



Society for Judgment and Decision Making

# Newsletter

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

Volume 25, Number 1 March 2006

## Contents

2006 Executive Board	2
Report on <i>Judgment and Decision Making</i> , our new journal	3
The 2006 Edwards Bayesian Conference	4
Paul Slovic's 2005 SJDM conference presentation now available	5
2006 Decision Analysis Publication Award	5
Recent and Interesting Publications of Society Members	6
Recent and Interesting Statistics about Society Members	7
Recent and Interesting Futures of Society Members	8
Papers and Tutorials on Decision Making and On-Line Research	8
A New Performance Measure for Risky Decision Making	8
The Hillel Einhorn New Investigator Award for 2006	9
Two New Post-doc Opportunities	10
Two New Books	11
Grant Funding: Mathematical Social and Behavioral Sciences	12
Act today! 15 March = Important Conference Submission Deadline	13
Judgment and Decision Making in the News	13
Conference Announcements	14
2005 Dues and Address Corrections	16



**Disastrous business location decision or brilliant tobacco marketing decision?**

### 2006 Executive Board

John Payne, *President*, [jpayne@mail.duke.edu](mailto:jpayne@mail.duke.edu)  
Maya Bar-Hillel, *Past President*, [msmaya@math.huji.ac.il](mailto:msmaya@math.huji.ac.il)  
Jon Baron, *President-elect*, [baron@psych.upenn.edu](mailto:baron@psych.upenn.edu)  
Craig Fox, *board member 2005-2007*, [craig.fox@anderson.ucla.edu](mailto:craig.fox@anderson.ucla.edu)  
Lisa Ordonez, *board member 2004-2006*, [lordonez@email.arizona.edu](mailto:lordonez@email.arizona.edu)  
Terry Connolly, *board member 2004-2006*, [connolly@email.arizona.edu](mailto:connolly@email.arizona.edu)  
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)

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.

**Society membership:** Requests for information concerning membership in the Society for Judgment and Decision Making should be sent to Bud Fennema.

The *JDM Newsletter*, published electronically 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.

**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.

## **Report on *Judgment and Decision Making*, our new journal Jonathan Baron**

The last SJDM Newsletter [December 2005] contained a proposal for a new journal. The proposal is also at <http://finzi.psych.upenn.edu/~baron/jdmnews.html>. The journal is open-access, to be published on the World Wide Web, so it is open to all readers of English with access to the Web. At least for now, there are no author charges.

In early February, the SJDM Executive Board approved the journal and it was announced on several Internet mailing lists beginning on February 14. The web site is <http://journal.sjdm.org>.

As of March 12, we have received 14 submissions. About 4 others are promised (with varying degrees of conviction). Approximately 6 were rejected without full review. Most of the others are under review, or in various stages of negotiation (e.g., after one review it became clear that another experiment is needed). Some of these articles seem quite good. The rate of 14 submissions in 26 days is comparable to that of other specialized journals, higher than some.

I have been surprised by the high proportion of submissions from experimental economists. Are they more adventurous than those who take the approach of psychologists? more in need of outlets? Or is my impression a result of the "law of small numbers."

Submitters say that they are attracted by the prestigious editorial board, and they also seem to like the promise of speedy review that is free of unnecessary hassles. The reviewers and board members do indeed seem to be accepting the spirit of speedy review as an attraction that we need to preserve.

Only three visitors to the web site have expressed interest in a paper edition. I will probably remove that possibility for now.

I have set things in motion to get the journal indexed in the various relevant indices, and I am making inquiries about archiving, including various official archives. It seems to me, though, that the best method of archiving is to use mirrors, that is, complete replications of the site at distant locations. Ultimately, as we have seen in the case of crumbling journals from the 19th century, preservation of the past requires human attention.

My hope was and is to have a first issue out by the end of July. We are on track for that, although it depends on many factors.

Three things will help:

1. More submissions.
2. Volunteers to run mirror sites far from Philadelphia.
3. Continued timely reviews, if you are asked.

