

SOCIETY for JUDGMENT and DECISION MAKING

The Headlines

NEWSLETTER

The Alans have done it again. As you know, we have two people, both named Alan, who have graciously and with great skill created and maintained on-line services for the Society. They have done a major upgrade to our web page and the services provided. For more details see the letter from the President and the JDM Society ON-LINE page in this newsletter. Be sure to check it out at <http://www/sjdm.org>.

Hal Arkes has agreed to replace Barbara Mellers as our representative on the executive board of the Federation of Behavioral, Psychological, and Cognitive Sciences.

For the first time in a Newsletter, there is a list of members of the many committees of the Society. There are three purposes for including this. First, to give some recognition to the many people who give their valuable time to the functioning of the Society. Second, to let everyone know who these people are so that you will know who to contact about the various functions of the Society. Third, to remind everyone that volunteers are often needed for these Committees. If you are interested, drop the President an email.

Editors note: The Teacher's Corner should return in the next issue. Space got it this time. (For the printed issues we still produce the number of pages must be an integer multiple of four.) I sure could use some more material for it also. Please send me some.

The Editor would like to sincerely thank everyone who has sent me material for inclusion in the Newsletters. Please keep the flow coming my way. Comments and suggestions for features are always appreciated.

CONTENTS

General Information	2
A Letter from the President	3
2001 Committees of the Society	4
JDM Society On-Line	5
Recent JDM Dissertations	5
Some Funding Information	6
Summer Institute on Bounded Rationality	6
Some Awards	7
JDM Members Have Been Busy	8
A Call for Papers	9
Meetings	10
Position Openings	12
An Advertisement for the Society's Book Series	Back Cover

VOLUME XX
Number 1
March, 2001

SOCIETY FOR JUDGMENT AND DECISION MAKING

2001 EXECUTIVE BOARD

David Budescu, *President*, <dbudescu@s.psych.uiuc.edu>
 George Loewenstein, *President-elect*, <g120@andrew.cmu.edu>
 Thomas Wallsten, *Past President*, <twallsten@psyc.umd.edu>
 Joshua Klayman, *1999-2001*, <joshk@uchicago.edu>
 William Goldstein, *2000-2002*, <gold@midway.uchicago.edu>
 Reid Hastie, *2001-2003*, <reid.hastie@colorado.edu>
 Sandra Schneider, *Secretary/Treasurer*, <sjdm@web.usf.edu>
 Stephen Edgell, *Newsletter Editor*, <edgell@louisville.edu>

JDM Newsletter Editor
 (Submissions & Advertisements)

Stephen Edgell
 Department of Psychology
 University of Louisville
 Louisville, KY 40292

(502) 852-5948
 fax: (502) 852-8904
 jdmnewsletter@louisville.edu

Secretary/Treasurer
 (Dues, Addresses & Corrections)

Sandra Schneider/JDM
 Department of Psychology, BEH 339
 University of South Florida
 4202 E. Fowler Ave.
 Tampa, FL 33620-8200

(813) 974-0495
 fax: (813) 974-4617
 sjdm@web.usf.edu

The *JDM Newsletter* welcomes submissions from individuals and groups. However, we do not publish substantive papers. Book reviews will be published. If you are interested in reviewing books and related materials, please write to or email the editor.

There are few ground rules for submissions. The best way to send your contribution is via EMAIL or a 3.5" diskette. Send an IBM-compatible text file or word-processed document up to versions WordPerfect 9 or Word 2000. If you must send hard copy (e.g., if you are using special graphics or do not have computer access), please submit camera-ready copy. This means that the copy should be typed single-spaced on white 8½ by 11 paper. If possible, use a carbon or film ribbon. Please mail flat -- do not fold.

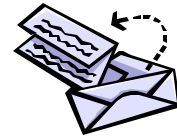
Subscriptions: Subscriptions are available on a calendar year basis only with society membership. Requests for information concerning membership in the Society for Judgment and Decision Making should be sent to Sandra Schneider.

Advertising Rates: Advertising can be submitted to the editor. Inclusion of the ad and the space given to the ad is at the editor's discretion. The current charge is \$100 per page (\$50 per 1/2 page). Contact Stephen Edgell for details. Alternatively, you can use:

Mailing Labels: Some readers may wish to send reprint lists or other material to people listed in the directory. The current charge is \$125 for a set of labels. A diskette of the database is available for one-time use. The charge is \$50 for commercial use, \$25 for nonprofit use. Contact Sandra Schneider for details.

Address Corrections: Please keep your mailing and/or email address current. We often have no way of knowing if you are not receiving the newsletter. Address changes or corrections should be sent to Sandra Schneider. Reports of problems in receiving or opening the pdf file should be sent to the editor.

A Letter from the President



Dear friends and colleagues,

Our web site (at the same old address, www.sjdm.org) has a new look, includes more information and it is easier to navigate. This upgrade of the site is the first step in a process that will eventually make the web page the Society's main information and communication channel, as well as its official institutional memory and archival depository. Among the new items you will find at the site are programs of previous meetings, including abstracts of the papers and posters presented, the current bylaws, descriptions of our various awards and lists of former winners, listing of former officers, and more. Not all the information is posted yet. For example, we are still in the process of scanning and posting old meeting programs, but we hope that this task will be completed in a relatively short time.

