



SOCIETY for JUDGMENT and DECISION MAKING

N E W S L E T T E R

NEWSLETTER EDITOR ENDS TERM

This issue is the last one which I will oversee as editor of the *Newsletter* of the Society for Judgment and Decision Making. After serving the eighth year of my three-year term, it is time to move aside. As I leave the position, I am put to mind of the transition at the other end, when I began the job. My predecessor, John Castellan, not only served as editor for eleven years but also started the newsletter. This was before there was a formal society; then, the newsletter and the meeting were the society. So, at this time, I wish to acknowledge our debt as a society to John's pioneering efforts. And, I wish to acknowledge my own debt to John for his help in allowing me to take over his creation, and in making the transition a smooth one.

Although there are many who have helped me in my position over the years, I would like to express my particular gratitude to Terry Connolly, Irwin Levin, and Colleen Moore who served as Secretary-Treasurer during my term. A good working relationship between the Editor and the Secretary/Treasurer is an important part of making this work, and I have been fortunate to have served with three such pleasant and helpful people.

Finally, my thanks to each of you in the society for your taking on the responsibility of maintaining your newsletter with your contributions over the years. I am sure that you will give my successor, Steve Edgell, the same support that I have enjoyed. I appreciate the recognition that you gave to me at the annual meeting. It has been my privilege to serve the society in this capacity.

Shawn Curley, outgoing Newsletter Editor

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SUBMISSION DEADLINE FOR THE NEXT *J/DM NEWSLETTER*: March 17, 2000

SOCIETY FOR JUDGMENT AND DECISION MAKING

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J/DM NEWSLETTER

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FROM THE EDITOR. . .

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 However, we do not publish substantive papers.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

There are few ground rules for submissions. The best way to send your contribution is via EMAIL or a 3.5" diskette. Send an IBM-compatible text file or word-processed document up to versions WordPerfect 8 or Word 2000. If you must send hard-copy (e.g., if you are using special graphics or do not have computer access), please submit camera-ready copy. This means that the copy should be typed single-spaced on white 8½ by 11 paper. If possible, use a carbon or film ribbon. Please mail flat -- do not fold.

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

Advertising Rates: Advertising can be submitted to the editor. Inclusion of the ad and the space given to the ad is at the editor's discretion. The current charge is \$100 per page to cover production and mailing costs. Contact Stephen Edgell for details. Alternatively, you can use--

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

Address corrections: Please check your mailing label carefully. Because the *J/DM Newsletter* is usually sent by bulk mail, copies with incorrect addresses or which are otherwise undeliverable are neither forwarded nor returned. Therefore, we have no way of knowing if copies are delivered. Address changes or corrections should be sent to Sandra Schneider.

FROM THE PRESIDENT

Thank you for giving me the opportunity to serve as president for the coming year. It is an honor to follow the distinguished scientists who have served in this role before me. This year, which has mistakenly come to be considered the end of the millennium, is a time to reflect back on the past thousand years of JDM research. Progress was a bit slow in the first 600 years, but began to pick up in the 17th century with the advent of probability theory and in the 18th century with the beginning of utility theory. More seriously, this is an exciting time in our field. The future looks bright as we develop new models, methods and paradigms for understanding judgment and decision-making processes and for applying our knowledge to real-world problems.

The JDM Society is in good health, due in large part to the dedication and hard work of a few individuals. Colleen Moore has served ably as Secretary/Treasurer for the past three years. Her term has now concluded and the Executive Board has elected Sandy Schneider to this post. We can all sleep well knowing that our records and finances will continue in very capable hands. Shawn Curley has been the newsletter editor for the past eight years (yes, that's right – eight years) and has done a truly superb job. With this issue he is stepping down. The Board has asked Steve Edgell, a former JDM Society secretary/treasurer, to be the next editor and he has agreed. I know that Steve will continue to provide us with a very high quality newsletter. Thanks, also, to Irwin Levin, now our immediate past president, for his service over the preceding year (not to mention for his earlier time as secretary/treasurer). Finally, we all owe a debt of gratitude to Alan Cooke and Alan Schwartz for their continued maintenance of the JDM Society website and list server. If you haven't visited the website recently at <<http://www.sjdm.org>>, take a look at it. It provides a wealth of up-to-date information.

