

# Shane Frederick

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**Shane Frederick** is a tenured professor at the Yale School of Management.<sup>[1]</sup> He earlier worked at Massachusetts Institute of Technology. He is the creator of the cognitive reflection test, which has been found to be "predictive of the types of choices that feature prominently in tests of decision-making theories, like expected utility theory and prospect theory."<sup>[2]</sup> People who score high on the CRT are less vulnerable to various biases,<sup>[3]</sup> <sup>[4]</sup> and show more patience in intertemporal choice tasks.<sup>[5]</sup>

His specialties are decision-making and intertemporal choice, time preferences and discount functions,<sup>[6]</sup> and has authored papers with, among others, George Loewenstein of Carnegie Mellon University and Nobel laureate Daniel Kahneman, emeritus of Princeton University.

Frederick was born in Park Falls, Wisconsin, and graduated from the University of Wisconsin with a B.A. in Zoology, from Simon Fraser University with an M.S. in Resource Management, and from Carnegie Mellon University with a Ph.D. in Decision Sciences.<sup>[7]</sup>

## Selected publications

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- Representativeness revisited: Attribute substitution in intuitive judgment (<https://web.archive.org/web/20080830071736/http://www.mit.edu/people/shanefre/RepRevisited.pdf>) (with D. Kahneman)
- Time discounting and time preference: a critical review (<https://web.archive.org/web/20080907215824/http://www.mit.edu/people/shanefre/TimeDiscandPref.pdf>) (with T. O'Donoghue)

## References

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1. "Yale University Profile: Shane Frederick" (<https://faculty.som.yale.edu/shanefrederick/>). Retrieved 10 May 2022.
2. "Cognitive Reflection and Decision Making" (<https://www.aeaweb.org/articles?id=10.1257/089533005775196732>). Retrieved 10 May 2022.
3. "Assessing miserly information processing: An expansion of the Cognitive Reflection Test" ([https://www.tandfonline.com/doi/full/10.1080/13546783.2013.844729?casa\\_token=JCfD4FtLTEsAAAA%3AMNETdqf3L07YkpyBSgxCqfmOxqhE2xwu-RZZrIncaLI-1u51CtcgOlze9Ib5LOjKZEOL3EB\\_SAA](https://www.tandfonline.com/doi/full/10.1080/13546783.2013.844729?casa_token=JCfD4FtLTEsAAAA%3AMNETdqf3L07YkpyBSgxCqfmOxqhE2xwu-RZZrIncaLI-1u51CtcgOlze9Ib5LOjKZEOL3EB_SAA)). Retrieved 10 May 2022.
4. "The Cognitive Reflection Test as a predictor of performance on heuristics-and-biases tasks" (<https://link.springer.com/article/10.3758/s13421-011-0104-1>). Retrieved 10 May 2022.
5. "Cognitive Reflection and Decision Making" (<https://www.aeaweb.org/articles?id=10.1257/089533005775196732>). Retrieved 10 May 2022.
6. "Google Scholar Shane Frederick" (<https://scholar.google.com/citations?user=dANuS64AAAJ&hl=en>). Retrieved 10 May 2022.
7. "Yale University Profile: Shane Frederick" (<https://faculty.som.yale.edu/shanefrederick/>). Retrieved 10 May 2022.

## External links

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- [Would You Take the Bird in the Hand, or a 75% Chance at Two in the Bush?](https://www.nytimes.com/2006/01/26/business/26scene.html), New York Times, Jan. 26, 2006 (<https://www.nytimes.com/2006/01/26/business/26scene.html>)
- [Holiday Discounts May Not Be Enough](http://www.boston.com/business/ticker/2007/12/mit_study_holid.html), Boston Globe, Dec. 11, 2007 ([http://www.boston.com/business/ticker/2007/12/mit\\_study\\_holid.html](http://www.boston.com/business/ticker/2007/12/mit_study_holid.html))
- [Shane Frederick's Google Scholar Page](https://scholar.google.co.th/citations?user=XaOmQk4AAAAJ&hl=en&oi=ao) (<https://scholar.google.co.th/citations?user=XaOmQk4AAAAJ&hl=en&oi=ao>)

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