

Adrian R. Camilleri

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Education

- 2008 - 2011 PhD (Psychology).
Master of Psychology (Industrial/Organisational).
University of New South Wales, Australia.
- 2004 - 2007 Bachelor of Psychology (Honours), with the university medal.
University of New South Wales, Australia.

Academic Appointments

- 2018 - present Senior Lecturer in Marketing.
UTS Business School, University of Technology Sydney, Australia.
- 2014 - 2017 Lecturer in Marketing.
College of Business, RMIT University, Australia.
- 2011 - 2014 Postdoctoral Research Scientist.
Fuqua School of Business, Duke University, USA.

Editorial Appointments

- 2020 - present Editorial Review Board Member.
Organizational Behavior and Human Decision Processes.

Research Interests

Judgment and decision making; behavioural economics; choice architecture; choice under uncertainty; word-of-mouth; goals; motivation; sustainability.

Publications

Refereed Articles

- Camilleri, A. R. (2020). The importance of online reviews depends on when they are presented. *Decision Support Systems, 133*, 113307.
- Camilleri, A. R., Cam, M., & Hoffmann, R. (2019). Nudges and signposts: The effect of smart defaults and pictographic risk information on retirement saving investment choices. *Journal of Behavioral Decision Making, 32*(4), 431-449.
- Hoffmann, R., Cam, M., & Camilleri, A. R. (2019). Deciding to invest responsibly: Choice architecture and demographics in an incentivised retirement savings experiment. *Journal of Behavioral and Experimental Economics, 80*, 219-230
- Camilleri, A. R. & Larrick, R. P. (2019). The collective aggregation effect: Aggregating potential collective action increases prosocial behavior. *Journal of Experimental Psychology: General, 148*(3), 550-569.
- Camilleri, A. R., Larrick, R. P., Hossain, S., & Patino-Echeverri D. (2019). Consumers underestimate the emissions associated with food but are aided by labels. *Nature Climate Change, 9*, 53–58.
- Camilleri, A. R. & Newell, B. R. (2019). Better calibration when predicting from experience (rather than description). *Organizational Behavior and Human Decision Processes, 150*, 62-82.
- Kidd, L. R., Garrard, G. E., Bekessy, S. A., Mills, M., Camilleri, A. R., Fidler, F., Fielding, K. S., Gordon, A., Gregg, E. A., Kusmanoff, A. M., Louis, W., Moon, K., Robinson, J. A., Selinske, M. J., Shanahan, D., & Adams, V. M. (2019). Messaging matters: A systematic review of the conservation messaging literature. *Biological Conservation, 236*, 92-99.
- Ungemach, C., Camilleri, A. R., Johnson, E. J., Larrick, R. P., & Weber, E. U. (2018). Translated attributes as choice architecture: Aligning objectives and choices through decision signposts. *Management Science, 64*(5), 2445-2459.
- Powell, A. E., Camilleri, A. R., Dobeles, A. R., & Stavros, C., (2017). Developing a scale for the perceived social benefits of sharing. *Journal of Consumer Marketing, 34*(6), 496-504.
- Camilleri, A. R. (2017). The format of product review score information influences preferences. *Journal of Interactive Marketing, 38*, 1-14.
- Camilleri, A. R. & Larrick, R. P. (2014). Metric and scale design as choice architecture tools. *Journal of Public Policy & Marketing, 33*, 108-125.
- Camilleri, A. R. & Newell, B. R. (2013). The long and short of it: Closing the description-experience “gap” by taking the long run view. *Cognition, 126*, 54-71.

- Camilleri, A. R. & Newell, B. R. (2011). When and why rare events are underweighted: A direct comparison of the sampling, partial feedback, full feedback and description choice paradigms. *Psychonomic Bulletin & Review*, 18, 377-384.
- Camilleri, A. R. & Newell, B. R. (2011). Description- and experience-based choice: Do equivalent samples equal equivalent choice? *Acta Psychologica*, 136, 276-284.
- Camilleri, A. R. & Newell, B. R. (2009). The role of representations in experience-based choice. *Judgment & Decision Making*, 4, 518–529.