Thanks to David Budescu and the program committee, our annual meeting this year was larger and more stimulating than ever. With growth come problems and the need eventually to make decisions. (As a society we seem far better at studying decisions than at actually making them, but eventually we will have to do the latter.) As it has in years past, the Executive Board discussed the program format and how best to accommodate the increasing number of submissions in a way that maintains the intimate feel of a small meeting and the opportunity for lots of personal interchange. Only about 30% of the papers and symposia that were submitted could be accommodated this year. In addition to 24 papers and 4 symposia (with 14 presentations) presented in three parallel sessions over the 1 ½ day period, there were 117 posters in two sessions.

How should we structure our meetings in the future? Please send me your views at <tom.wallsten@unc.edu>. I must tell you some of the constraints under which we work and the alternatives that are regularly debated. As anyone who has had the pleasure knows, scheduling a national (indeed, an international) meeting is a good deal of work and this is particularly true if one is scheduling it in a city far away from one's own. We have benefited over the years from our association with the Psychonomic Society. They do much of the leg work and include us in their convention hotel contracts, thus providing us the bargaining power of a much larger organization with very little work. Hotel contracts are signed far in advance and we are committed at least for the next few years. Having our meeting immediately following that of the Psychonomics Society is a great help to the many psychologists who then attend two conferences on a single airplane ticket. In addition, Psychonomics schedules their JDM sessions on Saturday before our meeting. Presentation at these sessions is restricted to Psychonomic members, but attendance is open to all, and this greatly relieves pressure on us.

Options that frequently are debated are: 1) Schedule more parallel sessions. We certainly can do this, but it already is difficult for people to attend all the papers and symposia of interest to them. 2) Add an extra day to the meeting. We can do this as well, but that creates a very long time away from home and office for those people attending both conferences. Those of us (including me) who enjoy both meetings could of course elect to arrive late at Psychonomics or leave JDM early if we anticipate that five days will exceed our

hotel threshold. 3) We could dissociate our meeting from that of the Psychonomic Society. Then we could have a full 2 day or 2 ½ day meeting without any concern for excessive length. Leaving aside the extra work this alternative entails; it would clearly yield more expensive or less luxurious meetings. 4) Leave the meeting as it is. That would assure that we have at least one topic to discuss at each year's Executive Board meeting. Please send me your views on these or other alternatives so that I may represent them at next year's Executive Board meeting and at the business meeting. Tell me, as well, whether and how you think any of the suggested changes in meeting format or time would affect your likelihood of attending.

Thomas Wallsten, President

1999 Student Poster Award Winners

Barbara Fasolo from the University of Colorado, Boulder, won the SJDM 1999 Student Poster Award for her poster entitled "Tracing Decision Processes on the Web." This poster was co-authored with Gary McClelland. Barbara received a certificate and a \$100 prize at the annual meeting in Los Angeles.

Two Honorable Mentions were also announced. These were awarded to Mara Mather of Princeton University and Alan Sanfey of the University of Colorado, Boulder. Mara's poster, entitled "Memory for Choices We Made vs. Choices Others Made for Us," was co-authored with Eldar Shafir and Marcia Johnson. Alan's poster, "A Comparative Strength Model for Judgment," was co-authored with Reid Hastie.

Members of the Student Poster Award Committee rated forty-seven posters on the dimensions of Presentation and Organization of Data/Results, Methodological Quality, Appropriateness of Interpretation, Significance/Importance of Contribution, and Originality. Members of the committee were: Bernie Goitein, Adam Goodie, Jim Holzworth, Julie Irwin, J.D. Jaspers, Ric Johnson, Ellen Peters, Julia Pounds, Paul Price, Valerie Reyna, Janet Sniezek, Eric Stone, David Washburn, and Rami Zwick. The committee was chaired by Marlys Lipe.

