

GRETCHEN B. CHAPMAN

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EDUCATION

University of Pennsylvania - Ph.D. in experimental psychology (1990)

Bryn Mawr College - A.B. (1985), magna cum laude, honors in research in psychology

PROFESSIONAL EXPERIENCE

2021 - present Department Head, Department of Social & Decision Sciences, Carnegie Mellon
2020 - 2021 Interim Department Head, Department of Social & Decision Sciences, Carnegie Mellon
2017 - present Professor, Department of Social & Decision Sciences, Carnegie Mellon University
2017 - 2017 Distinguished Professor, Department of Psychology, Rutgers University
2014 - 2017 Interim co-Director, Rutgers University Center for Cognitive Science
2014 - 2017 Executive Committee, Rutgers University Center for Cognitive Science
2012 - 2017 Member, Institute for Health, Health Care Policy, and Aging Research, Rutgers
2007 - 2010 Chair and Director of Graduate Studies, Department of Psychology, Rutgers University
2006 - 2017 Professor, Department of Psychology, Rutgers University
2001 - 2006 Associate Professor, Department of Psychology, Rutgers University
1997 - 2012 Associate Member, Institute for Health, Health Care Policy, and Aging Research, Rutgers
1996 - 2001 Assistant Professor, Department of Psychology, Rutgers University
1996 - 2014 Faculty Affiliate, Rutgers University Center for Cognitive Science
1993 - 1996 Research Health Scientist in Health Services Research, Department of Veterans Affairs, West Side Medical Center, Chicago
1992 - 1996 Assistant Professor of Clinical Decision Making, Department of Medical Education, College of Medicine, University of Illinois at Chicago
1992 - 1996 Adjunct Assistant Professor, Psychology Department, University of Illinois at Chicago
1990 - 1992 Post-doctoral fellow, Decision Sciences and Marketing Departments, The Wharton School at The University of Pennsylvania, Supervisor: Eric J. Johnson

RESEARCH INTERESTS

Decision processes. Policy-relevant theoretically-grounded nudges for healthy and prosocial behavior. Decision making about infectious disease control, vaccination, dietary behavior, and physical activity. Prosocial behavior in economic games. Default effect, goals, social comparison, time and risk preferences, behavioral game theory.

AWARDS AND HONORS

2013-14 President, Society for Judgment and Decision Making
2011 Distinguished Research Award, New Jersey Psychological Association
2009 Fellow, Association for Psychological Science.
2007 Fellow, American Psychological Association
2000 Society for Medical Decision Making Award for Outstanding Paper by a Young Investigator, awarded for the paper: Chapman, G.B., Nelson, R., and Hier, D. (1999). *Journal of Experimental Psychology: Applied*, 5, 17-34.
1998/99 American Psychological Association Distinguished Scientific Award for Early Career Contribution to Psychology in the area of Applied Research
1996 Division of Experimental Psychology, American Psychological Association award for an outstanding young investigator published in *Journal of Experimental Psychology: Applied*.

EXTERNAL GRANTS**Current:**

1. Doctoral Dissertation Research in DRMS: Lay understanding of vaccine efficacy,” Gretchen Chapman, PI; Alison Butler, co-PI, NSF SES-2149406, 02/01/2022 – 1/31/2023, \$22,545.
2. “Improving pediatric donor heart availability through in-depth collaboration between behavioral and clinical sciences,” Justin Godown, PI; Gretchen Chapman, co-I. Enduring Hearts Foundation, 7/01/2021 – 6/30/2023, \$159,574.
3. “Don't Throw Your Heart Away: Decision Processes Explain the High Discard Rate of Pediatric Donor Hearts,” Alison Butler, PI; Gretchen Chapman, faculty mentor. NIH F30 HL152526-01, 7/15/2020 – 7/24/2024, \$200,064.
4. “RAPID: How uncertainty about risk and conflicting messages affect preventive behaviors against Covid-19,” Julie Downs, PI; Gretchen Chapman & Stephen Broomell, co-PIs. NSF SES-2027405, 5/01/2020 – 4/30/2022, \$199,729.
5. “Standard: promoting ethics in STEM with transparency initiatives that work: An interdisciplinary investigation,” Silvia Saccardo, PI; Yulia Tsvetkov, co-PI; Gretchen Chapman, senior faculty associate. NSF 1926043, 09/01/19 – 8/31/22, \$384,332.
6. “Autonomy and behavioral risk preferences,” Gretchen Chapman, PI. NSF SES-1851702, 05/01/2019 – 8/31/2022, \$283,187.
7. “Penn Roybal Center in Behavioral Economics and Health,” Kevin Volpp, PI, George Loewenstein, co-PI, Gretchen Chapman co-I. NIA P30 AG034546-11, 09/15/19 – 5/31/24, \$658,039 total costs per year; \$32,269 per year for CMU subcontract.

