
From: Joi ito <[REDACTED]>
Sent: Wednesday, May 16, 2018 3:23 PM
To: Jeffrey Epstein
Subject: Re: Researchers can't evaluate novel ideas

What time zone are you in? Can you talk at 1PM ET?

> On May 16, 2018, at 10:35, jeffrey E. <jeevacation@gmail.com> wrote:

>

> can talk when you like

>

> On Wed, May 16, 2018 at 1:19 PM Joi ito <[REDACTED]> wrote:

> <https://pubsonline.informs.org/doi/abs/10.1287/mnsc.2015.2285>

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> Looking Across and Looking Beyond the Knowledge Frontier: Intellectual
> =istance, Novelty, and Resource Allocation in Science

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> Selecting among alternative projects is a core management task in all =nnovating organizations. In this paper, we focus
on the evaluation of =rontier scientific research projects. We argue that the “intellec=ual distance” between the
knowledge embodied in research =roposals and an evaluator’s own expertise systematically =elates to the evaluations
given. To estimate relationships, we designed =nd executed a grant proposal process at a leading research university =n
which we randomized the assignment of evaluators and proposals to =enerate 2,130 evaluator–proposal pairs. We find
that evaluators =ystematically give lower scores to research proposals that are closer =o their own areas of expertise
and to those that are highly novel. The =atterns are consistent with biases associated with boundedly rational =valuation
of new ideas. The patterns are inconsistent with intellectual =istance simply contributing “noise” or being associated
=ith private interests of evaluators. We discuss implications for =olicy, managerial intervention, and allocation of
resources in the =ngoing accumulation of scientific knowledge.

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> please note

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