

Decision Processes Colloquia

Monday, February 23, 2015

Where: 245 JMHH

When: 12:00 – 1:15 pm

Max Bazerman

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The Morality of Joint versus Separate Decisions

ABSTRACT: Significant research shows reversals of preference based on whether options are judged separately or jointly. Generally, emotions have a greater effect in separate than in joint decisions. Moral problems often prompt emotional responses that invoke intuitive judgments of right and wrong. While emotions inform judgment across many domains, they can also lead to ethical failures that could be avoided by using a more deliberative, analytical decision-making process. My talk will explore joint evaluation as a tool to help decision makers make decisions that are more broadly consistent with their long term preferences.