Completed:

8. “Doctoral Dissertation Research in DRMS: Judgments of answerers and the answers they give,” Simon Dedeo, PI; Christina Boyce-Jacino, co-PI; Gretchen Chapman, co-PI. NSF SES-1948887, 02/15/2020 – 1/31/2022, \$22,568.
9. “Collaborative Research: Comparing single- vs. double-blind review of scientific abstracts for accuracy and bias,” Timothy Pleskac, PI; Eleanor Kyung, Co-PI, Gretchen Chapman, consultant. NSF SES-1824205 & 1824259, 08/01/18 – 7/31/21. \$299,993 total costs.
10. “Using social connectedness to increase physical activity,” Afsaneh Doryab, PI, Gretchen Chapman, co-PI. Pilot projects for the Penn Roybal Center in Behavioral Economics and Health NIA P30AG034546. 09/15/19 – 5/31/21, \$114,624.
11. “Collaborative research: Signaling prosociality: Harnessing impure motives to help others,” Gretchen Chapman, PI; Alison Galvani, Co-PI. NSF SES-1817482, 09/01/17 – 6/30/19. \$77,950 total costs for CMU portion.
12. “Lottery incentives convey vaccine efficacy,” George Loewenstein, PI; Gretchen Chapman, co-PI. Pilot grant funded through the LDI CHIBE/Penn Roybal Center NIA P30AG034546. 06/01/17 – 05/31/18, \$15,000.
13. “Nudging and boosting exercise implementation intentions,” Katy Milkman, PI; Gretchen Chapman, co-PI. Pilot grant funded through the LDI CHIBE/Penn Roybal Center NIA P30AG034546. 06/01/17 – 05/31/18, \$10,000.
14. “Evaluating the social influences that impact vaccination decisions,” Alison Galvani, PI; Gretchen Chapman consultant. NIH 1U01GM105627-01, 07/10/13 - 3/31/18. \$1,550,000 total costs.
15. “Collaborative research: Signaling prosociality: Harnessing impure motives to help others,” Gretchen Chapman, PI; Alison Galvani, Co-PI. NSF SES-1528614, 07/15/15 – 8/31/17. \$234,797 total costs for Rutgers portion. (Grant was then transferred to Carnegie Mellon.)
16. “Doctoral dissertation research in DRMS: Eating with your heart on your fork: The role of affective processes in nudging dietary behavior,” Gretchen Chapman, PI; Peggy Policastro, co-PI. NSF SES-1529969, 06/01/15 – 6/30/17. \$23,386 total costs.

Completed grants, cont.

17. "Doctoral dissertation research in DRMS: The predictive power of beliefs: Testing a norm-based utility function," Gretchen Chapman, PI; Jeffrey DeWitt, co-PI. NSF SES-1459208, 02/15/15 – 1/31/17. \$22,816 total costs.
18. "Collaborative research: Cross-national differences in vaccination as unselfish behavior," Alison Galvani, PI; Gretchen Chapman, Co-PI. NSF SES-1227306, 09/01/12 - 8/31/15. \$128,041 total costs for Rutgers portion.
19. "Using the default effect to promote healthy behavior," Gretchen Chapman, PI. NIH/NIA 1R01AG037943-01. 07/15/10 – 6/30/14, \$705,375 total costs.
20. "The value of information," Gretchen Chapman, PI; Martin Bunzl Co-PI. Public Service Electric & Gas Company Technology Demonstration Program Grant. 04/01/10 – 12/31/13, \$438,662 total costs.
21. "Walking with Prospect Theory," Gretchen Chapman, PI; Elliot Coups co-PI. Robert Wood Johnson Foundation 8993. 04/01/12 - 12/30/13. \$100,000 total costs.
22. "Doctoral dissertation research in DRMS: Qualitative predictions from intertemporal choice models," Gretchen Chapman, PI; Haewon Yoon co-PI. NSF SES-1156072. 02/15/12 - 1/31/14. \$14,125 total costs.
23. "Doctoral dissertation research in DRMS: How do people value life in health care allocation? Inconsistencies and mechanisms," Gretchen Chapman, PI; Meng Li co-PI. NSF SES-1061726. 02/15/11 - 01/31/13. \$14,300 total costs.
24. "Impacts of individual and social behavior on influenza dynamics and control," Alison Galvani & Lauren Meyers PIs; Gretchen Chapman co-I. NIH/MIDAS U01 01GM087719-01. 04/01/09 – 03/31/14, \$2,850,423 total costs, \$100,089 total costs for Rutgers subcontract.
25. "The Sentinel Events Model: A dynamic model of substance use cessation," Edwin Boudreaux, PI; Gretchen Chapman co-I. NIH/NIDA R01 DA023170-01. 04/01/08-03/31/13, \$1,973,156 total costs, \$65,717 total costs for Rutgers subcontract.
26. "Collaborative research: Dynamic risk perceptions about Mexican swine flu," Gretchen Chapman PI. NSF SBE-0940004. 07/15/09 – 06/30/11, \$116,899 total costs.
27. "Optimal influenza vaccination and population adherence," Alison Galvani, PI; Gretchen Chapman, Co-I. NIH 1R01AI072706. 09/01/2007 – 8/31/2011. \$81,614 total costs for Rutgers subcontract.
28. "Developing and applying game theoretic human papillomavirus vaccination models with psychological data," Alison Galvani, PI; Gretchen Chapman co-I. McDonnell Foundation 220020114. 09/01/06 – 8/31/11, \$450,000 total costs, \$125,017 total costs for Rutgers subcontract.
29. "ARRA: Phenotypic markers for smoking cessation: Impulsive choice and impulsive action" Danielle McCarthy, PI, Gretchen Chapman co-I. NIH/NIDA 1 RC1 DA028129-01. 09/01/09 – 8/31/11, \$734,224 total costs.
30. "Collaborative research: Modeling and behavioral evaluations of social dynamics in prevention decisions," Alison Galvani, PI; Gretchen Chapman co-PI. National Science Foundation SBE-0624098. 01/01/2007 – 12/31/2010. \$650,000 total costs for collaborative project, \$186,277 total costs for Rutgers award.
31. "Decision making on behalf of another: Principals, agents, and advance directives," Gretchen Chapman, PI. National Science Foundation SES-03-25080. 07/15/03 - 06/30/07, \$240,000 total costs.
32. "A longitudinal study of influenza vaccine decisions," Gretchen Chapman, PI. Agency for Healthcare Research and Quality 1R01 HS10224-01A2. 03/01/01 - 08/31/05, \$797,113 total costs.
33. "Preferences for time, risk, and future generations," Gretchen Chapman, PI. National Science Foundation SES-99-75083. 08/15/99 - 12/31/02, \$159,999 total costs.
34. "Intertemporal choice for health and money," Gretchen Chapman, PI. National Science Foundation SBR-97-96042. 07/01/95 - 06/30/99, \$155,986 total costs.
35. "The value of future health and preventive health behavior," Gretchen Chapman, PI. Agency for Health Care Policy and Research. 1-RO1 HS09519-01. 09/30/96 - 09/29/98, \$194,913 total costs.
36. "Use of heuristics in probability judgment," Gretchen Chapman, PI. National Science Foundation Research Planning Grant SES-9010535. 09/01/90 - 02/28/92, \$12,000 total costs.