JDM Dissertations

Following are recent titles of doctoral dissertations in the JDM area. Please send information for dissertations in which you recently have been involved, either as writer or as faculty advisor to the newsletter editor Stephen Edgell (see p. 2 of the newsletter). A listing of all titles since 1994 that have been sent is also available on the society's web page at <<http://www.sjdm.org/sjdm/dissertations.html>>. Congratulations to all those involved!

Shawn Curley, outgoing Editor

Arslanian-Engoren, Cynthia. (1999). The triaging of men and women for coronary artery disease: Knowledge, experience, or bias. The University of Michigan, School of Nursing. Contact at <cmae@umich.edu>.

Bian, Wen-Qiang "Wayne". (Summer, 1998). Fairness perception in China (vs. North America) and cultural elements in decision making. University of California, Irvine, Graduate School of Management. Now at NetMoves Corporation, <bian@netmoves.com>.

Mantel, SP. & Kardes, FR. (1999). The role of direction of comparison, attribute-based processing, and attitude-based processing in consumer preference. *Journal of Consumer Research*, **25**, 335-352.

1999 Presidential Address

Following is an expanded abstract of Irwin Levin's presidential address at the 1999 annual meeting in Los Angeles. The full paper is available from Irwin after February 1. He can be contacted at <irwin-levin@uiowa.edu>.

Why Do You and I Make Different Decisions? Tracking Individual Differences in Decision Making

Irwin Levin
University of Iowa

This paper explores how individual difference factors moderate performance in judgment and decision making tasks, and proposes new ways of pursuing this line of research. In particular, I advocate research that links stable person characteristics to measures of the process by which a judgment or decision is reached. In terms of generalizability of results and deeper understanding of individual decision processes, this appears to be a more promising approach than looking for links between task-specific indices and final judgments or decisions.

Previous studies by personality theorists and social psychologists, as well as JDM researchers, provide tools for accomplishing this task. Personality theorists report that scales of extroversion and neuroticism correlate with measures of differential sensitivity to positive and negative stimuli, as seen in recall and other cognitive tasks (Rusting, 1998). Many judgments and decisions, such as those demonstrating framing effects, likewise utilize positive and negative stimuli. Social psychologists have demonstrated that scores on the "need for cognition" scale, a measure of an individual's tendency to engage in and enjoy effortful thought, are predictive of response to persuasive messages (Haugtvedt, Petty, & Cacioppo, 1992). It seems logical that this measure would also predict effortful processing of information in a complex multioption-multiattribute decision task. Thus, both stable personality measures and measures of effortful processing seem logical candidates as individual difference factors in decision making.

JDM researchers have provided us with process tracing methods for tapping into pre-decisional behavior. These include eye fixation data, verbal protocols, analysis of information acquisition acts (e.g., "Mouselab": Payne, Bettman, & Johnson, 1993), and use of phased decision making tasks. These techniques provide measures of effort, breadth and depth of information search, attribute-oriented vs. alternative-oriented search patterns, noncompensatory and compensatory strategies, and decision quality.

I argue that the combined use of stable person characteristics and process tracing techniques can be particularly advantageous. A recent study in our lab (Levin, Huneke, & Jasper, in press) illustrates this point. The subjects' task was to select a gift for a friend from among 16 brands of notebook computers, each described by 8 attributes. The task was performed in two steps: formation of a consideration set and final choice from this set. A new software program called "ComputerShop" was used to present pull-down menus and to provide processing measures at each stage. The need for cognition (NFC) scale was administered after the choice task. High NFC subjects scored higher than low NFC subjects on measures of effort, breadth and depth of search, and decision quality. Furthermore, high NFC subjects were more apt to fit Payne et al.'s definition of the "adaptive decision maker" who shows shifts from attribute-oriented search at the consideration set formation stage to alternative-oriented search at the final choice stage.

Research of this sort suggests that we now have the tools for new explorations of the role of person characteristics in human judgment and decision making.

MINUTES of the Executive Board Meeting
Society for Judgment and Decision Making
November 20, 1999

Executive Board in Attendance: David Budescu, Gretchen Chapman, Shawn Curley, Irwin Levin, Sandra Schneider (for Colleen Moore), Maurice Schweitzer, Thomas Wallsten, and Elke Weber.