Jonathan Baron, Professor of Psychology, University of Pennsylvania

Home page: <http://www.sas.upenn.edu/~baron>

Editor: Judgment and Decision Making (<http://journal.sjdm.org>)

## **The 2006 Edwards Bayesian Conference**

**David J. Weiss**

California State University, Los Angeles

The 44th Annual Bayesian Conference was held on the campus of Cal State Fullerton in January, 2006. The new name was adopted by the organizers, Michael Birnbaum and Jie Weiss, faculty members at the host institution, to honor the founder. In the early years, talks were mostly Bayesian, because a forum for those radical notions was needed. But as the ideas became part of the mainstream, the conference evolved into a rather eclectic JDM meeting attended by folks from a variety of disciplines. Ward was surely the most open-minded of the leaders in our field.

Although he is no longer with us, Ward's vision of what a conference should be lives on. All sessions are plenary, so that talks have to be intelligible to non-specialists, and there is lots of time for discussion. Presenters are encouraged to expose their newest ideas, half-baked though they may be, and titles are expected to be amusing.

Will you be able to connect these titles with the more sober versions that eventually appear in print? Some of my personal favorites this year included the obscure musical connections in Konstantinos Katsikopoulos's "Let's misbehave, one step at a time" and Michael Birnbaum's counterpoint "Ain't misbehavin' – I'm integratin". Profound questions were posed in Duncan Luce's "Rational irrationality or irrational rationality?" and James Meginniss's "Does probability have any utility? Probably?" There were the usual wretched puns in Clinton Davis-Stober's "Axiom testing Bayesed on frequentist statistics" and Kristen Brennan's "Gold, silver and Bayes metal standards". We were titillated by Jie Weiss's arcane movie reference "Sex, drugs and gluttony: Everyday options" and puzzled by Michel Regenwetter's "My money pump doesn't work, but it leaks". Although the titles were funny, the talks were of high quality, and so were the audience comments and intersession discussions. For example, after my own talk, I was enlightened about a relevant 1904 citation.

The rollicking post-conference party, er, post-conference discussion session, was another of Ward's traditions. The hypothesis that decision making could be impaired by alcohol was empirically explored. During the party, I drafted an unfortunate male volunteer to prepare the whipped cream component of my celebrated chocolate cake with cherries. Inexperienced in the kitchen environment, he protested that he lacked the judgmental expertise to know when the whipping process was complete. Fortunately, there were several female advisers who were prepared to tell him when the cream was stiff enough. I could almost hear Ward laughing.

A conference web site is maintained at <http://psych.fullerton.edu/mbirnbaum/bayes/>. If you'd like to join in next year, set aside the Thursday and Friday preceding Martin Luther King's birthday.

### **Paul Slovic's 2005 SJDM conference presentation now available**

[Paul Slovic gave a terrific presentation on short notice at the November 2005 SJDM annual meeting in Toronto. It is now available at <http://www.decisionresearch.org/Darfur/> as a PDF file. Below is the abstract of the presentation.]

#### **“If I look at the masses I will never act” Psychic numbing and genocide**

##### *Abstract*

Most people are caring and will exert great effort to rescue individual victims whose needy plight comes to their attention. These same good people, however, often become numbly indifferent to the plight of individuals who are “one of many” in a much greater problem. Why does this occur? The answer to this question will help us answer a related question that is the topic of this paper: Why, over the past century, have good people repeatedly ignored mass murder and genocide? Every episode of mass murder is unique and raises unique obstacles to intervention. But the repetitiveness of such atrocities, ignored by powerful people and nations, and by the general public, calls for explanations that may reflect some fundamental deficiency in our humanity—a deficiency that, once identified, might possibly be overcome. One fundamental mechanism that may play a role in many, if not all, episodes of mass-murder neglect involves the capacity to experience *affect*, the positive and negative feelings that combine with reasoned analysis to guide our judgments, decisions, and actions. I shall draw from psychological research to show how the statistics of mass murder or genocide, no matter how large the numbers, fail to convey the true meaning of such atrocities. The reported numbers of deaths represent dry statistics, “human beings with the tears dried off,” that fail to spark emotion or feeling and thus fail to motivate action. Recognizing that we cannot rely only upon our moral feelings to motivate proper action against genocide, we must look to moral argument and international law. The 1948 Genocide Convention was supposed to meet this need, but it has not been effective. It is time to examine this failure in light of the psychological deficiencies described here and design legal and institutional mechanisms that will enforce proper response to genocide and other forms of mass murder.