Manuscripts in the Review Process

- Powell, A. E., Camilleri, A. R., Dobele, A. R., & Stavros, C. (2020). Pass it on: Understanding online transmission behavior and the need to self-enhance.
- Blijlevens, J., Camilleri, A. R., & Laban-Peryman, J. (2020). The effectiveness of color in charitable appeals: Results from an incentivized online experiment.
- Camilleri, A. R., Dankova, K, Ortiz Gomez, J. M., & Neelim, A. (2020). Lottery-based reward schemes improve worker motivation and productivity.
- Camilleri, A. R., & Sah, S. (2020). An amplified status quo bias among physicians making medical decisions.

Refereed Book Chapters and Encyclopedic Entries

- Camilleri, A. R. & Larrick, R. P. (2015). Choice architecture. In R. Scott & S. Kosslyn (Eds.), *Emerging Trends in the Social and Behavioral Sciences*. Hoboken, NJ: John Wiley and Sons.
- Camilleri, A. R. & Newell, B. R. (2013) Mind the gap? Description, experience, and the continuum of uncertainty in risky choice. In N. Srinivasan and P. Chandrasekhar (Eds.) *Progress in Brain Research: Decision Making: Neural and Behavioral Approaches*. Elsevier: Oxford, UK.

Refereed Conference Proceedings Papers

- Powell, A. E., Dobele, A. R., Camilleri, A. R., & Stavros, C. (2015). Psychosocial and contextual determinants of word-of-mouth transmission: A conceptual framework. *Proceedings of the 2015 ANZMAC Conference: Innovation and Growth Strategies in Marketing*, Sydney, Australia.

Hawkins, G., Camilleri, A. R., Heathcote, A., Newell, B. R., & Brown, S. (2014). Modeling probability knowledge and choice in decisions from experience. *Proceedings of the 36th Annual Conference of the Cognitive Science Society* (pp. 595-600). Austin, TX: Cognitive Science Society.

Camilleri, A. R. & Newell, B. R. (2011). The relevance of a probabilistic mindset in risky choice. In L. Carlson, C. Hölscher, & T. Shipley (Eds.), *Proceedings of the 33rd Annual Conference of the Cognitive Science Society* (pp. 2794-2799). Austin, TX: Cognitive Science Society.

Camilleri, A. R. & Newell, B. R. (2009). Within-subject preference reversals in description- and experience-based choice. In N. Taatgen, J. van Rijn, J. Nerbonne & L. Schomaker (Eds.), *Proceedings of the 31st Annual Conference of the Cognitive Science Society* (pp. 449-454). Austin, TX: Cognitive Science Society.

Refereed Conference Proceedings Abstracts

Camilleri, A. R. & Larrick, R. P. (2019). Why do consumers buy more than needed? *Proceedings of the 2019 ANZMAC Conference*, Wellington, New Zealand.

Bruce, E. & Camilleri, A. R. (2019). A meta-analysis of the impact of social tie strength word-of-mouth communications on information exchange and purchasing related outcomes. *Proceedings of the 2019 ACR Conference*, Atlanta, GA, USA.

Peryman, J., Blijlevens, J., Camilleri, A. R., Chuah, S. H., Hoffmann, R. (2016). The effectiveness of colour in charitable appeals. *Proceedings of the 2016 ANZMAC Conference*, Christchurch, New Zealand.

Powell, A. E., Camilleri, A. R., Dobeles, A. R., & Stavros, C., (2016). Perceptions of social benefit related to electronic word-of-mouth: The development of a brief scale. *Proceedings of the 2016 ANZMAC Conference*, Christchurch, New Zealand.

Camilleri, A. R. & Larrick, R. P. (2015). Aggregating potential collective action to motivate pro-social consumption, *2015 World Social Marketing Proceedings Book* (pp. 48-50), Sydney, NSW, Australia.

Camilleri, A. R. (2014). Judgment and decision-making in word of mouth communication, *ANZMAC 2014 Conference Program & Papers* (pp. 620), Brisbane, QLD, Australia.

Camilleri, A. R. & Larrick, R. P. (2014). Aggregating potential collective action as a marketing tool, *ANZMAC 2014 Conference Program & Papers* (pp. 471), Brisbane, QLD, Australia.

Camilleri, A. R. & Larrick, R. P. (2014). Aggregating potential collective action to alleviate drop-in-the-bucket despair. In L. Miller, G. Milne, & E. Iyer (Eds.), *Marketing and Public*

Policy Conference Proceedings 2014, (pp. 78), Chicago, IL: American Marketing Association.