In recent years we have taken a variety of steps towards becoming a paperless society to the greatest extent possible. At the latest meeting the Executive Board decided to discontinue routine mailing of the directory, but all members can access, and download, the directory from our web site. To accommodate this change our web masters have upgraded the access system (a hard copy of the, now obsolete, directory is no longer required as a password), and all members in good standing have been assigned new passwords. See the note elsewhere in this newsletter about your new passwords, including instructions on how to change them.

The next step I would like to implement in this direction is to move to a system of electronic voting. This system would cover the annual elections of the officers of the Society, as well as occasional changes in the bylaws that need to be approved by a vote of two thirds of the members. The Executive Board endorsed this idea unanimously, and we plan to start working on its adoption and implementation soon.

To envision the proposed system, consider, for example, our annual elections: Once the list of candidates for president and executive board is finalized, the Secretary-Treasurer will post it on the web site and will announce the election dates. During the designated two-week period all members who are in good standing and have a valid password will be able to login and cast their votes. In addition to making the process simpler and more efficient, I hope that this change will also encourage more people to vote.

The actual implementation requires the development of special software to handle the authentication and security issues, and a change in our bylaws, which currently explicitly require voting by mail. (Now you can read the bylaws yourself on the web!) I hope that all the necessary changes will be approved at our next meeting (November 2001 in Orlando, Florida), so that the 2002 elections would be conducted electronically. In the meantime, I look forward to your e-mails, and your views on this proposal.

-David Budescu-

2001 Committees of the Society for Judgment and Decision Making

Program Committee

Maurice Schweitzer (through 2001)

Marlys Lipe (chair) (through 2002)

Rami Zwick (through 2003)

Julie Irwin (through 2004)

Publications Committee

Michael Birnbaum (through 2001)

Jonathan Baron (chair) (through 2002)

William Goldstein (through 2003)

Barbara Mellers (starting 2001)

Einhorn Award Committee

Lola Lopes (chair) (through 2001)

Eldar Shafir (through 2002)

Rick Larrick (through 2004)

TBA (through 2006)

Student Poster Committee

JD Jasper (chair)

Members TBA

Beattie International Travel Award Committee

Peter Ayton

Josh Klayman (chair)

Martin Weber

Representative to the Federation of Behavioral, Psychological, and Cognitive Sciences

Hal Arkes

SJDM Webmasters:

Alan Cooke

Alan Schwartz

JDM Society ON-LINE

JDM maintains a web page and listservers through the gracious and excellent work of Alan Cooke <acooke@sjdm.org> and Alan Schwartz <alansz@sjdm.org>. (They welcome comments and suggestions for new features.)

The JDM Web Page (<http://www.sjdm.org>)

The JDM Society has a set of pages on the Worldwide Web, providing information about the Society and Society membership, upcoming events, our electronic services including course syllabi, forms for subscribing to JDM mailing lists, the reference archive, links to related web sites that may be of interest to members, copies of the JDM Newsletter (for Society members only), and the JDM directory (for Society members only) with links to members' home pages.

Passwords for the memberonly services on the web page: *[Note this is new!]* If you have already established one, it will still work. If you need one, visit the web site and take the "Member Services" link. Read and follow the instructions describing how to determine your login name and password. You'll know whether you got it right if you can get to the JDM Newsletters or the on-line directory. Please change your default password as soon as possible. Be sure you can remember your new password.

On-line Society Newsletters: The JDM Newsletters are available on-line in Adobe PDF format. There is a link on the home page.

On-line Directory: The Society Directory is available on-line. There is a link on the home page.

Reference Archive: The system allows users to store and retrieve book and chapter references related to the fields of judgment and decision making. Follow the chapter archive link from the web page to the link to the reference archive.

Electronic Mailing Lists: The Society maintains a listserv. You can subscribe or unsubscribe to it and find full instructions for using it by following the mailing lists link on the home page or go directly to <http://www.sjdm.org/mailman/listinfo/jdm-society>.



Recent JDM Dissertations

Robert B. Branstrom finished his dissertation this past November. The title is: Procedure preference reversals in multiattribute choice: A connectionist approach. His co-chairs at the University of California, Berkeley were Michael Ranney and Eleanor Rosch..

Please send the Editor information on recently completed dissertations in the decision making area for this continuing column for informing JDM members about the work of new researchers.

