On language processing shaping decision making

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Seminar Room, Department of Economics and Management, Via Inama 5, Trento.

Speaker:
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Abstract:
Recent research has revealed that people’s preferences, choices, and judgments are affected by whether information is presented in a foreign or a native language. I will give a brief review of the effects found and the potential explanations behind the effect of foreign language use in decision-making. I will present new work trying to clarify to which extent foreign language use changes our decisions and which is the most likely cause. I will discuss as well further avenues we are currently exploring, such as the effects of foreign language use on social interaction or its potential applications in therapy.