., Stone, E., Atanasov, P., Rohrbaugh, N., Metz, S.E., Ungar, L., Bishop, M., Horowitz, M., Merkle, E. & Tetlock, P. (2015). The psychology of intelligence analysis: Drivers of prediction accuracy in world politics, *Journal of Experimental Psychology: Applied*, 21, 1-14.
- Merkle, E., Steyvers, M., Mellers, B., & Tetlock, P. (2015). Item response models of probability judgments: Application to a geopolitical forecasting tournament. *Decision*, 3, 22.
- Self, W.T., Mitchell, G. Mellers, B.A., Tetlock, P.E., Hildreth, J.A.D. (December, 2015) Balancing fairness and efficiency: The impact of identity-blind and identity-conscious accountability on applicant screening. *Plos One*.
- Gurcay, B., Mellers, B.A., & Baron, J. (2015). The power of social influence on estimation accuracy. *Journal of Behavioral Decision Making*, 28, 250-261.
- Mellers, B., Stone, E., Murray, T., Minster, A., Rohrbaugh, N., Bishop, M., Chen, E., Baker, J., Hou, Y., Horowitz, M., Ungar, L., & Tetlock, P. (2015). Identifying and cultivating

superforecasters as a method of improving probabilistic predictions. *Perspectives on Psychological Science*, 10, 267-281.

Dhami, M., Mandel, D., Mellers, B., & Tetlock, P. (2015). Improving intelligence for national security with judgment-and-decision science. *Perspectives on Psychological Science*, 106, 753-757.

## 2014

Tetlock, P., & Mellers, B. (2014). Judging political judgment. *Proceeding of the National Academy of Sciences*, 111, 11574-11575.

Levens, S.M., Larsen, J.T., Tranel, D., Bechara, A. & Mellers, B.A. (2014). What might have been? The roles of the ventral and lateral prefrontal cortex in counterfactual emotions. *Neuropsychologia*, 54, 77-86.

Satopaa, V., Baron, J., Foster, D., Mellers, B., Tetlock, P., & Ungar, L. (2014) Combining multiple probability predictions using a simple logit model. *International Journal of Forecasting*, 30, 344-356.

Baron, J., Unger, L., Mellers, B., & Tetlock, P. (2014) Two reasons to make aggregated probability forecasts more extreme. *Decision Analysis*, 11, 133-145.

Mellers, B. A., Ungar, L., Baron, J., Ramos, J., Gurcay, B., Fincher, K., Scott, S., Moore, D., Atanasov, P., Swift, S., Murray, T., & Tetlock, P. (2014). Psychological strategies for winning a geopolitical forecasting tournament. *Psychological Science*, 25, 1106-1115.

Tetlock, P.E., Mellers, B.A., & Rohrbaugh, N. & Chen, E. (2014). Forecasting tournaments: Tools for increasing transparency and improving the quality of debate. *Current Directions in Psychological Science*, 23, 290-295.

Satopaa, V. A., Jensen, S.T., Mellers, B.A., Tetlock, P., & Ungar, L. (2014). Probability aggregation in time-series: Dynamic hierarchical modeling of sparse expert beliefs. *The Annals of Applied Statistics*, 8, 1256-1280.

Inchauspe, J., Atanasov, P., Mellers, B., Tetlock, P., & Ungar, L. (2014). A behaviorally informed survey-powered market agent. *Journal of Prediction Markets*. 8, 1-28.

## 2013

Mellers, B.A., Fincher, K. Drummond, C., & Bigony, M. (2013). Surprise: A belief or an emotion? In V. S. Chandrasekhar Pammi, editors: *Decision making: neural and behavioural approaches*, Vol 202, PBR, Chennai: Elsevier, 2013, pp. 1-20.

Atanasov, P., Rescober, P., Stone, E., Servan-Schreiber, E., Mellers, B. Tetlock, P., & Ungar, L.