### **2006 Decision Analysis Publication Award**

**Vicki M. Bier**

Deadline for nominations: June 1, 2006

The Decision Analysis Publication Award is given annually to the best decision analysis journal article or book published in the second calendar year prior to the year in which the award is given. This award is sponsored by the [Decision Analysis Society \(DAS\)](#) of the [Institute for Operations Research and the Management Sciences \(INFORMS\)](#). To be considered for this year's award, a work should have been published during calendar year

2004. The award is accompanied by plaque and a \$750 honorarium. The intent of the award is to recognize the best publication in “decision analysis, broadly defined.” This includes, but is not necessarily limited to, theoretical work on decision analysis methodology (including behavioral decision making and non-expected utility theory), descriptions of applications, and experimental studies. Nominations are invited at this time. Please send them as soon as possible, but in any event to arrive no later than June 1, 2006, to:

Vicki M. Bier  
Department of Industrial and Systems Engineering  
College of Engineering  
1550 Engineering Drive  
University of Wisconsin-Madison  
Madison, WI 53706 U.S.A.  
voice: +1 608-262-2064  
fax: +1 608-262-8454 e-mail: [bier@engr.wisc.edu](mailto:bier@engr.wisc.edu)

E-mail nominations are preferred—just send the author’s name(s) and the full journal citation or book title. Nominators should ensure that the Publication Award Committee has a copy of the publication, preferably in electronic form (if not a book), prior to the submission deadline. Self-nominations are not only acceptable, but encouraged. Historically, most nominations for this award have been self-nominations, so don’t rely on your admiring colleagues to nominate your work. However, others who wish to write in support of a publication (commenting in a substantive way on the impact of the work) are also encouraged to do so. Testimonials from those who have benefited from a work published in 2004 will be especially helpful to our decision process.

Nominated publications will be judged with respect to significance, relevance, originality, and readability. The award will be presented at the INFORMS Annual Meeting to be held in Pittsburgh on November 5-8, 2006. Membership in the DAS is *not* a condition for being a nominator or a nominee, so please feel free to forward this announcement to interested colleagues. Names of past winners of the Decision Analysis Publication Award are posted on the [DAS Awards web page](#).

### **Recent and Interesting Publications of Society Members**

Mandel, D. R. (2005). Are risk assessments of a terrorist attack coherent? *Journal of Experimental Psychology: Applied*, 11, 277-288.

Mandel, D. R. (2005). Threats to democracy: A judgment and decision making perspective. *Analyses of Social Issues and Public Policy*, 5, 209-222.

Centre for Decision Research and Experimental Economics: the CeDEx Discussion paper series. <http://www.nottingham.ac.uk/economics/cedex/papers/index.html>

## **Recent and Interesting Statistics about Society Members** **Daniel Goldstein**

I conducted the following analysis of the SJDM membership directory. Owing to the vagaries of pattern matching, and the staleness of some entries in the directory, please consider these numbers rough approximations.

### **Ten US states most often listed in addresses:**

1. CA - 117
2. IL - 95
3. NY - 85
4. PA - 79
5. OH - 52
6. FL - 51
7. NC - 47
8. MA - 47
9. VA - 44
10. MI - 41

*Note: Data based on searching for ", XX" where XX is the 2 letter abbrev.*

### **Ten countries outside the USA most often listed in addresses:**

1. Canada - 110
2. UK - 43
3. Germany - 37
4. Israel - 30
5. Australia - 26
6. Netherlands - 22
7. Japan - 21
8. China & Hong Kong - 17
9. Sweden - 17
10. France & Italy - 13 each

*Note: Multiple occurrences in one address eliminated.*

### **Departments or schools mentioned:**

- Psychology (dept) - 321
- Business, Management, etc. (school, college) - 176
  - Marketing (dept) - 47
  - Management (dept) - 30
  - Accounting (school or dept) - 23
- Policy (dept, centre, or school) - 19
- Law (school) - 9

