



The Spencer Foundation Conference Series on Individual Differences  
and Economic Behavior

Sponsored in Part by the Institute for New Economic Thinking



**Beyond Correlation in the Study of Personality:  
Associations, Investments and Interventions**

**Friday, December 10<sup>th</sup> & Saturday, December 11<sup>th</sup>, 2010**

Stuart Hall, Room 101  
5835 S. Greenwood Ave

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**Day 1, Friday, December 10<sup>th</sup>, 2010  
8:30 AM-6:30 PM**

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8:30 AM-9:00 AM

**Breakfast**

8:45 AM-9:00 AM

**Opening Remarks**

Angela Duckworth, James Heckman, and Brent Roberts

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**Session 1**

9:00 AM-11:00 AM

**Conceptual Frameworks for Defining and Measuring  
Personality**

2 hours:  
30 minute  
presentations,  
30 minute  
discussion

“An Economic Model of Personality and Its Implications for  
Measurement”

J. Heckman

“Realism About Traits”

D. Funder

“Personality, It’s More Than You Think: Exploring Temperament,  
Ability, Interests and Character”

W. Revelle

Discussion: D. Benjamin, S. Durlauf, B. Roberts (Chair)

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11:00 AM-11:15 AM

**Break**

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**Session 2**

11:15 AM-1:15 PM

2 hours:  
10 minutes per  
presentation,  
20 minute  
discussion**Overviews: Associations Between Personality and Outcomes**

Education: “The Relationship between Personality Traits and Success in Post-Secondary Education and Work”  
N. Kuncel

“Education and Preferences: Experimental Evidences from Chinese Adult Twins”  
J. Yi

Health: “The Education-Health Gradient”  
G. Conti

“Personality and Prediction of Mortality”  
D. Mroczek

Labor Market: “The Links Between Personality and Labor Market Outcomes”  
Outcomes D. Cobb-Clark

“The Predictive Power of Personality for Labor Market Outcomes: A Review and Suggestions for Future Research”  
T. Kautz

TBA  
D. Schunk

Crime: “Personality and Crime”  
A. Agan

Discussion: J. Heckman (Chair)

1:15 PM-2:15 PM

**Lunch**

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**Session 3**

2:15 PM- 4:15 PM

2 hours:  
Two 30 minute  
presentations, One  
45 minute  
presentation,  
15 minute open  
discussion

**Biological Bases of Personality:  
Using Biology to Infer Causality**

“Critical Steps in Linking Genes to Brains to Behavior”  
T. Canli

“Psychopathology, Personality and Genetics”  
B. Krueger

“Modeling Decision Making Under Risk Using Neurochemistry”  
S.H. Chew

Discussion: B. Roberts (Chair)

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4:15 PM-4:30 PM

**Break**

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**Session 4**

4:30 PM-6:30 PM

2 hours:  
25 minute  
presentations, 20  
minute discussion

**Causality and Dynamics in the Study of Personality**

“Some Implications of (Non-)ergodicity of Psychological  
Processes”  
P. Molenaar

“Dynamics of Skill Formation”  
F. Cunha

“Causal Issues in Personality Psychology:  
Some Challenges from and for the Rubin and Campbell”  
S. West

“Econometric Causality”  
J. Heckman

Discussion: M. B. Donnellan, D. Mroczek, R. Pinto, W. Revelle,  
B. Roberts (Chair)

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6:30 PM-6:45 PM

**Break Before Conference Dinner**

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**Day 2, Saturday, December 11<sup>th</sup>, 2010**  
**8:30 AM-2:00 PM**

Stuart Hall, Room 101  
5835 S. Greenwood Ave

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8:30 AM-9:00 AM

**Breakfast**

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**Session 5**

9:00 AM-9:30 AM

30 minutes:  
20 minute  
presentation, 10  
minute discussion

**What Do Grades, Achievement, IQ and Personality Tests Measure?**

“IQ, Personality and Achievement”

L. Borghans, B. Golsteyn, and J.E. Humphries

Discussion: A. Duckworth (Chair)

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**Session 6**

9:30 AM-10:45 AM

1 ¼ hours:  
20 minute  
presentations, 15  
minute open  
discussion

**Relating Economic Preference Parameters to Psychological Measurement Systems**

“Personality and Preference Parameters”

M. Almlund

“Causality, Stability and Measurement Issues with Reference to Economic Preferences and Personality”

T. Dohmen and A. Falk

Discussion: A. Duckworth (Chair)

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10:45 AM-11:00 AM

**Break**

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**Session 7**

11:00 AM-1:00 PM

2 hours:  
15 minute  
presentations, 15  
minute open  
discussion

**Intervention Studies for Personality:  
Causal Effects and What They Mean**

“Can Work Alter Welfare Recipients’ Beliefs?”  
P. Gottschalk

“The High/Scope Perry Preschool Project”  
R. Pinto

“The Effects of Early Intervention on Cognition, Behavior, and  
Personality: Evidences from the Carolina Abecedarian Study”  
S. Moon

“Philosophy of Science Considerations in Taxonomy and  
Causality”  
B. Chapman

“Can We Teach an Old Dog New Tricks? Cognitive training  
increases openness to experience in older adults.”  
J. Jackson

“Strategia: Increasing Self-Control in Children”  
A. Duckworth

“Promoting the Social, Emotional, and Academic Learning of All  
Students”  
R. Weissberg

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1:00 PM-2:00 PM

**Lunch and Roundtable Discussion:**

Taking Stock:

A. Duckworth, J. Heckman, D. McAdams, B. Roberts (Chair)

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