(2013). The marketcast method for aggregating prediction market forecasts. *International Conference on Social Computing, Behavioral-Cultural Modeling, & Prediction (SBP13)*.

Haran, U., Ritov, I., & Mellers, B. (2013) The role of actively open-minded thinking in information acquisition, accuracy, and calibration. *Journal of Decision Making*, 8, 188-201.

## 2012

Ungar, L., Mellers, B., Satopaa, V., Baron, J., Tetlock, P., Ramos, J., Swift, S. (2012) The good judgment project: A large scale test of different methods of combining expert predictions. *AAAI Technical Report FS-12 06. Machine Aggregation of Human Judgment*.

## 2011

Tetlock, P.E., & Mellers, B.A. (2011). Intelligent management of intelligence agencies: Escaping the accountability blame game by signaling commitment to trans-ideological epistemic values. *American Psychologist*, 66, 542-554.

Tetlock, P.E., & Mellers, B.A. (2011). Structuring accountability systems in organizations: Key tradeoffs and critical unknowns. In National Research Council, B. Fischhoff, and C. Chauvin, Eds., *Behind the Science of Intelligence Analysis*. Committee on Behavioral and Social Science Research to Improve Intelligence Analysis for National Security, Board on Behavioral, Cognitive, and Sensory Sciences, Division of Behavioral and Social Sciences and Education. Washington, DC: The National Academies Press.

## 2010

Mellers, B.A., & Ritov, I. (2010). How beliefs influence the relative magnitude of pleasure and pain, *Journal of Behavioral Decision Making*, 23, 369-382.

Mellers, B.A., Haselhuhn, M. Tetlock, P., Silva, J., Isen, A. (2010). Predicting behavior in economic games by looking through the eyes of the players. *Journal of Experimental Psychology: General*, 139, 743-755.

Valenzuela, A., Mellers, B.A., & Strebels, J. (2010). Pleasurable surprises: A cross-cultural study of consumer responses to unexpected incentives. *Journal of Consumer Research*, 36, 792-805.

## 2009

Blanton, H., Jaccard, J., Klick, J., Mellers, B., Mitchell, G., & Tetlock, P. (2009). Strong claims and weak evidence: Reassessing the predictive validity of the IAT. *Journal of Applied Psychology*, 94, 567-582.

Blanton, H., Jaccard, J., Klick, J., Mellers, B., Mitchell, G., & Tetlock, P. (2009). Weak defense of weak evidence: Transparency trumps trust. *Journal of Applied Psychology, 94*, 598-603.

### 2007

Heyman, J., & Mellers, B.A. (2007). Perceptions of fair pricing. In Haugtvedt, C., Kardes, F., & Herr, P. (Eds.) *Handbook of Consumer Psychology*. Lawrence Erlbaum, NJ

Mellers, B.A., & Locke, C. (2007). What can we learn from our mistakes? In R. Miles and D. von Winterfeldt (Eds.) *Advances in Decision Analysis*. NY: Cambridge University Press, pp 351-374.

Mellers, B.A. (2007). Surprise. In R. Baumeister & K. Vohs (Eds.) *Encyclopedia of Social Psychology*, Sage.

### 2006

Rieskamp, J., Busemeyer, J., & Mellers, B.A. (2006.) Extending the bounds of rationality: Evidence and theories of preferential choice. *Journal of Economic Literature, 44*, 631-661.

### 2005

Shiv, B., Bechara, A., Levin, I., Alba, J.W., Bettman, J.R., Dube, L., Isen, A., Mellers, B., Smidts, A., Grant, S.J., & McGraw, P. (2005). Decision neuroscience. *Marketing Letters, 16*, 375-386.

McGraw, A.P., Mellers, B.A., & Tetlock, P.E. (2005). Expectations and emotions of Olympic athletes. *Journal of Experimental Social Psychology, 41*, 438-446.

