

## **“Decision Biases in the Lab and the Field, with an Eye towards Improving Outcomes”**

In this talk, I will present a broad overview of the work I have been focused on for the past several years. Two general themes link this work together. First, many of the projects I will discuss examine decision biases in the field, extending previous laboratory results by exploring the magnitudes of psychological effects and delving into repeated choice data. The second theme is the search for “nudges” (Thaler and Sunstein, 2008) to improve decision making. I will discuss work that aims to identify ways to increase retirement savings, reduce unhealthy eating, increase viewing of highbrow films, and increase the passage rate of beneficial legislation. Several of the papers I plan to overview can be found on my website:

<http://opimweb.wharton.upenn.edu/people/faculty.cfm?id=389>