With reports from: Julia Hough and Phil Laughlin of Cambridge University Press and David Johnson of the Federation.

Announcements

Election Results:

President Elect: David Budescu

New Member of the Executive Board: Bill Goldstein (George Loewenstein is rotating off.)

Replacements

Secretary/Treasurer: Sandy Schneider will replace Colleen Moore.

Newsletter Editor: Steve Edgell will replace Shawn Curley.

Financial Report

Finances are in reasonably good shape. For the last 3 years the Society has had unencumbered cash of approximately \$7000 available prior to the start of annual meeting registration.

There was discussion of a possible dues increase of \$5 in 2001.

MOTION: The Society will initiate an external review of the finances concurrent with the change in Secretary/Treasurer, but no less than once every three years. (Wallsten, 2nd-Levin).

Passed unanimously.

MOTION: The Society will allot up to \$2,000 per year to support the publication of the newsletter. (Weber, 2nd-Wallsten).

Passed unanimously.

Secretary/Treasurer will continue to be allotted \$2,000 annually.

The next issue of the newsletter will be sent only by email unless a hard copy has been specifically requested by a member. The Society directory will be sent as a hard copy via regular mail. Suggestion to revisit the issue next year to consider the feasibility and desirability of sending the directory via email.

Program Committee Report

There was a marked increase in paper and poster submissions, and this was accompanied by a high rejection rate: 30% of papers and 36% of symposia were accepted. All posters were accepted, and rejected papers and symposia were presented as posters at the authors' discretion. This year's program introduced three-way (versus two-way) parallel sessions. There was discussion of the rejection rate and the possibility of extending the meeting by one day. The Board agreed that we need to collect more data on foreseeable issues/problems that might be involved in extending the meeting to Tuesday.

Bill Goldstein will need to be replaced on the program committee. David Budescu, Maurice Schweitzer, and Marlys Lipe will continue. Maurice will chair. [Note. Rami Zwick agreed to serve on the Program Committee.]

MOTION: The Society will allocate up to \$500 for setting up a web-based system for paper and poster submissions. (Weber, 2nd-Wallsten).

Passed unanimously.

Report from Committee on our Relationship with Psychonomics

There seems to be a strong status quo and considerable inertia concerning a break from Psychonomics. There seems to be no need to lose the advantages of being affiliated with Psychonomics if an extra conference day will solve the problem.

Other Committees

The Einhorn Committee will make an award in 2000. The committee consists of Lola Lopes (chair), Eldar Shafir, and Rick Larrick. Lola will be contacted to organize the award procedure.

The Student Poster Committee will need a new chair. Marlys Lipe (current chair) will help identify a new chair.

Cambridge Univ Press Report on the JDM Book Series

Phil Laughlin is replacing Julia Hough as the Cambridge University Press editor for the JDM Series. The series is doing well. We need more books in the pipeline. CUP is encouraging single-author volumes, as they tend to sell better than edited volumes.

A series of questions from the Board to CUP representatives follow:

Q: How many sales are needed for a book to be considered successful?

A: About 800 to 1200 copies sold.

Q: What is the arrangement between CUP and the JDM Society?

A: JDM gets 2% in royalties per book and the book's editor gets 8-10% (any of which may be donated to the Society). Authors who publish with CUP outside of the JDM Series receive a range between 8 and 12%. Authors also receive a \$1,000 advance to cover incidental costs.

Q: Are there particular topics that are of special interest?

A: In consultation with the JDM Publications Committee, several topics have been identified. These include cross-cultural decision making (Yates, Weber?), JDM & Emotion (Isen?), Group DMing, Social dilemmas (Budescu, Buleiman, Messick?), Game theory (Camerer), Environmental DM (Irwin).

Q: What role does the JDM Publications Committee play in the publication process?

A: The Committee reviews all proposals. One person from the committee oversees each project.

Q: The process in some cases has not gone especially smoothly. What can be done by the JDM Society and the Publications Committee to facilitate the process?

