



*Society for Judgment and Decision Making*

# Newsletter

[www.sjdm.org](http://www.sjdm.org)

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## Contents

2005 Executive Board.....	2
Summer Contest! .....	3
Laugh or cry? .....	3
Teaching decision making: Praying for guidance.....	3
Michael Birnbaum's Wonderful Web Site .....	7
Conferences.....	8
Society for Judgment and Decision Making: Call for abstracts .....	8
Hotel Information.....	9
Twenty-first Annual Meeting of the Brunswik Society.....	10
Society for Consumer Psychology: Call for papers.....	10
Economic Science Association .....	12
7th International Conference on Naturalistic Decision Making .....	12
SPUDM 20.....	13
27th Annual Meeting of the Society for Medical Decision Making.....	13
Jane Beattie Memorial Scholarship .....	13
Application for Jane Beattie Memorial Scholarship.....	15
Calls for Papers and Manuscripts .....	16
Special Issue of the International Journal of Conflict Management.....	16
Annals of Operations Research: Call for manuscripts.....	17
Call for Papers: Journal of Behavioral Decision Making, Special Issue .....	19
Call for Papers: Special Issue on Psychology and Decision Analysis.....	20
Book review: The routines of decision making .....	21
Other recent publications of interest.....	22
Handbook of Attitudes.....	22
Experimental Business Research .....	22
Rational Choice and Judgment: Decision Analysis for the Decider.....	22
Conflicts of Interest.....	23
Social Dilemmas .....	24
Thinking like a policy analyst.....	24
Invitation to write book reviews .....	24
PhD Programme in Economics & Management, University of Trento, Italy.....	25

### **Flash! SJDM Call for Abstracts**

**Annual Meeting: Society for Judgment and Decision Making**

**Saturday, 12 November - Monday, 14 November 2005**

**Toronto, Ontario, Canada**

**(submission deadline 15 July 2005, see page 9 for details)**

## 2005 Executive Board

Maya Bar-Hillel, *President*, [msmaya@math.huji.ac.il](mailto:msmaya@math.huji.ac.il)

Eric Johnson, *Past President*, [ejj3@columbia.edu](mailto:ejj3@columbia.edu)

John Payne, *President-elect*, [jpayne@mail.duke.edu](mailto:jpayne@mail.duke.edu)

Lisa Ordonez, 2004-2006, [lordernez@email.arizona.edu](mailto:lordernez@email.arizona.edu)

Terry Connolly, 2004-2006, [connolly@email.arizona.edu](mailto:connolly@email.arizona.edu)

Rami Zwick, 2003-2005, [mkzwick@ust.hk](mailto:mkzwick@ust.hk)

Bud Fennema, *Secretary/Treasurer*, [bfennema@garnet.acns.fsu.edu](mailto:bfennema@garnet.acns.fsu.edu)

Derek Koehler, *Conference Coordinator*, [dkoehler@watarts.uwaterloo.ca](mailto:dkoehler@watarts.uwaterloo.ca)

Alan Schwartz, *Webmaster*, [alansz@sjdm.org](mailto:alansz@sjdm.org)

Warren Thorngate, *Newsletter Editor*, [warrent@ccs.carleton.ca](mailto:warrent@ccs.carleton.ca)

JDM Newsletter Editor  
(Submissions & Advertisements)  
Warren Thorngate  
Psychology Department  
Carleton University  
1125 Colonel By Drive  
Ottawa, Ontario K1S 5B6  
Canada  
(613) 520-2600 x 2706  
fax (613) 520-3667  
[warrent@ccs.carleton.ca](mailto:warrent@ccs.carleton.ca)

The *JDM Newsletter*, published four times a year (March, June, September, and December), 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 e-mail, or as an MS Word e-mail attachment. If you must send hard copy (e.g., if you are using special graphics or do not have computer access), the copy should be typed single-spaced on white 8½ by 11 paper. 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 Bud Fennema.

**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 Warren Thorngate for details.

Secretary/Treasurer  
Bud Fennema, Chairman, Department of Accounting  
and Ernst & Young Professor  
College of Business  
Florida State University  
Tallahassee, Florida 32306-1110  
Voice: (850)644-8231 Fax: (850)644-8234  
[bfennema@garnet.acns.fsu.edu](mailto:bfennema@garnet.acns.fsu.edu)

**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 Bud Fennema. Reports of problems in receiving or opening the pdf file should be sent to the editor.

## Summer Contest!



Can you think of a good caption for the photo above (kindly submitted by Mike Doherty)? Use your imagination! Send a caption! Send two! The best caption will win a one-year free subscription to the SJDM Newsletter. Runners-up will receive a 6-month free subscription to the SJDM Newsletter. The best captions will be published in the September newsletter. What the heck, all captions will be published in the September newsletter! A painless way to fatten your CV. Send your caption(s) to [warren\\_thorngate@carleton.ca](mailto:warren_thorngate@carleton.ca) Deadline for submissions is 1 September 2005.

[Offer void wherever humour is prohibited.]

## Laugh or cry?

It has been circulated among several mailing lists, but is still worth a peek. *Human Events Online*, one of them American conservative websites, has posted a list of the 10 most harmful books of the 19<sup>th</sup> and 20<sup>th</sup> Centuries. No mention is made of who is harmed by them. Alas, nothing in the SJDM literature appears on the list. A challenge for future generations? To see the list just click:

<http://www.humaneventsonline.com/article.php?id=7591>

## Teaching decision making: Praying for guidance

Warren Thorngate

True to their hospitable reputation, colleagues at the Tehran University arranged for me to stay again in one of the university apartments while giving a manuscript writing workshop in April and May. The apartment building, two blocks north of Enghelab (Revolution) Boulevard where the university's main gate is found (<http://pages.ut.ac.ir/gallery/title.asp?subid=45&subname=Portal>), overlooks Shanzdah Azar Avenue which defines the western edge of the main campus (<http://www.ut.ac.ir/en/menues/campus%20map.htm>). The Avenue, named after an historically important date in the late-Autumn month of Azar, is less known for its congested weekday traffic than for its religious weekend function. Every Friday morning, the Islamic equivalent of Sunday, cars are banned and the asphalt is washed in order to

stage the public, midday prayers and political speeches often photographed by Western news media as an Islamic cliché. The avenue no longer attracts the tens of thousands of idealists who congregated there soon after the revolution. Waning enthusiasm reflects the quiet but unmistakable transformation of Iranian society, led by a more self-centred generation of educated youth (each year about 1.4 million high school graduates take the Concour, Iran's national university entrance exam; 56% of university students are women), many of whom can recite lyrics to music videos as easily as passages from the Koran.

