

It's My Money and I Need It Now!
3/29/2012 – Jonathan E. Westfall, Ph.D.

Before the talk begins, feel free to complete this small questionnaire. Don't worry, only you will see your results (i.e. you can burn this paper when you leave if you like). During the talk, I'll explain how to score your results, and what your score may indicate! The back of this sheet also contains references from the talk, in case you'd like to learn more.

Please indicate your preference in the use of hands for each of the following activities/objects by placing a check in the appropriate column

	Always Left	Usually Left	No Preference	Usually Right	Always Right
Writing					
Drawing					
Spoon					
Open Jars					
Toothbrush					
Throwing					
Broom (upper hand)					
Scissors					
Knife					
Striking a Match					

More information on the studies I'll be talking about can be found in the references listed on the back of this sheet. Additionally, copies of this sheet (and other materials from this talk) can be found at <http://jonwestfall.com/2012/03/centenary>

References & Notes

The two papers with studies I'm highlighting today are bolded below.

Discounting studies

- Shoda, Y., Mischel, W., & Peake, P. K. (1990). "Predicting Adolescent Cognitive and Self-Regulatory Competencies from Preschool Delay of Gratification: Identifying Diagnostic Conditions". *Developmental Psychology* 26 (6): 978–986.
- Casey, B. J., Somerville, L. H., Gotlib, I. H., Ayduk, O., Franklin, N. T., Askren, M. K., Jonides, J., Berman, M. G., Wilson, N. L., Teslovich, T., Glover, G., Zayas, V., Mischel, W., Shoda, Y. (2011). Behavioral and neural correlates of delay of gratification 40 years later. *Proceedings of the National Academy of Sciences*.
- Reimers, S., Maylor, E. A., Stewart, N., & Chater, N. (2009). Associations between a one-shot delay discounting measure and age, income, education and real-world impulsive behavior. *Personality and Individual Differences*, 47(8), 973-978.

Handedness studies

- **Westfall, J. E., Jasper, J. D., & Zelmanova, Y. (2010). Differences in time perception as a function of strength of handedness. *Personality and Individual Differences*. 49, 629 - 633**
- Christman, S D. (2001). Individual differences in stroop and local-global processing: a possible role of interhemispheric interaction. *Brain and cognition*, 45(1), 97-118. doi:10.1006/brcg.2000.1259
- Christman, S. (1993, July). Handedness in musicians: bimanual constraints on performance. *Brain and cognition*. doi:10.1006/brcg.1993.1038
- Christman, S. D., Jasper, J. D., Sontam, V., & Cooil, B. (2007). Individual differences in risk perception versus risk taking: handedness and interhemispheric interaction. *Brain and cognition*, 63(1), 51-8.
- Propper, R. E., Christman, S. D., & Phaneuf, K. A. (2005). A mixed-handed advantage in episodic memory: a possible role of interhemispheric interaction. *Memory & cognition*, 33(4), 751-7. Retrieved from <http://www.ncbi.nlm.nih.gov/pubmed/16248339>

Query Theory

- Johnson, E. J., Häubl, G., & Keinan, A. (2007). Aspects of endowment: a query theory of value construction. *Journal of experimental psychology. Learning, memory, and cognition*, 33(3), 461-74. doi:10.1037/0278-7393.33.3.461
- Weber, E. U., Johnson, E. J., Milch, K. F., Chang, H., Brodscholl, J. C., & Goldstein, D. G. (2007). Asymmetric Discounting in Intertemporal Choice: A Query-theory account. *Psychological Science*, 18(6), 516-524.
- **Appelt, K., Johnson, E. J., Knoll, M. A. Z., & Westfall, J. E. (2012). Time to Retire: Why Americans Claim Benefits Early and How to Encourage Them to Delay. *Under Review at the Journal of Consumer Research*.**

In addition to research on individual differences, such as discounting and strength of handedness, I also maintain research lines in...

- Consumer behavior, notably financial fragility or the amount of money individuals keep in case of emergency. This work, with Dan Bartels (Columbia) & Stephen Spiller (UCLA) focuses on the psychological antecedents of low emergency savings.
- Process tracing methodology. This work focuses on how individuals acquire and use information to make a decision. Work with Bernd Figner (UvA), Christoph Ungemach and Eric Johnson (Columbia) is looking at what pieces of information people use when making a temporal discounting decision.
- Internet research methodology and best practice. Recent work (Westfall, Kim, & Ma, 2012) looks at what researchers who are collecting data on the internet need to know in order to keep their information secure and safe from loss.

Questions? Comments? Feel free to drop me an email at jon@decisionsciences.columbia.edu