TEACHING EXPERIENCE

Carnegie Mellon University

Behavioral Decision Making (2017, 2018, 2019, 2020)

Rutgers University

Reasoning, Problem Solving, and Decision Making (2005, 2007, 2008, 2011, 2012, 2013, 2015, 2016)

Graduate course on the Psychology of Decision Making (1997, 2000, 2002, 2006, 2009, 2011, 2014, 2016)

Byrne Seminar (for first year undergraduates, co-taught with Peggy Policastro) "The Hunger Frames" on dietary decision architecture (2015, 2016, 2017)

Cognition (1996, 2006, 2007, 2012) with lab (1998, 1999, 2001)

Health Psychology (1997 - 2001, 2004, 2014)

Undergraduate seminar on Advanced Topics in Cognition (2000)

Byrne Seminar (for first year undergraduates) on Medical Decision Making (2008, 2009, 2010, 2012, 2013)

Graduate seminar on Thinking, Reasoning, and Problem Solving (1999)

University of Illinois at Chicago College of Medicine (1992 – 1996)

Diagnostic Reasoning, Law and Ethics in Medicine, Medical Decision Making, Realities of Medicine, Research Design and Grant Writing

University of Pennsylvania, Wharton School: Introduction to Decision Processes (1990-1992)

University of Pennsylvania, College of General Studies (1988 – 1990)

Cognitive Psychology, Introduction to Psychology, Learning Theory, Thinking and Decision Making

DOCTORAL DISSERTATIONS SUPERVISED

1. Christina Boyce-Jacino (2021, CMU). Computational approaches to the psychology of asking and answering questions. Co-supervised with Simon Dedeo. NSF doctoral dissertation improvement grant awardee. Currently post doc at the U.S. Army Research Institute for the Behavioral & Social Sciences.
2. Noel T. Brewer (2002, Rutgers). Assimilation and contrast effects in the anchoring bias: An application to judgment and choice. Currently Professor at the UNC School of Public Health.
3. Helen Colby (2013, Rutgers). A partitioning explanation of the denomination effect. Currently Assistant Professor of Marketing, University of Indiana.
4. Jeff DeWitt (2017, Rutgers). The predictive power of beliefs: Testing a norm-based utility function. NSF doctoral dissertation improvement grant awardee. Completed a post-doctoral fellowship at the Ann Arbor VA and the University of Michigan Center for Bioethics and Social Science in Medicine.
5. Marco DiBonaventura (2007, Rutgers). Optimistically biased colon cancer risks: Motivational causes and consequences. Currently Director, Outcomes & Evidence, Pfizer Pharmaceuticals.
6. Jennifer C. Duke (2001, Rutgers). The influence of cost-benefit information on decisions to use medications. Currently Senior Public Health Analyst, Research Triangle Institute.
7. Meng Li (2012, Rutgers). How do people value life in health care allocation? Inconsistencies and mechanisms. NSF doctoral dissertation improvement grant awardee. Currently Associate Professor of Health and Behavioral Sciences, University of Colorado, Denver.
8. Natalie Obrecht (2010, Rutgers). An encounter frequency account of statistical reasoning. NSF Graduate Fellow. Currently Associate Professor of Psychology at William Paterson University.
9. Peggy Policastro (2015, Rutgers). Behavioral nutrition: Tasting with your eyes, drinking with your heart on your straw, and choosing mindlessly with your gut. NSF doctoral dissertation improvement grant awardee. Currently Director of Behavioral Nutrition, Institute for Food, Nutrition, and Health, Rutgers University
10. Janet A. Schwartz (2002, Rutgers). Qualitative reasoning in risky preference reversals. Currently Visiting Faculty, Duke University
11. Joachim Talloen (2021, CMU). The Effects of the presentation of asset price information on investor biases. Co-supervised with Alex Imas. Currently a senior research science associate at McKinsey Consulting.
12. Jeffrey Vietri (2009, Rutgers). The endowment effect and emotions: Possession trumps passion. Currently Senior Manager, Global Health & Value, Vaccines, Pfizer Pharmaceuticals.

13. Dan Wall (2021, CMU). Models of consumer financial decision making. Currently post doc, University of Pennsylvania Psychology Department.
14. Bethany Weber (2005, Rutgers). Variations on the Allais Paradox. NSF Graduate Fellow. Currently Lecturer in Psychology at Northern Arizona University.
15. Haewon Yoon (2014, Rutgers). The Two Faces of Impulsivity in the Hyperbolic Discounting Function. NSF doctoral dissertation improvement grant awardee. Currently Assistant Professor of Marketing, Indiana University Kelley School of Business.