Haselhuhn, M., & Mellers, B.A. (2005). Emotions and cooperation in economic games. *Cognitive Brain Research, 23*, 24-33.

### 2004

McGraw, A.P., Mellers, B.A., & Ritov, I. (2004). The affective costs of overconfidence. *Journal of Behavioral Decision Making, 17*, 281-286.

Mellers, B.A., & McGraw, A.P. (2004). Self-serving beliefs and the pleasure of outcomes. In J. Carrillo & I. Brocas (Eds.) *The psychology of economic decisions Vol 2: Reasons and choices*. New York: Oxford University Press. pp. 31-48.

Mellers, B.A. (2004). Pleasure, utility, and choice. In A.S.R. Manstead, N.H. Fridja, & A.H. Fischer (Eds.) *Feelings and Emotions: The Amsterdam Symposium*. New York: Cambridge University Press, pp 282-302.

Heyman, J., Mellers, B.A., Tishchenko, S., & Schwartz, A. (2004). I was pleased a moment ago: How pleasure varies with background and foreground reference points. *Motivation and Emotion*, 28, 65-83.

Larsen, J., McGraw, A.P., Mellers, B.A., & Cacioppo, J. (2004). The agony of victory and the thrill of defeat: Mixed emotional reactions to disappointing wins and relieving losses. *Psychological Science*, 15, 325-330.

## 2002

Arkes, H.R., & Mellers, B.A. (2002). Do juries meet our expectations? *Law and Human Behavior*, 26, 625-639.

Mellers, B.A. (2002). Decision making. In R. Goldstone (Ed.) *Encyclopedia of Cognitive Sciences*. MacMillan.

Tetlock, P.E., & Mellers, B.A. (2002). The great rationality debate: The impact of Kahneman and Tversky's research program. *Psychological Science*, 13, 94-99.

## 2001

Mellers, B.A., Erev, I., Fessler, D.M.T., Hemelrijk, C.K., Hertwig, R., Laland, K.N., Scherer, K.R., Seeley, T.D., Selten, R., & Tetlock, P.E. (2001). Effects of emotional and social processes on bounded rationality. In Gigerenzer, G. & Selten, R. (Eds.) *Bounded rationality: The adaptive toolbox*. Cambridge, MA: MIT Press

Mellers, B.A. (2001). Decision research: Behavioral. In N.J. Smelser and P.J. Baltes (Eds in Chief) & A.A.J. Marley (Section Ed).pp 3318-3323. *International Encyclopedia of the Social and Behavioral Sciences*. Oxford: Elsevier.

Mellers, B.A. (2001). Utility and subjective probability: Empirical studies. In N.J. Smelser and P.J. Baltes (Eds in Chief) & A.A.J. Marley (Section Ed).pp 16121-16123. *International Encyclopedia of the Social and Behavioral Sciences*. Oxford: Elsevier.

Mellers, B.A., Hertwig, R., & Kahneman, D. (2001). Do frequency representations eliminate conjunction effects? An exercise in adversarial collaboration. *Psychological Science*, 12, 269-275.

Mellers, B.A., & McGraw, P. (2001). Anticipated emotions as guides to choice. *Current Directions*, 6, 210-214.

## 2000

Mellers, B.A.(2000). Choice and the relative pleasure of consequences. Psychological Bulletin, 126, 910-924.

## 1999

Mellers, B. A., Schwartz, A., & Ritov, I. (1999). Emotion-based choice. *Journal of Experimental Psychology: General*, 128, 1-14.

Mellers, B.A., & McGraw, A. P. (1999). How to improve Bayesian reasoning: Comment on Gigerenzer and Hoffrage. *Psychological Review*, 106, 417-424.

National Research Council (1999). *Pathological gambling: A critical review*. Committee on the Social and Economic Impact of Pathological Gambling. Washington, D.C.: National Academy Press.