Camilleri, A. R. & Larrick, R. P. (2013). Scale and metric design as choice architecture tools. In L. Salisbury & K. Seiders (Eds.), *Marketing and Public Policy Conference Proceedings 2013* (pp. 62-63), Chicago, IL: American Marketing Association.

Camilleri, A. R., Ungemach, C., Larrick, R. P., Johnson, E. J., & Weber, E. U. (2013). Translated attributes as a choice architecture tool: Trick and treat. In L. Salisbury & K. Seiders (Eds.), *Marketing and Public Policy Conference Proceedings 2013* (pp. 15-16), Chicago, IL: American Marketing Association.

Other Writing

Camilleri, A. R. & Chan, E. Y. (May, 2020). Can't resist splurging on online shopping? Here's why. *The Conversation*.

Camilleri, A. R. (August, 2019). How to spot a fake review: you're probably worse at it than you realise. *The Conversation*.

Camilleri, A. R., Patino-Echeverri, D., & Larrick, R. P. (December, 2018). What's your beef? How 'carbon labels' can steer us towards environmentally friendly food choices. *The Conversation*.

Camilleri, A. R. (March, 2018). How companies can make more money by allowing you to 'pay as you want'. *The Conversation*.

Camilleri, A. R., Weber, E. U., Johnson, E. J., & Larrick, R. P. (April, 2017). Can we design a better fuel economy label? *The Conversation*.

Camilleri, A. R. (April, 2017). How to split the good from the bad in online reviews and ratings. *The Conversation*.

Camilleri, A. R. (July, 2016). Overconfidence is responsible for a lot of mistakes, here's how to avoid it. *The Conversation*.

Camilleri, A. R. (April, 2015). Information design: How marketers 'construct' consumer preferences. *Australian Marketing Magazine* (pp. 30-31).

Theses and Dissertations

Camilleri, A. R. (2012). *Experience-based judgment and choice*. University of New South Wales, Australia. This dissertation was supervised by Professor Ben R. Newell.

Camilleri, A. R. (2008). *The role of context in human learning and memory*. University of New South Wales, Australia. This thesis was supervised by Professor Chris Mitchell.

Fellowships

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| 2013-2014 | Awarded the Alcoa Foundation Fellowship (US\$40,000) from the American Australian Association. |
| 2012 | Awarded an Endeavour Research Fellowship (AUD\$23,000) from the Australian Government. |

External Grants

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| 2015 | Awarded an Academic Research Grant (\$10,000) from the Australian Centre for Financial Studies with R. Hoffmann, M. Cam, and M. Tan. |
| 2015 | Awarded a travel scholarship (AUD\$3,000) from the Ian Potter Foundation. |

Contract Research

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| 2019 | Received research contract (AUD\$26,000) from Consumer Policy Research Centre. |
| 2019 | Received research contract (\$6,000) from Hummingbird Insight. |
| 2018 | Received research contract (AUD\$80,000) from the Commonwealth Bank of Australia with Prof. Harry Scheule (C.I.), Prof. David Brown A/Prof. Peter Docherty, and Dr. Elif Hafalir. |
| 2015 | Received research contract (AUD\$10,000) from Forethought PTY LTD. |

Internal Grants

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| 2019 | Awarded a UTS Behavioural Lab grant (AUD\$2,000) from University of Technology Sydney. |
| 2019 | Awarded a Marketing Discipline Group Seed Funding grant (AUD\$5,000) from University of Technology Sydney. |
| 2018 | Awarded a UTS Business Research Grant (\$AUD\$9,000) from University of Technology Sydney. |
| 2018 | Awarded a UTS Behavioural Lab grant (AUD\$2,000) twice from University of Technology Sydney. |

