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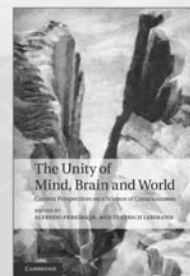
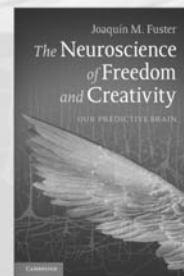
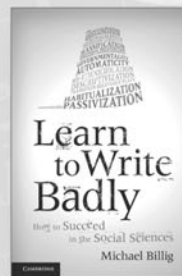
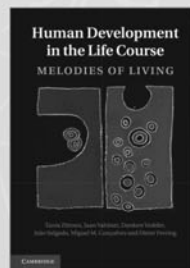
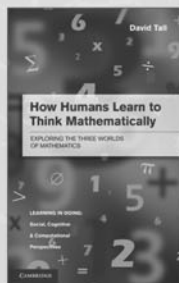
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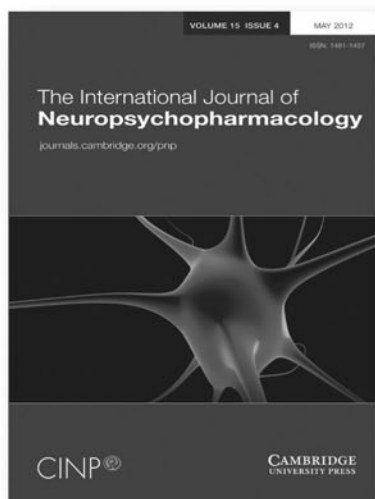


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Sue Llewellyn

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Robert Kurzban, Angela Duckworth, Joseph W. Kable, and Justus Myers

To appear in upcoming issues (2014)

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Ben R. Newell, *University of New South Wales*, and David R. Shanks, *University College London*

Recommendations to “stop thinking” and rely on “gut instincts” reflect widely held beliefs that our decisions can be influenced by unconscious processes. This article evaluates some of the wide range of research findings from the past 20 or so years on this topic. Critical analysis points to a surprising conclusion: There is little convincing evidence of unconscious influences on decision making. We conclude that such influences should not, therefore, be assigned a prominent role in theories of decision making and related behaviors.

With commentary from L Antony; RF Baumeister, KD Vohs & EJ Masicampo; J Bernacer, G Balderas, I Martinez-Valbuena, MA Pastor & JI Murillo; B Brogaard, K Marlow & K Rice; SJ Brooks & DJ Stein; G Coppin; A Dijksterhuis, A van Knippenberg, RW Holland & H Veling; JSIBT Evans; M Finkbeiner & M Coltheart; C González-Vallejo, TR Stewart, GD Lassiter & JM Weindhardt; A Hahn & B Gawronski; RR Hassin & M Milyavsky; EG Helzer & D Dunning; RM Hogarth; HM Huizenga, ACK van Duijvenvoorde, D van Ravenzwaaij, R Wetzels & BRJ Jansen; K Hytönen; GPD Ingram & K Prochownik; IPL McLaren, BD Dunn, NS Lawrence, FN Milton, F Verbruggen, T Stevens, A McAndrew & F Yeates; R Ogilvie & P Carruthers; N Persaud & P McLeod; T Rakow; S Sher & P Winkelman; M Snodgrass, H Shevlin & JA Abelson; N Srinivasan & S Mukherjee; H Steingroever & EJ Wagenmakers; EL Uhlmann; M Velmans; L Waroquier, M Abadie, O Klein & A Cleeremans

Mapping collective behavior in the big-data era

R. Alexander Bentley, *University of Bristol*, Michael J. O'Brien, *University of Missouri*, and William A. Brock, *University of Missouri and University of Wisconsin*

Individuals in the present online age have access to social connections on an unprecedentedly large and unpredictable scale. Similarly, behavioral scientists now have access to “big data” sets that track those connections. Although novel, studies of human dynamics based on these data sets can foster the misconception that mass-scale online behavior is all we need to know in order to understand how humans make decisions. To overcome that misconception, we draw on the field of discrete-choice theory to create a multiscale comparative “map” that captures the essence of decision making along two axes: one representing the degree to which agents’ decisions are independently made versus socially influenced, the other axis representing the degree to which there is transparency in the payoffs and risks associated with these decisions. Dividing the map into quadrants featuring signature behavioral patterns, we provide an empirical framework for evaluating how modern collective behavior may be changing in the digital age.

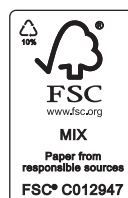
With commentary from P Analytis, M Moussaïd, F Artinger, JE Kämmer & G Gigerenzer; FL Bookstein; R Buck; M Christen & P Brugger; SN Durlauf; JE Fan & JW Suchow; S Fortunato, J Saramäki & JP Onnela; AN García, JM Torralba & AM González; EJ Godzińska & A Wróbel; A Hopfensitz, E Lorini & F Moisan; MT Keane & A Gerow; G Le Mens; RJ MacCoun; RA McCain & R Hamilton; A Mesoudi; HS Moat, T Preis, CY Olivola, C Liu & N Chater; SH Norgate, N Davies, C Speed, T Cherrett & J Dickinson; MB O'Donnell, EB Falk & S Konrath; HR Pfister & G Böhm; SM Reader & I Leris; EB Roesch, F Stahl & MM Gaber; D Ross; D Ruths & T Shultz; CT Schmidt; D Spurrett; JE Swain, C Sripada & JD Swain; M Taquet, J Quoidbach, YA de Montjoye & M Desselilles; EL Uhlmann & R Silberzahn; X Zhou, W Xie & M Ye

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- B. R. Newell & D. R. Shanks, “Unconscious influences on decision making: A critical review”
- R. A. Bentley, M. J. O'Brien & W. A. Brock, “Mapping collective behavior in the big-data era”
- J. Y. Huang & J. A. Bargh, “The selfish goal: Autonomously operating motivational structures as the proximate cause of human judgment and behavior”
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