

2016 Invitational Choice Symposium

Economic Deprivation and Decision-Making: How Does Experience with Having Less Influence Choice?

SCHEDULE

Day	Time	Discussion Leader	Topic
SUNDAY 5/15	9:00-9:15am	Rebecca Hamilton, Debra Thompson	Welcome and Introductions
	9:15-10:30am	Lan Chaplin and Deborah Roedder John	Economic Deprivation and Consumer Socialization
	10:30-11:00		Break
	11:00-12:30pm	Vladas Griskevicius and Chiraag Mittal	Life Trajectory Theory: Childhood socio-economic status (SES) and its impact on executive function and sense of control
	12:30-2:00pm		Lunch
	2:00-3:00pm	Debra Thompson and Rebecca Hamilton	The Impact of Childhood SES on Substitution Decisions
	3:00-3:30pm	All	<i>Integrative Discussion:</i> How does economic deprivation influence information processing and the development of decision making skills?
	3:30-4:00pm		Break
	4:00-5:00pm	Sterling Bone	The Effects of Systemic Choice Restriction on Self-Concept
	5:00-5:30pm	All	<i>Integrative Discussion:</i> Under what conditions (and via which mechanisms) does experiencing economic scarcity improve decision making and when does it lead to more negative outcomes?
6:00pm-		Dinner	

Day	Time	Discussion Leader	Topic
MONDAY 5/16	8:30-9:30am	Anuj Shah	How Does Economic Deprivation Frame Value?
	9:30-10:30am	Caroline Roux, Kelly Goldsmith	The Effects of Situational Manipulations of Scarcity on Self-Interested Behavior
	10:30-11:00am		Break
	11:00-12:00pm	Meng Zhu	The Effects of Situational Manipulations of Scarcity on Arousal and Preference Polarization
	12:00-12:30pm	All	<i>Integrative Discussion:</i> To what extent do effects triggered by short-term scarcity (e.g., experimental manipulations) parallel those associated with long-term exposure to economic deprivation?
	Afternoon		Free time/Afternoon activities/Dinner on your own

Day	Time	Discussion Leader	Topic
TUESDAY 5/17	9:00-10:00am	Paul Piff	The Effects of Social Class on Narcissism, Entitlement and Pro-Social Behavior
	10:00-10:30am	All	<i>Integrative Discussion:</i> How can we overcome methodological challenges in conducting research on economic deprivation, such as recruiting appropriate participants, building trust and establishing causation?
	10:30-11:00am		Break
	11:00-12:00pm	Tom O'Guinn	Making Inferences about Social Class from Cues in the Environment
	12:00-12:30pm	All	<i>Integrative Discussion:</i> To what extent there are bilateral effects of scarcity?
	12:30-2:00pm		Lunch
	2:00-3:30pm	Ron Hill	Long-term Effects of Economic Deprivation and Consumption Restriction
	3:30-4:00pm		Break
	4:00-5:30pm	All	<i>Integrative Discussion:</i> Research Ideas, Methodological Challenges and Opportunities for Collaboration
	6:00pm		Dinner

Participants

Sterling Bone, Utah State University
Lan Nguyen Chaplin, University of Illinois at Chicago
Vladas Griskevicius, University of Minnesota
Kelly Goldsmith, Northwestern University
Rebecca Hamilton, Georgetown University
Ronald Hill, Villanova University
Chiraag Mittal, University of Minnesota

Thomas O'Guinn, University of Wisconsin, Madison
Paul Piff, University of California, Irvine
Deborah Roedder John, University of Minnesota
Caroline Roux, Concordia University
Anuj Shah, University of Chicago
Debora Thompson, Georgetown University
Meng Zhu, John Hopkins University