CURRENT DOCTORAL STUDENTS (at Carnegie Mellon University)

1. Alison Butler (MD/PhD program, co-supervised with Julie Downs)

EDITORIAL SERVICE

Guest Editor: *OBHDP* (2020) special issue on Nudges and Choice Architecture in Organizations, with Katherine Milkman, David Rand, Todd Rogers, and Richard Thaler
Behavioral Science & Policy (2020) Spotlight issue on COVID-19 with Craig Fox, Sim Sitkin, Jehan Sparks, Thomas D'Aunno, Jason Doctor, Peter Ubel.

Senior Editor: *Psychological Science* (2012-2016)

Associate Editor: *Judgment & Decision Making* (2019-present); *Psychological Science* (2011-2012); *Journal of Economic Psychology* (2006-2007); *Medical Decision Making* (1999-2004)

Editorial boards: *Journal of Behavioral Decision Making* (2002 - 2007); *Journal of Experimental Psychology: Applied* (1999-2000); *Journal of Experimental Psychology: General* (2005-2007); *Journal of Experimental Psychology: Learning, Memory, and Cognition* (1998-99); *Medical Decision Making* (1996-98); *Organizational Behavior and Human Decision Processes* (1998-2007; 2010-2013); *Psychological Science* (2007-2009)

EXTERNAL REVIEWER

Study Sections

NIH Healthcare Delivery and Methodologies member conflict panel ZRG1 HDM-W(03), March 2019
 NIH ARRA - Behavioral Economics CER-Pilot Research, 2010/08 ZAG1 ZIJ-3 (A2) R, June 2010
 NIH Science of Behavior Change, 2010/08 ZRG1 BBBP-R (50) R, July 2010
 NSF Decision Risk and Management Science panel member (2001 - 2003).
 NSF Human and Social Dynamics panel member (2005).

Committee of Visitors panel, NSF Decision, Risk, & Management Science, July 2016; July 2021

External reviewer for NSF Decision Risk and Management Science program (multiple years)

PROFESSIONAL ACTIVITIES AND ORGANIZATIONS

Fellow, American Psychological Association, American Psychological Society,

Member, European Association of Decision Making, The Psychonomic Society, Society for Judgment and Decision Making, Society for Medical Decision Making

Society for Judgment and Decision Making

President-elect, President, past-President (2013-15)

Executive Board (1997 - 2000, 2010 - 2013, elected position)

Student prize committee (2003, 2005, 2006); Program chair for the 1997 meeting; Program committee (1995 -98, 2010); Symposium organizer at the 1995 meeting; Conference coordinator 2010-2013, Einhorn young investigator award committee (2015-2017).

Program organizing committee for 2018 SPUDM (Subjective Probability, Utility, and Decision Making) conference, August 2019, Amsterdam

NCI meeting on Basic and Applied Decision Making and Cancer Control (February, 2004)

NCI Affective and Decisional Processes in Palliative Care Research Network (2016-17)

UNIVERSITY SERVICE AND COMMITTEES

Carnegie Mellon University

Department Head, Social & Decision Sciences (2021-present)
Acting Department Head, Social & Decision Sciences (2020-2021)
Undergraduate Faculty Director, Decision Science major (2017 – 2021)
Member, Center for Behavioral and Decision Research (2017 – present)
Ad hoc member, Dietrich College promotion and tenure committee (2019-20)

Rutgers University:

Acting Co-Director, Rutgers University Center for Cognitive Science (2014-17)
Arts & Sciences Interim Core Curriculum Committee (2006, chair)
Advisory Committee for Appointments and Promotions of Nontenured Faculty in the Social and Behavioral Sciences (2004-05)
Advisory Committee for Appointments and Promotions to Tenure for Faculty in the Social and Behavioral Sciences (2006-07)
School of Arts & Sciences Nominating Committee (2001-03; 2009-10)
Graduate School New Brunswick Executive Council (2012-15)
Graduate School New Brunswick Social Sciences Area Committee (2000-02)
Graduate School New Brunswick Nominating Committee (2010, 2012)
Graduate School New Brunswick GA/TA Professional Development Fund Review Committee (2016)
Graduate School New Brunswick SUPER Fellowship Advisory Committee (2016)
Faculty Advisory Council for the Aresty Research Center for Undergraduates (2005-06)
New Brunswick Student Fees Committee (2006)
School of Arts and Sciences Executive Council (2007-09)
School of Arts and Sciences Committee on the Future (2009-10)
School of Arts and Sciences Rules of Procedure Committee (2012-15)

Psychology Department

Department chair and director of graduate studies (2007-2010)
Vice chair for graduate studies (2006-2007)
Cognitive neuroscience faculty search committee (2015-16)
Cognitive Psychology Graduate Admissions Committee (2002, chair 2005, 2006, 2012)
Cognitive/Decision Science faculty search committee (1998-99, 2010-11)
Executive Council (2006 – 2010)
Faculty advisor for the Psychology Club and Psi Chi chapter (1997-2003)
Health Psychology faculty search committee (2000-01, 2005-06)
Honors Committee (1996-2001, 2006)
Merit raise peer evaluation committee (2016, 2017)
Psychology By-laws Committee (1998-99)
Psychology Department Long Range Planning Committee (1997-98, 2009-10)
Social Psychology faculty search committee (1999-2000, 2004-05, 2016-17)
Social Psychology Graduate Admissions Committee (1997, 2001, 2002)

