

Job title: Research & Programming Associate

A group of academic researchers at Anderson School of Management are seeking an undergraduate computer science student to provide support on a research initiative at the intersection of behavioral science and financial decision-making. This student will help to build customized programs and software tools to be used in research studies on human decision-making.

This experience offers an opportunity for students to further develop their programming skills while contributing to research in the behavioral sciences. Students interested in the Fintech sector may be particularly well-suited for this position.

Research initiative:

We investigate many facets of human judgment and decision making behavior. Collectively, we research topics in behavioral economics, cognitive and social psychology, marketing, organizational behavior, behavioral finance, behavioral strategy, and public policy, among other disciplines. We primarily are focused on topics related to financial decision making. Specifically, we are current investigating decisions about wealth inequality, income volatility, and savings.

Investigators:

Colin West (PhD student at UCLA Anderson School of Management)
Joseph Reiff (PhD student at UCLA Anderson School of Management)
Jonathan Bogard (PhD student at UCLA Anderson School of Management)
Craig Fox (Professor, UCLA Anderson School of Management)
Cassie Mogilner (Associate Professor, UCLA Anderson School of Management)
Hal Hershfield (Associate Professor, UCLA Anderson School of Management)
Sanford DeVoe (Associate Professor, UCLA Anderson School of Management)

Project overview:

This project involves the development and implementation of several original research studies. The goal is to better understand the psychological drivers underlying consumers' financial decisions.

The insights generated by this research has applications to policymakers and NGOs seeking to improve financial wellbeing and economic mobility as well as to businesses, particularly in the burgeoning Fintech sector.

Job responsibilities:

The Research & Programming Associate will help to build customized research tools under the guidance of a group of academic researchers in Anderson School of Management. Responsibilities include the following:

- Design customized software tools to analyze human decision-making, particularly in the domain of financial decisions
- Design simulated decision environments including interactive graphs and charts
- As an example, one project may involve building software tool similar to the ‘You Draw It’ feature in the New York Times
(<https://www.nytimes.com/interactive/2017/01/15/us/politics/you-draw-obama-legacy.html>)
- Integrate software tools into existing research programs
- Help to analyze experimental results.

We estimate ~5 hours per week commencing in May 2018, and continuing to the end of the Spring Quarter. Hours may fluctuate from week to week depending on project demands. We will work to accommodate the student’s other commitments.

There may be an opportunity for continuation beyond June 2018.

Desired qualifications / skills:

- 2nd or 3rd year computer science student (graduation date no earlier than June 2019)
- Experience with JavaScript
- Experience building software tools
- Strong analytical and research skills
- A desire to learn about behavioral science research applied to business and policymaking

If you are interested, please send your resume and a cover letter to colin.west.1@anderson.ucla.edu no later than 4/27/18, explaining in 500 words or less why you are interested in this position.

Thank you.

About the investigators:

Colin West (PhD student at UCLA Anderson, working under the supervision of Professor Sanford DeVoe)

Colin West has worked extensively in applying methods from behavioral economics towards development initiatives in East Africa. Before joining Anderson as a PhD student, Colin West worked as a researcher and consultant with the Busara Center for Behavioral Economics, based in Kenya. Colin’s projects included exploring unconditional cash transfers as a benchmark for evaluating aid programs, and several projects related to financial inclusion and mobile banking. As part of his PhD, Colin has been exploring the psychological consequences of income volatility on judgement, decision making, and wellbeing.

Joseph Reiff (PhD student at UCLA Anderson, working under the supervision of Professor Hal Hershfield)

Joseph Reiff is an aspiring behavioral scientist with extensive experience in economic and psychological research. Before joining Anderson, Joseph worked as an associate economist at the

Federal Reserve Bank of Chicago where his research focused on the long-term consequences of housing discrimination. As a PhD student at Anderson, Joseph's projects incorporate insights from social psychology to better understand how policy interventions can persistently change behavior. Joseph is the recipient of the National Science Foundation Graduate Research Fellowship and has published in journals including *Economics Letters* and the *Review of Industrial Organization*.

Jonathan Bogard (PhD student at UCLA Anderson, working under the supervision of Professor Craig Fox)

Jon Bogard graduated in 2009 from Brown University with a degree in Philosophy (especially focusing on moral philosophy and philosophy of mind). In the last two years of his undergraduate degree, Jon developed an interest in moral psychology and judgement & decision making. He worked for two years as a research assistant in Steven Sloman's Cognitive Science Lab. Jon spent the last 8 years working in New Orleans' 9th Ward as a teacher and leader with *Teach for America* and *Collegiate Academies* (a charter school network). In that capacity, he tested behaviorally informed educational interventions in the field. Jon is especially interested in applying behavioral insights to addressing social challenges in domains such as education, health, financial decision making, environmental behaviors and charitable giving.

Craig Fox (Professor, UCLA Anderson School of Management)

Craig Fox is the Harold Williams Chair and Professor of Management at the UCLA Anderson School of Management, with joint appointments as professor of psychology at the UCLA College of Letters and Sciences and professor of medicine in the UCLA Geffen School. Fox co-founded the Behavioral Science & Policy Association and is co-editor of its flagship journal, [Behavioral Science & Policy](#) (BSP). He is also the co-director of the [Interdisciplinary Research Group on Behavioral Decision Making](#) at UCLA.

Fox's research focuses on decision behavior, especially under conditions of risk and uncertainty. He uses a variety of research methods, including surveys and lab experiments, field studies and analysis of archival data, and neuroimaging. His research has been published in top journals of management, psychology, economics, law, neuroscience and general science.

Cassie Mogilner Holmes (Associate Professor, UCLA Anderson School of Management)

Cassie Mogilner Holmes is an associate professor of marketing at UCLA's Anderson School of Management. She studies happiness, highlighting the role of time. Her research examines such questions as how focusing on time (rather than money) increases happiness, how the meaning of happiness changes over the course of one's lifetime, how giving time to others can alleviate the stress of being time constrained, and how much happiness people enjoy from spending their time on extraordinary and ordinary experiences. Across these inquiries, her findings highlight the high level of happiness that stems from personally connecting with people and with the present moment.

Hal Hershfield (Associate Professor, UCLA Anderson School of Management)

Psychologist Hal Hershfield studies how thinking about time transforms the emotions and alters the judgments and decisions people make. While he was a Ph.D. student at Stanford University, his research concentrated on the psychology of long-term decision-making and how time affects people's lives — specifically at a moment when Americans are living longer and saving less.

Sanford E. DeVoe (Associate Professor of Management and Organizations, UCLA Anderson)

DeVoe's research focuses on the psychological consequences of placing a monetary value on time. Using both a mix of survey and experimental methods, he observes how people look at the tradeoffs between time and money and how each is valued. The key implication of his research is how organizations can be changed to enhance the well-being of individuals, organizations and society. DeVoe earned his bachelor's degree in psychology with high honors from Swarthmore College in Pennsylvania. While pursuing his Ph.D. in organizational behavior from Stanford's Graduate School of Business he received numerous fellowships and awards. He received the Excellence in Teaching award six times, in addition to being named winner of the Dean's Award for Excellence in Research in 2011 at the University of Toronto's Rotman School of Management, where he worked for eight years prior to joining the faculty at UCLA Anderson in summer 2015. He currently serves on the editorial board of the *Academy of Management Journal*, *Journal of Experimental Psychology: Applied* and *Organizational Behavior and Human Decision Processes*.