Shanteau, J., Mellers, B.A., & Schum, D. (Eds.) (1999). *Decision science and technology: Reflections on the contributions of Ward Edwards*. NY, NY: Kluwer Academic Publishers.

Schwartz, A., Mellers, B.A. & Metzger, T. (1999). Manipulating hedonic strategies of choice. In J. Shanteau, B. A. Mellers, & D. Schum. (Eds.) *Decision research from Bayesian approaches to normative perspectives: Reflections on the contributions of Ward Edwards*. NY, NY:Kluwer Academic Publishers.

Mellers, B. A. (1999). Review of Hammond's "Human Judgment and Social Policy" in *Political Psychology*, 20, 416-19.

## 1998

Mellers, B.A., Schwartz, A., & Cooke, A. (1998). Judgment and decision making. *Annual Review of Psychology*, 49,447-77.

Cooke, A. D. J., & Mellers, B. A. (1998). Multi-attribute judgment: Attribute spacing influences single attributes. *Journal of Experimental Psychology: Human Perception and Performance*, 24, 496-504.

## 1997

Winer, R.S., Deighton, J. Gupta, S., Johnson, E. Mellers, B., Morowitz, V., Guinn, T., Rangaswamy, A., Sawyer, A.G. (1997). Choice in computer-mediated environments. *Marketing Letters*, 8, 287-296.

Mellers, B.A., Schwartz, A., Ho, K., & Ritov, I. (1997). Decision affect theory: How we feel about risky options. *Psychological Science*, 8, 423-429.

Kuklinski, J. H., Sniderman, P.M., Knight, K. Piazza, T., Tetlock, P.E., Lawrence, G.R., & Mellers, B. A. (1997). Racial prejudice and attitudes toward affirmative action. *American Journal of Political Science*, 41, 402-419.

Mellers, B. A., Schwartz, A., & Weber, E. (1997). Do risk attitudes reflect in the eye of the beholder? In A. J. J. Marley (Ed.) *Choice, Decision, and Measurement: Essays in Honor of R. Duncan Luce*. Mahwah, NJ: Lawrence Erlbaum Associates

Mellers, B. A. (1997). When many want what only a few can have. Review of Local Justice in America, *Journal of Behavioral Decision Making*, 10, 360-1.

### 1996

Mellers, B.A., & Cooke, A. D.J. (1996). The role of task and context in preference measurement. *Psychological Science*, 7, 76-82.

Welch, R.B., Blackmon, T.T., Liu, A., Mellers, B.A., & Stark, L.W. (1996). The effects of pictorial realism, delay of visual feedback, and observer interactivity on the subjective sense of presence. *Presence*, 5, 263-273.

### 1995

Cooke, A.D.J., & Mellers, B.A. (1995). Attribute range and response range: Limits of compatibility in multiattribute judgment. *Organizational Behavior and Human Decision Processes*, 63, 187-194.

Ordóñez, L.D., Mellers, B.A., Chang, S., & Roberts, J. (1995). Are preference reversals reduced when made explicit? *Journal of Behavioral Decision Making*, 8, 265-277.

Mellers, B.A., Berretty, P.M., & Birnbaum, M. (1995). Dominance violations in judged prices of two- and three-outcome gambles. *Journal of Behavioral Decision Making*, 8, 201-216.

Mellers, B.A., Weber, E.U., Ordóñez, L.D., & Cooke, A. (1995). Utility invariance despite labile preferences. In J.R. Busemeyer, R. Hastie, & D.M. Medin (Eds.) *Decision Making from a Cognitive Perspective. The Psychology of Learning and Motivation*, Vol. 32 (pp. 33-82). New York: Academic Press.

Mellers, B.A. (1995). Review of "Choosing Justice" in *Ethics*, 105, 702.

