

PROFESSIONAL EXPERIENCE

- Since Nov. 2017* **Director**, Decision Science Laboratory, Universitat de les Illes Balears
- Since Sept. 2016* **Associate Professor**, Universitat de les Illes Balears, Department of Business Economics
- Since Sept. 2016* **Associate Research Scientist**, Max Planck Institute for Human Development, Center for Adaptive Rationality
- March 2013 – Aug 2016* **Research Scientist**, Max Planck Institute for Human Development, Center for Adaptive Rationality
- Sept. 2011 – Feb 2013* **Visiting Associate Professor**, Universitat de les Illes Balears, Department of Business Economics
- Sept. 2009 – Aug. 2011* **Postdoctoral fellow**, Carnegie Mellon University, Department of Social and Decision Sciences, Dynamic Decision Making Laboratory

EDUCATION

- 2003–2009* **Ph.D. in Management**. Universitat Pompeu Fabra, Barcelona. Spain
Specialization: Judgment and decision making
Advisor: Robin M. Hogarth, *Committee chair:* Ido Erev
- 2002–2003* **MSc. in Management**. Universitat Pompeu Fabra, Barcelona. Spain
- 1996–1999* **B.A. in Economics**. Washington College, Chestertown, MD. USA

RESEARCH INTERESTS

Individual and group decisions under risk and uncertainty, experience-based choice, learning, and cognitive modeling.

RESEARCH

- Publications* **Lejarraga, T. & Hertwig, R. (2021).** How Experimental Methods Shaped Views on Human Competence and Rationality. *Psychological Bulletin*, 147(6), 535–564.

- Lejarraga, T.** & Hertwig, R. (2021). Three Theories of Choice and Their Psychology of Losses. *Perspectives on Psychological Science*, 17(2), 334–345.
- Ranganathan, K. & **Lejarraga, T.** (2021). Elicitation of Risk Preferences Through Satisficing, *Journal of Behavioral and Experimental Finance*, 32, 100570.
- Lejarraga, T.**, Lucena, A. & Rubí-Barceló, A. (2020). Beliefs estimated from choices in Proposer-Responder Games. *Journal of Economic Behavior and Organization*, 179, 442–459. (Shared first authorship)
- Lejarraga, T.** & Lejarraga, J. (2020). Confidence and the Description–Experience Distinction, *Organizational Behavior and Human Decision Processes*, 161, 201–212.
- Lejarraga, T.**, Schulte-Mecklenbeck, M., Pachur, T., & Hertwig, R. (2019). The Attention–Aversion Gap: How Allocation of Attention Relates to Loss Aversion, *Evolution and Human Behavior*, 40(5), 457–469.
- Lejarraga, T.**, Frey, R., Schnitzlein, D., & Hertwig, R. (2019). No Effect of Birth Order on Adult Risk Taking, *Proceedings of the National Academy of Sciences*, 116(13), 6019–6024.
- Lejarraga, T.**, Woike, J. K., & Hertwig, R. (2019). Experiences and Descriptions of Financial Uncertainty. Are They Equivalent? In R. Hertwig, T. J. Pleskac, T. Pachur, & The Center for Adaptive Rationality, *Taming uncertainty*. Cambridge, MA: MIT Press.
- Hertwig, R., Pleskac, T. J., Pachur, T., & **ARC Research Group** (2019). *Taming Uncertainty*. MIT Press. (Book author as member of the ARC Research Group)
- Martin, J., **Lejarraga, T.**, & Gonzalez, C. (2018). The Effects of Memory and Motivation on the Weighting of Reference Prices. *Journal of Economic Psychology*, 65, 16–25.
- Ert, E. & **Lejarraga, T.** (2017). The Effect of Experience on Context-Dependent Decisions. *Journal of Behavioral Decision Making*, 31(4), 535–546. (Shared first authorship)
- Hertwig, R., Hogarth, R. M., & **Lejarraga, T.** (2018). Experience and description: Exploring two paths to knowledge. *Current Directions in Psychological Science*, 27(2), 123–128. (Shared first authorship)
- Lejarraga, T.** & Hertwig, R. (2017). How the Threat of Losses Makes People Explore More Than the Promise of Gains. *Psychonomic Bulletin and Review*, 24(3), 708–720.
- Lejarraga, T.**, Schulte-Mecklenbeck, M., & Smedema, D. (2016). The pyeTribe: Simultaneous Eye-Tracking for Economic Games. *Behavior Research Methods*, 49(5), 1769–1779. (shared first authorship with Schulte-Mecklenbeck)
- Lejarraga, T.**, Woike, J.K., & Hertwig, R. (2016). Description and Experience: How Experimental Investors Learn About Booms and Busts Affects Their Financial Risk Taking. *Cognition*, 157, 365–383.

