



Largo Gemelli 1, 20123 Milano (Italy)

SUMMER SCHOOL on DECISION PROCESSES  
FIRST EDITION

**Rationality and irrationality in decision making:  
The role of intuition and emotion**

30 June – 3 July 2008

**WHY?**

The aim of the Summer School is to provide participants with the opportunity of: a) attending high-level lectures followed by open and deep discussions of the issues addressed; b) presenting their own research projects in order to have constructive feedback from the lecturers and from the audience. The general goal is to foster the circulation of new ideas and methodologies and to promote the establishment of contacts among participants.

The relationships between rational and irrational aspects of decision-making will be the focus of the first edition of the Summer School. More specifically, the role played by intuition and emotion in making a decision will be dealt with. The Summer School intends to address questions such as: To what extent human choices can be considered rational? Why a decision can be labelled as irrational? What is the adaptive value of rationality and irrationality? Is intuition a cognitive shortcut or a form of thinking which overcomes logic? When is emotion a limit and when it is a resource for decision?

**WHAT?**

The Summer School will be structured as follows.

*Main lectures:* They will deal with a specific issue related to the general theme. Reading materials will be provided before the Summer School starts. Participants will be engaged in an open exchange of questions and comments with the lecturer.

*Workshops:* Participants will present their research projects, which will be the object of discussion in the group and will be supervised by at least one of the lecturers. Projects will be grouped in thematic sessions, each concerning a specific issue.

*Poster sessions:* A call for posters will give participants the opportunity to present their research data.

A website and a platform will support the activities of the Summer School. Papers and research projects, as well as the profiles of the participants, will be uploaded on the platform so as to allow people to share personal and scientific knowledge before the Summer School starts and to further discuss the topics through a forum once the Summer School is ended.

The materials of the Summer School (main lectures held by the invited speakers, comments, a selection of the research reports presented by young researchers) will be collected in a book. A booklet reporting the abstracts of the posters will be available on the website of the Summer School.

**WHO?**

The invited lecturers are the following:

*GERD GIGERENZER*

Max Planck Institute (Germany)

*BILL HARBAUGH*

University of Oregon and NBER (USA)

*ROBIN HOGARTH*

Universitat Pompeu Fabra, Barcelona (Spain)

*MARCEL ZEELBERG*

University of Tilburg (The Netherlands)

## WHEN?

The Summer School will start in the mid-morning of the 30th of June and will end in the afternoon of the 3rd of July. The preliminary schedule of the activities is the following:

June 30	July 1	July 2	July 3
			9.00-10.00: Fourth lecture <i>Harbaugh</i>
10.00-10.30: Openings	9.30-10.30: Second lecture <i>Hogarth</i>	9.30-10.30: Third lecture <i>Gigerenzer</i>	10.00-11.00: Discussion
10.30-11.30: First lecture <i>Zeelenberg</i>	10.30-11.30: Discussion	10.30-11.30: Discussion	11.00-11.30: Break
11.30-12.30: Discussion	11.30-14.00: Poster exhibition and buffet	11.30-14.00: Poster exhibition and buffet	11.30-13.00: Workshop (Research projects 13-14)
12.30-14.00: Lunch time	14.00-15.00: Poster discussion	14.00-15.00: Poster discussion	13.00-14.00: Lunch time
14.00-15.30: Workshop (Research projects 1-2)			14.00-15.30: Workshop (Research projects 15-16)
15.30-16.00: Break	15.00-16.30: Workshop (Research projects 5-6)	15.00-16.30: Workshop (Research projects 9-10)	15.30-16.30: Conclusion
16.00-17.30: Workshop (Research projects 3-4)	16.30-17.00: Break	16.30-17.00: Break	
17.30-18.30: Free meeting	17.00-18.30: Workshop (Research projects 7-8)	17.00-18.30: Workshop (Research projects 11-12)	
	20.00: Social dinner		

## WHERE?

*Venue:* The Summer School will take place at the Catholic University of Milan (Italy). The university is located in downtown Milan, near the church of St. Ambrogio; the Castle, the Last Supper by Leonardo da Vinci and the Duomo can be easily reached in 5-10 minutes walk. The Cadorna railway station, connecting the city to the Malpensa Airport, is 200 metres from the university. The underground and several bus lines serving different zones of Milan also run nearby.