### 1994

- Mellers, B.A., & Biagini, K. (1994). Similarity and choice. *Psychological Review*, *101*, 505-518.
- Mellers, B.A., & Cooke, A. (1994). Tradeoffs depend on attribute range. *Journal of Experimental Psychology: Human Perception and Performance*, *20*, 1055-1067.
- Mellers, B.A. & Chang, S. (1994). Representations of risk judgments. *Organizational Behavior and Human Decision Processes*, *57*, 167-184.

### 1993

- Mellers, B.A. & Baron, J. (Eds.) (1993). *Psychological perspectives on justice: Theory and applications*. New York: Cambridge University Press.
- Mitchell, G., Tetlock, P., Mellers, B.A., & Ordóñez, L. (1993). Judgments of social justice: Compromise between equality and efficiency. *Journal of Personality and Social Psychology*, *65*, 629-639.
- Ordóñez, L. & Mellers, B.A. (1993). Tradeoffs in fairness and preference judgments. In Mellers, B.A. and Baron, J. (Eds.) *Psychological Perspectives on Justice: Theory and Applications*. New York: Cambridge University Press.

### 1992

- Luce, R.D., Mellers, B.A., Chang, S. (1992). Is choice the correct primitive? On using certainty equivalents and reference levels to predict choices among gambles. *Journal of Risk and Uncertainty*, *6*, 115-43.
- Mellers, B.A., Ordóñez, L., & Birnbaum, M.H. (1992). A change-of-process theory for contextual effects and preference reversals in risky decision making. *Organizational Behavior and Human Decision Processes*, *52*, 319-330.
- Mellers, B.A., Richards, V., & Birnbaum, M.H. (1992). A distribution theory of impression formation. *Organizational Behavior and Human Decision Processes*, *51*, 313-343.
- Mellers, B.A., Chang, S., Birnbaum, M.H., & Ordóñez, L. (1992). Preferences, prices, and ratings in risky decision making. *Journal of Experimental Psychology: Human Perception and Performance*, *18*, 347-361.
- Birnbaum, M.H., Coffey, G., Mellers, B. A., & Weiss, R. (1992). Utility measurement: Configural-weight theory and the judge's point of view. *Journal of Experimental Psychology: Human Perception and Performance*, *2*, 337-346.

Mellers, B.A., Weiss, R., & Birnbaum, M.H. (1992). Violations of dominance in pricing judgments. *Journal of Risk and Uncertainty*, 5, 73-90.

#### **1990**

Varey, C., Mellers, B.A., & Birnbaum, M.H. (1990). Judgments of proportions. *Journal of Experimental Psychology: Human Perception and Performance*, 16, 613-625.

Mellers, B.A. (1990). A psychophysical theory of equity. In Hans-Georg Geissler (Ed.), *Psychophysical Explorations of Mental Structures*. Toronto: Hogrefe & Huber.

Mellers, B.A. (1990). Review of "Decision Making: Descriptive, Normative, and Prescriptive Interactions" in *Journal of Mathematical Psychology*, 34, 242-243.

Mellers, B.A. (1990). Review of "Advances in Social Cognition: Vol 1," Thomas Scrull & Robert Wyer (Eds.) in *American Journal of Psychology*, 103, 124-127.

Mellers, B.A. (1990). Review of "Rational Choice in an Uncertain World" by Robyn Dawes in *Journal of Mathematical Psychology*, 34, 332-335.

#### **1989**

Mellers, B.A., & Hartka, E. (1989). Test of a subtractive theory of "fair" allocations. *Journal of Personality and Social Psychology*, 56, 691-697.

Birnbaum, M.H., & Mellers, B.A. (1989). Mediated models for the analysis of confounded variables and self-selected samples. *Journal of Educational Statistics*, 14, 146-158.

#### **1988**

Mellers, B.A., & Hartka, E. (1988). "Fair" selection decisions. *Journal of Experimental Psychology: Human Perception and Performance*, 14, 572-581.

#### **1986**

Mellers, B.A. (1986). "Fair" allocations of salaries and taxes. *Journal of Experimental Psychology: Human Perception and Performance*, 12, 80-91.