- 2018 Awarded a Marketing Discipline Group Seed Funding grant (AUD\$5,000) twice from University of Technology Sydney.
- 2017 Awarded a College of Business Industry Partnership Project Development Fund Grant (AUD\$5,000) from RMIT University.
- 2016 Awarded a College of Business Research Grant (AUD\$10,000) from RMIT University.
- 2016 Awarded a College of Business ECR Publication award (AUD\$5,000) from RMIT University.
- 2016 Awarded a School of Economics, Finance, and Marketing Research Grant (AUD\$5,000) from RMIT University.
- 2016 Awarded an RMIT Foundation International Visiting Fellowship (AUD\$6,300) from RMIT University with R. Hoffmann.
- 2015 Awarded a College of Business Research Grant (AUD\$10,000) from RMIT University.
- 2015 Awarded two College of Business ECR Publication awards (AUD\$10,000) from RMIT University.
- 2015 Awarded a School of Economics, Finance, and Marketing Near Miss Grant Award (AUD\$4,000) from RMIT University.
- 2014 Awarded a College of Business Research Grant (AUD\$10,000) from RMIT University.
- 2014 Awarded a School of Economics, Finance, and Marketing Research Grant (AUD\$5,000) from RMIT University.
- 2013-2014 Awarded a Bass Connections grant (US\$25,000) from Duke University with R. P. Larrick, G. Fitzsimons, and D. Patino-Echeverri.

Awards and Achievements

- 2019 Awarded the best paper in the Social Marketing Track at the 2019 Australian & New Zealand Marketing Academy Conference.
- 2017 Awarded the best paper in the Macro-marketing and Public Policy Track at the 2017 Australian & New Zealand Marketing Academy Conference.
- 2017 Awarded “Best Journal Publication by an Academic (School of Economics, Finance and Marketing)” by the RMIT College of Business.

- 2016 Awarded “most improved Good Teaching Scale score” award by the RMIT School of Economics, Finance, and Marketing.
- 2015 Winner of the RMIT College of Business 3 Minute Academic Presentation.
- 2010 Awarded Student Poster Award (\$500) at the Annual Meeting for the Society for Judgment and Decision Making.
- 2010 Awarded the Jane Beattie Memorial Scholarship (\$1,400) by the Society for Judgment and Decision Making and the European Association for Decision Making.
- 2010 Invited to attend the Summer Institute on Bounded Rationality (€500) organized by the Max Planck Institute for Human Development in Berlin and won a poster prize.
- 2009 Awarded a Postgraduate Research Student Support travel scholarship (\$3,000) by the University of New South Wales.
- 2008-2011 Awarded an Australian Postgraduate Award for “*exceptional research potential*” (\$22,000 p.a.) by the Australian Government.
- 2008-2011 Awarded a Research Excellence Award for “*outstanding research potential*” (\$10,000 p.a.) by the University of New South Wales.
- 2007 Awarded the University Medal in Psychology for “*outstanding academic performance by an undergraduate student across a program within their Bachelor degree*”: I ranked 1st across my four year undergraduate degree by the University of New South Wales.
- 2007 Awarded the Australian Psychological Society Prize in Psychology, a national prize for “*the best performance in Psychology Stage 4 Honours*” by the Australian Psychological Society.
- 2006 Awarded that Tertiary Scholarship for “*outstanding achievement at the tertiary level*” (\$1,500) by Blacktown City Council.

Innovation Lab Experience

- August 2017 Fully funded participant at the 9-day UNLEASH innovation lab in Denmark (value of approximately \$5,000).

Selected Industry Experience

- July 2018 – Consultant.
June 2019 Netflix, Los Gatos, California, United States.

August 2015 – March 2016	Consultant. Forethought PTY LTD, Melbourne, Australia.
September 2010 - March 2011	Intern Consultant. The Gallup Organization, North Sydney, Australia.
March 2009 - July 2009	Intern Consultant. Development Dimensions International, North Sydney, Australia.

Presentations

Invited Talks

- Camilleri, A. R., Jin, L., & Zhang, Y. (October, 2020). Probability-based loyalty programs increase engagement. *Deakin Business School, Deakin University*, Video conference.
- Camilleri, A. R. (May, 2020). Negative reviews online: Unmasking anonymity? *Law Week Event*, Video conference.
- Camilleri, A. R. (May, 2019). Understanding the impact of online reviews. *Macquarie Business School, Macquarie University*, Sydney, Australia.
- Camilleri, A. R. & Larrick, R. P. (August, 2018). Consumer underestimation of energy use and greenhouse gas emissions associated with food. *Behavioural Insights Unit, NSW State Government*, Sydney, Australia.
- Camilleri, A. R. & Larrick, R. P. (June, 2018). Consumer underestimation of energy use and greenhouse gas emissions associated with food. *Department of the Environment and Energy, Australian Government*, Canberra, Australia.
- Camilleri, A. R. (February, 2018). Human Irrationality - An introduction to behavioural economics. *LinkGroup Annual Meeting*, Melbourne, Australia.
- Camilleri, A. R. (February, 2018). An introduction to behavioural economics. *National Australia Bank*, Melbourne, Australia.
- Camilleri, A. R. (January, 2017). The format of review score information influences consumer choices. *National University of Singapore*, Singapore.
- Camilleri, A. R. (October, 2016). The format of review score information influences consumer choices – A role for attribution. *Max Planck Institute for Human Development*, Berlin, Germany.
- Camilleri, A. R. (October, 2016). Consumer judgment and decision-making when using online review scores. *Goethe University*, Frankfurt, Germany.
- Camilleri, A. R. (August, 2016). Human Irrationality: An introduction to behavioural economics. *National Science Week*, Melbourne, VIC, Australia.