*Accommodation:* The university hostel can host a limited number of participants. Many hotels are placed in the surroundings. A list of cheaper student houses will be provided.

*Meals:* Participants can have lunch and dinner at the self-service restaurant of the university. On the second and third days lunch will be offered by the organisers.

*Facilities:* In the university some rooms equipped with computers and Internet connection will be available to participants.

## TO WHOM IS THE SUMMER SCHOOL ADDRESSED?

The Summer School is addressed to Ph.D. students coming from different countries and to researchers interested in decision making.

*Full attendance* is open to 16 participants. Full attendance includes: admission to all the sessions (lectures, discussions, posters), presentation of one's own research project followed by lecturers' comments and discussions, optional presentation of poster(s), access to the platform and to the uploaded materials and forum, submission of a paper for possible inclusion in the book. Full attendance fees are 300.00 euros. Those interested in full attendance have to send their CV and a 1-page abstract of their research project to [dm.ucsc@psycholab.net](mailto:dm.ucsc@psycholab.net) and to [ilaria.castelli@unicatt.it](mailto:ilaria.castelli@unicatt.it) within March 31, 2008; acceptance will be notified within April 7. Selected participants should send an extended description (6 pages) of their research project within May 15, so as to allow lecturers to read them before the Summer School.

*Part-time attendance* is open to all who are interested in the topics of the Summer School. It includes: a) admission to the second and third lectures and subsequent discussion; b) possibility to present a poster and to take part in the subsequent discussion. Part-time attendance fees are 65.00 euros. Those interested in this form of attendance have to

send a message to [dm.ucsc@psycholab.net](mailto:dm.ucsc@psycholab.net) and to [ilaria.castelli@unicatt.it](mailto:ilaria.castelli@unicatt.it) within May 15, 2008, with an abstract (150-250 words) of the poster they may intend to present attached; acceptance of posters will be notified within May 22.

Instructions about how to pay the fees – as well as about how to prepare the posters - will be provided after acceptance.

## ORGANISATION

The Summer School is promoted and financed by the Department of Psychology of the Catholic University of the Sacred Heart of Milan.

Organising committee: Alessandro Antonietti, Patrizia Catellani, and Antonella Marchetti.

Secretary: Iliaria Castelli, Mauro Bertolotti, Marta Cannavale, Laura Sanvito.

## CONTACTS

E-mail: [dm.ucsc@psycholab.net](mailto:dm.ucsc@psycholab.net); [ilaria.castelli@unicatt.it](mailto:ilaria.castelli@unicatt.it)

Web-site: [www.dm.ucsc.psycholab.net](http://www.dm.ucsc.psycholab.net)

## INFORMATION ABOUT THE LECTURERS

### GERD GIGERENZER

Freie Universität, Berlin and Max Planck Institute (Germany)

Webpage: [http://ntfm.mpib-berlin.mpg.de/mpib/FMPro?-db=MPIB\\_Mitarbeiter.FP5&-lay=L1&-format=MPIB\\_Mit.htm&-op=eq&ID\\_Name=Gigerenzer&-find](http://ntfm.mpib-berlin.mpg.de/mpib/FMPro?-db=MPIB_Mitarbeiter.FP5&-lay=L1&-format=MPIB_Mit.htm&-op=eq&ID_Name=Gigerenzer&-find)

Interests: Models of bounded rationality - Ecological rationality - Heuristics - Social intelligence

#### Publications

Gigerenzer, G. (2007). *Gut feelings: the intelligence of the unconscious*. New York: Viking Press.

Gigerenzer, G., Engel, C. (2006). *Heuristics and the law*. Cambridge, MA: MIT Press.

Gigerenzer, G. (2002). *Calculated risks: how to know when numbers deceive you*. New York: Simon & Schuster.

