

Publications, Talks, Posters and Workshops at Conferences and Meetings

- Pfeiffer, F., Schönborn, S., Mojzisch, A., & Schulz-Hardt, S. (2006). Der Einfluss einer uneindeutigen Informationslage auf eskalierendes Commitment: Ein Test der „Decision Dilemma Theory“ [The influence of feedback equivocality on escalation of commitment: A test of the decision dilemma theory]. Submitted manuscript.
- Voigtländer, D., Pfeiffer, F., & Schulz-Hardt, S. (2006). Visualisierung und Strukturierung des Diskussionsinhaltes als Interventionsmaßnahme zur Verbesserung der individuellen Entscheidungsqualität im Hidden-Profile-Paradigma [Visualizing and structuring discussion content improve individual decision quality in hidden profile tasks]. Submitted manuscript.
- Pfeiffer, F., & Schulz-Hardt, S. (2005, September). „Escalation of Commitment“: Selektive Informationsverarbeitung in finanziellen Verlusteskalationen [“Escalating commitment:” Selective exposure to information in loss-escalation situations]. Paper presented at the 4th Meeting of the I/O-Psychological Division of German Psychological Society, Bonn, Germany.
- Pfeiffer, F., & Schulz-Hardt, S. (2005, August). Does biased information evaluation cause selective information seeking and does selective information seeking cause escalation of commitment? Paper presented at the 20th Biennial Conference on Subjective Probability, Utility and Decision Making, Stockholm, Sweden.
- Pfeiffer, F., & Schulz-Hardt, S. (2005, July). Escalation of Commitment: The causes and consequences of biased information search in losing courses of action. Paper presented at the 14th General Meeting of the European Association of Experimental Social Psychology, Wuerzburg, Germany.
- Mojzisch, A., Schulz-Hardt, S., Vogelgesang, F., & Pfeiffer, F. (2005, July). Mutual Enhancement: Is it due to Discussing Shared or Preference-Consistent Information? Poster presented at the 14th General Meeting of the European Association of Experimental Social Psychology, Wuerzburg, Germany.
- Pfeiffer, F. (2005, May). Escalation of commitment & selective information seeking. Paper presented at the PhD-workshop of the German Psychological Society, Division Social Psychology, Mannheim, Germany.
- Mojzisch, A., Schulz-Hardt, S., Vogelgesang, F., & Pfeiffer, F. (2005, April). Mutual Enhancement in Dyaden: Eine Folge der Diskussion geteilter oder präferenzkonsistenter Informationen? [Mutual enhancement in dyads: Due to discussion of shared or preference-consistent information?] Poster presented at the 47th Conference of the Association of Experimental Psychology, Regensburg, Germany.
- Mojzisch, A., Kerschreiter, R., Pfeiffer, F., & Frey, D. (2005). Handeln [Action]. In D. Frey, L. v. Rosenstiel, & C. Graf Hoyos (Eds.), *Wirtschaftspsychologie* (pp. 137-142). Weinheim: PVU/Beltz.
- Voigtländer, D., Tzschentke, M., Pfeiffer, F., & Schulz-Hardt, S. (2004, September). Strukturierung und Visualisierung des Diskussionsinhaltes als Intervention gegen den

individuellen Präferenzeffekt bei Hidden-Profile-Aufgaben in Gruppen [Structuring and visualizing of discussion content as an intervention strategy against the preference effect in the hidden-profile-paradigm]. Paper presented at the 44th Conference of the German Psychological Society, Goettingen, Germany.

- Pfeiffer, F., & Schulz-Hardt, S. (2004, September). „Escalation of Commitment“: Die Rolle „selektiver Informationssuche“ in finanziellen Verlusteskalationen [Escalating commitment and information search bias]. Paper presented at the 44th Conference of the German Psychological Society, Goettingen, Germany.
- Mojzisch, A. Schulz-Hardt, S., Vogelgesang, F., Pfeiffer, F., & Kerschreiter, R. (2004, September). Der Einfluss von Informationsverfügbarkeit und Meinungsdivergenz im Hidden-Profile-Paradigma [The influence of information availability and opinion divergency in the hidden-profile-paradigm]. Paper presented at the 44th Conference of the German Psychological Society, Goettingen, Germany.
- Pfeiffer, F., & Schulz-Hardt, S. (2004, August). Escalation of Commitment: Why do people selectively search for information when they hang on to losing courses of action? Paper presented at the European Association of Experimental Social Psychology Summer School, Groningen, Netherlands.
- Pfeiffer, F., & Müller, J. (2004, May). Ethische Grenzen psychologischer Forschung [Ethic boundaries in psychology research]. Organized workshop at the 26th May-Meeting of Anamnesis-Groups Germany, Dresden, Germany.
- Pfeiffer, F., & Schulz-Hardt, S. (2004, April). Erklärungen für den „Sunk-Cost“-Effekt: Die Verschwendungs-Vermeidungs-Hypothese differenziert betrachtet [Explanation hypotheses for the “Sunk Cost Effect:” A critical examination of the waste-avoidance-hypothesis]. Paper presented at the 46th Conference of the Association of Experimental Psychology, Giessen, Germany.
- Pfeiffer, F., & Schulz-Hardt, S. (2003, September). Escalation of Commitment & selektive Informationssuche: Die Selbstrechtfertigungshypothese auf dem Prüfstand [Escalating commitment and selective exposure to information: A critical test of the self-justification hypothesis]. Paper presented at the 9th Meeting of the Social Psychology Division of German Psychological Society, Heidelberg, Germany.