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Education

Ph.D. Decision Sciences. Carnegie Mellon University. 1999
M.S. Resource Management. Simon Fraser University. 1993
B.S. Zoology. University of Wisconsin. 1990

Publications

- Kahneman, D. & Frederick, S. 2007. (in press) Frames and brains: elicitation and control of response tendencies. *Trends in Cognitive Sciences*. 11(2). xx - xx
- Frederick, S. (in press). Hedonic Treadmill. In *Encyclopedia of Social Psychology*, eds. R.F. Baumeister and Kathleen D. Vohs. Thousand Oaks, CA: Sage.
- Frederick, S. 2006. Valuing future life and future lives: A framework for understanding discounting. *Journal of Economic Psychology*. 27. 667-680.
- Lee, L., Frederick, S. & Ariely, D. 2006. Try it, you'll like it: expectations, experience, and their timing as determinants of preference. *Psychological Science*. 17(12). 1054-1058
- Soman, D., Ainslie, G., Frederick, S., Li, X., Lynch, J. Moreau, P., Mitchell, A., Read, D. Sawyer, A., Trope, Y., Wertenbroch, K., & Zauberman, G. 2005. The psychology of intertemporal discounting: Why are distant events valued differently from proximal ones? *Marketing Letters*. 16. 347-360.
- Frederick, S. 2005. Cognitive Reflection and Decision Making. *Journal of Economic Perspectives*. 19(4). 25-42.
- Read, D., Frederick, S., Orsel, B., & Rahman, J. 2005. Four score and seven years from now: The "date/delay effect" in temporal discounting. *Management Science*. 51(9). 1326-1335
- Kahneman, D. & Frederick, S. 2005. A Model of Heuristic Judgment. in K. J. Holyoak & R. G. Morrison [eds.] *The Cambridge Handbook of Thinking and Reasoning*. Cambridge University Press. 267-293.
- Kahneman, D. & Frederick, S. 2004. Attribute Substitution in Intuitive Judgment. pp. 411-432. in M. Augier & J. March [eds.] *Models of a Man: Essays in Memory of Herbert A. Simon*. The MIT Press.
- Songer, T., Lave, J., Kamlet, M., Frederick, S., & Ness, R. 2004. Preferences for fertility in women with pelvic inflammatory disease. *Fertility and Sterility*. 31(5). 1344-1350.
- Frederick, S. 2003. Measuring intergenerational time preference: *Are future lives valued less?* *Journal of Risk & Uncertainty*. 26(1). 39-53.
- Frederick, S. 2003. Time preference and personal identity. pp. 89-113 in G. Loewenstein, D. Read, and R. Baumeister [eds]. *Time and Decision*. New York. Russel Sage Press.
- Frederick, S., Loewenstein, G., & O' Donoghue, T. 2002. Time discounting and time preference: a critical review. *Journal of Economic Literature*. 40. 351-401.

- Frederick, S. 2002. Automated choice heuristics. pp. 548-558 in T. Gilovich, D. Griffin, and D. Kahneman [eds]. *Heuristics & Biases: The Psychology of Intuitive Judgment*. New York. Cambridge University Press.
- Kahneman, D. & Frederick, S. 2002. Representativeness revisited: Attribute substitution in intuitive judgment. pp. 49-81 in T. Gilovich, D. Griffin, and D. Kahneman [eds]. *Heuristics & Biases: The Psychology of Intuitive Judgment*. New York. Cambridge University Press.
- Fischhoff, B., Welch, N. & Frederick, S. 2000. Construal processes in preference elicitation. *Journal of Risk and Uncertainty*. 19. 139-164.
- Frederick, S., & Loewenstein, G. 1999. Hedonic adaptation. in D. Kahneman, E. Diener, and N. Schwarz [eds]. *Scientific Perspectives on Enjoyment, Suffering, and Well-Being*. New York. Russell Sage.
- Frederick, S. & Fischhoff, B. 1998. Scope (in)sensitivity in elicited valuations. *Risk, Decision, and Policy*. 3. 109-123.
- Peterman, R., Peters, C., Robb, C. & Frederick, S. 1998. Examples of applying Bayesian decision analysis to deal with uncertainties in fisheries management. pp. 387-398 in Pitcher, T., P.B. Hart, and D. Pauly [eds.] *Reinventing Fisheries Management*. New York. Chapman and Hall.
- Loewenstein, G. & Frederick, S. 1997. Predicting reactions to environmental change. pp. 52-72 in *Psychological Perspectives on Ethics and the Environment*. M. Bazerman, D. Messick, A. Tenbrunsel, and K. Wade-Benzoni [eds]. San Francisco. New Lexington Press.
- Frederick, S. & Peterman, R. 1995. Choosing fisheries harvest policies: When does uncertainty matter? *Canadian Journal of Fisheries and Aquatic Sciences*. 52. 291-306.