Still, prayer remains a pervasive activity, tightly woven into the fabric of Iranian society. Prayer times are listed in daily newspapers and on TV news. Calls to prayer are still heard from the minarets and, even though most calls are now recorded, they still sound as haunting as any Gregorian chant. Those who heed a call excuse themselves from their daily routines matter-of-factly, pray alone or together for 10-15 minutes, and return to their activities without fanfare. Few people are self-conscious or embarrassed or smug about praying, and few condemn those who give it a pass. Prayer is, for most Iranians who practice it, a personal habit unshaken and perhaps reinforced by the great stresses and numerous frustrations of daily life. It is, in many ways, a form of meditation. It is definitely not an indicant of fanaticism.

Though the Islamic rituals of praying might be alien, even frightening, to Westerners, the contents of Iranian prayers are likely to be very familiar. What do Iranians pray for? Between the opening and closing recitations of a prayer session there is room for requests to Allah. Many are requests for good fortune or relief from misfortune – requests, for example, for the recovery of a sick relative or for a high grade on the Concour. A few are requests for material gifts – modest variants of Janis Joplin's ode to social comparison, "God, won't you buy me a Mercedes Benz. My friends all drive Porches. I must make amends." But perhaps the most common kind of prayer is a request for guidance, a prayer known by the Arabic word *estekhare*, interpreted in Farsi to mean "a consultation with God." An *estekhare* is almost always about a personal problem or conflict, and seeks guidance in judging and choosing among alternative solutions or resolutions. Equivalent prayers for guidance seem common in all religions, and should prompt us to wonder what role they play in judgment and choice.

Some of us who teach decision making as an aspect of problem solving create for our students a list of different procedures for making decisions. The list is usually much longer than the one generated only from cognitive research on heuristics and biases. Decision procedures on the longer list include *chance* (flip a coin), *caprice* (follow your impulse), *patience* (wait to see if the problem solves itself), *habit* (repeat whatever was previously satisfactory), *variety* (try something new), *mimicry* (choose what satisfied others have chosen), *advice* (ask other people what you should do), *moral principle* (choose what is prescribed; avoid what is proscribed), and *revelation* (seek the meaning of burning bushes, parting waters, rainbows or other possible signs of divine intervention).

Most prayers for guidance seem to be requests for advice, or for a moral principle, or for revelation about making a judgement or choice. Such prayers are, therefore, a type of decision procedure, one worthy of psychological investigation. Those of us of secular persuasion, seeking ways of reducing the errors that various decision procedures can accrue, might squirm at the thought of studying people seeking spiritual guidance to make or justify a decision. A contributor to the transition from faith to reason, our venerated Rational Calculus was, after all, developed to supersede priests and prayers. And did not Francis Galton demonstrate the futility of prayer (“God save the king!”) in extending the lives of royalty? Still, it is difficult to deny that prayers probably influence a greater number of important decisions than do statistical projections, opinion polls, consultants’ reports or even our own journal articles. So, for reasons of popularity alone, it seems important to study the role of prayer in decision making, or at least to encourage our students to do so. Neither they nor we need endorse prayer in order to benefit from understanding how it influences judgment and choice. And the task makes for some terrific class assignments.

Consider one such assignment. Send your students on a bibliographic scavenger hunt to answer the question, “How does prayer influence decision making?” A visit to the Church of Google will bring them the wisdom of over two million links, most related to untested but soberly-stated claims that prayer can improve everything from profits, sexual pleasure to musical performance, golf scores to fishing luck, gas mileage to corn field yield, exam grades to battle outcomes and, yes, judgement to choice. Alas, typing relevant keyword incantations into Google Scholar will reveal little beyond studies of relations between prayer and health.

The exercise might lead students to suggest their own research. Students might enjoy testing the claims by designing and conducting a few experiments. Some experiments might compare the decisions made by people who pray versus people who don’t, or by people who vary in praying style and experience, or by people who follow different religions. Students might also consider whether the decision concerns small, repetitious choices such as when to study or what to eat, or large, infrequent choices such as marriage or war, whether the decision must be made in a group or alone, or perhaps whether the consequences of a decision affect only the decision maker or affect the lives of thousands of others.

As they work through research alternatives, students will likely confront our discipline’s most troublesome question: How should the quality of a judgement or decision be measured? Students socialized in the cognitive tradition might suggest measures related to the accuracy, stability, or consistency of judgements or preferences. Off-the-shelf dependent variables might also be considered: profits, winnings, correct diagnoses, inter-judge reliability, and the like.

Yet those who do pray for guidance, regardless of religion, rarely mention they do so in hopes that God will tell them next week’s stock prices, the winning lottery number, an accurate diagnosis, the best applicant, or the phone number of their ideal mate. Standard dependent variables are therefore likely to be insensitive or irrelevant to assessing the

effects of prayer. When asked why they pray, most respondents tell stories of problems or conflicts far from the repetitious and pragmatic domain of the Rational Calculus, closer to the heart than the head. The stories are about priorities and values, about seeking courage, acceptance, confidence and calm. These are not the themes of cognition and its improvement, but of emotion and its regulation. Prayers for guidance, it seems, are less concerned with predicting or controlling the consequences of choice than with clarifying, altering or resolving emotional reactions to these consequences. Which is probably why people are less likely to pray when they are relaxed and ignorant than when they are anxious and confused.

One role of prayer in emotional regulation seems to come from its rituals. Islam, I have learned, has lots of prayer rituals, perhaps even more than Judaism and Christianity. They include ritualized washing of hands and feet, wearing special garments, facing towards Mecca, reciting Arabic texts from the Koran, raising hands with palm upward, kneeling and bowing and, for Shi'a Moslems, touching the forehead to a tablet of clay. Most of the rituals are designed to show respect and humility before God. But they also seem to draw attention away from previous activity, change the mood, calm the nerves and clear the head to concentrate on whatever inspiration might arise from praying. These emotional effects are reminiscent of those shown to improve athletic and musical performance, and are perhaps useful for improving ratiocinative decision making as well.

Another role of prayer in the regulation of emotion is indicated by an often-voiced phrase in Iran, "Ensha Allah." Though the English translation is a simple "God willing", its connotation is far more significant and complex, combining psychological elements of fatalism, learned helplessness, external locus of control and letting go. If God is omniscient, then God guides and decides the fate of everyone and personal choice is illusory. Prayer is therefore an emotional preparation for accepting any outcome that God guides or decides, not a forum for inventing clever alternatives or a warm-up for exercising the will. In this way, prayer regulates anticipated emotions which, in turn, can alter preferences. A common example is an attenuation of desires that often accompany the illusion of control, an attenuation that can reduce impulses to choose alternatives with ephemeral rewards and long-lasting punishments ("lead us not into temptation").