Some Funding Information

The "Decade of Behavior" presents a powerful new funding search tool Announcing a valuable new resource for the behavioral and social sciences! The Decade of Behavior initiative is excited to present FundSource, the first searchable website devoted exclusively to seeking funding opportunities across the gamut of behavioral and social sciences. FundSource is unique because it offers a variety of search formats. It can deliver either a description and contact information for funding sources, or it can perform a direct, full-text search of funding source web pages. Searches can be tailored by organization name, discipline, or topic, and they can be done separately for foundations, federal agencies, and international sources. At present, FundSource concentrates on funding for research activities. As it expands, it will also include tips on writing grants, as well as links to information on fellowships, sabbatical support, and conference funding. Keeping up with research funding can be a full-time job; this website will save you time and enhance your ability to match your research interests with a source that funds your specialty area. In the spirit of the Decade of Behavior initiative, FundSource is also an important element in fostering increased cooperation among the behavioral and social science disciplines. The website was made possible thanks to the generous support of the National Science Foundation and the American Psychological Association. Take advantage of this powerful new search tool! Visit FundSource via the Decade of Behavior homepage at: www.decadeofbehavior.org.

AHRQ (Agency for Healthcare Research and Quality) Patrice O'Toole, Assistant Director of the Federation of Behavioral, Psychological and Cognitive Sciences recently stated: "I think AHRQ would really like to see more applications from psychologists so please consider this an opportunity to increase the visibility of the discipline in a rapidly expanding agency. You might want to check this out at their web page: <http://www.nlm.nih.gov/psr/lat/v9n4/ahrq.html>.

Summer Institute on Bounded Rationality in Psychology and Economics

To be held at the Max Planck Institute for Human Development Center for Adaptive Behavior and Cognition, Berlin, Germany, August 8 - 17, 2001. The main objective is to introduce students from various fields to the concepts of bounded rationality. The first goal is to give an overview of the main research areas in which bounded rationality has been studied. We will also provide an introduction to the particular research methods used, through participation in experiments, observation, and simulations, and participants and faculty will have group discussions of the findings coming out of psychology and economics in the study of bounded rationality. As a second goal, the participants will have the opportunity to present their own research ideas and results for discussion and development with other participants and faculty members. The directors of this interdisciplinary Summer Institute will be Gerd Gigerenzer (Max Planck Institute for Human Development, Berlin, Germany), Robin Hogarth (Pompeu Fabra University, Barcelona, Spain) and Chris Starmer (University of Nottingham, Great Britain). The faculty includes members of the Max Planck Institute for Human Development and several invited speakers from various disciplines. The participants should be talented graduate students and postdoctoral fellows from around the world. Stipends will be provided to cover a large part of expenses for travel and accommodation. Interested students should apply by April 30th 2001 with an application letter, CV, and 1 short letter of recommendation. For more details and the application process: <http://www.mpib-berlin.mpg.de/SummerInstitute>.

Some Awards

The Decision Analysis Publication Award is given annually to the best decision analysis article or book published in the second calendar year prior to the year in which the award is given (i.e., work published in 1999 for the 2001 award), as judged by a panel of INFORMS Society members. The two-year lag is meant to allow evaluation of impact. The intent of the award is to recognize the best publication in "decision analysis, broadly defined." In general, I would interpret this broadly as prescriptive work that is intended ultimately for use by real clients who are solving real problems. This includes theoretical work on decision analysis methodology, as well as descriptive work of potential relevance to real clients and problems. However, exceptional work in other areas, such as pure (non-prescriptive) decision psychology or axiomatic work on non-expected utility theory, may also be considered. The award is accompanied by a plaque and a \$750 honorarium.

Vicki Bier is the chair of the DA Publication Award 2001 committee. The award will be presented at the fall INFORMS meeting on November 4-7, 2001, in Miami Beach. The deadline for nominations for the publication award, for the best publication that appeared in calendar year 1999, will be July 1, 2001. Nominations (preferably with a hard copy of the nominated publication) should be sent to Vicki Bier at the Department of Industrial Engineering, University of Wisconsin-Madison, 1513 University Avenue, Madison, WI 53706. Publications that are readily available can also be nominated by sending an email to bier@engr.wisc.edu. Self-nominations are of course welcome.

2001 Student Paper Competition in Decision Analysis. The Student Paper Competition Award is given annually to the best decision analysis paper by a student author, as judged by a panel of the Decision Analysis Society of INFORMS. The award is accompanied by a plaque and a \$500 honorarium. The winner will also be invited to present his or her paper at the fall INFORMS meeting in Miami Beach on November 4-7, 2001. DAS is a congenial organization of about 700 members (of which nearly 20% are students). However, students do not need to be DAS members to be eligible for the competition.

All students doing work in or related to decision analysis (e.g., decision methodologies, experimental studies, and applications) are encouraged to submit a paper. The work must be predominately that of the student, though faculty members or other mentors can be co-authors if appropriate. The paper should be 30 pages or less (double spaced and 12 point font) and in the standard format of Management Science or Operations Research. To be considered for the 2001 competition, please send an electronic version of your paper (either MS Word file or PDF format) to Jianmin Jia (Jamie) at jjia@cuhk.edu.hk. All submissions must be received by July 31, 2001.



JDM Members Have Been Busy

Many of our fellow members have recently published books or other items that you might be interested in taking a look at, but may well not be aware of. So here are some. Please send the Editor more for the next newsletter. (The order listed is random.)