A: The development of specific procedures and time frames are needed to help the publications process. Bimonthly updates on the process are recommended. The Committee and the Executive Board could play a more active role in suggesting reviewers. CUP's letter to reviewers could be revised to clarify the role of the reviewer to be clear that they are not requesting a journal review.

A reminder should be posted in an upcoming newsletter to generate new ideas and proposals for the Series.

Jon Baron is continuing as chair of the committee. Both Michael Birnbaum and Bill Goldstein will also remain on the committee. Information on titles in the series can be found at:

<<http://www.cup.cam.ac.uk/scripts/websearch.asp?type=EXACTSERIES&search=CSJD>>.

Federation News

David Johnson reported on the NSF, NIH and defense budgets, and on activity concerning Circular A-110, which is a regulation affecting research data and the Freedom of Information Act. The Federation is pursuing an infrastructure grant. The purpose is to create a mechanism for data sharing across sciences among an international group of scholars. Information about the federation is available at their web page: <<http://www.am.org/federation>>.

Other Business

A new journal, *Risk, Decision & Policy*, is Cambridge's flagship journal for JDM. Elke Weber recommended that we add the journal to the Society's endorsement list to offer the journal at a discount to members. The price is \$39 dollars for three issues.

MOTION: The Society will add Risk, Decision, & Policy to the journals listed in the newsletter in order to offer membership at reduced rates. (Curley, 2nd-Wallsten).

Passed unanimously.

Meeting adjourned.

Society for Judgment and Decision Making
Minutes of the Business Meeting, November 21, 1999
Los Angeles, CA

President Irwin Levin called the meeting to order.

Announcements:

1. David Budescu is the President Elect
2. Bill Goldstein was elected to serve on the Board of Directors.

Awards:

Shawn Curley was given a service award for his 8 years as Newsletter Editor.

Colleen Moore was given a service award for her 3 years as Secretary Treasurer.

Reports:

1. The treasurer reported on the last 3 years of finances, membership, and meeting attendance. Meeting attendance the last 3 years has been 235 (Philadelphia), 216 (Dallas), and 249 (LA). Membership is approximately even with 849 (1997), and 877 (1998) members in all categories. (1999 not reported because membership rises with meeting registration.)
2. Dave Johnson gave a report for the Federation of Behavioral, Psychological and Cognitive Sciences. See the federation's website at <<http://www.am.org/federation>>.
3. Hal Arkes reported on activity at NSF. Decision Risk and Management Science is looking for a new rotating program officer. Hal also recommended keeping a close eye on the NSF website for funding opportunities at <<http://www.nsf.gov>>.

ON-LINE

We welcome suggestions and comments about new features.

---- Alan Cooke <acooke@sjdm.org>
Alan Schwartz <alansz@sjdm.org>

Electronic Mailing Lists

To subscribe, send a message of the form:

subscribe *mailing-list* YOUR FULL NAME

to the following address:

listproc@mail.sjdm.org

where *mailing-list* is:

jdm-society for members of the society in general

jdm-grads for graduate students (Note: This is a sublist of the entire mailing list. Graduate students receive messages to both lists.)

To send a message to all subscribers (including graduate students), send the message to:

jdm-society@mail.sjdm.org

To send a message only to graduate students, send the message to:

jdm-grads@mail.sjdm.org

To cancel your subscription, send a message to the same address as for subscriptions of the form:

unsubscribe *mailing-list* YOUR FULL NAME

Reference Archive

The system allows users to store and retrieve book and chapter references related to the fields of judgment and decision making. The archive is located at:

references@mail.sjdm.org

You can also access the reference archive through the Society's web site (address below). For more information send the message "help" to the e-mail address.