A third role of prayer in emotional regulation concerns confidence and guilt. If a prayer for guidance, or a series of them, shifts values, sorts priorities, crystallizes thought, uncovers a moral imperative, or in some other way reduces confusion or anxiety about a judgement or choice, then there is good reason to feel more confident after praying. It is a gratifying emotion, which increases the chances that the act of prayer will be repeated. Attributing a judgment or decision to God, who is assumed to be always correct, allows a person to relax under pressure of criticism, and to resist it. Why worry about disagreeable peers when God was your consultant? Although accepting God's guidance forces the faithful to be humble about the decisions that bring joy to themselves and others, they need not feel guilty about the decisions that bring suffering instead. It is a neat trick of causal attribution, keeping guilt in check.

So prayer has the potential to clear the head, stretch the heart, boost confidence and attenuate guilt. Many people would likely find this set of emotional benefits more appealing than a set of cognitive benefits claimed by, say, a management decision making workshop. There are, of course, darker potentials of prayer, including the potential for ignorance, arrogance, intolerance, superstition, hatred and greed. Moreover, the means and ends of praying, even the decision to pray or not to pray, seem to be highly susceptible to social influence, including influences of authority, politics, conformity and coercion. These influences are as likely to be as disingenuous as divine. Even so, students of decision making would miss a great opportunity to increase understanding of judgement and choice if they ignored the study of prayer, its strengths, weakness and complexities.

### **Michael Birnbaum's Wonderful Web Site**

Michael Birnbaum's Decision Research Center of Fullerton provides four resources for students of judgment and decision making via its Web site.

First, the following URL contains a number of tutorials that can be viewed via streaming media (Quicktime movies) on topics such as the "new paradoxes" of decision making that refute prospect theory: <http://psych.fullerton.edu/mbirnbaum/talks/>

Tutorials available include one on stochastic dominance, on the effects of the format of presentation of gambles and choices, on tests of heuristic models of stochastic dominance violation, and on the effects of demographic correlates. In addition, talks on lower distribution independence, upper distribution independence, restricted branch independence, lower cumulative independence, upper cumulative independence, Wu's upper tail independence, and 4-distribution independence are available. For gambles with mixed consequences, there is a presentation on Wu and Markle's Gain-Loss Separability. These programs vary from 15 min. to 50 min. A good place to start is with the 29 min. overview, "A Web-Based Program of Research on Decision Making." This includes a description of the different properties that make up the Allais paradox, and tests distinguishing these components. Over time, additional tutorials will be made available from this site.

Second, data from published Web studies with thousands of participants are available for download. Personal identifiers have been removed, but the data are available for reanalysis. The experimental materials are also included in the archive.

Third, free calculators are available for studying Bayes theorem, RAM model, TAX model, Cumulative Prospect theory, for selecting "random" gambles, and for other purposes from the following URL. <http://psych.fullerton.edu/mbirnbaum/calculators/>

Fourth, recent research papers are available for free download in preprint form via the following URL: <http://psych.fullerton.edu/mbirnbaum/birnbaum.htm>

I hope these resources will be useful for your research.

Michael Birnbaum

## Conferences

### *Society for Judgment and Decision Making: Call for abstracts* 2005 Annual Meeting, 12-14 November 2005

The Society for Judgment and Decision Making (SJDM) invites abstracts for symposia, oral presentations, and posters on any interesting topic related to judgment and decision making. Completed manuscripts are not required.

#### Location, Dates, and Program

SJDM's annual conference will be held at the Sheraton Centre in Toronto, ON, Canada, from November 12-14, 2005. As in 2004, we've added a full day (Saturday) to the schedule to make room for more presentations and for two

#### Keynote Speakers

- Keynote speaker #1: Michael Posner, Professor Emeritus of Psychology, University of Oregon, and author of many path-breaking articles on neural mechanisms and structures underlying selective attention.
- Keynote speaker #2: Xg4k%h Sh8&v@!, Due to heightened security, we cannot provide the name of the second keynote speaker at this point.

#### Submissions

##### **The deadline for submissions is July 15, 2005.**

Submissions for symposia, oral presentations, and posters should be made through the SJDM website at <http://sql.sjdm.org>. Technical questions can be addressed to the webmaster, Alan Schwartz, at [www@sjdm.org](mailto:www@sjdm.org). All other questions can be addressed to Judy Lin, at [judylin@mit.edu](mailto:judylin@mit.edu).

#### Eligibility

At least one author of each presentation must be a member of SJDM. Joining at the time of submission will satisfy this requirement. A membership form may be downloaded from the SJDM website at <http://www.sjdm.org>. An individual may give only one talk (podium presentation) and present only one poster, but may be a co-author on multiple talks and/or posters.

#### Awards

- The Best Student Poster Award is given for the best poster presentation whose first author is a student member of SJDM.



- The Jane Beattie Travel Memorial Scholarship subsidizes travel to the United States for scholarly pursuits related to JDM research, including attendance of the annual meeting.

Further details regarding these awards are available at <http://www.sjdm.org>

### **Program Committee**

Craig Fox (institutional memory)  
 Dan Ariely (program chair)  
 Derek Koehler (conference coordinator)  
 Ellen Peters (speaker coordinator)  
 George Wu (poster chair)  
 Judy Lin (Organizer galore)  
 Maya Bar-Hillel (fearless president)  
 Mike DeKay (institutional memory)  
 Rachel Croson (communications)  
 Rebecca Ratner (social chair)  
 Yuval Rottenstreich (equipment coordinator)

### **Hotel Information**

This year's meeting will be held at the Sheraton Centre, Toronto.  
 Sheraton Centre, Toronto  
 123 Queen Street West Toronto, Ontario M5H 2M9 Canada  
 (416) 361-1000  
<http://www.sheratontoronto.com/>

Hotel description: Featuring 2.5 acres of picturesque waterfalls, gardens, and terraces, the remarkable CAA/AAA four-diamond Sheraton Centre Toronto Hotel is a refreshing oasis among Toronto's downtown hotels. Our superb location in the heart of the city's theatre and entertainment district puts us just steps away from The Eaton Centre shopping mall and convenient to popular attractions.

#### *Conference Room Rates*

**Important:** You will need to mention the Psychonomic Society to receive the conference room rate, as the block of rooms is reserved under their name rather than the Society for Judgment and Decision Making.

Conference rates at the Sheraton are as follows:

Main hotel

Single/Double \$208 Cdn + tax (\$1 Cdn = about 80 cents US)

Triple/Quad \$238 Cdn + tax

Club level: Single/Double \$268 Cdn + tax and \$30 for additional adult (max 4)

Rooms at the conference rate are limited and available only until October 08, 2005.

