

Beyond Loss Aversion: The effect of losses on attention, exploration, and strategy

An international workshop supported by the EADM

On October 13 2014, a one-day workshop entitled “Beyond Loss Aversion: The Effect of Losses on Attention, Exploration, and Strategy” will be held at Haifa, Israel. The meeting is sponsored by the European Association for Decision Making, the I-CORE program of the Planning and Budgeting Committee and the Israel Science Foundation, Technion – Israel Institute of Technology, and the Max Wertheimer Minerva Center for Cognitive Studies at the Technion.

The workshop aims to critically discuss different models and approaches for one of the most important asymmetries in the response to ecological information, the selective response to positive and negative incentives. Specifically, recent theoretical conceptualizations have suggested that the effect of losses lies in aspects of cognitive processing that are not strictly weight based. These aspects include the differential effect of losses on the allocation of attention, search and exploration among relevant strategies, and the formation and maintenance of different strategies in response to losses and gains.

Meeting location: [Dan Panorama hotel, Haifa](#)

The workshop is organized by [Prof. Eldad Yechiam](#), Technion – Israel Institute of Technology, Haifa, Israel, yeldad@tx.technion.ac.il

Schedule

October 13 2014- Main workshop day

October 14 2014 – Informal excursion (The Galilee and Nazareth)

Main workshop day:

8:30 – 9:00 Coffee & Catching up

9:00-10:30 Introduction

Eldad Yechiam (Technion): Introduction to the Workshop; Loss attention, loss restlessness, and the buyer's sense

Tomas Lejarraga (MPI Berlin): Search for information in the domains of gains and losses

Thorsten Pachur (MPI Berlin): Loss aversion, loss attention, and the endowment effect

10:30 – 11:00 Coffee

11:00-12:30 Neural and basic processes

Benedetto de Martino (University of Cambridge): The neurobiology of loss aversion and its implication in understanding incentive structure

Rony Paz (Weizmann Institute): Perception, generalization, and neural mechanisms of loss

Robert Böhm (RWTH Aachen University): A Burden Shared is a Burden Halved: Cooperation in Public Goods and Public Bads

12:30-14:00 Lunch

14:00-15:30 *Endowment*

Carey K. Morewedge (Boston University): Ownership: An alternative cause of the endowment effect

Amos Schurr (Ben-Gurion University): The effect of giving it all up on valuation: a new look at the endowment effect

Eyal Ert (Hebrew University): On context effects and irrational skepticism

15:30 – 16:00 *Coffee*

16:00-17:30 *Decision processes*

Marius Usher (Tel Aviv University): Towards a process model of context-sensitive loss-aversion

Andreas Glockner (University of Göttingen): Losses and Attention: A comprehensive Investigation based on choices, response times and eye-tracking

Eldad Yechiam (Technion) A response to Glockner & Fiedler

Ido Erev (Technion): Discussion and future directions

19:30 Speakers Dinner in “Duzan” restaurant at the old German Colony

[Complete titles and abstracts are available in this link](#)