- Camilleri, A. R. (July, 2015). Experiments for public policy: A beginner's guide. *Victorian Behavioural Insights Network*, Melbourne, VIC, Australia.
- Camilleri, A. R. (July, 2015). Experiments in decision-making. *Australian Market & Social Research Society*, webinar, Australia.
- Camilleri, A. R. (June, 2015). Preference construction. *Australian Council for the Arts Marketing Summit*, keynote speaker, Cairns, QLD, Australia.
- Camilleri, A. R. (September, 2014). The illusion of typicality: When and why do people overlook rare outcomes? *University of Melbourne*, Melbourne, VIC, Australia.
- Camilleri, A. R., Ungemach, C., Larrick, R. P., Johnson, E. J., & Weber, E. U. (September, 2013). How information on the fuel economy label can affect consumer choice. Talk given to the *EPA Office of Transportation and Air Quality*, Washington DC, USA.
- Camilleri, A. R. (July, 2013). Translated attributes as choice architecture. Talk given to the *Behavioural Insights Team, NSW Department of Premier and Cabinet*, Sydney, NSW, Australia.
- Camilleri, A. R. (February, 2013). Translated attributes as choice architecture. Talk given to the University of New South Wales' psychology and marketing schools, the University of Sydney's psychology and marketing schools, and the University of Technology, Sydney's Centre for the Study of Choice, Sydney, NSW, Australia.
- Camilleri, A. R. (July, 2009). The description-experience 'gap': Psychological or statistical phenomenon? Talk given at the *UCL Learning, Judgment and Decision Making Seminar*, London, UK.

Conference Talks

- Camilleri, A. R., & Larrick, R. P. (December, 2019). Why do consumers buy more than they need? Talk given at the *2019 Australian & New Zealand Marketing Academy Conference*, Wellington, New Zealand.
- Camilleri, A. R., Borah, A., & Srinivasan, R. (February, 2019). Gone but not forgotten: Do recalled products benefit from the endowment effect? Talk given at the *2019 AMA Winter Academic Conference*, Austin, TX, USA.
- Camilleri, A. R., & Larrick, R. P. (January, 2018). Aggregating potential collective action to motivate pro-social consumption. Talk given at the *Society for Consumer Psychology Boutique Conference on Vice and Virtue Consumption*, Sydney, NSW, Australia.
- Camilleri, A. R., Larrick, R. P., Hossain, S., & Patino-Echeverri D. (December, 2017). Consumer underestimation of energy use and greenhouse gas emissions associated with