### ***Twenty-first Annual Meeting of the Brunswik Society***

Toronto, Ontario, Canada  
 Sheraton Centre  
 Wentworth Room  
 November 10-11, 2005

#### **Call for Papers and Participation**

Dear friends and colleagues,

The 21st Annual International Meeting of the Brunswik Society will be held on Thursday and Friday, November 10-11, 2005 in Toronto, Ontario, Canada, in the Wentworth Room at the Sheraton Centre. The program begins at 1:00 on Thursday afternoon, and ends at 5:30 on Friday. We invite proposals for papers on your recent research and panel discussions on any theoretical or empirical/applied topic related to Egon Brunswik's philosophy and paradigm. Please send a brief abstract (50 words), and indicate whether the paper/discussion is theoretical or empirical, to Jim Holzworth by Friday, July 17th. Kindly respect this submission due date. The organizing committee is: Jim Holzworth [Jim.Holzworth@uconn.edu](mailto:Jim.Holzworth@uconn.edu), Mandeep Dhama [mkd25@cam.ac.uk](mailto:mkd25@cam.ac.uk), Elise Weaver [eweaver@wpi.edu](mailto:eweaver@wpi.edu), and Tom Stewart [t.stewart@albany.edu](mailto:t.stewart@albany.edu). The meeting is held concurrently with the [Psychonomic Society Annual Meeting](#) and just before the [Judgment and Decision Society](#) meeting. More details about the 2005 meeting, including registration instructions, will be posted on the Brunswik Society website, at <http://brunswik.org>.

Jim Holzworth  
 Department of Psychology  
 University of Connecticut  
 Voice (860) 405-9029  
[Jim.Holzworth@uconn.edu](mailto:Jim.Holzworth@uconn.edu)

### ***Society for Consumer Psychology: Call for papers***

**Cruise-conference, Carnival Cruise from Port of Miami  
 February 9-13, 2006**

Dan Ariely, Massachusetts Institute of Technology  
 Baba Shiv, Stanford University  
 Michal Ann Strahilevitz, University of Arizona

The Society for Consumer Psychology (SCP) will be holding its Annual Winter Conference on February 9-13. The SCP conference provides a relatively intimate forum, with opportunities for a high level of interaction among participants interested in the

integration of psychology and consumer research. This year the conference will take place at sea, on a Carnival Cruise! Not only will you hear brilliant colleagues present intriguing research aboard the Imagination cruise ship, but you will also have the opportunity to spend time at the ports of Key West, Florida and Cozumel, Mexico.

**Conference Dates: February 9-13, 2006**

We will set sail from the port of Miami at 4:00 PM on February 9th and return to the port of Miami at 8:00 AM on February 13th. Since the conference will be at sea much of the time, it will be very difficult and costly to arrive late or leave early. Therefore, those who wish to participate in this conference will need to plan on attending the entire event. We have reserved a set of rooms at discounted conference rates, and the prices will be comparable to the cost of registration, hotel + meals at prior SCP conferences, with options ranging from around \$720 per person, double occupancy (you will share the cabin with another conference attendee) to around \$1140 per person single occupancy. These prices are for ocean view cabins and include conference registration, port charges, taxes, insurance (travel), meals, lodging, and gratuity. Students will receive a \$50 discount, and non-SCP members will pay an additional \$50. Participants also have the option of upgrading to a suite, which are limited in supply and not part of SCP's contract with Carnival.

For more details on the cruise, the cabins, shore excursions, etc. see:

[http://www.carnival.com/Ship\\_Detail.aspx?shipCode=IM](http://www.carnival.com/Ship_Detail.aspx?shipCode=IM)

(click on the "Western Caribbean, 4-day" option to learn more about the ship's itinerary)

For questions on cruise logistics and/or travel arrangements, please contact our travel agent, Sonatina Fernandes (Tel: 319-351-1911; [sonatina1000@yahoo.com](mailto:sonatina1000@yahoo.com))

**Conference Submissions:**

We will be accepting proposals for competitive papers, special sessions, and working paper sessions. Working paper sessions will involve presentations at a table in an "AMA job interview style" format. We welcome diverse methodologies including experimental research, ethnography, survey research, or other methodologies relevant to the study of consumer psychology. All submissions should be sent electronically as a pdf document to <http://sloanspace.mit.edu>. All SCP members will have an account on SloanSpace soon (you will get an email with the information). If you don't get an account and need one, please contact Leonard Lee at: [leonardl@mit.edu](mailto:leonardl@mit.edu).

**Competitive papers** and **working paper session** submissions should be no longer than 12 pages, double-spaced, in a 12 point font (including bibliography and tables). This limit is to encourage authors to describe their research to the reviewers in a succinct manner. Proposals should be submitted on SloanSpace in pdf format. In the case of papers, authors must agree, if the submission is accepted, to publish either the complete paper or an abstract in the

**Conference Proceedings.** At least one author of each submitted competitive paper/working paper session must agree to register and present the paper at the conference, if it is accepted.

**Submissions must be received by Friday, September 2nd, 2005.**

**Special topic session proposal** submissions should include (a) the rationale for the session, (b) a list of participants, and (c) a one page abstract for each paper. Submissions should be double-spaced in 12 point font. As the goal of the conference is to stimulate intellectual discussions, there should only be three papers and one discussant per session. The discussant of each session should be prepared to not only discuss the papers presented, but more importantly to engage the audience in conversation about the research ideas and how to forward the research in this stream. The chair of the session should be prepared to make sure that all talks proceed (and end) on schedule. Special topic session presenters are required to publish at least an abstract of their presentations (or entire papers if they prefer) in a Proceedings volume. As with the competitive papers and working paper sessions, special topic session proposals should be submitted on SloanSpace as attachments in pdf format. At least one author of each presentation in the proposal must agree to register and present at the conference, if their proposal is accepted.

**Submissions must be received by Friday, September 2nd, 2005.**

We look forward to seeing you at the SCP cruise-conference next February!

Dan Ariely ([Ariely@mit.edu](mailto:Ariely@mit.edu))

Baba Shiv ([shiv\\_baba@gsb.stanford.edu](mailto:shiv_baba@gsb.stanford.edu))

Michal Ann Strahilevitz ([SCPcruise@yahoo.com](mailto:SCPcruise@yahoo.com))

***Economic Science Association***

The Economic Science Association, the professional organization of experimental economists, is hosting its European Regional Meetings in Italy, September 15-18. Details can be found at

<http://www.economicsscience.org> or <http://esa2005.unipmn.it/>

***7th International Conference on Naturalistic Decision Making***

The 7th International Conference on Naturalistic Decision Making will be held from June 15-17 in Amsterdam, The Netherlands.

NDM 7 is the premier forum for presenting work on decision making in real-life contexts. NDM 7 brings together researchers and practitioners from diverse areas that include decision making, expertise, problem solving, situation awareness, and cognitive engineering. The intimate size, the single track, and historic surroundings make this conference an ideal opportunity to exchange research results and practitioner experience.