*Note: These are very noisy data as crazy abbreviations, acronyms and non-listings wreak havoc on counts. Marketing, Management, Accounting and some Policy are also counted in the total business school number. About half the Policy count is Arizona's Department of Management & Policy. Obviously, many people do not list departments.*

### **The most probable SJDM first name:**

Daniel - 32

*Note: I knew I chose the right profession!*

## **Recent and Interesting Futures of Society Members**

London Business School's Marketing Area is proud to announce two JDMers will be joining their faculty in 2006: Marco Bertini from Harvard Business School, and David Faro from the University of Chicago Graduate School of Business.

### **Papers and Tutorials on Decision Making and On-Line Research** **Michael Birnbaum**

Electronic reprints of a number of recent papers by Birnbaum dealing with decision making and on-line research are available from the following URL:

<http://psych.fullerton.edu/mbirnbaum/birnbaum.htm#inpress>

Among the papers available are a JMP paper showing that the Allais paradox is best explained as a violation of coalescing rather than as a violation of "independence" (the "sure thing" principle). Three new paradoxes of cumulative prospect theory are described in a Management Science article. Tests of the effects of choice format on evidence against cumulative prospect theory are described in an OBHDP article. An article in JRU explores systematic violations of first order stochastic dominance, which violate any RSDU, RDU, or CPT model.

An Annual Review of Psychology article on Web-based research and several chapters and papers on this topic are also available from this site.

A number of on-line tutorials on the new paradoxes of decision making are available from the following link: <http://psych.fullerton.edu/mbirnbaum/talks/>

These are powerpoint lectures with a sound track. They should play in QuickTime. I had a cold when some were recorded, but they are still good introductions for students wanting to learn about the new paradoxes of decision making that refute both versions of prospect theory.

### **A New Performance Measure for Risky Decision Making** **Irwin Levin**

The typical risky decision making task provides choices between an outcome of fixed value and a risky option (gamble) of equal expected value. The dependent measure is riskiness of choice which can be investigated as a function of task and subject variables. For example, we developed the "cups" task as a way of conveying probability information in a simple fashion by varying the number of cups from which to choose and showed that the number of risky choices varied across gain and loss trials and between children and adults (Levin & Hart, 2003). While we can talk about "excessive" risk taking or non-normative framing effects, we have no "gold standard" for assessing correctness of choice in the standard equal EV risky choice paradigm.



In a new version of the cups task the relative EV of the riskless and risky choice options is manipulated across trials to create varying levels of advantage or disadvantage for the risky option compared to the riskless option. Each individual's pattern of choices can then be classified not only in terms of overall riskiness but also in terms of relative sensitivity to EV differences between choice options. In a current study with colleagues Antoine Bechara, Baba Shiv and Josh Weller, we show that both these measures discriminate between the risky decision making of healthy individuals and patients with lesions to various parts of the ventromedial prefrontal cortex.

Anyone interested in trying out a computerized version of the new task and measure should contact me at IRWIN-LEVIN@UIOWA.EDU.

Reference: Levin, I.P., & Hart, S.S. (2003). Risk preference in young children: Early evidence of individual difference in reaction to potential gains and losses. *Journal of Behavioral Decision Making*, 16, 397-413.

### **The Hillel Einhorn New Investigator Award for 2006**

The Society for Judgment and Decision Making is soliciting submissions for the Hillel Einhorn New Investigator Award. The purpose of this award is to encourage outstanding work by new researchers. Individuals are eligible if they have not yet completed their Ph.D. or if they have completed their Ph.D. within the last five years (on or after July 1, 2000). To be considered for the award, please submit four copies of a journal-style manuscript on any topic related to judgment and decision making. Submissions should be accompanied by (1) four copies of a summary or extended abstract of the paper, not to exceed four pages in length and (2) a cover letter that includes the name of the investigator's graduate advisor and the date that the Ph.D. was awarded (if applicable). In the case of co-authored papers, if the authors are all new investigators they can be considered jointly; otherwise, the new investigator(s) must be the primary author(s) and should be the primary source of ideas. Submissions in dissertation format will not be considered, but articles based on a dissertation are encouraged. Both reprints of published articles and manuscripts that have not yet been published are acceptable. Submissions will be judged by a committee appointed by the Society and chaired by Mike Doherty. To be considered, submissions must be received by July 15, 2006. The committee will announce the results to the participants by September 15, 2006. The award will be announced and presented at the annual meeting of the Society for Judgment and Decision Making, which will be held in Houston, TX November 18-20. The winner will be invited to give a presentation at that meeting. If the winner cannot obtain full funding from his/her own institution to attend the meeting, an application may be made to the Society for supplemental travel needs.