Here is a book out only a couple of weeks ago: Robyn M. Dawes *Everyday Irrationality: How Pseudo-Scientists, Lunatics, and the Rest of Us Systematically Fail to Think Rationally* (Westview, 2001). This book defines irrationality as adhering to beliefs that are inherently self-contradictory -- not just incorrect, self-defeating, or the basis of poor decisions. Such beliefs are unfortunately common. This book demonstrates how such irrationality results from ignoring obvious comparisons, and how such neglect is traced to associational and story-based thinking, while true rational judgment requires comparative thinking. Strong emotion -- or even insanity -- is one reason for making automatic associations without comparison, but as the author demonstrates, everyday judgments, unsupported professional claims, and even social policies are often based on the same kind of irrationality.

David Schkade, Cass R. Sunstein, and Daniel Kahneman have published *Deliberating About Dollars: The Severity Shift*, 100 Colum L Rev 1139 (2000), which finds, on the basis of a study of nearly 500 mock juries, that the dollar awards of deliberating juries are systematically higher than the predeliberation judgment of the median juror.

Cass R. Sunstein has a new book, *Republic.com* (Princeton Univ. Press 2000), which makes use of some JDM work, especially on group polarization, to discuss the consequences of the Internet for democracy.

Ulf-Dietrich Reips & Michael Bosnjak (Eds.) will have a new book out in a month or so: *Dimensions of Internet Science* (Pabst Science Publishers). It features a number of chapters that might be interesting to the group (please especially note the chapter by Mike Birnbaum). The book Website is at <http://www.or.zuma-mannheim.de/dis/>.

David Schkade, Reid Hastie, W. Kip Viscusi, John Payne, and Cass R. Sunstein are well underway with a new book, *Punitive Damages: How Juries Decide* (forthcoming University of Chicago Press), which discusses findings involving the effects of deliberation, scaling, anchoring, hindsight bias, "taboo tradeoffs," among other things, in the context of punitive damage awards.

Here is a paper that was originally presented at a JDM meeting and is now published in a source most of us probably don't normally read: Scheid, D.C., Hamm, R.M., and Crawford, S.A. (2000). Measuring academic production -- caveat inventor. *Academic Medicine*, 75, 993-995.

JDM Members Have Been Busy (Continued)

Mike Birnbaum has three books that might be of interest to the JDM society: (1) Birnbaum, M. H. (Ed.). (1998). *Measurement, Judgment, and Decision Making*. San Diego: Academic Press., (2) Birnbaum, M. H. (Ed.). (2000). *Psychological Experiments on the Internet*. San Diego: Academic Press., and (3) Birnbaum, M. H. (2001). *Introduction to Behavioral Research on the Internet*. Upper Saddle River, NJ: Prentice Hall. The first two books are edited collections of chapters by experts on advanced topics. Further information is available from Academic Press <http://www.apcatalog.com/> or from: <HTTP://psych.fullerton.edu/mbirnbaum/book.htm> The third book has just come out and may be of particular interest to SJDMers. It is intended for use with undergraduates, but it will be of interest at the present time to professors and grad students who are interested in doing their research via the WWW. JDM research goes really well on the Web. Included is material on range-frequency theory and its implications for within vs. between subject research, decision making, Bayesian probability judgment, "ratio" and "difference" judgment, impression formation/information integration, probability learning, Heider's balance theory, Shanteau's experiment on probability phrases and prizes, Cliff's adjective by adverb study, personality testing, Wason logic task, and others.

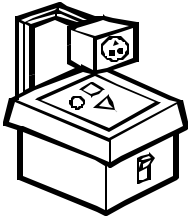
It includes a CD with all of the examples, experiments, and data sets analyzed in the book. Members of JDM who are considering adoption can request an examination copy from the Prentice Hall Web site: <http://www.prenhall.com>.

If you are interested in doing research on the web, Mike told me he still has a few reprints of Birnbaum, M. H. (2000). *SurveyWiz and FactorWiz: JavaScript Web pages that make HTML forms for research on the Internet*. *Behavior Research Methods, Instruments, and Computers*, 32(2), 339-346. This paper describes two free Web pages that make Web pages that collect data via the WWW. SurveyWiz could be used to do many of the popular JDM studies such as the Asian Disease study. It is also quite convenient for personality tests and other such surveys. FactorWiz is designed to create Web pages to run within-subjects factorial designs, such as those used in the Anderson (1962) or Birnbaum (1974) studies of personality impression formation, or the classic studies by Shanteau (1974) or Cliff (1959). The program creates the factorial combinations, randomizes them, and creates the Web form. Different randomizations of the same materials are possible, and all versions send back the data in the (same) proper factorial order for factorial ANOVA via programs such as SPSS or BMDP. Contact him at mbirnbaum@fullerton.edu.

Call for Papers

Risk Decision and Policy, published by Cambridge University Press, welcomes submissions of judgment and decision making research in any of the following areas: risk perception and risky choice, non-expected utility models and non-consequentialist models of risky choice, including emotion-based, role-based, rule-based, and reasoned-based choice, and their cross-cultural variations. Application areas of particular interest are medical decision-making and environmental risk perceptions and decisions. Manuscripts (3 copies) should be sent to Elke U. Weber, Columbia University, Graduate School of Business, 716 Uris Hall, 3022 Broadway, New York, NY 10027.

