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CURRICULUM VITAE - - ROBIN M. HOGARTH

Born: July 10, 1942
Nationality - British/USA

Universitat Pompeu Fabra
Department of Economics & Business
Ramon Trias Fargas, 25 –27
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Professional experience

- 2017 - Emeritus Research Professor, Barcelona School of Economics.
- 2012 - Emeritus Professor, Universitat Pompeu Fabra
- 2010 - 2018 Director, PhD Program, Universitat Pompeu Fabra, Department of Economics and Business
- 2007 - 2017 Affiliate Professor, Barcelona Graduate School of Economics
- 2002 - 2012 ICREA Research Professor at Universitat Pompeu Fabra
- 2001 - 2003 Director of the MBA Program, Universitat Pompeu Fabra
- 2000 - 2002 Visiting Professor, Universitat Pompeu Fabra, Barcelona, Spain
- 1993 - 1998 Deputy Dean, University of Chicago, Graduate School of Business
- 1989 - 2001 Wallace W. Booth Professor, University of Chicago, Graduate School of Business.
- 1983 - 1993 Director, Center for Decision Research, University of Chicago, Graduate School of Business.
- 1982 - 2001 Professor of Behavioral Science, University of Chicago, Graduate School of Business.
- 1979 - 1982 Associate Professor of Behavioral Science, University of Chicago, Graduate School of Business.
- 1975 - 1979 Associate Professor of Organizational Behavior and Management Science, INSEAD, Fontainebleau, France.
- 1977 - 1978 Visiting Senior Lecturer, London Business School, London, UK.

- 1972 - 1975 Assistant Professor of Organizational Behavior and Management Science, INSEAD.
- 1968 - 1969 Research Assistant at INSEAD (Marketing department).
- 1960 - 1967 Successive appointments with Chartered (Public) Accountants in UK and Switzerland as "articled" and subsequently senior audit clerk.

Graduate studies

- 1969 - 1972 University of Chicago, Graduate School of Business. Major areas of study: Psychology, Statistics. Ph.D. 1972. [During 1971 - 1972, Visiting Scholar at the Graduate School of Industrial Administration, Carnegie-Mellon University, Pittsburgh.]
- 1967 - 1968 INSEAD (European Institute of Business Administration). MBA (Diploma with Distinction).

Previous education

- 1960 - 1964 Professional - preparation for examinations of Institute of Chartered Accountants in England and Wales. Admitted to Associate Membership, March 1965 (A.C.A.). Fellow (F.C.A.) January 1976. Resigned 2000.
- 1956 - 1960 Secondary - Fettes College, Edinburgh, Scotland.
- 1949 - 1956 Primary - Glasgow Academy, Glasgow, Scotland.

Publications (in chronological order)

- Hogarth, R. M. (1974). Monozygotic and dizygotic twins reared together: Sensitivity of heritability estimates. *The British Journal of Mathematical and Statistical Psychology*, 27, 1-13.
- Hogarth, R. M. (1974). Process tracing in clinical judgment. *Behavioral Science*, 19, 298-313.
- Hogarth, R. M. (1975). Monozygotic twins reared apart: A Bayesian analysis. In S. E. Fienberg & A. Zellner (Eds.), *Studies in Bayesian Econometrics and Statistics in honor of Leonard J. Savage* (pp. 209-226). Amsterdam: North Holland Publishing Co.
- Einhorn, H. J., & Hogarth, R. M. (1975). Unit weighting schemes for decision making. *Organizational Behavior and Human Performance*, 13, 171-192.
- Hogarth, R. M. (1975). Cognitive processes and the assessment of subjective probability distributions. *Journal of the American Statistical Association*, 70, 271-289, and Rejoinder p. 294. (Reprinted in A. Aykaç & C. Brumat (Eds.)

