

## 2016 Invitational Choice Symposium

### *A Workshop on Disclosure and Decision-Making: How Do Disclosures Affect Providers, Regulators and Consumers?*

Thank you for joining us for the 10<sup>th</sup> Invitational Choice Symposium. Following is a proposed schedule for our days at the symposium followed by a few logistical details.

#### Proposed Schedule

Day	Time	Discussion Leader	Topic
<b>Saturday 5/14</b>	6:00-8:30pm		Welcome Reception and Dinner
<b>Sunday 5/15</b>	9:00-9:30am	Sunita Sah, Simon Blanchard	Welcome and Introductions: Overview of Disclosures
	9:30-10:30am	Sunita Sah	Conflict of interest disclosures
	10:30-11:00		<b>Break</b>
	11:00-12:00pm	Clayton Critcher	How Encouraging Niceness Can Incentivize Nastiness: An Unintended Consequence of Advertising Reform
	12:30-2:00pm		<b>Lunch</b>
	2:00-2:30pm	All	<b>Integrative Discussion 1:</b> Under what conditions should disclosures be mandatory, and what are the alternatives?
	2:30pm-3:30pm	Thomas Lyon	Voluntary and Mandatory Environmental Disclosure: What Do We Know?
	3:30-4:00pm		<b>Break</b>
	4:00pm-5:00pm	Simon Blanchard	Salesperson Voluntary Disclosures for Social Influence
	6:00pm-		<b>Dinner</b>

<b>Monday 5/16</b>	9:00am-10:00am	Prashant Malaviya	Awareness and Disclosure of co-creation
	10am-10:30am	All	<b>Integrative Discussion 2: Strategic Disclosures</b>
	10:30-11:00am		<b>Break</b>
	Afternoon		<b>Free time/Afternoon activities/Dinner on your own</b>

<b>Tuesday 5/17</b>	9:30-10:30am	Amna Kirmani	Consumer Strategies for Resisting Disclosures
	10:30-11:00am		<b>Break</b>
	11:00-12:00pm	Gita Johar	The Use of Concurrent Disclosures to Correct Invalid Inferences
	12:00-2:00pm		<b>Lunch</b>
	2:00-3:00pm	Robert Bloomfield	A Pragmatic Approach to More Efficient Corporate Disclosures
	3:00-3:30pm	All	<b>Integrative Discussion 3</b> How we make disclosures effective? How can we influence individuals' mode of processing to minimize decision errors? How do we manage disclosure overload and decrease ineffective disclosures?
	3:30-4:00pm		<b>Break</b>
	4:00-5:00pm	All	<b>Wrap up discussion:</b> Research Ideas, Methodological Challenges and Opportunities for Collaboration
	6:00pm		<b>Dinner</b>

## Participants

*Sunita Sah*, Cornell University, Management and Organization, [sunita.sah@cornell.edu](mailto:sunita.sah@cornell.edu) [[profile](#)]

*Simon Blanchard*, Georgetown University, Marketing, [simon.blanchard@georgetown.edu](mailto:simon.blanchard@georgetown.edu) [[profile](#)]

*Robert Bloomfield*, Cornell University, Accounting, [rjb9@cornell.edu](mailto:rjb9@cornell.edu) [[profile](#)]

*Clayton Critcher*, UC (Berkeley), Psychology and Marketing, [claytoncritcher@berkeley.edu](mailto:claytoncritcher@berkeley.edu) [[profile](#)]

*Amna Kirmani*, University of Maryland, Marketing, [akirmani@rhsmith.umd.edu](mailto:akirmani@rhsmith.umd.edu) [[profile](#)]

*Gita Johar*, Columbia University, Marketing, [gvj1@columbia.edu](mailto:gvj1@columbia.edu) [[profile](#)]

*Thomas Lyon*, University of Michigan, Business Economics and Environmental Science, [tplyon@umich.edu](mailto:tplyon@umich.edu) [[profile](#)]

*Prashant Malaviya*, Georgetown University, Marketing, [prashant.malaviya@georgetown.edu](mailto:prashant.malaviya@georgetown.edu) [[profile](#)]

## Logistics

· **Schedule:** We allocated specific time slots for the discussion of topics related to the research of all participants in our session. We have suggested a general topic for each time slot and have suggested specific discussion leaders for each topic (based on your research). Please do let us know if you have different ideas for the session you were assigned to lead and we can adjust the proposed schedule. You are free to lead this session as you wish, whether using PowerPoint to present relevant results from your own work (or summarizing related research from others), and/or preparing discussion questions as you might do for a PhD seminar.

**Integrative Discussions:** You will notice that we have allocated space for three integrative discussions. These discussions are intended to not only help synthesize the preceding discussions (i.e., identify cross-disciplinary themes) but also discuss open research questions based on the topics most found interesting in the preparation of our proposal. To that end, it would be ideal if the participants who present prior prepare just a few points/topics for discussions.

· **Readings:** We have created a [Dropbox folder](#) where we can share papers and other materials prior to, during and after the symposium. Within the “[Disclosure Symposium](#)” folder that we have invited you to join, you will find separate folders for each subtopic. Please add papers that you feel are relevant to your topic to the folder of your sub-topic. These might be papers you have written (especially if they are working papers that are not publically available) or relevant papers by other authors. If possible, we ask that you add the papers you plan to discuss in your session to the Dropbox folder by May 1st. This would give everyone a chance to glance through the papers before the conference.

· We hope our days at the symposium will give us the opportunity to learn about each other’s work and engage in a fruitful discussion about the many and complex ways in which economic scarcity shapes the way we think and behave.