- food. Talk given at the *2017 Australian & New Zealand Marketing Academy Conference*, Melbourne, VIC, Australia.
- Camilleri, A. R., Larrick, R. P., Hossain, S., & Patino-Echevveri D. (November, 2017). Consumer underestimation of energy use and greenhouse gas emissions associated with food. Talk given at the *2017 Meeting of the Society for Judgment and Decision Making*, Vancouver, BC, Canada.
- Camilleri, A. R., Larrick, R. P., Hossain, S., & Patino-Echevveri D. (October, 2017). Consumer underestimation of energy use and greenhouse gas emissions associated with food. Talk given at the *2017 Meeting for the Association for Consumer Research*, San Diego, CA, USA.
- Camilleri, A. R. (October, 2016). Consumers rely more on online review scores when they first form an independent opinion. Talk given at the *2016 Meeting for the Association for Consumer Research*, Berlin, Germany.
- Camilleri, A. R., Jin L., & Zhang, Y. (June, 2016). Probability-based loyalty programs increase engagement. Talk given at the *2016 Behavioral Decision Research in Management Conference*, Toronto, ON, Canada.
- Camilleri, A. R., Jin L., & Zhang, Y. (December, 2015). Probability-based loyalty programs increase motivation. Talk given at the *2015 Australian & New Zealand Marketing Academy Conference*, Sydney, NSW, Australia.
- Camilleri, A. R., & Larrick, R. P. (April, 2015). Aggregating potential collective action to motivate pro-social consumption. Talk given at the *2015 World Social Marketing Conference*, Sydney, NSW, Australia.
- Camilleri, A. R., & Larrick, R. P. (June, 2014). Aggregating potential collective action to alleviate drop-in-the-bucket despair. Talk given at the *2014 Marketing & Public Policy Conference*, Boston, MA, USA.
- Camilleri, A. R., Ungemach, C., (May, 2014). New studies related to translated attributes. Talk given at the *Annual Meeting of the Center for Research on Environmental Decisions*, New York City, NY, USA.
- Camilleri, A. R., & Larrick, R. P. (May, 2014). Redesigning the fuel economy label affects intention to purchase efficient vehicles. Talk given at the *2014 Duke University Energy Research Collaboration Workshop*, Durham, NC, USA.
- Camilleri, A. R., & Larrick, R. P. (November, 2013). Scale and metric design as choice architecture tools. Talk given at the *2013 Behavior, Energy, and Climate Change Conference*, Sacramento, CA, USA.

- Camilleri, A. R., Ungemach, C., Johnson, E. J., Larrick, R. P., & Weber, E. U. (July, 2013). The choice architecture of translated attributes. Talk given at the *2013 World Marketing Congress Conference*, Melbourne, VIC, Australia.
- Camilleri, A. R., & Larrick, R. P. (May, 2013). Scale and metric design as choice architecture tools. Talk given at the *2013 Marketing & Public Policy Conference*, Washington, DC, USA.
- Camilleri, A. R., Ungemach, C., Johnson, E. J., Larrick, R. P., & Weber, E. U. (May, 2013). Translated attributes AS A choice architecture tool: trick & treat. Talk given at the *2013 Marketing & Public Policy Conference*, Washington, DC, USA.
- Camilleri, A. R., & Larrick, R. P. (May, 2013). Environmental consumer labels: scale effects. Talk given at the *Annual Meeting of the Center for Research on Environmental Decisions*, New York City, NY, USA.
- Camilleri, A. R., Ungemach, C., (May, 2013). Signposts as choice architecture. Talk given at the *Columbia University Choice Architecture Workshop*, New York City, NY, USA.
- Camilleri, A. R. & Larrick, R. P. (November, 2012). The impact of scale and metric changes on choice. Talk given at the *Annual Meeting of the Society for Judgment and Decision Making*, Minneapolis, MN, USA.
- Camilleri, A. R. & Newell, B. R. (November, 2012). The role of number of choices and outcomes in experience-based decisions. Talk given at the *Annual Meeting of the Psychonomic Society*, Minneapolis, MN, USA.
- Camilleri, A. R. & Newell, B. R. (May, 2012). Does the description-experience choice "gap" occur in the long-run? Talk given at the *Duke Center for Interdisciplinary Decision Science Regional Conference*, Durham, NC, USA.
- Camilleri, A. R., Ungemach, C., Johnson, E. J., Larrick, R. P., & Weber, E. U. (May, 2012). Choice architecture and fuel economy labels. Talk given at the *Annual Meeting of the Center for Research on Environmental Decisions*, New York City, NY, USA.
- Camilleri, A. R. & Newell, B. R. (July, 2011). Within-subject preference reversals in description- and experience-based choice. Talk given at the *Annual Meeting of the Cognitive Science Society*, Boston, MA, USA.
- Camilleri, A. R. & Newell, B. R. (July, 2010). When and why rare events are underweighted in choice. Poster and talk presented at the *Summer Institute on Bounded Rationality organized by the Max Planck Institute for Human Development*, Berlin, Germany.
- Camilleri, A. R. & Newell, B. R. (December, 2009). Exploring the differences between description- and experienced-based choices. Talk given at the *Sydney Postgraduate Psychology Conference*, Sydney, NSW, Australia.

Camilleri, A. R. & Newell, B. R. (February, 2009). Differences between description- and experienced-based decision-making. Talk given at the *Annual Australian Mathematical Psychology Conference*, Newcastle, NSW, Australia.