Lejarraga, T. & Müller-Trede, J. (2016). When Experience Meets Description: How Dyads Integrate Experiential and Descriptive Information in Risky Decisions. *Management Science*, 63(6), 1953–1971. (shared first authorship)

Hogarth, R., **Lejarraga, T.**, & Soyer, E. (2015). The two settings of kind and wicked learning environments. *Current Directions in Psychological Science*, 24(5), 379–385.

Lejarraga, T., Pachur, T., Frey, R., & Hertwig, R. (2015). Decisions from Experience: From Monetary to Medical Gambles. *Journal of Behavioral Decision Making*, 29(1), 67–77.

Lejarraga, T., Lejarraga, J., & Gonzalez, C. (2014) Decisions from Experience: How Groups and Individuals Adapt to Change. *Memory & Cognition*, 42(8), 1384–1397.

Lejarraga, T., Hertwig, R., & Gonzalez, C. (2012) How Choice Ecology Influences Search in Decisions From Experience. *Cognition*, 124(3), 334–342.

Yu, M., **Lejarraga, T.**, & Gonzalez, C. (2012) Context-specific, scenario-based risk scales. *Risk Analysis*, 32(12), 2166–2188.

Lejarraga, T. & Gonzalez, C. (2011) Effects of feedback and complexity on repeated decisions from description. *Organizational Behavior and Human Decision Processes*, 116(2), 286–295.

Lejarraga, J., **Lejarraga, T.** & Gaston-Breton, C. (2011) Let me handle this, I've done it before: Experience and self-involvement in superstitious learning. In George T. Solomon (Ed.), *Proceedings of the Seventy-First Annual Meeting of the Academy of Management*.

Gonzalez, C., Dutt, V., & **Lejarraga, T.** (2011) A loser can be a winner: Comparison of two instance-based learning models in a market entry competition. *Games*, 2(1), 136–162. *Guest Editors: Ido Erev, Eyal Ert, & Alvin Roth*.

Lejarraga, T., Dutt, V., & Gonzalez, C. (2010) Instance-based learning: A general model of repeated binary choice. *Journal of Behavioral Decision Making*, 25(2), 143–153.

Lejarraga, T. (2010) When experience is better than description: time delays and complexity. *Journal of Behavioral Decision Making*, 23(1), 100–116.

*Conference,
seminar, and
workshop
presentations*

International Meeting of the Brunswik Society (online, 2022) – **Invited speaker**

Summer Institute for Bounded Rationality (Berlin, 2022) – **Invited speaker**

Heidelberg Sampling Conference (Heidelberg, 2021) – **Invited speaker**

Subjective Probability Utility and Decision Making 28 (online, 2021)

Summer Institute for Bounded Rationality (online, 2021) – **Invited speaker**

IE University (online, 2021) – **Invited seminar**

University of Plymouth (online, 2021) – **Invited seminar**

Universidad Loyola (online, 2021) – **Invited seminar**

Subjective Probability Utility and Decision Making 27 (Amsterdam, 2019)

University of Bern (Bern, 2019) – **Invited seminar**

HEC Lausanne (Lausanne, 2019) – **Invited seminar**

Southern Europe Experimental Team's Meeting (Ibiza, 2019)

Middlesex University London (London, 2019) – **Invited seminar**

Imperial College Business School (London, 2018) – **Invited seminar**

Subjective Probability Utility and Decision Making 26 (Haifa, 2017)