PEER-REVIEWED JOURNAL ARTICLES

1. Bутtenheim, A., Milkman, K.L., Duckworth, A., Gromet, D.M., Patel, M.S., & Chapman, G.B. (2022). Effects of “ownership” text messaging wording and reminders on receipt of an influenza vaccination: A randomized trial. *JAMA Network Open*, 5(2), e2143388-e2143388.
2. Milkman, K. L., Patel, M. S., ... Chapman, G.B. et al. (2022). A 680,000-person megastudy of nudges to compel vaccination in pharmacies. *PNAS*.
3. Horn, S., Chouhan, K., & Chapman, G.B. (2022). Doctor recommendations and parents’ HPV vaccination intentions in Kenya: A randomized survey. *Preventive Medicine Reports*, 25. <https://doi.org/10.1016/j.pmedr.2021.101659>
4. Milkman, K.L., Gromet, D., ... Chapman, G.B., et al. (2021). A mega-study approach to applied behavioral science. *Nature*. <https://www.nature.com/articles/s41586-021-04128-4>

Journal articles, cont.

5. Butler, A.E. & Chapman, G.B. Don't throw your heart away: Increasing transparency of donor utilization practices on transplant center report cards alters how center performance is evaluated. (2021). *Medical Decision Making*. DOI: 10.1177/0272989X211038941
6. Milkman, K.L., Patel, M.S.Buttenheim, A., ...Chapman, G.B., et al. (2021). A mega-study of text-based nudges encouraging patients to get vaccinated at an upcoming doctor's appointment. *PNAS*, 118(20).
7. Chapman, G., Milkman, K. L., Rand, D., Rogers, T., & Thaler, R. H. (2021). Nudges and choice architecture in organizations: New frontiers. *Organizational Behavior and Human Decision Processes*, 163, 1-3.
8. Godown, J., Butler, A.E., Lebovitz, D. & Chapman, G.B. (2021). Predictors of pediatric deceased organ donation and variability across organ procurement organizations. *Pediatrics*, 147(6) e2020009506.
9. Colby, H., Li, M., & Chapman, G.B. (2020). Dodging dietary defaults: Choosing away from healthy nudges. *OBHDP*, 161, 50-60.
10. Broomell, S., Chapman, G.B., & Downs, J. (2020). Psychological correlates of prevention behaviors during the COVID-19 pandemic. *Behavioral Science & Policy*, 1-8. [Available online](#).
11. Butler, A., Chapman, G.B., Johnson, J., Amodeo, A., Böhmer, J., Camino, M., Davies, R., Dipchand, A., Godown, J., Miera, O., Pérez-Blanco, A., Rosenthal, D., Zangwill, S. Kirk, R. (2020). Part VII: Behavioral Economics: A framework for donor organ decision-making in pediatric heart transplantation. *Pediatric Transplantation*. e13655.
12. Kirk, R., Dipchand, A. I., Davies, R. R., Miera, O., Chapman, G.B., Conway, J., ... & Schweiger, M. (2020). ISHLT Consensus Statement on Donor Organ Acceptability and Management in Pediatric Heart Transplantation. *The Journal of Heart and Lung Transplantation*.
13. Godown, J., Schumacher, K.R., Butler, A., Chapman, G.B., Dipchand, A.I., Kaslow, W.W., Bearl, D.W., Kirk, R. (2019). Patients and their family members prioritize post-transplant survival over waitlist survival when considering donor hearts for transplantation. *Pediatric Transplantation*, e13589.
14. Chapman, G.B. (2019). A decision science approach to healthy behavior change. *Current Directions in Psychological Science*, 28(5), 469-474.
15. Policastro, P., Harris, C., & Chapman, G. (2019). Tasting with your eyes: Sensory description substitutes for portion size. *Appetite*, 139, 42-49.
16. Ellis, E., Barnato, A., Chapman, G.B., Dionne-Odom, J.N., Lerner, J.S., Peters, E., Nelson, W.L., Padgett, L., Suls, J., & Ferrer, R.A. (2019). Towards a conceptual model of affective predictions in palliative care. *Journal of Pain and Symptom Management*, 57, 1151-1165.
17. McCarthy, D.E., Minami, H., Bold, K.W., Yeh, V.M., & Chapman, G.B., (2018). Momentary assessment of impulsive choice and impulsive action: Reliability, stability, and correlates addictive behaviors. *Addictive Behaviors*, 83, 130-135. Available online November 22, 2017.
18. Brewer, N. T., Chapman, G. B., Rothman, A. J., Leask, J., & Kempe, A. (2017). Increasing vaccination behaviors: Putting psychology into action. *Psychological Science in the Public Interest*, 18(3), 149-207. Available online April 4, 2018.
19. Policastro, P., Palm, T., Schwartz, J.A., & Chapman, G.B. (2017). Targeted calorie message promotes healthy beverage consumption better than charity incentive. *Obesity*, 25(8), 1428-1434.
20. Chapman, G.B., Li, M., Leventhal, H., & Leventhal, E.A. (2016). Default clinic appointments promote influenza vaccination uptake without a displacement effect. *Behavioral Science & Policy*, 2, 3-12. [Open data](#)
21. Li, M., Taylor, E., Atkins, K., Chapman, G.B., & Galvani, A. (2016). Stimulating influenza vaccination via prosocial motives. *PLOS ONE*, 11(7): e0159780 doi:10.1371/journal.pone.0159780.
22. Lehmann, B.A., Chapman, G.B., Franssen, F.M.E., Kok, G., & Ruiter, R.A.C. (2016). Changing the default to promote influenza vaccination among health care workers. *Vaccine*. 34 (11), 1389-1392.
23. McCarthy, D.E., Bold, K.W., Minami, H.M., Yeh, V.M., Rutten, E., Nadkarni, S. & Chapman, G.B. (2016). Reliability and validity of measures of impulsive choice and impulsive action in smokers trying to quit. *Experimental and Clinical Psychopharmacology*, 24(2), 120. (PMID:26751623)

Journal articles, cont.

