



# FRIDAY, OCT. 26

## CAREY MOREWEDGE

Boston University

### “Improved Decision Making with One-Shot Training Interventions”

From failures of intelligence analysis to misguided beliefs about vaccinations, biased judgment and decision making creates problems in public and private life. Early failures to improve decision making through training led to its abandonment, and the current focus on debiasing through nudges and incentives. I report laboratory, field, and longitudinal experiments that find one-shot debiasing training interventions are effective. Participants (N = 1,076) received a single 30- to 90-minute training intervention that addressed three of six biases critical to intelligence analysis (i.e., anchoring, bias blind spot, confirmation bias, correspondence bias, representativeness, and social projection). Interventions ranged from instructional videos to serious games. Longitudinal experiments found medium to large immediate debiasing effects (games  $d \geq 1.68$ ; videos  $d \geq .69$ ) that persisted at least 2 months later (games  $d \geq 1.11$ ; videos  $d \geq .66$ ). In a field study where participants didn't know their biases were measured, training reduced confirmatory hypothesis testing by 29% in a complex case. Debiasing effects of training transferred across problems in different contexts and formats. The results provide exciting new evidence that training can improve decision making.

## SHORT BIO

At a broad level, my research explores the psychological causes, consequences, and correction of bias in human judgment and decision-making. I use laboratory, field, and longitudinal experiments to tackle basic and applied problems from why people won't bet against their team to how to reduce biases in United States intelligence analysts. A substantive focus of my research is anomalies in judgments of affect and value, and their consequences for economic decisions and consumer behavior.

Carey K. Morewedge is a Professor of Marketing and Everett W. Lord Distinguished Faculty Scholar at Boston University. He was a Postdoc at Princeton University, and on the faculty as the Director of the Center for Behavioral and Decision Research at Carnegie Mellon University. His PhD is in Social Psychology from Harvard University. Awards recognizing his work include Marketing Science Institute Scholar in 2018, Top 40 Under 40 MBA Professors from Poets & Quants in 2016, Most Theoretically Innovative Article of the Year from the Society of Personality and Social Psychology in 2010, and Ideas of the Year from the New York Times in 2009.

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