Mellers, B.A. (1986). Test of a distributional theory of intuitive numerical prediction. *Organizational Behavior and Human Decision Processes*, 38, 279-294.

#### **1985**

Mellers, B.A. (1985). A reconsideration of two-person inequity judgments: Reply to Anderson. *Journal of Experimental Psychology: General*, *114*, 514-520.

#### **1984**

Mellers, B.A., Davis, D.M., & Birnbaum, M.H. (1984). The weight of evidence supports one operation for "ratios" and "differences" of heaviness. *Journal of Experimental Psychology: Human Perception and Performance*, *10*, 216-230.

#### **1983**

Mellers, B.A., & Birnbaum, M.H. (1983). Contextual effects in social judgment. *Journal of Experimental Social Psychology*, *19*, 157-171.

Birnbaum, M.H., & Mellers, B.A. (1983). Bayesian inference: Combining base rates with opinions of sources who vary in credibility. *Journal of Personality and Social Psychology*, *45*, 792-804.

Mellers, B.A. (1983). Evidence against absolute scaling. *Perception & Psychophysics*, *34*, 405-408.

Mellers, B.A. (1983). Reply to Zwislocki's views on "absolute" scaling. *Perception & Psychophysics*, *34*, 405-408.

#### **1982**

Mellers, B.A. (1982). Equity judgment: A revision of Aristotelian views. *Journal of Experimental Psychology: General*, *111*, 242-270.

Mellers, B.A., & Birnbaum, M.H. (1982). Loci of contextual effects in judgment. *Journal of Experimental Psychology: Human Perception and Performance*, *8*, 582-601.

#### **1981**

Mellers, B.A. (1981). More feeling than thinking. *American Psychologist*, *36*, 802-803.

Mellers, B.A. (1981). Configurality in multiple cue probability learning. *American Journal of Psychology*, *93*, 429-443.

#### **1979**

Birnbaum, M.H., & Mellers, B.A. (1979). Stimulus recognition may mediate exposure effects. *Journal of Personality and Social Psychology*, *37*, 391-394.

Birnbaum, M.H., & Mellers, B.A. (1979). One mediator model of exposure effects is still viable. *Journal of Personality and Social Psychology*, 37, 1090-1096.

### 1978

Birnbaum, M.H., & Mellers, B.A. (1978). Measurement and the mental map. *Perception and Psychophysics*, 23, 403-408.

### 1977

Ryeta, Ima Göst (1977). Nihm's law only perfect on the average. *American Psychologist*, 32, 372.

## Presentations

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### Invited Lectures

Santa Fe Institute, 2019  
NAS Decadal Survey, Social and Behavioral Sciences, Applications to National Security, 2018  
Princeton University 2018  
Workshop on Cognitive Biases in Forecasting, Davos, 2017  
Society of Experimental Psychologists, 2016  
Ideas42 Behavioral Summit, New York, 2016  
University of Lisbon, Portugal, 2016  
Anastasi Lecture, Fordam University, 2016  
Ohio State University, 2016  
Federal Reserve Board, 2015  
SPUM, Budapest, 2015  
IARPA, Arlington, VA 2015  
University of Arizona, 2014  
University of California, San Diego, 2013  
University of Texas, Austin, 2012  
Social, Business and Economic Issues in Judgment and Decision Making, University of Maryland, 2012  
Engaging Minds, New York, 2011, Los Angeles, 2012, San Francisco, 2012  
International Graduate School of Business, University of South Australia, Adelaide, 2011  
International Conference on Decision Making, Allahabad, India, 2011  
Cognitive Psychology Seminar, UCB 2007  
University of Pennsylvania, 2007  
University of Trento, Italy, 2006, 2007  
Symposium and Summer Institute on Psychology and Economics, Munich, Germany, 2006  
Russell Sage Foundation, NY, 2005  
NYU Marketing, 2005