24. Bold, K., McCarthy, D., Minami, H., Yeh, V., Chapman, G.B., Waters, A. (2016). Independent and interactive effects of real-time risk factors on later temptations and lapses among smokers trying to quit. *Drug and Alcohol Dependence*, 158, 30-37.
25. Ibuka, Y., Ohkusa, Y., Sugawara, T., Chapman, G.B., Fenichel, E., Taniguchi, K., Okabe, N., Galvani, A.P. (2016). Social contacts, vaccination choices and influenza infections in Japan. (2016). *Journal of Epidemiology & Community Health*, 70,162–167. <http://jech.bmj.com/content/early/2015/09/30/jech-2015-205777.short?rss=1>
26. Chapman, G. B., Colby, H., Convery, K., & Coups, E. J. (2016). Goals and social comparisons promote walking behavior. *Medical Decision Making*, 36(4), 472-478. 0272989X15592156
27. Policastro, P., Smith, Z., & Chapman, G.B. (2015). Put the healthy item first: Order of ingredient listing influences consumer selection. *Journal of Health Psychology*. 22, 853-863.
28. Betsch, C., Böhm, R., Airhihenbuwa, C. O., Butler, R., Chapman, G. B., Haase, N., ... & Nurm, Ü. K. (2015). Improving medical decision making and health promotion through culture-sensitive health communication: An agenda for science and practice. *Medical Decision Making*.
29. Betsch, C, Böhm, R., & Chapman, G.B. (2015). Interventions to counter vaccine hesitancy – Using behavioral insights to increase vaccination policy effectiveness. *Policy Insights from the Behavioral and Brain Sciences*, 2(1), 61-73.
30. Taylor, E., Atkins, K., Medlock, J., Li, M., Chapman, G.B., & Galvani, A. (2015). Cross-cultural household influence on vaccination decisions. *Medical Decision Making*. 0272989X15591007.
31. Yoon, H. & Chapman, G.B. (2015). A closer look at the yardstick: A new discount rate measure with precision and range. *Journal of Behavioral Decision Making*.
32. Colby, H., DeWitt, J., & Chapman, G.B. (2015). Grouping promotes equality: The effect of recipient grouping on allocation of limited medical resources. *Psychological Science*, 26(7), 1084-1089.
33. Lehmann, B.A., Ruiter, R.A.C, Wicker, S., Chapman, G.B., & Kok, G. (2015). Medical student's attitude towards influenza vaccination. *BMC Infectious Diseases*, 15(1), 185.
34. O’Hea, E.L., Abar, B., Bock, B., Chapman, G., & Boudreaux, E. (2015). Understanding smoking after acute illness: An application of the Sentinel Event Method. *Psychology and Health*, 30(8), 879-896.
35. Minami, H., Yeh, V.M., Bold, K.W., Chapman, G.B., & McCarthy, D.E. (2014). Relations among affect, abstinence motivation and confidence, and daily smoking lapse risk. *Psychology of Addictive Behaviors*, 28(2), 376-388.
36. Lehmann, B.A., Ruiter, R.A.C., Chapman, G.B., & Kok, G. (2014). The intention to get vaccinated against influenza and actual vaccination uptake of Dutch healthcare personnel. *Vaccine*, 32(51), 6986-6991.
37. Ibuka, Y., Li, M. Vietri, J.T. Chapman, G.B. & Galvani, A.P. (2014). Free-riding behavior in vaccination decisions: An Experimental Study. *PLoS ONE*, 9(1), e87164. doi:10.1371/journal.pone.0087164
38. Li, M. & Chapman, G.B. (2013). A big fish or a small pond? Framing effects in percentages. *Organizational Behavior and Human Decision Processes*, 122, 190-199.
39. Tobia, K., Stich, S., & Chapman, G.B. (2013). Cleanliness is next to morality, even for philosophers. *Journal of Consciousness Studies*, 20, 195-204.
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CHAPTERS

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BOOK

1. Chapman, G.B. and Sonnenberg, F.A., Eds. (2000). *Decision Making in Health Care: Theory, Psychology, and Applications*. New York: Cambridge University Press.

OTHER PUBLICATIONS

1. Broomell, S.B. & Chapman, G.B. (2021). Looking beyond cognition for risky decision making: COVID-19, the environment, and behavior. *Journal of Applied Research in Memory and Cognition*, 10(4), 512-516.
2. Chapman, G.B. (2010). Letter in reply. *JAMA*, 304, 1786.
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4. Chapman, G.B. (1999). Biography (Early Career Award). *American Psychologist*, 54, 909-912.
5. Chapman, G.B. (1997). Risk attitude and time preferences (Editorial). *Medical Decision Making*, 17, 355-356.