Keynote speakers include: David Woods, Erik Hollnagel, Gary Klein, Robert Hoffman, Guy Boy, Lonnie Athens, Joachim Funke, and Ton Broeders. Special sessions are devoted to Cognitive Ethnography, Adaptive Decision Support, Decision Making & Training, Crime & Intelligence, and Medical Decision Making. There will be an interactive panel on Macrocognition.

The conference will be held in historic Amsterdam, in a 17th century domed church. A boat tour in the Amsterdam canals is included!

Come and enjoy beautiful Amsterdam in June! Register now online at the website:  
[www.ndm7.org](http://www.ndm7.org)

Jan Maarten Schraagen, conference organizer  
 TNO Defence, Security and Safety  
 email: [jan\\_maarten.schraagen@tno.nl](mailto:jan_maarten.schraagen@tno.nl)  
 conference website: [www.ndm7.org](http://www.ndm7.org) / [www.ndm7.com](http://www.ndm7.com)

Dr. Jan Maarten Schraagen  
 Knowledge Manager  
 TNO Defence, Security and Safety  
 P.O. Box 23; 3769 ZG Soesterberg, NL  
 T +31(0)346 356323; F +31(0)346 353977

TNO | Knowledge for business  
<http://www.tno.nl>

### ***SPUDM 20***

***20th Biennial Conference on Subjective Probability, Utility and Decision Making in Stockholm, 22-24 August, 2005.*** August 22 - 24, 2005. Stockholm, Sweden.  
<http://research.psy.gu.se/spudm20/>

***27th Annual Meeting of the Society for Medical Decision Making***  
 October 21 - 24, 2005. San Francisco, USA.  
<http://www.smdm.org>.

### **Jane Beattie Memorial Scholarship for travel to the United States**

The Executive Board of the Society for Judgment and Decision Making again invites applications for awards from the Jane Beattie Memorial Fund. This fund was established in memory of SJDM member Jane Beattie and her contributions to judgment and decision research. The purpose of the fund is to provide scholarships to subsidize travel to the U.S. for purposes of scholarly activity by a foreign scholar in the area of judgment and decision research, broadly defined. Attendance at the annual SJDM meetings is one example of an activity that would be appropriate for support, but by no means the only one.

Applications will be accepted until 17 July, 2005.

The required application form appears in this Newsletter, and can also be downloaded from: <http://gsbwww.uchicago.edu/fac/joshua.klayman/more/BeattieForm.rtf>

Submit applications via E-mail (as regular text, or via attachments in .rtf or Word format) to JOSHK@UCHICAGO.EDU, with the subject "Beattie Application".

Alternatively, applications may be sent via post to  
JBMF / Joshua Klayman  
University of Chicago Graduate School of Business,  
5807 South Woodlawn Ave., Chicago, IL 60637 U.S.A.

or by fax (addressed to Joshua Klayman / JBMF) to +1 773 834 9134.

The JBMF Committee (Peter Ayton; Joshua Klayman, chair; and Martin Weber) plans to make all award decisions by 15 August. The committee anticipates making one or two awards annually, in amounts ranging from approximately \$250-\$750 U.S.

#### About the Beattie Scholarship

Applicants should be scholars living and working in a country other than the U.S. who will use the award to help pay for travel to the U.S. for scholarly activities associated with research in judgment and decision making. It is anticipated that most awards will be granted to faculty or graduate students at colleges and universities, but others will also be considered.

Applicants should submit the application form, along with a one page (single-spaced) description of the planned scholarly activity and a copy of their curriculum vitae. The activity may consist of attendance at a relevant conference in the U.S., or a visit to a U.S. institution. The description of activities should indicate the nature of the planned scholarly activity, with whom the applicant plans to work (if applicable), what the applicant hopes to accomplish with the visit, and why travel to the U.S. is important to its accomplishment.

Awards will be granted on the basis of the committee's estimate of the prospective value of the proposed activity, its relevance to the field of judgment and decision research, the scholarly credentials of the applicant, and the extent to which the award would contribute to the applicant's success (including considerations of financial and academic need).

If you have any further questions, please e-mail Joshua Klayman at [joshk@uchicago.edu](mailto:joshk@uchicago.edu)

## Application for Jane Beattie Memorial Scholarship

Attachments: In addition to the information on this form, please attach a one-page (single-spaced) description of the planned scholarly activity and a copy of your curriculum vitae.

Applicant's Name \_\_\_\_\_

Home Institution \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_

Current position \_\_\_\_\_

Nature of proposed scholarly activity in the U.S. (brief description here; attach further details)

Location(s) of proposed activity \_\_\_\_\_

Dates and duration of proposed activity \_\_\_\_\_

Please provide an estimated budget for the major expenses associated with the proposed activity, and indicate the source(s) and amount(s) of financial support anticipated from other sources.

Optional: People we may contact regarding anticipated collaborations in the U.S.

Name \_\_\_\_\_

Institution \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_

Institution \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_

Institution \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_

## **Calls for Papers and Manuscripts**

### ***Special Issue of the International Journal of Conflict Management***

#### **Justice and Conflict Management in Organizations: Domestic and International Perspectives**

##### **Special Issue Editors**

- Richard A. Posthuma, University of Texas at El Paso, rposthuma@utep.edu
- Mark V. Roehling, Michigan State University, roehling@msu.edu
- Barry M. Goldman, University of Arizona, bgoldman@eller.arizona.edu

Justice concepts are central to the management of workplace conflicts. In this special issue we explore the relationships between justice and conflict management in organizations in domestic and international settings. Among the topics of interest for this special issue are the following:

How is justice perceived in the context of conflict management and conflict resolution systems? How do perceptions of justice influence conflict outcomes? Are justice concepts different at the individual versus organizational or system level?

Do the conceptualization and perception of justice differ in different contexts? How are justice concepts related to alternative forms of conflict resolution such as negotiation, peer review, mediation, arbitration, or permutations thereof. Are alternative forms of dispute resolution systems fair at the micro or macro level of analysis? How does country culture influence the perceptions of justice of alternative dispute resolution procedures? How do justice concepts relate to conflict management systems in terms of predicting important outcomes for organizations (e.g., turnover, legal claiming, grievances, recommendation intentions, productive and counterproductive behaviors)?

Justice perspectives can include organizational justice theories and concepts including distributive, procedural, interpersonal, and informational; as well as macro justice, systemic justice, due process, social exchange, and other justice-related perspectives. Topics can include organizational conflict resolution systems, legal issues, business ethics, collective bargaining, interpersonal negotiation, conflict styles, and other topics related to justice and conflict management in organizations.

However, these are only examples of the types of questions that could be addressed. Other topics related to the overall study of justice and conflict management in organizations are also welcome. For example, what new theoretical perspectives can inform the justice and conflict management literature? What external circumstances (e.g., language, institutional, legal, culture) influence the relationships between justice and conflict management systems?

