Decision Processes Colloquia

Monday, September 24, 2018

Where: 350 JMHH

When: 12:00 - 1:15 pm

Oleg Urminsky

Professor, Marketing The University of Chicago, Booth School of Business

Exploring the Relationship between Emotion and Impatience

ABSTRACT:

Prior research as studied the link between incidental emotions and impatience in decision-making, using both measurement and manipulation-based approaches. However, this literature has tended to study specific emotions in isolation and contains some contradictory findings. Theories of affective discounting also make predictions about how integral emotions (i.e. emotionality of the choice options) affects discounting. The goal of this research is to integrate and test disparate findings and theories, to provide a general understanding of whether and how emotion influences intertemporal choice. In large-scale studies, we simultaneously test the relationship between multiple emotions and a common set of time discounting choices, and we provide a novel test of affective discounting that addresses common confounds.