Workshop organized by the Royal Melbourne Institute of Technology, (Barcelona, 2016) – **Invited workshop**

ERC Expert Workshop “Empirical Study of Balancing Rights and Public Interests” organized by the Israel Institute for Democracy (Paris, 2016) – **Invited workshop**

Departament d’Economia i Empresa, Universitat de les Illes Balears (Palma, 2015) – **Invited seminar**

Subjective Probability Utility and Decision Making 25 (Budapest, 2015) – **Chair of Symposium on learning from small samples**

Summer Institute for Bounded Rationality (Berlin, 2015) – **Invited speaker**

Conference of Experimental Psychologists, TeaP (Hildesheim, 2015) – **Chair of Symposium on risk taking**

Beyond Loss Aversion: The Effect of Losses on Attention, Exploration, and Strategy (Haifa, 2014) – **Invited speaker**

Workshop at Erfurt University, Dept. Psychology (Erfurt, 2014) – **Invited full-day workshop**

Workshop on Decisions from Experience at Max Planck LIFE School (Berlin, 2014) – **Invited workshop**

Seminar at DDM Lab, Carnegie Mellon University (Pittsburgh, 2014) – **Invited seminar**

Conference of Experimental Psychologists, TeaP (Giessen, 2014)

Workshop on Decisions, Weights, and Experience (Israel, 2014) – **Invited participation**

Society for the Advancement of Judgment and Decision Making Studies (Granada, 2013) – **Invited participation in foundational meeting**

Subjective Probability Utility and Decision Making 24 (Barcelona, 2013)

International Business Economic Workshop (Palma, 2012) – **Invited speaker**

Universitat Pompeu Fabra (Barcelona, 2012) – **Invited seminar**

Universitat de les Illes Balears, DEE Lunch Seminar (Palma de Mallorca, 2012)

Subjective Probability Utility and Decision Making 23 (Kingston, 2011)
 EADA Business School (Barcelona, 2011) – **Invited seminar**
 Universidad Pablo de Olavide (Sevilla, 2011) – **Invited seminar**
 Universitat de Girona (Girona, 2011) – **Invited seminar**
 University of Porto Business School (Porto, 2011) – **Invited seminar**
 International Meeting of Experimental and Behavioral Economics (Barcelona, 2011)
 Society for Judgment and Decision Making (St. Louis, 2010)
 Foundations and Applications of Utility, Risk and Decision Theory (Newcastle, 2010)
 Universitat de les Illes Balears – Departament d’Economia de l’Empresa (Palma de Mallorca, 2010) – **Invited seminar**
 Carnegie Mellon University – Decisions & Games (Pittsburgh, 2010)
 Carnegie Mellon University – DDM Lab (Pittsburgh, 2009)
 Subjective Probability Utility and Decision Making 22 (Rovereto, 2009)
 IESE Business School (Barcelona, 2009) – **Invited seminar**
 Academy of Management Annual Meeting (Chicago, 2009)
 La Seine Normandie (Paris, 2008)
 IWA World Water Congress (Vienna, 2008)
 Unraveling decisions from experience (London, 2008) – **Invited speaker**
 Subjective Probability Utility and Decision Making 21 (Warsaw, 2007)
 Univesitat Pompeu Fabra – PhD Seminar (Barcelona, 2007)

Case studies *Summary accounts of real-life business scenarios for instructional use. The case studies listed below were used as course materials in the MBA and Masters in Environmental Management at U. Pompeu Fabra.*

Implementing the ISO 14.001: Barcelona Airport. Research Centre in Financial Economics and Accounting (CREFC), U. Pompeu Fabra

Global change: The Kyoto Protocol and its impact on Spanish firms: The case of Gas Natural. CREFC, U. Pompeu Fabra

An example of Eco-sufficiency: Carrefour and its ECO product line. CREFC, U. Pompeu Fabra

Towards Eco-efficiency: The Braun Española case. CREFC, U. Pompeu Fabra

The Eroski case. CREFC, U. Pompeu Fabra

The Hewlett-Packard case. CREFC, U. Pompeu Fabra

PROFESSIONAL SERVICE

Member of editorial board Decision (since 2021)
Frontiers in Research Metrics and Analytics (2021–2023)
Frontiers in Cognitive Science, part of Frontiers in Psychology (2016–2022)
Journal of Behavioral Decision Making (2014–2023)