MEETINGS



The purpose of this continuing column is to inform members of upcoming meetings of possible interest. It does not contain official announcements of meetings and, if interested, one should always check with the contact person or web page for more detailed information. Please send the Editor information on other meetings that may be of interest to members.

German Online Research Conference: May 17-18, 2001 at the University of Goettingen, Germany organized by the German Online Research Society. Keynote addresses by Katelyn McKenna and Tom Postmes. Deadline for abstract submission has passed. For information see (<http://www.gor.de/>). Online registration can be found at <http://www.gor.de/gor2001e.htm>.

Advertising and Consumer Psychology Conference: May 17-19, 2001 in Seattle, Washington, sponsored by the Society for Consumer Psychology (<http://www.consumerpsych.org>). Submissions deadline has passed. A tentative conference program will be available at <http://www.consumerpsych.org> by February 2, 2001. For additional information, please contact one of the co-chairs: Karen Machleit (karen.machleit@uc.edu), Curtis P. Haugtvedt (haugtvedt.1@osu.edu), or Richard Yalch (ryalch@u.washington.edu).

The Tenth International Conference on the Foundations and Applications of Utility, Risk and Decision Theory F.U.R. X will be held at the Faculty of Economics of the University of Turin on May 30- June 2, 2001. The deadline for submissions has passed. For information see the web site: <http://www.econ.unito.it/furx>. E-mail address: furx@econ.unito.it.

The Second International Symposium on Imprecise Probabilities and Their Applications,(ISIPTA '01), will be held at Cornell University, Ithaca, NY, from June 26 to 29, 2001. Imprecise probability is a generic term for the many mathematical models which measure chance or uncertainty without sharp numerical probabilities. Papers are encouraged on all aspects of imprecise probability and its applications. Submission deadline has now passed. Symposium web site: (<http://ippserv.rug.ac.be/~isipta01>) All information relating to the symposium will be on the above web site. For any questions about the symposium, please contact the Organizing Committee: Terrence Fine, Director, Center for Applied Mathematics, Rhodes Hall 612, Cornell University, Ithaca, NY 14853 (Tel:607-255-4336/3643 E-mail: tfine@cam.cornell.edu).

European Congress of Psychology organized by The British Psychological Society will be held on July 1-6, 2001 at the Barbican Centre in London. For further information, as well as on-line registrations, see the Congress's website (www.bps.org.uk). The deadline for submitting papers and posters has passed.

International Conference on Cognitive Modeling: July 26-28, 2001 will be held at George Mason University, Fairfax, Virginia. For paper submission and program details, see <http://hfac/gmu.edu/iccm/>.

Meetings (Continued)

Society for Mathematical Psychology: July 26-29, 2001 will be held at Brown University in Providence, Rhode Island. Deadline for paper submission is April 2, 2001. For more information, contact Robert Stout (stout@pire.org).

Cognitive Science Society: August 1-4, 2001 at the University of Edinburgh in Scotland. Submission deadline has passed. For information, see <http://www.herc.ed.uk/cogsci2001>. They have also set tentative dates of August 8-11, 2002 for their next meeting at George Mason University in Fairfax, Virginia. For more information, send email to gray@gmu.edu or schunn@gmu.edu or see <http://hfac.gmu.edu/cogsci/cogsci.html>.

SPUDM: (Research Conference on Subjective Probability, Utility and Decision Making) August 20-22, 2001 at Universiteit van Amsterdam in Amsterdam, The Netherlands, run by the European Association for Decision Making (EADM). Submission deadline has passed. For more information, see <http://spudm18.psy.uva.nl>. Invited speakers: Carsten de Dreu, Nigel Harvey, & Elke Weber.

The 32nd European Mathematical Psychology Group Meeting will be held at the Faculdade de Psicologia e de Ciências da Educação, Universidade de Lisboa (FPCE-UL), Lisbon, Portugal, and is organized jointly by the Laboratório de Estatística e Análise de Dados (LEAD/FPCE-UL) and the Associação Portuguesa de Classificação e Análise de Dados (CLAD). For information: E-mail: empg2001@fpce.ul.pt, Fax: +351 21 793 34 08, Tel: +351 21 793 45 54, or Web page: <http://correio.cc.fc.ul.pt/~cladlead/EMPG01.html>. Chair: Prof. Helena Bacelar-Nicolau e-mail: hbacelar@fc.ul.pt. Deadlines: Submission of abstracts: June 15, 2001, Early Registration: June 15, 2001, Notification of acceptance: June 30, 2001.

Society for Medical Decision Making: October 21-24, 2001 in San Diego, California and October 20-23, 2002 in Baltimore, Maryland. See <http://www.gwu.edu/~smdm/> for details.