Working papers

- Frederick, S. and Loewenstein, G. Preference authority in the evaluation of sequences. (revise & resubmit at *Organizational Behavior and Human Decision Processes*)
- Frederick, S. Frugality in a world of extravagance: Comparative biases in the estimation of others' values.
- Frederick, S. and Lee, L. Attraction, repulsion, and attribute representation.
- Frederick, Novemsky, Wang, Dhar, and Nowlis. Opportunity costs and consumer decisions.
- Frederick, S. and Read, D. Who regards discounting anomalies as anomalous?
- Frederick, S., Read, D., and LeBoeuff, R. When I'm 64: Temporal referencing and discounting.
- Frederick, S. and Shafir, E. Principled choices and mindless matches: Tales about tradeoffs.
- Read, D., Frederick, S., & Airoldi, M. Longitudinal time inconsistency
- Simmons, J., Nelson, L., Shafir, E. and Frederick, S. Biases in choice vs. matching: implications for the presumed wisdom of crowds.

Professional Experience

Assistant Professor (Shalaby and Mary Sarofim Career Development Chair)
2002- Sloan School of Management. Massachusetts Institute of Technology.

Courses Taught:

- 15.812: Introduction to Marketing. Sloan School of Management. MIT
- 15.814: Introduction to Marketing Management. Sloan School of Management. MIT
- 15.838: Research Seminar in Marketing
- 15.847: Consumer Behavior. Sloan School of Management. MIT
- 15.977: Sports Management. Sloan School of Management. MIT

Post-Doctoral Associate

2001-2002 Sloan School of Management. Massachusetts Institute of Technology.

Research Associate & Lecturer of Psychology and Public and International Affairs

2000-2001 Woodrow Wilson School of Public & International Affairs. Princeton University

Research Associate

1999-2000 Psychology Dept. Princeton University.

Teaching Assistant

2001 "Psychology for Policy Analysis and Implementation" Princeton University.
1994 "Introduction to Intelligence" Carnegie Mellon University

Research Consultant

2000 Ropes & Gray law firm
1997 University of Pittsburgh Graduate School of Public Health.

Invited Presentations

- 2006. American Economics Association; Federal Trade Commission; Munich Summer Symposium on Economics and Psychology; MIT Sloan Reunion; Tepper School of Business at Carnegie Mellon University
- 2005. National Bureau of Economic Research: Behavioral Economics Working Group; Whitebox Visiting Fellow. Yale University: Department of Management; Marketing Science Institute: Young Scholars Program; Wharton School of Business at University of Pennsylvania; Interdisciplinary Workshop on Decision Making at University of Arizona, Department of Management and Policy; Rady School of Management, University of California: San Diego; MIT Sloan Reunion.
- 2004. Economics Institute at Copenhagen University; Johnson School of Business at Cornell University; Anderson School of Business at University of California, Los Angeles; Conference on Global Warming & The Psychology of Long Term Risk at Princeton University.
- 2003. Wharton School of Business at University of Pennsylvania; Dept of Social and Decision Sciences at Carnegie Mellon University; Harvard School of Business at Harvard University; Graduate School of Business at University of Chicago.
- 2002. Stanford Institute for Theoretical Economics: eBusiness Research Seminar at MIT; Psychology Dept. at Harvard University.
- 2001. Economics Dept. at MIT; Intertemporal Choice Working Group at Russell Sage Foundation; Fuqua School of Business at Duke University.
- 1998. Center for the Integrated Study of the Human Dimensions of Global Change at Carnegie Mellon University.
- 1997. Conference for Scientific Approaches to Enjoyment, Suffering, and Well-Being at Princeton University; EPA/NSF Workshop on Valuation and Environmental Policy. Arlington, Virginia and Russell Sage Behavioral Economics Summer Camp at U.C. Berkeley.
- 1995. Psychological Perspectives on Ethics and Environment at Northwestern University.
- 1993. Determining Optimal Fisheries Harvest Policies: Does Uncertainty Really Matter? Presented at the University of Washington, Anchorage, Alaska, and Dublin, Ireland.

Conference Presentations

2006. Society for Consumer Psychology; 10th Biennial Behavioral Decision Research in Management
2005. Society for Judgment and Decision Making
2004. Society for Consumer Psychology; Society for Judgment and Decision Making
2003. Association for Consumer Research; Society for Judgment and Decision Making
2002. Association for Consumer Research
2000. Behavioral Decision Research in Management

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Risk, Decision, and Policy
The B.E. Journals in Economic Analysis and Policy
Trends in Cognitive Sciences