NYU Psychology Department, NY, 2005  
Carnegie Mellon University, Pittsburgh, PA, 2005  
Decision Analysis Seminar, Stanford University, CA, 2005, 2007  
Helen Willis Neuroscience Institute, UCB, 2005  
Rady School of Management, UCSD, 2005  
Columbia University, New York., 2004  
Choice Symposium, Boulder, Colorado, 2004.  
San Francisco State University, San Francisco, CA, 2004  
Duke University, Raleigh, N.C., 2004  
Center for Mind and Brain, Davis, CA, 2004.  
Judgment and Decision Processes, Heidelberg, Germany, 2004.  
Information Aggregation Workshop, Baltimore, MD, 2003.  
SQAB, San Francisco, CA, 2003.  
Marketing Department, Stanford University, CA, 2003.  
Agricultural Economics Seminar, UCB, 2003.  
University of California, Irvine, 2003.  
Psychology and Economics Seminar, UCB, 2003  
Marketing Consortium, Santa Clara, CA, 2003  
Institute for Personality and Social Psychology, UCB. 2003.  
Haas School of Business, UCB, 2001  
CEPR Conference on Psychology and Economics. Brussels, Belgium, 2001.  
The Amsterdam Symposium, Amsterdam, The Netherlands, 2001  
Pre-Conference with the Association for Consumer Research, Columbus, OH, 1999  
Festschrift for Bill Meredith, Psychology, Dept, Berkeley, CA, 1999  
American Psychological Association, San Francisco, CA, 1998  
The May Conference, Ann Arbor, Michigan, 1998  
CORS/INFORMS. Montreal, Canada, 1998.  
University of Washington, Seattle, 1997  
Presidential Address, Judgment and Decision Making Society, Chicago, 1996.  
IFORS, Vancouver, B.C., Canada, 1996  
Psychology, Ohio State University, Columbus, 1996  
University of Arizona, Tucson, 1996.  
Association for Consumer Research, Tucson, 1996  
Psychometric Society Meetings, Berkeley, 1993  
Psychology Dept, Johns Hopkins University, Baltimore, 1993.  
Psychology Dept, Kansas State University, Lawrence, 1992.  
Nags Head South, Palm Beach, Florida, 1992  
Psychology Department, California State University at Fullerton, 1991.  
International Conference on Preference, Risk, and Social Choice, Irvine, 1991.  
SOBRAPO-TIMS International Meeting, Rio de Janeiro, Brazil, 1991.  
Conference in Decision Theory, U. C. Irvine, 1990  
Nags Head, North Carolina, 1990.  
Center for Decision Research, Chicago, 1990.  
Measurement Colloquium Series, Center for Advanced Study, Stanford, 1988.

Fechner Centennial, Leipzig, East Germany, 1987  
Psychology Dept, University of Wyoming, Laramie, 1986.  
Neyman Seminar, Department of Statistics, UCB, 1986  
Berkeley-Stanford Quantitative Methods Colloquium, Stanford, 1984.  
Psychology Department, University of California, Santa Barbara, 1982.

### **Conferences**

BDRM, 2014  
Association for Psychological Science, 2014, 2015  
Collective Intelligence, 2014  
Association for Consumer Research, 1999, 2005  
Society for Consumer Psychology, 2004  
Bayesian Research Meetings, Los Angeles, 1987, 1988, 1989, 1990, 1993, 1997  
FUR, Durham, North Carolina, 1990  
Judgment and Decision Making Society, 1982, 1985, 1997, 1999, 2000, 2005, 2009, 2012, 2013,  
2016  
Mathematical Psychology Meetings, 1982, 1986, 1988, 1989, 1991, 1992, 1993, 1999  
Midwestern Psychological Association, Chicago, 1978  
ORSA-TIMS, 1993  
Psychonomic Meetings, St Louis, 1981, 1984, 1987, 1988, 1989, 1991, 1992