Society for Judgment and Decision Making meeting: November 17-19, 2001 in Orlando, Florida

Association for Consumer Research (ACR) 2002 Asia-Pacific Conference, Beijing, China, May 16 - 18, 2002 will be held at the China World Hotel in Beijing, China. The complete call for papers and all submission requirements can be accessed online on the conference website: <http://home.ust.hk/~mkzwick/AsiaPacificACR2002.html>. The deadline for submission is November 1, 2001. If you have any questions contact the conference co-chairs: Prof. Rami Zwick, Hong Kong University of Science and Technology <mkzwick@ust.hk> or Prof. Ping Tu, Guanghua School of Management, Peking University, Beijing, China <tuping@gsm.pku.edu.cn>

Position Openings

This continuing column is for the purpose of bringing to the attention of our members employment opportunities in the field. These are not official advertisements from the institutions. If you are interested in any of these positions, you should contact the institution for the full details. Please send the editor any openings that you are aware of for inclusion in this column.

Assistant and Associate Professor University of Arizona: They are still seeking to fill two tenure-track positions, one Assistant, one Associate Professor, starting in August, 2001. The job descriptions are quite broad, and should certainly appeal to JDM folks who are prepared to be flexible in their teaching. They are a strongly collaborative, research-oriented department, with current faculty interests in JDM, human resource policy, bargaining and negotiation, services management and organizational networks. Details are available at their Web site: w3.arizona.edu/~mapol, or contact Terry Connolly, Department Head (connolly@u.arizona.edu; (520) 621-5937). If you are interested please send IMMEDIATELY three letter of recommendation (or ask referees to send letters directly), a letter of application, your curriculum vita, and three sample research papers, to: Recruiting Chair, Department of Management and Policy, BPA, The University of Arizona, McClelland Hall, Room 405 PO Box 210108 Tucson, AZ 85721-0108.

Cognitive or Quantitative Psychologist McGill University: The Psychology Department of McGill University is participating in the University's e-commerce integrative research agenda. E-commerce research encompasses all aspects of consumer behavior in purchasing goods or services electronically, such as through the World Wide Web, rather than through traditional brick-and-mortar retail outlets. As part of that participation, the Department seeks excellent candidates with expertise in topics in quantitative or cognitive psychology of relevance to electronic commerce and emerging electronic markets. Candidates should be recognized or outstanding young researchers, should have research interests in one or more of the following core areas and be interested in the application of such research to e-commerce: i. Behavioral studies (e.g., behavioral decision theory, attitude/behavior changes memory, attention, concepts and categorization, human-computer interaction); ii. Quantitative analysis (e.g., mathematical models of choice, re-entrant and generative neural systems, multivariate statistics, time series analysis, hidden state Markov chain models, data mining).

Candidates should have a strong theoretical background, as well as a demonstrated interest in integrating behavioral, quantitative and strategic approaches. Industrial experience is an asset. Our department's current strengths within these broad domains are: time series analyses, models of preference and choice, functional data analysis, neural network modeling, high level perception and cognition, individual and group decision-making. The affiliation of the successful candidate will most likely be the Department of Psychology and/or the Faculty of Management (Marketing), which both have excellent facilities for interdisciplinary research and have strong links with related academic departments at McGill and other universities in Montreal. For additional information and details on the application procedure, please visit <http://www.psych.mcgill.ca/acapos.html> and http://nickd.vpa.mcgill.ca/e-commerce/advert_dec2000_3.htm The deadline is soon (March 1) but we may consider applications received before March 15.

Position Openings (Continued)

One-Year Visiting Professor Position in Decision Theory The College of William & Mary is seeking a visiting professor to serve as a one-year non-renewable sabbatical replacement during the academic year August 2001 to May 2002, contingent on availability of funding. Candidates should have an academic specialty in Decision Theory and be able to teach graduate and undergraduate level courses in the Department of Psychology and School of Business. In addition, the candidate should be prepared to teach other general psychology courses to fill out a 3-3 teaching load. Salary will be \$36,000 plus benefits. The College of William & Mary is an equal opportunity employer. The College is the second oldest institution of higher education in the United States, chartered in 1607. William & Mary is primarily an undergraduate institution but the Department of Psychology offers a two-year pre-doctoral MA. Williamsburg is a small community located one hour from either Richmond or Norfolk and 2.5 hours from Washington, DC. For additional information contact the Chair of the Psychology Department, Dr. Larry Ventis <wlvent@wm.edu> 757 221 3875 or Dr. Harvey Langholtz <hjang@wm.edu> 757 221 3880.