Invited Article Editor Sage Open

Reviewer **Scientific journals:** Human Nature; Journal of Behavioral and Experimental Finance; Scientific Reports; Psychological Review; Cognitive Computation; Journal of Neuroscience, Psychology, and Economics; Judgment and Decision Making; Psychology & Marketing; Journal of Psychiatric Research; Behavioural Processes; Journal of International Communication; Management Science; Journal of Cognitive Psychology; Cognition; Journal of Economic Behavior and Organization; British Journal of Psychology; Psychological Research; Journal of Experimental Psychology: General; Journal of Experimental Psychology: Learning, Memory, and Cognition; Journal of Experimental Psychology: Applied; Risk; Cognitive Psychology; Frontiers Psychology; Frontiers in Cognitive Science; PLOS One; Medical Decision Making; Thinking & Reasoning; Review of Philosophy and Psychology; Journal of Applied Research in Memory and Cognition; Decision; Psychonomic Bulletin and Review; Quarterly Journal of Experimental Psychology; Organizational Behavior and Human Decision Processes; Journal of Behavioral Decision Making; Behavior Research Methods; Games; Revista Internacional de Sociología-Consejo Superior de Investigaciones Científicas.

Funding agencies: ETH Zurich Research Commission, The Israel Science Foundation, Alfred P. Sloan Foundation, Research Council of Canada.

Conferences: Academy of Management Annual Meeting, Subjective Probability, Utility, and Decision Making (SPUDM), Society for Judgment and Decision Making (SJDM).

Spanish Ministry of Science. Evaluator for the *Agencia Estatal de Investigación*.

Member of scientific associations European Association for Decision Making – *current member*
Society for the Advancement of Judgment and Decision-Making Studies – *current member*
Society for Judgment and Decision Making – *past member*
American Psychological Association – *past member*
Academy of Management (Managerial and Organizational Cognition division) – *past member*

Award committees De Finetti Award, European Association for Decision Making

Member of PhD defense committee Bàrbara Estudillo Gil, Department of Business Economics, Universitat de les Illes Balears, December 2022.

Cristina Acedo, Department of Psychology, Universitat de les Illes Balears, November 2014.

Piya Sereevinyayut, Department of Economics and Business, Universitat Pompeu Fabra, September 2013.

Emre Soyer, Department of Economics and Business, Universitat Pompeu Fabra, June 2012.

Advising Jill de Ron, Intern, Max Planck Institute for Human Development, Center for Adaptive Rationality, 2017.

Max Rank, Intern, Max Planck Institute for Human Development, Center for Adaptive Rationality, 2017.

Manuel Canella, Intern, Max Planck Institute for Human Development, Center for Adaptive Rationality, 2016.

Job Schepens, Post-doctoral fellow, Max Planck Institute for Human Development, Center for Adaptive Rationality, 2015-2016.

Nadine Fleischhut, Post-doctoral fellow, Max Planck Institute for Human Development, Center for Adaptive Rationality, 2014-2015.

Victoria Galych, Master Thesis Master in Management, Organization and Business Economics, Universitat Autònoma de Barcelona, July 2012.

TEACHING

2018 – 2022 History of Decision Making Research (English, graduate) Instructor. Master of Science in Management, Organization and Business Economics, U. Autònoma de Barcelona, U. Pública de Navarra y U. de les Illes Balears.