#### **Materials should be submitted by July 15, 2006 to:**

Professor Michael Doherty  
Department of Psychology  
Bowling Green State University  
Bowling Green, OH 43403

## Two New Post-doc Opportunities

**The University of Chicago, Graduate School of Business, Center for Decision Research** anticipates hiring a Postdoctoral Fellow for a period of one to two years, with a starting date of August 2006. The Postdoctoral Fellow will serve as the lab manager of the Graduate School of Business's Decision Research Laboratory, and will coordinate laboratory research projects for the faculty and PhD students. We anticipate that the lab manager will be a half-time position. Depending on the candidate's qualifications and interests, the position may also offer teaching responsibilities. Salary will be competitive.

The Center for Decision Research at University of Chicago includes a group of researchers interested in the study of judgment and decision making, social psychology, marketing, organizational behavior, and behavioral and experimental economics (Nicholas Epley, Ayelet Fishbach, Linda Ginzel, Uri Gneezy, Reid Hastie, Christopher Hsee, Joshua Klayman, Aparna Labroo, Ann McGill, Tanya Menon, Suresh Ramanathan, Richard Thaler, Bernd Wittenbrink, and George Wu). The group runs weekly workshop and brownbag seminars. More information on the group and our activities is available at: <http://www.chicagocdr.org/>

This position is open to candidates who have recently earned their Ph.D., or who are expecting their degree in 2006, in any area of psychology, organizational behavior, or marketing. Familiarity with methods of experimentation is important. In particular, experience in conducting computer, web-based, and interpersonal interaction-based experiments is desirable.

Applicants should submit a curriculum vitae, two letters of recommendation, and a cover letter describing their research interests. Applicants may also wish to detail experience relevant to the lab manager duties. Selection will be based largely on the applicant's ability to work collaboratively on research with one or more of the Center for Decision Research faculty members. The applicant should indicate one or two faculty members with whom they would be most interested in working (see <http://www.chicagocdr.org/> for a list of the faculty and links to their homepages).

Review of applications will commence on March 15, 2006 and will continue until the position is filled. Applications should be sent to:

Bernd Wittenbrink  
Center for Decision Research  
University of Chicago  
5807 S. Woodlawn Avenue  
<<mailto:bwitt@gsb.uchicago.edu>>

We encourage applicants to apply via electronic mail.

The University of Chicago is an Affirmative Action, Equal Opportunity Employer.

**The Graduate School of Business at Stanford University** anticipates appointing a Postdoctoral Fellow in Social and Organizational Behavior for a period of one to two years, with a starting date of September 2006. The Postdoctoral Fellow will serve as co-director of the Behavioral Laboratory along with another Postdoctoral Fellow, and will coordinate several ongoing research projects. The position will not require any teaching. Salary will be competitive. Hiring is contingent upon budgetary approval.

We have a growing community of researchers who explore basic and applied problems at the social psychological level of analysis. There is a colloquium series as well as several doctoral level seminars in which a Postdoctoral Fellow could participate. We will select an applicant who plans to work collaboratively on research with one or more of the psychologically oriented faculty members in the organizational behavior program (Deborah Gruenfeld, Chip Heath, Roderick Kramer, Brian Lowery, Joanne Martin, Dale Miller, Margaret Neale, Jeffrey Pfeffer, Charles O'Reilly, Elizabeth Mullens, and Larissa Tiedens) and/or in the marketing program (Jennifer Aaker, Baba Shiv, Itamar Simonson, and Christian Wheeler). The Stanford GSB Web page (<http://gsbapps.stanford.edu/facultybios/>) provides some detail about research interests.