This call for papers is aimed at a wide array of scholars--from different disciplines such as management, communications, psychology, sociology, economics, public administration, and law.



Studies using a variety of methodological techniques are encouraged including (but not limited to): laboratory studies, field studies, case studies, survey research, and analysis of archival data. Articles focused solely on theory development are also welcomed as are papers that present novel approaches to justice and conflict management in the context of organizations in either domestic or international settings.

Manuscripts should focus on the following criteria:

- Use clear exposition
- Be technically adequate
- Make a theoretical contribution (e.g., testing, creating or extending theory)
- Make an empirical contribution
- Be innovative, interesting, & novel
- Have potential implications for practice

#### **Format**

- Length: no longer than 35 pages (including everything: tables, references, figures, etc.)
- Double-spaced with 1 inch margins, 12-point Times New Roman font.
- Follow APA (5th ed.) format.

All papers will be blind reviewed. Manuscripts should be submitted in electronic form by September 1, 2005 to:

Richard A. Posthuma, [rposthuma@utep.edu](mailto:rposthuma@utep.edu)

For inquiries contact:

Richard A. Posthuma

College of Business Administration, Room 230

University of Texas at El Paso, El Paso, Texas 79968

(915) 747-8646

[rposthuma@utep.edu](mailto:rposthuma@utep.edu)

### ***Annals of Operations Research: Call for manuscripts***

#### **Special Issue on Decision Theory and Computer Science.**

Many modern computer science problems involve issues that decision theorists have addressed for years, in particular issues involving preferences, consensus and associated order relations. Applications of methods of decision theory to problems of computer science place great strain on these methods due to the sheer size of the problems addressed, limitations on information possessed, and sequential nature of repeated applications. Hence, there is great need to develop a new generation of methods to satisfy these requirements of CS applications. In turn, the new methods will provide powerful tools of use in problems of the social sciences (economics, political science, etc.) to which methods of decision theory have traditionally been applied as well as to newer areas of application of decision theory such as in policy-making concerning emerging diseases or bio-terrorism. The special issue aims to explore the connections between

computer science and decision theory, present the state of the art in this fascinating and dynamic area and attract papers at the boundary between of the two communities.

The interface between their disciplines is becoming increasingly relevant for both decision theorists and computer scientists. However, there is as yet in the literature no systematic presentation of these issues. We expect this special issue of the Annals of OR to become a reference publication for this increasingly important field.

We are looking for original contributions in areas such as:

- preference elicitation and learning of preferences;
- qualitative decision theory;
- logical representations of preferences;
- AI planning, action and causality;
- preference modelling and aggregation;
- data-base querying and repair;
- data mining and knowledge extraction;
- social choice theory;
- fusion of information;
- computational intractability of consensus functions;
- applications of decision theory in computer science;
- algorithmic decision theory;
- collaborative filtering;
- meta-search.

Submissions can be sent to either of the guest editors:

Fred Roberts  
 DIMACS  
 Rutgers University  
 CoRE Building, 96 Frelinghuysen Rd.  
 Piscataway, NJ 08854-8018, USA  
[froberts@dimacs.rutgers.edu](mailto:froberts@dimacs.rutgers.edu)

Alexis Tsoukiàs  
 LAMSADE - CNRS  
 Université Paris Dauphine  
 75775, Paris Cedex 16  
 France  
[tsoukias@lamsade.dauphine.fr](mailto:tsoukias@lamsade.dauphine.fr)

Papers are due by 1, September, 2005 and will be refereed according to the usual strict standards of the journal. Potential contributors are invited to express their interest as soon as possible to one of the guest editors.

We expect to be able to deliver the issue to the editor by June 2006.

Alexis Tsoukiàs  
 Head of the Decision Aiding Research Area  
 LAMSADE-CNRS, Université Paris Dauphine  
 75775 Paris Cedex 16, France  
 tel: +33144054401  
 fax: +33144054091  
 e-mail: [tsoukias@lamsade.dauphine.fr](mailto:tsoukias@lamsade.dauphine.fr)

<http://www.lamsade.dauphine.fr/~tsoukias>

***Call for Papers: Journal of Behavioral Decision Making, Special Issue  
Decision Making and the Law***

Guest Editors: Mandeep K. Dhami, Reid Hastie, Jonathan J. Koehler, Richard L. Wiener

Closing Date for Submissions: 16<sup>th</sup> January 2006

Legal decisions are made by a variety of actors including legislators, attorneys, defendants, judges, and juries. Sometimes the legal decision making process conflicts with scientific norms. For instance, useful evidence is withheld from decision makers as a matter of policy, and decisions are based on doctrine, rules, and precedent as well as logic and empiricism. Not surprisingly, legal decisions can diverge from normative benchmarks and their accuracy is frequently challenged. Accounts of decision making in the legal system need to accommodate a variety of policy concerns, as well as the peculiarities of decision making in the legal context. How does the process imposed upon legal actors affect their decision making? How does research on legal decision making challenge or confirm the assumption of rationality embodied in law, legal procedure, and normative legal models? How are consistency, proportionality, and transparency in legal decision making achieved? To what extent does discretion lead legal actors to make erroneous or biased decisions? What implications does a focus on approximate truth have for the applicability of normative accounts of decision making to the legal context? What are the features of effective legal decision support systems and guidelines? The purpose of this special issue of the *Journal of Behavioral Decision Making* is to publish papers that bear on these and related issues, and to stimulate future empirical and theoretical analyses of legal decision making. Manuscripts based on a study of legal actors in naturalistic settings, or in comparative jurisdictions are particularly welcome, as are those examining the above issues from the perspective of victims and offenders. Manuscripts can be empirical reports, critical review papers, or theoretical analyses examining an area or problem in law from a decision-making perspective. Contributions from researchers or legal scholars or coauthored papers from both are welcome.

Manuscripts should be sent by the submission date as email attachments to the guest editors: Mandeep K. Dhami ([mkd25@cam.ac.uk](mailto:mkd25@cam.ac.uk)), Reid Hastie ([reid.hastie@gsb.uchicago.edu](mailto:reid.hastie@gsb.uchicago.edu)), Jonathan J. Koehler ([koehler@mail.utexas.edu](mailto:koehler@mail.utexas.edu)), and Richard L. Wiener ([rwiener2@unl.edu](mailto:rwiener2@unl.edu)). Manuscripts should conform to the specifications described in the 'Instructions to Authors' that appear in each issue of the journal and should be accompanied by a cover letter indicating a desire for consideration for the special issue on 'Decision Making and the Law.' For further information, please contact the guest editors.