- (1977). *New developments in the applications of Bayesian methods*. Amsterdam: North-Holland.)
- Hogarth, R. M. (1975). Training probability assessors: An experimental paradigm for the basic statistical concepts. In M. Pham Huu Tri and J.-P. Ponsard (Eds.), *Théorie de la Décision et Applications* (pp. 167-180). Paris: Fondation Nationale pour l'Enseignement de la Gestion.
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- Hogarth, R. M., & Einhorn, H. J. (1976). Optimal strategies for personnel selection when candidates can reject offers. *Journal of Business*, 49, 478-495.
- Hogarth, R. M. (1977). Methods for aggregating opinions. In H. Jungermann & G. de Zeeuw (Eds.), *Decision making and change in human affairs* (pp. 231-255). Dordrecht, Holland: Reidel Publishing Co.
- Einhorn, H. J., Hogarth, R. M., & Klempner, E. (1977). Quality of group judgment. *Psychological Bulletin*, 84, 158-172.
- Hogarth, R. M. (1978). A note on aggregating opinions. *Organizational Behavior and Human Performance*, 21, 40-46.
- Hogarth, R. M. (1978). Assessing management education: A summary of the CEDEP project. *Journal of European Industrial Training*, 2, (Whole No. 2), 1-32.
- Einhorn, H. J., & Hogarth, R. M. (1978). Confidence in judgment: Persistence of the illusion of validity. *Psychological Review*, 85, 395-416.
- Hogarth, R. M. (1979). How valid is your judgement? *CEDEP Journal*, 3, 47-56.
- Hogarth, R. M. (1979). *Evaluating management education*. Chichester, England: John Wiley & Sons.
- Hogarth, R. M. (1980). Judgement, drug monitoring and decision aids. In W. H. W. Inman (Ed.), *Monitoring for drug safety* (pp. 439-475). Lancaster, England: MTP Press Limited. (Also, with some amendments in 2nd edition, 1986, pp. 485-523.)
- Hogarth, R. M. (1980). *Judgement and choice: The psychology of decision*. Chichester, England: John Wiley & Sons.
- Hogarth, R. M., Michaud, C., & Mery, J.-L. (1980). Decision behavior in urban development: A methodological approach and substantive considerations. *Acta Psychologica*, 45, 95-117.

- Einhorn, H. J., & Hogarth, R. M. (1981). Behavioral decision theory: Processes of judgment and choice. *Annual Review of Psychology*, 32, 53-88. (Reprinted in *Journal of Accounting Research*, 1981, 19, 1-31; and in G. R. Ungson & D. N. Braunstein (Eds.), *Decision making: An interdisciplinary inquiry*. Boston, MA: Kent Publishing Company, 1982.)
- Einhorn, H. J., & Hogarth, R. M. (1981). Rationality and the sanctity of competence. *The Behavioral and Brain Sciences*, 4, 334-335 (invited commentary).
- Hogarth, R. M., & Makridakis, S. (1981). The value of decision making in a complex environment: An experimental approach. *Management Science*, 27, 93-107.
- Hogarth, R. M., & Makridakis, S. (1981). Forecasting and planning: An evaluation. *Management Science*, 27, 115-138. (Reprinted in several books.)
- Hogarth, R. M. (1981). Beyond discrete biases: Functional and dysfunctional aspects of judgmental heuristics. *Psychological Bulletin*, 90, 197-217.
- Einhorn, H. J., & Hogarth, R. M. (1982). Prediction, diagnosis, and causal thinking in forecasting. *Journal of Forecasting*, 1, 23-36.
- Hogarth, R. M. (Ed.) (1982). *Question framing and response consistency: New directions for methodology of social and behavioral science*, No. 11. San Francisco, CA: Jossey-Bass.
- Hogarth, R. M. (1982). On the surprise and delight of inconsistent responses. In R. M. Hogarth (Ed.), *Question framing and response consistency: New directions for methodology of social and behavioral science*, No. 11 (pp. 91-103). San Francisco, CA: Jossey-Bass.
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- Hogarth, R. M. (1982). From romanticism to precision to *Decision Sciences*, 13, 543-546.
- Hogarth, R. M. (1982). Discussion of "An assessment of laboratory experiments in accounting." *Journal of Accounting Research*, 20 Supplement, 108-116.
- Hogarth, R. M. (1984). On choosing the "right" stimulus and rule. *The Behavioral and Brain Sciences*, 7, 596 (invited commentary).
- Hogarth, R. M., & Kunreuther, H. (1985). Ambiguity and insurance decisions. *The American Economic Review: Papers and Proceedings*, 75(2), 386-390.
- Einhorn, H. J., & Hogarth, R. M. (1985). Ambiguity and uncertainty in probabilistic inference. *Psychological Review*, 92, 433-461.