Gigerenzer, G., Selten, R. (Eds.). (2001). *Bounded rationality: the adaptive toolbox*. Cambridge, MA: MIT Press.

Gigerenzer, G. (2000). *Adaptive thinking: rationality in the real world*. New York: Oxford University Press.

### BILL HARBAUGH

University of Oregon and NBER (USA)

Webpage: <http://harbaugh.uoregon.edu>

Interests: Neuroeconomics - Altruism - Economic behaviour of children

#### Publications

Harbaugh, W., Mayr, U., & Burghart, D. (2007). Neural responses to taxation and voluntary giving reveal motives for charitable donations. *Science*, 316, 1622-1625.

Harbaugh, W., Krause, K., & Vesterlund, L. (2007). Learning to Bargain. *Journal of Economic Psychology*, 28 (1), 127-142

Harbaugh, W. (1998). The prestige motive for making charitable transfers. *American Economic Review*, 88 (2), 277-282

Harbaugh, W., Krause, K., Berry, T. (2001). GARP for kids: on the development of rational choice behavior. *American Economic Review*, 91 (5), 1539-1545

Harbaugh, W., Krause, K., Vesterlund, L. (2001). Are adults better behaved than children? Age, experience and the endowment effect. *Economics Letters*, 70 (2), 175-181

### ROBIN HOGARTH

Universitat Pompeu Fabra, Barcelona (Spain)

Webpage: <http://www.econ.upf.edu/en/people/onefaculty.php?id=p2047>

Interests: Psychology of judgment and decision making processes - Theories of rationality, inference, intuition - Processes of learning - Application of normative decision principles within human and organizational constraints.

#### Publications

Hogarth, R. M. (2001). *Educating intuition*. Chicago: The University of Chicago Press.

Hogarth, R. M. (2005). Deciding analytically or trusting your intuition? The advantages and disadvantages of analytic and intuitive thought. In T. Betsch, S. Haberstroh (Eds.), *The routines of decision making* (pp. 67-82). Mahwah, NJ: Erlbaum.

Hogarth, R. M., Karelaia, N. (2006). Regions of rationality: maps for bounded agents. *Decision Analysis*, 3 (3), 124-144.

Hogarth, R. M., & Karelaia, N. (2007). Heuristic and linear models of judgment: matching rules and environments. *Psychological Review*, 114 (3), 733-758.

Hogarth, R. M., Portell, M., & Cuxart, A. (2007). What risks do people perceive in everyday life? A perspective gained from the experience sampling method (ESM). *Risk Analysis*, 27 (6), 1427-1439.

**MARCEL ZEELLENBERG**

University of Tilburg (The Netherlands)

Webpage: <http://zeelenberg.socialpsychology.org/>

Interests: Behavioral Decision Research – Emotions Consumer Behavior - Economic Psychology

Publications

Dijk, E. van, & Zeelenberg, M. (2007). When curiosity killed regret: avoiding or seeking the unknown in decision-making under uncertainty. *Journal of Experimental Social Psychology*, 43 (4), 656-662.

Louro, M.J.S., Pieters, F.G.M., & Zeelenberg, M. (2007). Dynamics of multiple goal pursuit. *Journal of Personality and Social Psychology*, 93, 174-193.

Dijk, E. van, & Zeelenberg, M. (2006). The dampening effect of ambiguity on positive and negative emotions. *Journal of Behavioral Decision Making*, 19, 171-176.

De Cremer, D., Zeelenberg, M., & Murnighan, J.K. (2006). *Social Psychology and Economics*. Mahwah: Lawrence Erlbaum.

Zeelenberg, M., & Pieters, R. (2006). Looking backward with an eye on the future: propositions toward a theory of regret regulation. In L.J. Sanna, E.C. Chang (Eds.), *Judgments over time: the interplay of thoughts, feelings, and behaviors* (pp. 210-229). New York: Oxford University Press.

FOR UPDATED INFORMATION ABOUT THE SUMMER SCHOOL, PLEASE VISIT THE WEBSITE

[www.dm.ucsc.psycholab.net](http://www.dm.ucsc.psycholab.net)