Camilleri, A. R. & Newell, B. R. (December, 2008). How does mode of information acquisition affect our decision-making? Talk given at the *Annual Sydney Postgraduate Psychology Conference*, Sydney, NSW, Australia.

Conference Posters

Camilleri, A. R. (2020). What happens when a retailer displays both the number of reviews and the number of sales? Introducing the “Review Stimulation Score”. Poster presented at the *2020 SCP Annual Conference*, Long Beach, CA, USA.

Powell, A. E., Camilleri, A. R., Dobeles, A. R., & Stavros, C. (March, 2019). Pass it on: Word-of-mouth transmission and the need to self-enhance. Poster presented at the *2019 SCP Annual Conference*, Savannah, GA, USA.

Camilleri, A. R., Swift, S. S., & Larrick, R. P. (March, 2019). Consumer overinvestment in capacity. Poster presented at the *2019 SCP Annual Conference*, Savannah, GA, USA.

Camilleri, A. R., Swift, S. S., & Larrick, R. P. (February, 2019). Consumer overinvestment in capacity. Poster presented at the *2019 AMA Winter Academic Conference*, Austin, TX, USA.

Camilleri, A. R. & Newell, B. R. (November, 2018). Better calibration when predicting from experience (rather than description). Poster presented at the *2018 Meeting of the Society for Judgment and Decision Making*, New Orleans, LA, USA.

Camilleri, A. R. & Newell, B. R. (November, 2017). More overconfidence with description-based (versus experience-based) information. Poster presented at the *2017 Meeting of the Society for Judgment and Decision Making*, Vancouver, BC, Canada.

Camilleri, A. R. (October, 2017). Provision of sales volume information influences consumer’s preferences via perceived purchase and word-of-mouth popularity. Poster presented at the *2017 Meeting for the Association for Consumer Research*, San Diego, CA, USA.

Camilleri, A. R. & Larrick, R. P. (October, 2016). The collective aggregation effect: Aggregating potential collective action to motivate prosocial behavior. Poster presented at the *2016 Annual Meeting for the Association for Consumer Research*, Berlin, Germany.

Camilleri, A. R., Jin L., & Zhang, Y. (October, 2015). Probability-based loyalty programs increase motivation. Poster presented at the *Annual Meeting of the Association for Consumer Research*, New Orleans, LO, USA.

- Camilleri, A. R. (November, 2014) The illusion of typicality: When and why do people feel invulnerable to rare events? Poster presented at the *Annual Meeting of the Society for Judgment and Decision Making*, Long Beach, CA, USA.
- Camilleri, A. R. & McCarrey, C. A. (May, 2013). The description-experience gap is attenuated in older adults. Poster presented at the *Annual Convention of the Association for Psychological Science*, Washington, DC, USA.
- Camilleri, A. R. & Newell, B. R. (November, 2012). Does the description-experience choice “gap” occur in the long-run? Poster presented at the *Annual Meeting of the Society for Judgment and Decision Making*, Minneapolis, MN, USA.
- Camilleri, A. R. & Newell, B. R. (June, 2012). Does the description-experience choice “gap” occur in the long-run? Poster presented at the *Biannual Behavioral Decision Research in Management conference*, Boulder, CO, USA.
- Camilleri, A. R. & Newell, B. R. (November, 2011). The long and short of it: Decisions made from description and from experience. Poster presented at the *Annual Meeting of the Psychonomic Society*, Seattle, WA, USA.
- Camilleri, A. R., Hawkins, G., Dodds, P., Brown, S., & Newell, B. R. (November, 2010). Estimation and choice in a sequential sampling paradigm. Poster presented at the *Annual Meeting of the Society for Judgment and Decision Making*, St Louis, MO, USA.
- Camilleri, A. R. & Newell, B. R. (November, 2010). When and why rare events are underweighted in choice. Poster presented at the *Annual Meeting of the Psychonomic Society*, St Louis, MO, USA.
- Camilleri, A. R. & Newell, B. R. (November, 2009). The long and short of it: Decisions made from description and from experience. Poster prepared for the *Annual Meeting of the Society for Judgment and Decision Making*, Boston, MA, USA.
- Camilleri, A. R. & Newell, B. R. (July, 2009). Mind the gap: Within-subject preference reversals in description and experience-based choice. Poster presented at the *Annual Meeting of the Cognitive Science Society*, Amsterdam, Netherlands.
- Camilleri, A. R. & Newell, B. R. (April, 2009). Mind the gap: Does choice depend on the mode of information acquisition? Poster presented at the *Annual Experimental Psychology Conference*, Wollongong, NSW, Australia.

