



February 2, 2011

To: Lauren Templeton

Fr: Cynthia Harrington

Re: Text and bio for May 10, 2011

Above the Line and Below the Line: From Biases to Bad Behavior

Cynthia Harrington, CFA, CFE

Behavioral finance made a significant contribution to economic analysis. We now know that our brains employ shortcuts to make decisions on way too much incoming information, sometimes causing a biased decision that seems irrational.

Drawing from examples from client case studies, Harrington shares the game theory of learning how to manage biases. Focusing on the three top hedge fund biases – confirmation bias, herding, and overconfidence -- she'll detail three steps to effective management.

With the Wall Street perp walks fresh in everyone's memory, she will also talk about the psychology of “below the line” behaviors. While normal biases may get in our way sometimes, bad behaviors in others can crater whole portfolios and companies. Reminders of the red flags of fraud and the warning signs that you may be dealing with a psychopath, round out this talk on behaviors and finance.

Cynthia opened the doors of Cynthia Harrington & Associates LLC in 2008 to serve a specialized niche in the growing field of behavioral health. Her firm serves asset managers and high growth entrepreneurs with to manage their human capital.

Cited as one of the “fifty prominent authorities on performance measurement”, Harrington also founded and managed Harrington Capital Management, an SEC-registered large cap value manager. She also advised the high net worth and small institution market at Piper Jaffray and Bear Stearns. More than 400 of her articles appear in publications such as Fraud Magazine, Financial Engineering News, Journal of Accountancy, and CFA Magazine. She is a co author of the Corporate Finance textbook for the CFA program, and the Association of Certified Fraud Examiners' Financial Statement Fraud course. Her article “Mind Games” on behavioral decision making appeared in the CFA Magazine in January 2010.

She is a member of the CFA Institute and active with 100 Women in Hedge Funds. She has 300 skydives and credits her detailed attention to risk management to the sport.

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