## ***Call for Papers: Special Issue on Psychology and Decision Analysis***

*Decision Analysis*, a journal of the Institute for Operations Research and the Management Sciences, is soliciting submissions for a special issue on psychological topics associated with decision analysis. Articles may draw from any relevant area of psychology including cognitive, social, and organizational, and may focus on any aspect of the decision analysis process. We welcome contributions that address implications of psychological theories for decision analysis; elicitation of beliefs, preferences, and risk attitudes; and aspects that have received only limited attention in past research, such as problem formulation, creative generation of alternatives, or post-decision implementation. Empirical evidence may be derived from either laboratory or field studies, so long as there is a clear connection between the research setting and the practice of decision analysis.

This special issue will be jointly edited by Professor George Wu of the University of Chicago, serving as guest editor, and Professor Don Kleinmuntz of the University of Illinois at Urbana-Champaign, currently co-editor-in-chief of the journal. The special issue is tentatively scheduled for publication in 2006. Manuscripts will be considered as they are submitted, but for full consideration should be submitted no later than August 31, 2005. Articles not accepted for the special issue may be considered for publication in subsequent issues of the journal.

### **How to Submit a Paper**

Please submit your paper electronically by email attachment to co-editor Don Kleinmuntz ([dnk@uiuc.edu](mailto:dnk@uiuc.edu)). Include in your cover letter a statement that you wish your paper to be considered for the special issue. All submissions will be peer-reviewed. For information about the journal, including instructions to authors, please visit <http://da.pubs.informs.org>. We also encourage authors to review the journal's editorial objectives below and to ensure that submissions are suitable for the journal in both style and substance. If you have questions about whether your submission fits the objectives of the special issue, please feel free to contact either Don Kleinmuntz or George Wu ([wu@gsb.uchicago.edu](mailto:wu@gsb.uchicago.edu)).

### **Editorial Objectives**

*Decision Analysis* is dedicated to advancing the theory, application, and teaching of all aspects of decision analysis. The primary focus of the journal is to develop and study operational decision-making methods, drawing on all aspects of decision theory and decision analysis, with the ultimate objective of providing practical guidance for decision makers. As such, the journal aims to bridge the theory and practice of decision analysis, facilitating communication and the exchange of knowledge among practitioners and researchers in academia, business, industry, and government. Articles will contribute to these goals in many ways, using a wide variety of methods and approaches. For example, articles might discuss new or existing algorithms, procedures, or processes for implementing decision analysis; develop new theory or empirical studies related to cognitive, organizational, or social issues that have implications for decision analysis; propose and test innovative uses of information technology to perform decision analysis;

or raise issues related to the application of decision analysis in real-world situations. Articles should generally remain faithful to the intellectual foundations of decision theory and decision analysis. However, the journal welcomes original contributions that genuinely challenge the field, for example by showing how concepts, ideas, and methods from other fields can improve the theory or practice of decision analysis. The journal also publishes articles that review and summarize important topics or advances of interest to decision analysts or that provide original historical, scholarly, or practical perspectives on the field. In addition, the journal encourages articles that support the teaching of best practices, such as state-of-the-art applications, case studies, and tutorial articles on decision-analysis methods.

### **Book review: The routines of decision making**

Betsch, T., & Haberstroh, S. (Eds.) (2005). *The routines of decision making*. Mahwah, New Jersey: Lawrence Erlbaum Associates. ISBN: 0-8058-4613-1. Pre-paid price \$45. <https://www.erlbaum.com/shop/tek9.asp?pg=search&mode=regular>

William James included 28 chapters in his two-volume *Principles of Psychology* (1890), his way of organizing the discipline. Many of the topics of these chapters remain in current psychology texts, testimony to their longevity. Included are attention, perception, memory, reasoning, and emotions (curiously, James has no chapter about motivation). Other topics have long ago shriveled, died or been repackaged with new words, including chapters on imagination, conception, habit and will. Most of his chapter on the will, for example, has been rescued from obscurity under the new name of *decision making*. Habit, in contrast, has become something of an orphan – an old-fashioned concept that went the way of Hull, Spence, Skinner boxes, and dirty rat litter.

Pity. As Betsch, Haberstroh and their contributors to this book strongly argue, the concepts of habit and learning nicely complements the concept of thought for understanding why people make the judgements and choices they do, especially in situations that are repetitious or routine. Seeking to develop an integrated view of decision making that incorporates ideas from the oh-so-dominant cognitive perspective and the restart-upstart habit/learning perspective, the editors and contributors focus on four aspects of routine decision making:

- Understanding and modeling the routines of decision making
- The routines of decision making; Basic research
- The routines of decision making: Applied research
- Educating the routines of decision making

The integrated view, presented by Betsch and Haberstroh in their concluding chapter, is drawn in the broad strokes of boxes and arrows -- a good way to organize ideas but, like all lofty views, a bit low on conceptual oomph. The big punch comes from reading about all the forgotten but still exciting questions that be asked about decision making by considering the choices we make repeatedly and routinely, and by learning about some of the wonderful new methods that can be employed to answer these questions. This is exciting stuff. This is a book worth buying. [wt]

## Other recent publications of interest

### *Handbook of Attitudes*

Dear Colleagues,

Along with my co-editors, Dolores Albarracín (University of Florida) and Mark P. Zanna (University of Waterloo), I announce the publication of The Handbook of Attitudes, just released by Lawrence Erlbaum Associates. To describe the book, Erlbaum has released a brochure on-line at [www.erlbaum.com/webdocs/albarracinonline.pdf](http://www.erlbaum.com/webdocs/albarracinonline.pdf) it includes a substantial discount for prepaid orders.

Blair T. Johnson, PhD

Professor of Psychology

University of Connecticut

406 Babbidge Rd, Unit 1020

Storrs CT 06269-1020 USA

<http://johnson.socialpsychology.org>

### *Experimental Business Research*

Dear Friends:

I am please to inform you that two new edited volumes of Experimental Business Research (VOL. II & III) have been just published. These volumes include papers that were presented at the Second Asian Conference on Experimental Business Research held at the Hong Kong University of Science and Technology (HKUST) on December 16-19, 2003. The conference was organized by the Center for Experimental Business Research (cEBR) at HKUST.

Experimental Business Research: Economic and Managerial Perspectives, VOLUME II  
Rapoport, Amnon; Zwick, Rami (Eds.)

<http://www.springeronline.com/sgw/cda/frontpage/0,11855,5-40109-22-44478127-0,00.html>

Experimental Business Research: Marketing, Accounting and Cognitive Perspectives,  
Volume III. Zwick, Rami; Rapoport, Amnon (Eds.)

<http://www.springeronline.com/sgw/cda/frontpage/0,11855,5-40384-22-44478234-0,00.html>

Rami Zwick [mkzwick@ust.hk](mailto:mkzwick@ust.hk)

### *Rational Choice and Judgment: Decision Analysis for the Decider*

Rex Brown

Non-technical decision makers are taught to use decision aiding concepts and deceptively simple analytic tools in varied private and professional situations. Target markets include business, public policy, law, medicine and other professional schools, undergraduate general education, in-house corporate courses, and to some extent leisure reading.