Postdoctoral Training Fellowships Indiana University: The Psychology Department and Cognitive Science Program at Indiana University anticipate one or more Postdoctoral Traineeships in the area of Modeling of Cognitive Processes, funded by the National Institutes of Health. Appointments will pay rates appropriate for a new or recent Ph.D. and will be for one or two years, beginning July 1, 2001 or earlier. Traineeships will be offered to qualified individuals who wish to further their training in mathematical modeling or computer simulation modeling, in any substantive area of cognitive psychology or Cognitive Science. Trainees will be expected to carry out original theoretical and empirical research in association with one or more of these faculty and their laboratories, and to interact with other relevant faculty and other pre- and postdoctoral trainees. In addition, they should plan to take or audit courses offered within the Cognitive Modeling Program. We are particularly interested in applicants with strong mathematical, scientific, and research credentials. Indiana University has superb computational and research facilities, and faculty with outstanding credentials in this area of research, including James Townsend, director of the training program, and William K. Estes, Jerome Busemeyer, Robert Nosofsky, John Kruschke, Michael Gasser, Robert Goldstone, Geoffrey Bingham, Tom Busey, Donald Robinson, Robert Port, and Richard Shiffrin. Applicants should send an up-to-date vita, relevant reprints and preprints, a personal letter describing their research interests, background, goals, and career plans, and reference letters from two individuals. Women, minority group members, and handicapped individuals are urged to apply. Deadline for submission of application materials is April 1, 2001, but we encourage earlier applications. Please note: The conditions of the grant restrict all awards to U.S. citizens or current green card holders. Awards also have a 'payback' provision, generally requiring awardees to carry out research or teach (not necessarily at IU) for a minimum period after termination of the traineeship. Cognitive Science information may be obtained at <http://www.psych.indiana.edu/> Send Materials to Professor James T. Townsend, Department of Psychology, Rm 367, Indiana University, 1101 E. 10th St., Bloomington, IN 47405-7007, Voice: 812-855-4882, Fax: 812-855-1086, email: jtownsen@indiana.edu

Position Openings (Continued)

Postdoctoral Traineeship University of Illinois at Urbana-Champaign NIMH funded training in quantitative methods for behavioral and social research. Appointment commences July or August 2001. Seminars on advanced topics including multivariate analysis, multidimensional scaling, decision theory, combinatorial methods for data analysis, and social network analysis. Opportunities for both methodological and applications research. Faculty includes: C. Anderson, U. Bockenholt, D. Budescu, L. Hubert, L. Jones, R. McDonald, J. Meulman, G. Miller, M. Regenwetter and S. Wasserman. Stipend range: \$28,260 to \$36,996. Applicants should be US citizens or have been admitted for permanent residence. Funding limits appointments to individuals who are no more than two years post-PhD. Curriculum Vitae, statement of research interests, reprints, and three letters of recommendation should be sent to: Stanley Wasserman, Coordinator, NIMH Training Program in Quantitative Psychology, Department of Psychology, 603 E. Daniel, Champaign, Illinois 61820. e-mail: stanwass@uiuc.edu Deadline is February 28, 2001.

Post-doctoral Fellowship The Ohio State University: A post-doctoral fellowship in cognitive and mathematical psychology is available immediately. Research topics include the role of confidence in memory, simple decision-making processes, and the modeling of response processing with neural networks. Candidates may also work with other faculty in Cognitive and Quantitative Psychology on topics such as the role of emotions in decision-making and the selection and evaluation of mathematical models of cognition. Candidates with a variety of backgrounds and areas of specialization are welcome to apply. Preference will be given to those with quantitative interests. Applicants should submit a curriculum vita, three letters of reference, and reprints or representative samples of research projects to Dr. Trisha Van Zandt, The Department of Psychology, The Ohio State University, 1885 Neil Ave, Columbus, OH 43210. Applications will be reviewed immediately.

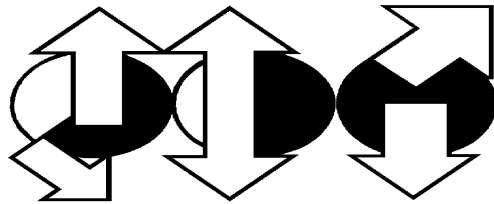
Post-Doctoral Fellowships Rutgers: The Rutgers Center for Cognitive Science (RuCCS) has a number of post-doctoral fellowships, some funded through the NIMH National Research Service Award program and some funded by Rutgers University. Preference will be give to applicants whose background fits with the areas of specialization of the Center and who wish to work with one of the current Center faculty. Fellowships are initially for one year and are renewable. The value of the fellowship will depend on seniority and begins at \$28,260/year for 2001, with some modest travel/research allowances. Fellows under this program will have responsibility to: (a) Develop a program of training for themselves, under the guidance of their faculty sponsor, (b) carry out active research in conjunction with one of the laboratories or research programs at RuCCS or in related departments, and (c) communicate their work and their knowledge to the local group through seminars and graduate student advising. The COGNITION program brings together psychologists, linguists and philosophers who work on the nature of concepts, cognitive development, the relationship between language and thought, decision-making, as well as more applied and outreach aspects of cognitive science (digital libraries, interface design, scientific literacy). RuCCS hosts various interdisciplinary workshops and seminars on topics of major interest to scholars of cognition. An Object Group meets regularly at Rutgers and jointly with other participating universities (including Princeton and NYU). Applications should be submitted by March 30, although late applications may be considered. Fellowships may be held beginning July 1 or Sept 1, 2001.