World Wide Web

The J/DM Society has a set of pages on the World-Wide Web, providing information about the Society and Society Membership, upcoming events, all our electronic services (including course syllabi, easy-to-use forms for subscribing to SJDM mailing lists, and help with the reference archive), links to related Web sites that may be of interest to members, copies of the JDM Newsletter (for society members), and the SJDM directory with links to members' home pages. The URL (uniform resource locator) for the Web page is:

<http://www.sjdm.org>

Online Society Newsletters

The SJDM newsletters are available on-line and through email. If you would like to receive text-only versions of the newsletter via e-mail, subscribe to the "jdm-newsletter" mailing list. Send mail to:

listproc@mail.sjdm.org

The message should say:

subscribe *jdm-newsletter* YOUR FULL NAME

You must be a member of the society in good standing to subscribe to this mailing list

POSITIONS AVAILABLE

National Science Foundation

Division of Social and Economic Sciences. Program Director for Decision, Risk, and Management Science (DRMS). The National Science Foundation (NSF) is seeking applicants for the position of Program Director of DRMS. The appointment will begin in the summer of 2000 and will be for a period of one year with the possibility of renewal for up to two additional years. Applicants must have a Ph.D. and be active in scientific research. Program directors manage the review of proposals submitted to NSF, recommend and document actions on the proposals reviewed, deal with administrative matters relating to active NSF grants, maintain regular contact with the research community, and provide advice and consultation to persons requesting it. Program directors are also expected to engage in NSF-wide initiatives and interagency collaborations. Six or more years of research experience beyond the Ph.D. are required for appointment as Program Director. Salary range is \$68,570-106,868 and is comparable with academic salaries at major U.S. institutions. Please direct inquiries and expressions of interest to William Butz, Division Director, Social and Economic Sciences, 4201 Wilson Blvd., Suite 995, Arlington, VA 22230, 703-306-1760, <wbutz@nsf.gov>. *Qualified persons who are women, ethnic/racial minorities, and persons with disabilities are strongly encouraged to apply. NSF is an Equal Opportunity Employer committed to employing highly qualified staff that reflects the diversity of our nation.*

University of South Florida

FULL PROFESSOR OR ADVANCED ASSOCIATE. The Psychology Department at the University of South Florida seeks a distinguished scientist to join its faculty. Although candidates at the senior rank are preferred, exceptional candidates at the rank of associate professor will be considered. The primary criteria for this position are an exceptional record of scholarly productivity, a history of extramural support, capacity to attract and successfully train graduate students, and a commitment to advancing the department's educational mission at both the graduate and undergraduate level. Area of specialization is open, but the candidate's research interests should complement and extend one or more of the three departmental Ph.D. program areas: Clinical, Cognitive and Neural Sciences, and Industrial-Organizational. Excellence in the criteria listed above supercedes the importance of area of specialization. USF is a comprehensive, metropolitan state university, serving more than 34,000 students in nine colleges on four campuses in Tampa, Lakeland, St. Petersburg, and Sarasota. Among the top research universities in the state, USF offers degree programs in 79 undergraduate disciplines, 889 master's and specialist programs and 26 doctoral programs, including the MD. The faculty numbers more than 2,000 members. The Department of Psychology, which continues to advance in excellence and stature, has 32 full-time faculty and will be moving into a new, state of the art research facility during the summer of 2000. Our department is firmly committed to advancing scientific knowledge and the application of scientifically validated procedures to human psychological problems. The Clinical program is APA-accredited and a Member of the Academy of Psychological Clinical Sciences. For more information about our department and faculty, please go to <<http://www.cas.usf.edu/psychology>>. The Tampa Bay area offers many cultural and recreational pursuits, and has earned a high rating in a survey of "The Best Cities in Which to Work". Applications from women and members of ethnic minorities are particularly encouraged. This is a full time (nine months) tenure earning position and salary is negotiable. A Ph.D., or equivalent degree is required. The deadline for applications is **February 15, 2000**. Interested candidates should send a vita, a statement of research interests, and may arrange for letters to be sent or submit contact information for three references to: Michael D. Coover, Chair, Search Committee, Department of Psychology, University of South Florida, 4202 E. Fowler Avenue, BEH 339, Tampa, FL 33620-8200. For further information contact Dr. Coover at <ccoover@luna.cas.usf.edu>. *The University of South Florida is an affirmative action, equal opportunity, equal access employer. For disability accommodations, please call Ms. Florencia Stanley (813-974-0359). According to Florida law, applications and meetings regarding them are open to the public.*