- Einhorn, H. J., & Hogarth, R. M. (1986). Judging probable cause. *Psychological Bulletin*, 99, 3-19.
- Hogarth, R. M. (1986). Comment. *Statistical Science*, 1, 145-147. (invited commentary).
- Hogarth, R. M. (1986). Generalization in decision research: The role of formal models. *IEEE Transactions on Systems, Man, and Cybernetics*, SMC-16(3), 439-449.
- Einhorn, H. J., & Hogarth, R. M. (1986). Decision making under ambiguity. *Journal of Business*, 59(4), Part 2, S225-S250. (Reprinted in Hogarth and Reder, below).
- Hogarth, R. M., & Reder, M. W. (1986). Editors' comments: Perspectives from economics and psychology. *Journal of Business*, 59(4), Part 2, S185-207. (Reprinted in Hogarth and Reder, below).
- Einhorn, H. J., & Hogarth, R. M. (1987 Jan.-Feb.). Decision making: Going forward in reverse. *Harvard Business Review*, 87(1), 66-70.
- Hogarth, R. M., & Reder, M. W. (Eds.) (1987). *Rational choice: The contrast between economics and psychology*. Chicago: University of Chicago Press.
- Hogarth, R. M. (1987). *Judgement and choice: The psychology of decision*. (2nd edition). Chichester, England: John Wiley & Sons.
- Simon, H. A., et al. (1987). Decision making and problem solving. *Interfaces*, 17(5), 11-31. (Reprinted from "Report of the Research Briefing Panel on Decision Making and Problem Solving" in *Research Briefings 1986*, Washington, D.C.: National Academy Press).
- Einhorn, H. J., & Hogarth, R. M. (1988). Decision making under ambiguity: A note. In B. Munier (Ed.), *Risk, decision, and rationality*. Dordrecht, Holland: D. Reidel Publishing Company, pp. 327-336.
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- Koehler, J. J., Gibbs, B. J., & Hogarth, R. M. (1994). Shattering the illusion of control: Multi-shot versus single-shot gambles. *Journal of Behavioral Decision Making*, 7, 183-191.
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- Goldstein, W. M., & Hogarth, R. M. (1997). Judgment and decision research: Some historical context. In W. M. Goldstein & R. M. Hogarth (Eds.), *Judgment and Decision Making: Currents, Connections, and Controversies*. Cambridge, UK: Cambridge University Press, 3-65.
- Goldstein, W. M., & Hogarth, R. M. (Eds.) (1997) *Judgment and Decision Making: Currents, Connections, and Controversies*. Cambridge, UK: Cambridge University Press.
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- Burt, R. S., Hogarth, R. M., & Michaud, C. (2000). The social capital of French and American managers. *Organization Science*, 11, 123-147.
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(Also published in Spanish as *Educación la intuición: El desarrollo del sexto sentido*. 2002, Barcelona: Paidós)
- Hogarth, R. M. (2001). *Insurance and safety after September 11: Has the world become a "riskier" place?* Social Science Research Council. Essays...Perspectives from the Social Sciences. SSRC webpage
<http://www.ssrc.org/sept11/essays/hogarth.htm>
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- Hogarth, R. M. (2003). *Educating intuition: A challenge for the 21st century*. Barcelona: Els Opuscles del CREI, number 13.
- 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.
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- Hogarth, R. M. (2005). The challenge of representative design in psychology and economics. *Journal of Economic Methodology*, 12 (2), 253-263.
- Hogarth, R. M., & Karelaia, N. (2005). Simple models for multi-attribute choice with many alternatives: When it does and does not pay to face tradeoffs with binary attributes. *Management Science*, 51(12), 1860-1872.
- Hogarth, R. M. (2006). Is confidence in decisions related to feedback? Evidence from random samples of real-world behavior. In K. Fiedler & P. Juslin (eds.), *Information sampling and adaptive cognition* (pp. 456-484). Cambridge, UK: Cambridge University Press.
- Roca, M., Hogarth, R. M., & Maule, A. J. (2006). Ambiguity seeking as a result of the status quo bias. *Journal of Risk and Uncertainty*, 32(3), 175-194.
- Hogarth, R. M., & Karelaia, N. (2006). "Take-the-best" and other simple strategies: Why and when they work "well" with binary cues. *Theory and Decision*, 61, 205-249.
- Hogarth, R. M., & Karelaia, N. (2006). Regions of rationality: Maps for bounded agents. *Decision Analysis*, 3(3), 124-144.