Student Research Supervision

- 2018-present Ella Bruce (University of Technology Sydney PhD student; marketing).
Co-supervised with Christine Eckert and Francois Carrillat.

2015-2020	Ashleigh Powell (RMIT University PhD graduate; marketing). Co-supervised with Angela Dobele and Con Stavros.
2013-2014	Gabriel Goffman (Duke University graduate student; environmental management). Co-supervised with Richard P. Larrick. Shajuti Hossain (Duke undergraduate student; economics and public policy). Co-supervised with Richard P. Larrick. Marie Komori (Duke undergraduate student; psychology and marketing). Co-supervised with Richard P. Larrick.

Teaching Experience

2020	Consumer Behaviour (4.5/5)
2019	Consumer Behaviour (4.3/5); Buyer Behaviour (4.5/5).
2018	Business Statistics (3.6/5); Consumer Behaviour (4.5/5).
2014-2017	Market Research (70/100; 36/100; 67/100; 83/100).
2011	Cognitive Psychology (5.8/6); Developmental Psychology (5.0/6).
2010-2011	Research Methods (5.4/6); Behaviour in Organisations (5.5/6).

Courses Audited / Teaching Assistant

2014	Marketing Intelligence; Marketing Strategy.
2013	Consumer Behavior; Managerial Decision-making; Behavioral Economics; Business Strategies for Sustainability.
2012	Behavioral Decision Theory; Leadership, Ethics & Organizations; Marketing Management.

Professional Service

Affiliations	American Marketing Association; Association for Consumer Research; Association for Psychological Science; Psychonomic Society; Society for Judgment and Decision Making.
Ad Hoc Reviewer	Acta Psychologica; Cognition; Cognitive Psychology; Emotion & Cognition; Frontiers in Cognitive Science; Journal of Behavioral Decision-making; Journal of Consumer Marketing; Journal of Marketing Management; Judgment & Decision-making; Journal of Experimental Psychology – Applied; Journal of Experimental Psychology - Learning, Memory, & Cognition; Journal of Economic

	Behavior and Organization; Journal of Public Policy & Marketing; Journal of Services Marketing; Management Science; Memory & Cognition; Psychonomic Bulletin & Review; Thinking & Reasoning.
Workshop Organization	Led in the coordination and presented at the workshop “Experimental Research Methods” on September 3 rd 2014 at RMIT University.
Conference Organization	Led in the coordination of the 2019 UTS Behavioural Lab Conference on 12 th August 2019 at University of Technology Sydney.
	Aided in the organization of the invitational workshop “Economic and Business Behaviour: Antecedents and Moderators” on October 24 th -25 th 2016 at RMIT University Barcelona campus.
	Aided in the organization and reporting of the invitational workshop “Evaluating the Energy Efficiency Gap” on October 24 th -25 th 2013 at Harvard University.
	Led in the coordination of the invitational workshop “Beyond Nudges: Topics in Choice Architecture” on May 7 th -8 th 2013 at Columbia University.
Thesis Examiner	Alex Kusmanoff (2015).
Other Service	Member of the UTS Business School Faculty Board (2020-present). Deputy Director of the UTS Behavioural Lab (2019-present). Social Media Director of the UTS Marketing School (2018-present). Member of the UTS Marketing Discipline Group External Engagement Committee (2018-present). Member of the RMIT Business College Human Ethics Advisory Network (2015-2017).

Selected Media Appearances

April 2017	Spoke with Jon Faine on his 774 ABC Melbourne morning program and with Ali Clarke on her 891 ABC Adelaide morning program.
August 2016	Spoke on the Australian Broadcasting Corporation’s <i>Breakfast with Red Symons</i> .
July 2016	Spoke on Sydney community radio station 2SER about overconfidence.
November 2011	Featured on the Australian Broadcasting Corporation’s <i>The Science Show</i> .

Selected Media Citations

- June 2017 “How can you spot a fake online review?”, *ABC Radio*.
- May 2014 “The incredibly simple way to get drivers to buy fuel efficient cars”,
Time Magazine.
- June 2014 “Better car labeling could pump up fuel efficiency”, *Scientific American*.