UNDER REVIEW or REVISION

1. Boyce-Jacino, C. Peters, E., Galvani, A., & Chapman, G.B. (2021). Large numbers cause magnitude misinterpretation: The case of government expenditures. In revision for *PNAS*.
2. Golos, A.M., Bутtenheim, A.M., & Chapman, G.B. (2021). Influencing attitudes toward employer mandates for covid-19 vaccination using analogy-based message frames: A randomized survey experiment
3. Patel, M., Milkman, K.L., ...Chapman, G.B., et al. (2021). Effect of behavioral nudges delivered through text messages to increase influenza vaccination among patients with an upcoming primary care visit: A randomized clinical trial.

4. Pleskac, T., Kyung, E., Chapman, G.B., & Urminsky, O. (2021). Comparison of single- and double-blind review of scientific abstracts for a high stakes international conference. In revision.
5. Wall, D., Imas, A. & Chapman, G.B. (2021). Time average growth rate as a normative and descriptive benchmark for dynamic risky choice. Under review at *Judgment and Decision Making*.

WORKING PAPERS

1. DeWitt, J. & Chapman, G.B. (2020). Blood money: A signaling account of financial incentives for blood donation. https://papers.ssrn.com/sol3/papers.cfm?abstract_id=4056272
2. Godown, J., Lambert, A. N., Butler, A., Lebovitz, D.J., Chapman, G.B., Karp, S.J. (2020). Assessing Organ Procurement Organization performance across the different routes to deceased organ donation.
3. Talloen, J. & Chapman, G.B. (2021). Perceived autonomy increases risk tolerance. https://papers.ssrn.com/sol3/papers.cfm?abstract_id=4056269

RECENT CONFERENCE PRESENTATIONS

1. Chapman, G.B. (2022). Panelists for session on “Leveraging psychological science to promote COVID-19 vaccine uptake during a public health emergency.” Association for Psychological Science meeting, May 28, 2022.
2. Boyce-Jacino, C. Peters, E., Galvani, A., & Chapman, G.B. (2022). Large numbers cause magnitude misinterpretation: The case of government expenditures. Panel presentation at AAAS meeting, February, 2022.
3. Chapman, G.B. (2021). Psychology of vaccine hesitancy. Panelist for the Association for Health Care Journalists, Summit on Mental Health (virtual). November, 2021.
4. Chapman, G.B. (2021). Behavioral economics: How our biases impact provider decision-making in donor selection. Talk presented as part of a symposium on Selection of Donors for Pediatric Heart and Lung Transplantation: Maximizing Use of Limited Resource at the International Society for Heart & Lung Transplantation (virtual). April, 2021.
5. Bretches M, Dortch S, Gibeau A, Schenck B, Saccardo S, Chapman G. Characteristics of clinical trial pre-registrations to systematically predict key outcomes in final publication. Advocates for Inclusion in Medicine and Science Virtual 2020 National Symposium; 2020 October 23; Virtual.
6. Talloen, J. & Chapman, G.B. (2019). Wanting it vs. working for it: Risk preferences in choice vs. effort. Paper presented at SPUDM, Amsterdam.
7. Policastro, P. & Chapman, G.B. (2019). Tasting with your eyes: Sensory description substitutes for portion size. Paper presented at SPUDM, Amsterdam.
8. Wall, D. & Chapman, G.B. (2019). Narrow bracketing your way to reinvestment success. Paper presented at the Conference in Behavioral Finance and Decision Making, University of Chicago + Poster presented at the Boulder Summer Conference on Consumer Financial Decision Making.
9. Chapman, G.B. & Policastro, P. (2018). Dodging a beverage calorie labeling intervention. Paper presented at the Behavioral Science and Health Symposium, University of Pennsylvania.
10. Boyce-Jacino, C. & Chapman, G.B. (2018). Cheating is in the eye of the beholder. Paper presented at the annual meeting of the Society for Judgment and Decision Making in New Orleans.
11. Wall, D. & Chapman, G.B. (2018). Narrow bracketing your way to reinvestment success: Myopia and loss aversion lead to better outcomes for hazardous investments. Paper presented at the annual meeting of the Society for Judgment and Decision Making in New Orleans.
12. Talloen, J. & Chapman, G.B. (2018). Overweighting of small probabilities in choice but not effort. Poster presented at the annual meeting of the Society for Judgment and Decision Making in New Orleans.
13. Wall, D., Chapman, G.B., & Hemmer, P. (2018). Risky intertemporal choice with multiple outcomes and individual differences. Poster presented at the Cognitive Science Society in Madison.
14. Wall, D., Chapman, G.B., & Hemmer, P. (2017). Individual differences in the entanglement of time. Poster

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presented at the annual meeting of the Society for Judgment and Decision Making in Vancouver.