¹ This book was awarded the prize of "outstanding professional and scholarly title of 2001" in the category of psychology by the Association of American Publishers.

- 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. (2007). Behavioral decision making at 50: Achievements, prospects, and challenges. In S. H. Oda (ed.), *Developments on Experimental Economics: New Approaches to Solving Real-World Problems. Lecture Notes in Economics and Mathematical Systems*, vol. 590. (pp. 35-58). Berlin: Springer.
- Hogarth, R. M. (2007). Information asymmetry and aggregation rules: A comment on Jørgensen (2007), *International Journal of Forecasting*, *23*, 465-467.
- 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.
- Hogarth, R. M. (2008). On the learning of intuition. In H. Plessner, C. Betsch, & T. Betsch (Eds.), *Intuition in judgment and decision making*. (pp. 91-105). New York, N.Y.: Lawrence Erlbaum Associates.
- Rode, J., Hogarth, R. M., & Le Menestrel, M. (2008). Ethical differentiation and market behavior: An experimental approach. *Journal of Economic Behavior and Organization*, *66*, 265-280.
- Karelaia, N., & Hogarth, R. M. (2008). Determinants of linear judgment: A meta-analysis of lens model studies. *Psychological Bulletin*, *134* (3), 404-426.
- Baucells, M., Carrasco, J. A., & Hogarth, R. M. (2008). Cumulative dominance and heuristic performance in binary multi-attribute choice. *Operations Research*, *56* (5), 1289-1304.
- Reutskaja, E., & Hogarth, R. M. (2009). Satisfaction in choice as a function of the number of alternatives: When “goods satiate.” *Psychology & Marketing*, *26* (3), 197-203.
- Makridakis, S., Hogarth, R. M., & Gaba, A. (2009). *Dance with Chance: Making Luck Work for You*. Oxford, UK: Oneworld Publications.
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- Mukherjee, K., & Hogarth, R. M. (2010). The N-Effect: Possible effects of differential probabilities of success. *Psychological Science*, 21(5), 745-747.
- Karelaia, N., & Hogarth, R. M. (2010). The attraction of uncertainty: Interactions between skill and levels of uncertainty in market-entry games *Journal of Risk and Uncertainty*, 41(2), 141-166.
- Hogarth, R. M. (2010). Intuition: A challenge for psychological research on decision making. *Psychological Inquiry*, 21(4), 338-353.
- Hogarth, R. M., Portell, M., Cuxart, A., & Kolev, G. I. (2011). Emotion and reason in everyday risk perception. *Journal of Behavioral Decision Making*, 24, 202-222.
- Hogarth, R. M., & Soyer, E. (2011). Sequentially simulated outcomes: Kind experience vs. non-transparent description. *Journal of Experimental Psychology: General*, 140, 434-463.
- Soyer, E., & Hogarth, R. M. (2011). The size and distribution of donations: Effects of number of recipients. *Judgment and Decision Making*, 6, 616-628.
- Hogarth, R. M. (2011). Approximating accuracy in judgment: Simple heuristics and the importance of “kind” environments. In W. Brun, G. Keren, G. Kirkebøen, & H. Montgomery (Eds.), *Perspectives on thinking, judging, and decision making*. (pp. 133-145). Oslo: Universitetsforlaget.
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- Hogarth, R. M., Karelaia, N., & Trujillo, C. A. (2012). When should I quit? Gender differences in exiting competitions. *Journal of Economic Behavior and Organization*, 83(1), 136-150.
- Hogarth, R. M., & Karelaia, N. (2012). Entrepreneurial success and failure: Confidence and fallible judgment. *Organization Science*, 23(6), 1733-1747.
- Hogarth, R. M., Mukherjee, K., & Soyer, E. (2013). Assessing the chances of success: Naïve statistics vs. kind experience. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 39(1), 14-32.