California State University, Fullerton

The Psychology Department at California State University, Fullerton is searching for a tenure-track assistant professor in cognitive psychology (Ph.D. required for appointment). Candidates should have a strong record of research accomplishments and a serious commitment to undergraduate and graduate teaching. The individual will be responsible for teaching one or more of the department's required laboratory courses (learning and memory, sensation and perception, biopsychology, and cognitive psychology). We are seeking an individual with considerable expertise and interest in conducting computer-based research and teaching. This individual will lead the department's efforts to fully integrate computer-based experimentation into our required laboratory courses. In addition, candidates should have an active research program with the ability to involve both undergraduate and graduate students in their research. To apply, send a letter of interest, vita, statements of teaching and research interests, and three letters of recommendation to: Search Committee, Department of Psychology, PO Box 6846, California State University, Fullerton, Fullerton, CA 92834-6846. Screening of candidates will begin on **January 10, 2000** and will continue until filled. *Cal State Fullerton is committed to achieving a climate of success through diversity and equity.* For more information on the position and the department, visit <<http://psych.fullerton.edu/search2000.html>>.

DePaul University

DePaul University, Department of Psychology, seeks to hire an assistant professor for a tenure track position beginning Fall, 2000. Ph.D. required. Applicants should have training in cognition, human information processing, psychometrics, or human factors. DePaul offers Ph.D.s in I/O, clinical, and experimental psychology. Responsibilities include: developing and maintaining active research program, supervising graduate student research, and participating in undergraduate liberal studies education. Teaching interests should include research methods, measurement, statistics, and cognition at both undergraduate and graduate levels. Send curriculum vitae, three letters of reference, recent publications and manuscripts, and statement of teaching and research interests to Dr. George Michel, Chairperson, Search Committee, DePaul University, Department of Psychology, 2219 North Kenmore, Chicago, IL, 60614. Review of applicants begins **January 15** and continues until the position is filled.

DePaul is committed to diversity and equality in education and employment.

McGill University

The Department of Psychology of McGill University seeks applicants for a tenure-track position at the Assistant Professor level in Health Psychology. Applicants with a strong program of research and teaching in any area of Health Psychology (e.g., stress and illness, health-related behaviors, patient decision making, psychosocial aspects of chronic illness) will be considered, without restriction on the area of psychology in which the candidate received his/her Ph. D. Excellent opportunities exist for research in the community and in hospital-based departments, institutes and centres. The deadline for receipt of completed applications is **January 17, 2000**, with an anticipated starting date of September 1, 2000. Applicants should arrange for three confidential letters of recommendation to be sent to the address below. Statements of current and proposed areas of research and of teaching interests and approaches, a curriculum vitae, selected reprints, and other relevant material should also be sent to: Blaine Ditto, Ph. D.; Chair, Health Psychology Search Committee; Department of Psychology; McGill University; 1205 Dr. Penfield Avenue; Montreal, Quebec, CANADA H3A 1B1. *In accordance with Canadian immigration requirements, priority will be given to Canadian citizens and permanent residents of Canada. McGill University is committed to equity in employment.*

University of Florida

Cognitive or Social Psychologist - University of Florida: The Department of Marketing at the University of Florida invites applicants for one assistant professor position, effective August 2000. Applicants should have an interest in judgment and decision making and should be willing to investigate decision processes in consumer and / or managerial contexts. Applicants must have a Ph.D. or be ABD near completion, and should exhibit a potential for innovative and impactful research. Our faculty is composed of an attractive mix of consumer researchers, marketing strategists, and quantitative modelers. We offer a supportive research environment with limited teaching pressure. Gainesville offers a pleasant quality of life and a family-friendly community. Applications must be postmarked by **February 1, 2000**. Vitae, evidence of teaching ability, research papers and publications, and the names of three references should be sent to: Bart Weitz, Department of Marketing, P.O. Box 117155, Gainesville, FL 32611-7155. *The University of Florida is an Equal Opportunity /Affirmative Action Employer.*

University of Pennsylvania

We have full-time tenure-track and visiting openings in the areas of Negotiation and Decision Processes for the 1999-2000 academic year. Candidates should have strong research and teaching interests. Candidates at all ranks will be considered, including students who will be graduating this year.