15. Boyce-Jacino, C., Chapman, G.B., & DeWitt, J. (2017). The costs of cheating. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Vancouver.
16. DeWitt, J. & Chapman, G.B. (2017). Behaving as expected: Further evidence of the influence of norms in economic games. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Vancouver.
17. Jones, S.J., Chapman, G.B., Milkman, K.L., & Hertwig, R. (2017). Boost that nudge: The downstream benefits on gym attendance of explaining a prompt to form a weekly workout plan. Poster presented at the annual meeting of the Society for Medical Decision Making in Pittsburgh.
18. DeWitt, J. & Chapman, G.B. (2016). Blood money: A signaling account of financial incentives for blood donation. Paper presented at the annual meeting of the Society for Judgment and Decision Making in Boston.
19. Boyce-Jacino, C. & Chapman, G.B. (2016). The impact of resource scarcity on prosocial preferences. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Boston.
20. Wall, D., Chapman, G.B., & Hemmer, P. (2016). Disentangling time from risk. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Boston.
21. Jones, S. & Chapman, G.B. (2016). Message and messenger for descriptive vs. injunctive norms. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Boston.
22. Talloen, J. & Chapman, G.B. (2016). Partitions and narrow bracketing disrupt the gambler's fallacy. Paper presented at the 2016 Behavioral Decision Research and Management conference, Toronto.
23. Chapman, G.B. (2016). Discussant for the breakout session on Public Health, Behavioral Exchange 2016, Harvard Business School.
24. Chapman, G.B. (2016). Behavioral insights to improve health behavior. Paper presented as part of the workshop "Rules for Relevance: An Agenda for Policy-Relevant Behavioral Research" at the 10th Triennial Invitational Choice Symposium, Lake Louise, Alberta.
25. Talloen, J. & Chapman, G.B. (2015). Rethink! The gambler's fallacy and partitions. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Chicago.
26. DeWitt, J. & Chapman, G.B. (2015). Testing a model of social norms in social dilemmas. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Chicago.
27. Boyce-Jacino, C. & Chapman, G.B. (2015). Thresholds of fairness: Equity and efficiency in scarce resource allocation. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Chicago.
28. Jones, S.J., DeWitt, J., & Chapman, G.B. (2015). Who doesn't love money as a gift? Signal theory and cash as gifts. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Chicago.
29. Chapman, G.B. (2015). Nudging and dodging vaccination through defaults. Talk presented at SPUDM in Budapest, August 16-20.
30. Chapman, G.B. (2015). Vaccination defaults. Talk presented at the Behavioral Science and Policy Conference in New York City, June 2015.

(137 conference presentations prior to 2015)

RECENT INVITED PRESENTATIONS

1. Psychological factors in uptake of and understanding of vaccines. Keynote speaker for the Symposium on Pandemic Decision Making, the Ohio State University, April 8, 2022.
2. Psychological factors in uptake of and understanding of vaccines. Colloquium presented at the Kellogg School, Northwestern University, March 16, 2022.

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3. Changing health behavior. Workshop presented for the Salk Health Activist Fellowship, Jewish Healthcare Foundation, Pittsburgh, October 5, 2021.
4. Numerical cognition and federal budgetary expenditures. Behavior Change for Good colloquium, University of Pennsylvania (virtual) February 8, 2021
5. Using and allocating scarce resources. Center of Decision Research workshop, Booth School of Business, University of Chicago (virtual), October 5, 2020.
6. Keynote address at TIBER Symposium on Psychology and Economics, Tilburg University, Netherlands, August 23, 2019.
7. Health Keynote address at the Behavioral Science & Policy Association, NYC, June 14, 2019.
8. Changing health behavior without changing beliefs. Colloquium presented at the UCLA Anderson School May 31, 2019.
9. The psychology of vaccination (with Noel Brewer). Commentators: Melinda Wharton (CDC), William M. Klein (NCI), & Bruce Gellin (Sabin Institute). Psychological Science in the Public Interest symposium at the Association for Psychological Science, Washington DC, May 25, 2019.
10. Leveraging automaticity for healthy behavior change. Colloquium presented at the Adult and Child Consortium for Health Outcomes Research and Delivery Science, Children's Hospital, Denver CO, January 16, 2019
11. Our rational medical decisions may actually be irrational. Special lecture presented at Children's Hospital, Dallas TX, January 18, 2019.
12. Closing remarks on vaccination portfolio. Better Government through Testing and Learning, Office of Evaluation Sciences, Washington DC, November 7, 2018.
13. Introduction to Behavioral Science for Government. Workshop presented at the Behavioral Science & Policy Association Workshop Series, Washington DC, November 7, 2018.
14. Nibble, nosh, nudge: Behavioral insights into healthy eating. Colloquium presented at the Food for Health initiative, University of Nebraska, Lincoln, January 30, 2017.
15. Do defaults promote, or simply displace vaccination? Marketing workshop to be presented at the Questrom School of Business, Boston University, September 15, 2016.
16. Flu games, group frames, & blood campaigns: Understanding and changing health behavior. Center for Behavioral Decision Research seminar presented at Carnegie Mellon University, September 8, 2016.
17. Nudging and dodging: Behavioral insights to improve health behavior. Colloquium presented at Erasmus University, Department of Marketing Management, Rotterdam, March 11, 2016.
18. Nudging and dodging: Behavioral insights to improve health behavior. Colloquium presented at the Adaptive Rationality Center, Max Planck Institute, Berlin, March 16, 2016.
19. Nudging health behaviors. Invited speaker at the annual meeting at the Social and Personality Health Network (SPSP Pre-Conference), February 2015, Long Beach CA.
20. Judge, nudge, dodge: Doing what's good for us. Presidential address at the annual meeting of the Society for Judgment and Decision Making, November 2014, Long Beach CA.
21. Several health nudges and a couple of dodges. Marketing colloquium presented at the Booth School of Business, University of Chicago, April 1, 2014.
22. Several health nudges and a couple of dodges. Center for Behavioral Decision Research seminar presented at Carnegie Mellon University, January 16, 2014.
23. Shots, subs, and steps: Some nudges to improve health behavior. Blitz presentation at the Decision Architecture workshop, Columbia University, NY May 7-8, 2013.
24. Frames, games, and vaccines. Using Modeling to Inform Public Health (UMPH) seminar presented February 14, 2012 at Yale University
25. Harnessing psychology to promote healthy behavior. Psychiatry Grand Rounds presented January 23, 2012 at Princeton House.

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