The approach is intrinsically quantitative, but is introduced via the underlying qualitative reasoning, and involves no mathematics. The core logic is familiar decision analysis, including decision trees, multi-attribute utility and disaggregated uncertainty. A distinctive focus is on incorporating the logic into decider's regular thinking, enhancing, rather than replacing it.

Students exercise their skills on their own real choices and judgments, with a view to adapting the skills to problems in their careers when they face them. In a term project, students apply tools to a live decision (illustrated in an appendix). The author illustrates business and government applications from his wide consulting experience.

Teacher guidance notes are available from [rexvbrown@aol.com](mailto:rexvbrown@aol.com). Potential adopters may request review copies from [rwitmer@wiley.com](mailto:rwitmer@wiley.com). Nominal price is \$80, via [custserv@wiley.com](mailto:custserv@wiley.com), but there are substantial discounts through Amazon.com.

Rex Brown [rexvbrown@aol.com](mailto:rexvbrown@aol.com)

### ***Conflicts of Interest***

Announcing the publication of "Conflicts of Interest" by Cambridge University Press, edited by Don Moore, Daylian Cain, George Loewenstein, and Max Bazerman.

This edited volume explores some of the psychological implications of conflicts of interest and their effects on well-meaning professionals in Business, Law, Medicine, and Public Policy. Contributors include Professors Mahzarin Banaji, Max Bazerman, Robyn Dawes, Baruch Fischhoff, Robert Frank, Samuel Issacharoff, Jerome Kassirer, George Loewenstein, Robert MacCoun, David Messick, Dale Miller, Mark Nelson, Andrew Stark, Tom Tyler, and others.

For the table of contents and more information, please visit <http://www.cambridge.org/us/catalogue/catalogue.asp?isbn=0521844398>

Don A. Moore  
 Posner Hall 381-D  
 Tepper School of Business  
 Carnegie Mellon University  
 5000 Forbes Avenue  
 Pittsburgh, PA 15213-3890  
 Phone: (412) 268-5968  
 Fax: (412) 268-7345  
[dmoore@cmu.edu](mailto:dmoore@cmu.edu)

### ***Social Dilemmas***

*Contemporary psychological research on social dilemmas*. Edited by R. Suleiman, D. Budescu, I. Fischer, & D. Messick. (2004). Cambridge University Press, ISBN: 0-521-80892-8.

“... This book provides an overview and summary of the state of social psychological research on social dilemmas. It is organized around four core issues: individual differences, which determine people’s outcomes that promote either their own or their group’s well-being; the study of dynamic processes based on simulations of artificial societies; social dilemmas that emerge in intergroup conflicts; and the effects of various types and sources of uncertainty on behavior in social dilemma situations. [from the dust jacket]”

***Thinking like a policy analyst***: Policy analysis as a clinical profession  
Geva-May, I. (Ed.) (2005). New York: Palgrave MacMilan, ISBN: 1-4039-6928-0

“ [This book] reasserts the relevance of classical principles of policy analysis, emphasizing intellectual performance adapted to the political and social realities of the policy making process. The nature of clinical professional reasoning is not at all similar to the kind of reasoning required for academic success. Thus it is essential that learners be equipped to make the transition while still in their training programs. In this... book leading scholars explore the ‘how’ of thinking about policy – the questions, values, judgments and experience the analyst brings to bear.” [from the dust cover]

### **Invitation to write book reviews**

I am the book review editor for the *Journal of Behavioral Decision Making*. I have recently received several judgment and decision making books and would like to invite members of our society to write a book review. If you are interested in reviewing a book, please email me and I will send you a list of the titles that are available for review (and the book if one wants to submit a book review).

Best regards,

Lehman Benson III, Ph.D.

The McCoy/Rogers Fellow of Management, McClelland Hall 405V

Eller College of Management, The University of Arizona

Tucson, AZ 85721

Telephone: (520) 621-4146; Fax: (520) 621-4171

Website: <http://management.eller.arizona.edu/faculty/lbenson.aspx>



## PhD Programme in Economics & Management, University of Trento, Italy

The Doctoral School in Economics and Management offers broad training for research in the fields of decision sciences, organizations, human and natural resource management and market behaviour. The PhD Programme in Economics and Management takes a behavioural approach to market dynamics, particularly in the fields of finance, natural resources, and consumption. The same behavioural approach is applied to organisation theory and institutional economics. The Department of Economics and the Department of Management and Computer Science have a strong international reputation in this field and in modelling markets and organizations through computational and experimental methods.

The program offers three fields of specialization:

- Behavioural Economics
- Organisation and Management
- Environmental Economics and Mountain Resource Management

The program will normally be completed in three years. The language of instruction is English

**FEATURES:** 15 compulsory courses, seminars, tutorials, research abroad

**SCHOLARSHIPS:** 9 grants

**ADMISSION:** Conditions and Forms are downloadable at

[www.cifrem.economia.unitn.it/doctoral/](http://www.cifrem.economia.unitn.it/doctoral/) or

[http://www.unitn.it/ricerca/dottorati\\_form\\_av/ciclo\\_21/bandi.htm](http://www.unitn.it/ricerca/dottorati_form_av/ciclo_21/bandi.htm)

**DEADLINE FOR APPLICATION: August 26, 2005**

**Coordinator:** Professor *Stig Axel Bengt Leijonhufvud*

**Faculty:** Professor *Christopher Gilbert* (Econometrics), Professor *Enrico Zaninotto* (Vice – coordinator, Organization Theory), Professor *Gabriella Berloff* (Microeconomics) Professor *Geremia Gios* (Environmental Economics), Professor *Jonathan W. Leland* (Behavioral Economics), Professor *Kumaraswamy Velupillai* (Computational Economics), Professor *Luigi Marengo* (Organization Theory), Professor *Luigi Mittone* (Experimental Economics), Professor *Marco Mariotti* (Game Theory), Professor *Mohammed Nawaz Gorla* (Probability and Statistics), Professor *Paola Manzini* (Game Theory), Professor *Paola Villa* (Microeconomics), Professor *Roberta Raffaelli* (Environmental Economics).

### **Contact details:**

Ms Nicole Bertotti

PhD Programme in Economics and Management

Doctoral School in Economics and Management

**CIFREM**

**Interdepartmental Centre for Research Training in Economics and Management**

Faculty of Economics

Via Inama, 5

38100 Trento

Italy

**phone:** + 39 0461 88 2290

**e-mail:** [cifrem@economia.unitn.it](mailto:cifrem@economia.unitn.it)

**website:** <http://cifrem.economia.unitn.it/index.php>