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- Evgeniou, T., Fang, L., Hogarth, R. M., & Karelaia, N. (2013). Competitive dynamics in forecasting: The interaction of skill and uncertainty. *Journal of Behavioral Decision Making*, 26, 375-384.
- Hogarth, R. M., & Kolev, G. I. (2013). The “wicked” environment of CEO pay. *Interfaces*, 43(6), 596-598.
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- Hogarth, R. M., & Villeval, M. C. (2014). Ambiguous incentives and the persistence of effort: Experimental evidence. *Journal of Economic Behavior and Organization*, 100, 1-19.
- Hogarth, R. M., & Soyer, E. (2015). Improving judgments and decisions by experiencing simulated outcomes. In E. A. Wilhelms & V. Reyna (Eds.), *Neuroeconomics, Judgment, and Decision Making*. Frontiers of Cognitive Psychology series. New York, NY: Psychology Press.
- Dai, Z., Hogarth, R. M., & Villeval, M. C. (2015). Ambiguity on audits and cooperation in a public goods game. *European Economic Review*, 74, 146-162.
- Hogarth, R. M., & Soyer, E. (2015). Using simulated experience to make sense of big data. *MIT Sloan Management Review*, 56 (2), 49-54.
- Soyer, E., & Hogarth, R. M. (2015). Fooled by experience. *Harvard Business Review*, May.
- Hogarth, R. M., & Soyer, E. (2015). Communicating forecasts: The simplicity of simulated experience. *Journal of Business Research*, 68, 1800-1809.
- Soyer, E., & Hogarth, R. M. (2015). The golden rule of forecasting: Objections, refinements, and enhancements. Commentary on Armstrong, Green, & Graefe. *Journal of Business Research*, 68, 1702-1704.
- Soyer, E., & Hogarth, R. M. (2015). Learning from experience in nonlinear environments: Evidence from a competition scenario. *Cognitive Psychology*, 81, 48-73.
- Hogarth, R. M., & Soyer, E. (2015). Providing information for decision making: Contrasting description and simulation. *Journal of Applied Research in Memory and Cognition*, 4, 221-228.

- Hogarth, R. M. (2015). What's a "good" decision? Issues in assessing procedural and ecological quality. In G. Keren & G. Wu, *Wiley-Blackwell Handbook of Judgment and Decision Making. Vol II*, 952-972.
- Hogarth, R. M., Lejarraga, T., & Soyer, E. (2015). The two settings of kind and wicked learning environments. *Current Directions in Psychological Science*, 24(5), 379-385.
- Hogarth, R. M., & Soyer, E. (2016). Kind and wicked experience in marketing management. *Journal of Marketing Behavior*, 2, 81-99.
- Hertwig, R., Hogarth, R.M., & Lejarraga, T. (2018). Experience and description: Exploring two paths to knowledge. *Current Directions in Psychological Science*, 27(2), 123 –128.
- Hogarth, R. M. (2020). What makes you think you're so smart? *Judicature*, 104 (1), 84-87.
- Soyer, E., & Hogarth, R. M. (2020). *The Myth of Experience: Why We Learn the Wrong Lessons, and Ways to Correct Them*. New York, NY: Public Affairs.
- Hogarth, R. M., & Soyer, E. (2021). Regression to the mean: Experimental evidence and a proposed heuristic. *Decision*, 8(3), 133-154.