2017 – 2022 Organizational design and human resources (Spanish & English, undergraduate) Instructor and coordinator. Universitat de les Illes Balears

2016 – 2017 Organizational design and human resources (Spanish & English, undergraduate) Instructor. Universitat de les Illes Balears

Human resources (Spanish, graduate) Instructor. Universitat de les Illes Balears

Strategy (Spanish, graduate) Instructor. Universitat de les Illes Balears

2012 – 2013 Negotiation strategies (Spanish, undergraduate). Instructor. Universitat de les Illes Balears

Organizational design and human resources (Spanish, undergraduate) Instructor. Universitat de les Illes Balears

- 2011 – 2012 Organizational architecture (Spanish, undergraduate) Instructor. Universitat de les Illes Balears
Organizational design and human resources (Spanish, undergraduate) Instructor. Universitat de les Illes Balears
- 2004 – 2005 Strategic management and business policy (English and Spanish, undergraduate) Teaching assistant. Universitat Pompeu Fabra.
Accounting and information systems (English, MBA and MSc.) Teaching assistant. Universitat Pompeu Fabra.
History of management thought (Spanish, undergraduate) Teaching assistant. Universitat Pompeu Fabra
- 2003 – 2004 Strategic management and business policy (English and Spanish, undergraduate) Teaching assistant. Universitat Pompeu Fabra.
Accounting and information systems (English, MBA and Msc.) Teaching assistant. Universitat Pompeu Fabra.
Human resources management (Spanish, undergraduate) Teaching assistant. Universitat Pompeu Fabra.
- 2002 – 2003 Strategic management and business policy (English and Spanish, undergraduate) Teaching assistant. Universitat Pompeu Fabra.
Current topics in business politics (English, undergraduate) Teaching assistant. Universitat Pompeu Fabra.
Business economics (Spanish, undergraduate) Teaching assistant. Universitat Pompeu Fabra.

PROFESSIONAL EXPERIENCE IN PRIVATE SECTOR

- 2005 – 2009 **Consultant.** Auditorías e Ingenierías, S.A. Barcelona, Spain.
In the economics department of a leading engineering firm in infrastructure: feasibility studies, pricing studies, life-cycle simulations, for roads, water services, real-estate developments, among other projects.
- 2000 – 2002 **Data manager.** Internet Securities, S.A. Buenos Aires, Argentina.
- 2000 **Intern.** Esso-ExxonMobil. Buenos Aires, Argentina

GRANTS AND AWARDS

- 2020-2024 **Project Funding** from Agencia Estatal de Investigación, Ministerio de Ciencia e Innovación, Uncovering the Power of Losses (EUR 55.781,00, 4

years, PID2019-108343GA-I00)

2018 **Accreditation** from the Spanish Agency for Quality Assessment to become Associate Professor (Acreditación de ANECA Profesor Titular de Universidad).

2016 **Seed funding** for research (\$4000) at BBL Barcelona Workshop organized by the Royal Melbourne Institute of Technology.

2012 **Accreditation** from the Spanish Agency for Quality Assessment to become Associate Professor (Acreditación de ANECA Profesor Contratado Doctor).

2011 Recipient of the Sumantra Ghoshal Research and Practice Award (Business Policy and Strategy Division), for the paper submitted to the Academy of Management Annual Meeting that makes the greatest combined contribution to research and practice, San Antonio, Texas.

Participated in the Summer Institute on Bounded Rationality at the Max Planck Institute for Human Development (Berlin) organized by Gerd Gigerenzer and the Adaptive Behavior and Cognition group.

Paper in Best Paper Proceedings (Business Policy and Strategy Division) of the Academy of Management Annual Meeting, San Antonio, Texas

2010 Runner-up. Market Entry Prediction Competition, organized by Ido Erev, Eyal Ert, and Alvin E. Roth. With Dutt, V. and Gonzalez, C.

2005 – 2006 DURSI Grant. Generalitat de Catalunya

2003 – 2005 IGSOE Grant. Generalitat de Catalunya

1996 – 1999 Colin Ferguson Grant for B.A. Washington College

1999 Honors for B.A. senior thesis. Washington College
Sigma Delta Pi. National Hispanic honorary Society.

SKILLS

R statistical computing

Spanish (native), English (fluent), Catalan (conversational)

CONTINUING EDUCATION

2014 Workshop on Bayesian Modeling for Cognitive Science organized by Michael

D. Lee and Eric-Jan Wagenmakers (University of Amsterdam)

2011 Summer Institute on Bounded Rationality at the Max Planck Institute for Human Development organized by Gerd Gigerenzer and the Adaptive Behavior and Cognition group (Berlin)