This position is open to candidates who have recently earned their PhD degree, or who are expecting their PhD in 2006, in any area of psychology, organizational behavior, or marketing. Familiarity with methods of experimentation at the social psychological level of analysis is important. In particular, experience in conducting computer, web-based, and interpersonal interaction-based experiments is a plus.

Applicants should submit a curriculum vitae, two letters of recommendation, and a cover letter describing their research interests and accomplishments. In addition, they should indicate one or two faculty members with whom they would be most interested in working. Applications are welcome immediately, and they should be received by May 1, 2006 to receive full consideration. Applications should be sent to Professor Christian Wheeler, 518 Memorial Way, Stanford Graduate School of Business, Stanford, CA 94305-5015.

Questions concerning the position can be addressed by electronic mail to Christian Wheeler at [christian.wheeler@stanford.edu](mailto:christian.wheeler@stanford.edu)

Stanford University is an Equal Opportunity Employer.

## **Two New Books**

### **Analysis of Variance and Functional Measurement: A practical guide**

by David J. Weiss

New York: Oxford University Press, 2006. ISBN 0-19-518315-0

<http://www.oup.com/us/catalog/general/subject/Psychology/Cognitive/?view=usa&ci=0195183150>

Those of us who have suffered its teaching tortures know the signs. Heavy lids. Furrowed brows. Empty seats. Frequent groans. And a text thicker than two planks, more expensive than a heart transplant, and read less often than the Gideon bible. The joys of teaching advanced statistics to less-than-advanced students are few (Mean = 0.3,  $df = 0$ ,  $p < 0.02$ ). Yet there are signs of hope. Our own David Weiss has just published a thoughtful, readable, and refreshingly short textbook on the analysis of variance and functional measurement, suitable for advanced undergraduates or graduate students in a 10-12 week course, or for people wanting to jog their memory about these topics. Worth a look for a course adoption. [wt]

### **Rational choice and judgment: Decision analysis for the decider**

by Rex Brown

Hoboken, NJ: John Wiley & Sons, 2005. ISBN 0-471-20237-1.

Research on the follies and foibles of decision making continues to prompt interest in reducing the follies and foibles of decision making. Interest is served by the frequent production of How to Decide books which outline the design and use of mental prosthetics (Holy spreadsheet, Batman!) or mental calisthenics to fortify fuzzy frontal lobes. Rex Brown's book is a noteworthy effort to develop basic quantitative decision skills through mental exercise or, more precisely, through pages of concrete exercises designed to build good decision habits. Designed for courses in management and such, it is also worth a look for possible course adoption. [wt]

### **Grant Funding: Mathematical Social and Behavioral Sciences**

The new Mathematical Social and Behavioral Sciences (MSBS) solicitation is now available on the web at:

[http://www.nsf.gov/funding/pgm\\_summ.jsp?pims\\_id=11683&org=SBE&from=home](http://www.nsf.gov/funding/pgm_summ.jsp?pims_id=11683&org=SBE&from=home)

The proposal due date is April 20, 2006. Approximately \$4.5 million has been designated for new MSBS awards, subject to availability of funds.

This solicitation invites submission of research proposals for projects that advance the mathematical or statistical foundations of research in the social, behavioral, or economic sciences. The resulting research is expected both to further understanding of social and/or behavioral science phenomena and to address a topic of interest to the mathematical sciences. Proposals for workshops or symposia that foster the interaction of social, behavioral, and/or economic scientists with mathematicians and/or statisticians also are welcome. An awards list for past MSBS competitions is available at:

[http://www.nsf.gov/funding/pgm\\_summ.jsp?pims\\_id=11683&org=SES&from=home](http://www.nsf.gov/funding/pgm_summ.jsp?pims_id=11683&org=SES&from=home)

For further information, contact Cheryl Eavey, 703.292.7269, [ceavey@nsf.gov](mailto:ceavey@nsf.gov). Dr. Eavey is the program director of the Methodology, Measurement, and Statistics program at NSF and is the representative of the Social, Behavioral and Economic Sciences Directorate for this competition.

