
From: Joi ito <[REDACTED]>
Sent: Wednesday, May 16, 2018 3:38 PM
To: Jeffrey Epstein
Subject: Re: Researchers can't evaluate novel ideas

I can talk at 5PM ET for 30 min if you're free (will be in car).

> On May 16, 2018, at 11:27, jeevacation@gmail.com wrote:
>
> No , Paris after 4 eastern
>
> On Wed, May 16, 2018 at 5:23 PM Joi ito [REDACTED] wrote:
> What time zone are you in? Can you talk at 1PM ET?
>
>> On May 16, 2018, at 10:35, jeevacation@gmail.com wrote:
>>
>> can talk when you like
>>
>> On Wed, May 16, 2018 at 1:19 PM Joi ito <joi@ito.com> wrote:
>> <https://pubsonline.informs.org/doi/abs/10.1287/mnsc.2015.2285>
>>
>> Looking Across and Looking Beyond the Knowledge Frontier:
>> =Intellectual Distance, Novelty, and Resource Allocation in Science
>>
>> Selecting among alternative projects is a core management task in =all innovating organizations. In this paper, we focus on the evaluation =of frontier scientific research projects. We argue that the =E2 "intellectual distance" between the knowledge embodied =in research proposals and an evaluator's own expertise =systematically relates to the evaluations given. To estimate =relationships, we designed and executed a grant proposal process at a =leading research university in which we randomized the assignment of =evaluators and proposals to generate 2,130 evaluator=proposal =pairs. We find that evaluators systematically give lower scores to =research proposals that are closer to their own areas of expertise and =to those that are highly novel. The patterns are consistent with biases =associated with boundedly rational evaluation of new ideas. The patterns =re inconsistent with intellectual distance simply contributing =E2 "noise" or being associated with private interests of =evaluators. We discuss implications for policy, managerial intervention, =nd allocation of resources in the ongoing accumulation of scientific =knowledge.
>>
>>
>>
>> --
>> please note
>> The information contained in this communication is confidential, may
>> be attorney-client privileged, may constitute inside information,
>> and is intended only for the use of the addressee. It is the
>> property of JEE Unauthorized use, disclosure or copying of this
>> communication or any part thereof is strictly prohibited and may be
>> unlawful. If you have received this communication in error, please
>> notify us immediately by return e-mail or by e-mail to
>> jeevacation@gmail.com, and destroy this communication and all copies

>> thereof, including all attachments. copyright -all rights reserved
>
>--
> please note
>The information contained in this communication is confidential, may
>be attorney-client privileged, may constitute inside information, and
>is intended only for the use of the addressee. It is the property of
>JEE Unauthorized use, disclosure or copying of this communication or
>any part thereof is strictly prohibited and may be unlawful. If you
>have received this communication in error, please notify us
>immediately by return e-mail or by e-mail to jeevacation@gmail.com,
>and destroy this communication and all copies thereof, including all
>attachments. copyright -all rights reserved

```
<?xml version=.0" encoding=TF-8"?>
<!DOCTYPE plist PUBLIC "-//Apple//DTD PLIST 1.0//EN" "http://www.apple.com/DTDs/PropertyList-1.0.dtd">
<plist version=.0">
<dict>
  <key>conversation-id</key>
  <integer>6427</integer>
  <key>date-last-viewed</key>
  <integer>0</integer>
  <key>date-received</key>
  <integer>1526485079</integer>
  <key>flags</key>
  <integer>8590195713</integer>
  <key>gmail-label-ids</key>
  <array>
    <integer>6</integer>
    <integer>2</integer>
  </array>
  <key>remote-id</key>
  <string>821778</string>
</dict>
</plist>
```