Working papers

- Kolev, G. I., & Hogarth, R. M. (2012). *Illusory correlation in the remuneration of chief executive officers: It pays to play golf, and well*. UPF working paper.

Book reviews in: *Journal of Business*, *Journal of the American Statistical Association*, *American Journal of Sociology*, *Journal of Behavioral Decision Making*, *Judicature*.²

General research interests

Psychology of judgment and decision making processes; processes of learning; application of normative decision principles within human and organizational constraints; theories of rationality, inference, intuition, causality, and creativity.

Grant awards

Joint Principal Investigator with H. J. Einhorn for projects funded by Office of Naval Research on "Research on the Use of Causal Cues in Inference" for \$406,712, April 1981 - September 1983, and "A Theory of Diagnostic Inference" for \$486,636, October 1983 - September 1986. Alfred P. Sloan Foundation "Venture Theory: A Contextual Model of Risk" for \$63,000, May 1986-June 1987. Principal Investigator for project funded by Office of Naval Research "Causal Judgment, Risk, and Imagination" for \$320,413, February 1987- January 1990. Russell Sage Foundation "Decision making under risk, ambiguity, and ignorance: The purchase and sale of insurance and

² Hogarth, R. M., & Schoemaker, P. J. H. (2005). Beyond *Blink*: A challenge to behavioral decision making. *Journal of Behavioral Decision Making*, 18, 305-309.

warranties" for \$46,575, November 1989 - May 1992. National Institutes of Health, "Assessment of strategies for prostate cancer screening" for \$ 83,336, July 1992 - June 1993 (with G. Chodak and D. Meltzer).

BBV Foundation grant to visit Universitat Pompeu Fabra (2000-2001)

Joint grants from Ministerio de Ciencia y Innovación, Spain (2000-2003), (2004-2006), (2007-2009), (2010-2012), (2013-2015).

Teaching experience

Introductory statistics (MBA's and managers).

Decision theory/Behavioral decision making (MBA's and managers).

Organizational decision making (MBA's)

Management in Organizations (MBA's and managers)

Management laboratory courses (MBA elective)

Cognitive models of judgment (MBA elective).

Choice behavior/Decision structuring (MBA elective).

Strategies and processes of negotiation (MBA elective, undergraduate elective).

Risky decision making (MBA elective).

Behavioral decision making (Masters/PhD level elective)

Organizational behavior (Masters/PhD level elective)

Executive education seminars in decision making and negotiations

Research methodology (PhD students)

Supervision of > 30 PhD theses

Professional memberships

American Psychological Association, Association for Psychological Science (Fellow), Institute for Operations Research and the Management Sciences, Judgment and Decision Making Society (*President*, 1992), European Association for Decision Making (*President-Elect*, 2005-2007, *President* 2007-2009), Sociedad para el estudio de los juicios y las decisiones (*Honorary President* 2013-).

Other

Awarded *doctor honoris causa* by the University of Lausanne (2007).

Leverhulme European Research Fellow (1967-68); Harkness Fellow (1969-1971).

Member or past-member of Editorial Advisory Boards: *Acta Psychologica*; *Accounting, Organizations and Society*; *Journal of Accounting, Auditing & Finance*; *Journal of Behavioral Finance*; *Journal of Behavioral Decision Making*; *Journal of Decision Making*; *Journal of Economic Psychology*; *Journal of Risk and Uncertainty*; *Operations Research*; *Mind & Society*; *Organizational Behavior and Human Decision Processes*; *Management Science*; *International Journal of Forecasting*; *Journal of Psychology and Financial Markets*; *Journal of the American Statistical Association* (book reviews). Has acted as referee for numerous professional journals in psychology, economics, management, and statistics as well as for funding agencies worldwide.

Has lectured/given seminars at many centers, universities and conferences in Europe, U.S.A, and Japan and has acted as consultant in both public and private sectors on matters concerning management education and decision processes