## **Act today! 15 March = Important Conference Submission Deadline**

10th Biennial Behavioral Decision Research in Management Conference  
Loews Santa Monica Beach Hotel, June 15-18, 2006

Featuring:

- preconference on teaching decision making, organized by Frank Yates
- special session in honor of Amos Tversky
- keynote address by Lee Ross

Submission deadline: March 15 [www.anderson.ucla.edu/bdrm.xml](http://www.anderson.ucla.edu/bdrm.xml)

## **Judgment and Decision Making in the News**

Thanks to Julie Irwin for suggesting that our newsletter begin a column on judgment and decision making in the news. Here is my first attempt, likely refined in future issues. Please send examples you find!

**Daniel Goldstein maintains a nice web site called “Decision Science News”**

<http://www.dangoldstein.com/dsn/>

**Paul Slovic’s SJDM address**

<http://www.decisionresearch.org/Darfur/>

- was reported in the Eugene Oregon Register Guard:
- [http://www.registerguard.com/news/2005/11/28/bl\\_cr\\_genocide.1128.p1.php?section=cityregion](http://www.registerguard.com/news/2005/11/28/bl_cr_genocide.1128.p1.php?section=cityregion)
- The Register Guard also published Paul’s editorial:  
<http://www.registerguard.com/news/2005/09/12/ed.col.slovic.0912.p1.php?section=opinion>
- And Paul was interviewed on the Brian Leher show (PBS):
- <http://www.wnyc.org/shows/bl/episodes/01032006>

On 17 February, Ap Dijksterhuis and colleagues published an article suggesting that complex choices might better be made without conscious deliberation. Reports of it were picked up around the world, with various degrees of distortion. For fans of rumor transmission, here is a sample.

- Original journal reference: Ap Dijksterhuis, Maarten W. Bos, Loran F. Nordgren, and Rick B. van Baaren (17 February 2006). *Science*, 311, 1005-1007.
- The New Scientist report, ‘*Sleeping on it*’ best for complex decisions ([http://www.newscientist.com/article.ns?id=dn8732&feedId=online-news\\_rss20](http://www.newscientist.com/article.ns?id=dn8732&feedId=online-news_rss20)) 19:00 16 February 2006
- The Boston Globe, by way of Detroit News: *Big decision to make? Don't think about it. Unconscious does better job of weighing pros and cons, researchers discover.*  
<http://detnews.com/apps/pbcs.dll/article?AID=/20060219/LIFESTYLE/602190351/1010>

- From BBC News: *Sleep on it, decision-makers told*  
<http://news.bbc.co.uk/1/hi/health/4723216.stm>
- From Med India: *Novel Study Unravels a New Dimension to Decision Making*  
[http://www.medindia.net/news/view\\_news\\_main.asp?x=7933](http://www.medindia.net/news/view_news_main.asp?x=7933)
- From Vietnam News: *Teed off*  
<http://vietnamnews.vnagency.com.vn/showarticle.php?num=01TEE050306>
- From Hindustan Times: *The easiest way to make a good decision*  
[http://www.hindustantimes.com/news/5967\\_1640734.001600060011.htm](http://www.hindustantimes.com/news/5967_1640734.001600060011.htm)

A few other news items related to judgment and decision making

- From New Scientist: *Your taste in music is shaped by the crowd*  
<http://www.newscientist.com/article.ns?id=dn8702> (Original journal reference: *Science* (vol 311, p 854))
- ABC news: *Study: "Sleep inertia" affects decision making. The Ability to Make Decisions is Impaired for Some Groggy People*  
<http://abcnews.go.com/Health/story?id=1491634>
- Daily India: *Our Brains and Decision-Making: Emotional or Rational?*  
<http://www.dailyindia.com/show/4829.php>
- Fort Wayne News-Sentinel: *Happy is as happy does*  
[http://blogs.fortwayne.com/opening\\_arguments/2006/03/happy\\_is\\_as\\_hap.html](http://blogs.fortwayne.com/opening_arguments/2006/03/happy_is_as_hap.html)
- Money Central, MSN: *5 mistakes investors just can't afford*  
<http://moneycentral.msn.com/content/invest/extra/P145982.asp>
- Ashbury Park Press: *Traders get their highs from making money*  
<http://www.app.com/apps/pbcs.dll/article?AID=/20060220/BUSINESS/60218010/1003>
- Slate: *The X-Philes: Philosophy meets the real world.*  
<http://www.slate.com/id/2137223/>
- News @ Nature: *Why you should go with your gut*  
<http://www.nature.com/news/2006/060213/full/060213-9.html>
- Medical News Today: *Hidden smiles influence consumption and judgment*  
<http://www.medicalnewstoday.com/medicalnews.php?newsid=25147>