Position Openings (Continued)

Post-Doc in Psychology and Public Affairs Princeton University: The Woodrow Wilson School of Public and International Affairs at Princeton University invites applications for a postdoctoral research position from individuals with a recent Ph.D. degree in Psychology or in a related discipline with behavioral and policy relevance. A good background in behavioral decision research is essential. The positions are for one year, with the possibility of a one-year extension. In addition to carrying out their own research, the appointees will be expected to assist in the development of materials for a graduate course in Introduction to Psychology for Policy and to participate in the evaluation of written work by students in the course. Deadline for full consideration is April 1, 2001. Send a letter of introduction, a c.v., and, under separate cover, two letters of recommendation to: M. Goldfarb, Psychology Post-Doc Search, Woodrow Wilson School, 423 Robertson Hall, Princeton University, Princeton, NJ 08544-1013.

PostDoc Carnegie Mellon University: Environmental Social Science. A post-doctoral fellow position is available immediately in the Center for Integrated Assessment of the Human Dimensions of Global Change. Based in the Department of Engineering and Public Policy, the Center is an interdisciplinary network, with members at institutions in the US and abroad. [<http://hdgc.epp.cmu.edu/>] The fellow would work in interdisciplinary groups, bringing social science knowledge to bear on environmental problems, as well as conduct relevant basic research. A doctorate in any social science discipline is required. The Center, Department, University activities, and Pittsburgh, are lively, friendly places. Mail applications to Granger Morgan, EPP, CMU, Pittsburgh, PA 15213. Include a resume, writing sample, statement of research interests, and list of potential references.

Pre/postdocs in Adaptive Decision Making The Center for Adaptive Behavior and Cognition at the Max Planck Institute for Human Development in Berlin, Germany, is seeking applicants for 2 one-year Predoctoral Fellowships (tax-free stipend DM 21,600) and 2 two-year Postdoctoral Fellowships (tax-free stipend DM 43,200) beginning September 1, 2001. Candidates should be interested in studying bounded, social, and ecological rationality in real-world domains, and should have expertise in any of the following or related areas: judgment and decision making, evolutionary psychology or biology, cognitive anthropology, experimental economics or psychology, statistical inference and model selection, artificial intelligence, environment structure, social reasoning. The Center provides excellent resources including staff and equipment support for conducting experiments and computer simulations and travel support for conferences. For a detailed description of our research projects and current researchers, please visit our WWW homepage at <http://www.mpib-berlin.mpg.de/abc> or write to Dr. Peter Todd (ptodd@mpib-berlin.mpg.de). The working language of the center is English, and prior knowledge of German is not necessary for living in Berlin and enjoying the active life and cultural riches of this prospering city. We strongly encourage applications from women, handicapped individuals, and members of minority groups. Send applications (including cover letter describing research interests, curriculum vitae, letters of recommendation, and reprints) by February 28, 2001 to: Professor Gerd Gigerenzer, Center for Adaptive Behavior and Cognition, Max Planck Institute for Human Development, Lentzeallee 94, 14195 Berlin, Germany.



CAMBRIDGE SERIES ON JUDGMENT AND DECISION MAKING

Conflict and Tradeoffs in Decision Making

Elke U. Weber, Jonathan Baron, and Graham Loomes

Addresses questions about the causes of conflict and its effects on decision making and emotions, particularly (but not only) the emotion of regret.

0-521-772389 Hardback \$64.95

Behavioral Law and Economics

Cass R. Sunstein

Analyzes law by showing how people actually behave, with reference to new findings in cognitive psychology and behavioral economics.

0-521-661358 Hardback \$69.95

0-521-667437 Paperback \$24.95

Psychological Perspectives on Justice

Theory and Applications

Barbara A. Mellers and Jonathan Baron

Explores our intuitions about fairness and provides a balanced look at the psychological underpinnings of justice.

0-521-431999 Hardback \$69.95

Judgment and Decision Making in Research Accounting and Auditing

Robert H. Ashton and Alison Hubbard Ashton

A timely and comprehensive study on behavioral decision making within the field of accounting, presenting over 20 years of research.

0-521-418445 Hardback \$59.95

Organizational Decision Making

Zur Shapira

Explores decision making in organizations, highlighting the roles of incentive, conflict, power, and politics.

0-521-481074 Hardback \$64.95

Decision Making in Health Care

Theory, Psychology, and Applications

Gretchen B. Chapman and Frank A. Sonnenberg

An up-to-date, comprehensive overview of the field of medical decision making and how decision making by physician and patient can be improved.

0-521-641594 Hardback \$59.95

Judgment and Decision Making

An Interdisciplinary Reader, Second Edition

*Terry Connolly, Hal R. Arkes, and
Kenneth R. Hammond*

An updated and extended revision of Arkes and Hammond's 1986 collection of papers on judgment and decision making.

0-521-623553 Hardback \$95.00

0-521-626021 Paperback \$34.95

Research on Judgment and Decision- Making: Currents, Connections and Controversies *William M. Goldstein and Robin M. Hogarth,*

An anthology offering an overview of recent research on the psychology of judgment and decision making.

0-521-483026 Hardback \$100.00

0-521-483344 Paperback \$37.95

Inside the Juror: The Psychology of Juror Decision Making,

Reid Hastie

A comprehensive summary of the scientific study of juror decision making.

0-521-477557 Paperback \$27.95