## Conference Announcements

### **1st European Workshop on Causal Reasoning in Clinical Decision Making**

31 March – 1 April 2006, Göttingen, Germany.

<http://www.psych.uni-goettingen.de/congress/2006-clinical-decision-making>.

### **Modeling Decisions for Artificial Intelligence**

3-5 April 2006, Tarragona, Catalonia, Spain

<http://www.mdai.info/mdai2006/>

### **National Center on Family Group Decision Making**

5-8 June 2006, San Antonio, Texas

[http://www.americanhumane.org/site/PageServer?pagename=pc\\_fgdm](http://www.americanhumane.org/site/PageServer?pagename=pc_fgdm)

**10th Biennial European Conference on Medical Decision Making (SMDM Europe 2006)**

11-13 June 2006, Birmingham, UK.

<http://www.smdm-europe2006.bham.ac.uk>.

**10<sup>th</sup> Biennial Behavioral Decision Research in Management Conference**

15-18 June 2006, Santa Monica, California

<http://www.anderson.ucla.edu/x9485.xml>

Preconference on teaching decision making (With J Frank Yates)

<http://www.anderson.ucla.edu/x14132.xml>

**12th International Conference on the Foundations and Applications of Utility, Risk and Decision Theory (FUR XII)**

22-26 June 2006, Libera Università Internazionale degli Studi Sociali, Rome, Italy.

<http://www.luiss.it/fur2006>.

**In Two Minds: Dual-Process Theories of Reasoning and Rationality**

5-7 July 2006, The Open University UK, at Fitzwilliam College, Cambridge, UK.

<http://www.open.ac.uk/arts/dualprocess>.

**The 2006 European Meeting of the Economic Science Association. 7-10 September 2006, University of Nottingham, UK.**

<http://www.nottingham.ac.uk/economics/cedex/ESA2006/>

**Society for Judgment and Decision Making  
2005 Dues and Address Corrections**

Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 \_\_\_\_\_  
 City: \_\_\_\_\_ State/Prov: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Institution: \_\_\_\_\_

Student members must have the endorsement of a faculty member:

Faculty Signature: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

<b>2005 Dues</b> _____ <b>\$35 Member</b> _____ <b>\$10 Student</b> <b>Past Dues: \$</b> _____ <b>Amount</b> _____ <b>Year(s)</b> <b>Hard Copy Directory</b> _____ <b># copies (\$10 each)</b>
--

**METHOD OF PAYMENT:**

- Check/Money Order (Please, no cash); Make checks payable to: Society for Judgment and Decision Making
- MasterCard       VISA       American Express

Account Number:

Signature \_\_\_\_\_ Expiration Date /

**If paying by credit card:**

Name on credit card: \_\_\_\_\_

Home Address: \_\_\_\_\_

Mail the form and check to: SJDM c/o Bud Fennema, College of Business, Florida State University, Tallahassee, FL 32306-1110

Or pay electronically by credit card (forward number & exp date) to: [sjdm@cob.fsu.edu](mailto:sjdm@cob.fsu.edu)

**Journal Note:** SJDM Members are entitled to discounts on the following journals: *Organizational Behavior and Human Decision Processes*, *Journal of Behavioral Decision Making*, and *Risk, Decision and Policy*. Contact the publishers for details. Links to journal websites may be found on the SJDM website ([www.sjdm.org](http://www.sjdm.org)) under related links.