The Department maintains a multidisciplinary environment with a strong emphasis on functional issues and processes. We are especially interested in candidates who can build on a solid methodological research base and are interested in contributing to application areas of high impact. The potential to achieve excellence in teaching is also a requirement.

The University of Pennsylvania is an Affirmative Action Equal Opportunity Employer. Applications for this position from members of minority groups and women would be especially welcome. For further information, please contact: Jack Hershey; Daniel H. Silberberg Professor of Operations and Information Management; The Wharton School; University of Pennsylvania; Philadelphia, PA 19104-6366; <recruit@opim.wharton.upenn.edu>.

Rensselaer Polytechnic Institute

Assistant/Associate Professor Opening in Department of Decision Sciences and Engineering Systems.

A successful tenure-track candidate will be responsible for education and research in systems simulation and other computational approaches to decision sciences and engineering systems, including information systems, data mining and optimization. Strong interest in applications in intelligent manufacturing and service systems is desirable. Decision Sciences and Engineering Systems is one of ten departments within the School of Engineering. With 21 regular faculty members and a number of affiliated faculty from other departments, the department offers an undergraduate degree in industrial and management engineering; master's degrees in operations research and statistics, industrial and management engineering, and manufacturing systems engineering; and a doctoral degree in decision sciences and engineering systems. The department annually awards approximately 60 Industrial and Management Engineering bachelor degrees and is currently responsible for 110 masters and 40 doctoral students. Faculty in the department is presently responsible for over \$6 million of sponsored research including six grants from the National Science Foundation.

Interested individuals should send vitae and three letters of reference to: Professor C. J. Malmberg, Search Committee Chair; Department of Decision Sciences and Engineering Systems; Rensselaer Polytechnic Institute; 110 8th Street; Troy, NY 12180-3590; fax: 518-276-8227; <Malmbc@rpi.edu>. *Rensselaer is an affirmative action/equal opportunity employer. Women and minorities are strongly encouraged to apply.*

University of Illinois at Urbana-Champaign

POSTDOCTORAL TRAINEESHIP IN QUANTITATIVE METHODS. NIMH funded training in quantitative methods for behavioral and social research. Appointment commences July or August 2000. Seminars on advanced topics including multivariate analysis, multidimensional scaling, decision theory, combinatorial methods for data analysis, and social network models. Opportunities for both methodological and applications research. Faculty includes: C. Anderson, U. Bockenholt, D. Budescu, L. Hubert, L.E. Jones, R. McDonald, J. Meulman, G. Miller, and S. Wasserman. Stipend range: \$26,256 to \$32,700. Applicants should be US citizens or have been admitted for permanent residence. Funding limits appointments to individuals who are no more than two years post-PhD. Curriculum Vitae, statement of research interests, reprints, and three letters of recommendation should be sent to: Lawrence E. Jones, Director, Quantitative Methods Training Program, 431 Psychology Bldg., 603 E. Daniel, Champaign, Illinois 61820, <ljones@s.psych.uiuc.edu>. Deadline is **February 29, 2000**.

University of Mannheim

The University of Mannheim is advertising a postdoctoral position at the SFB 504, available for one year, with a flexible starting date about fall 2000. The interdisciplinary SFB research program involves projects from three different disciplines: business administration, economics, and social psychology. The SFB 504 (www.sfb504.uni-mannheim.de) is a large scale research grant sponsored by the German Science Foundation (DFG) and affiliated to the University of Mannheim. Researchers involved in the SFB analyze the cognitive processes of individual decision-making mainly in experimental studies (Project A), they investigate various concepts of decision-making in economic applications (Project B), and they assess the implications of a richer set of behavior in different institutional contexts such as organizations or markets (Project C).

Ideally, applicants with a background in business administration, economics, or social psychology should have research interests that are directly linked to the SFB research program. The selected individual will be expected to pursue his or her own research interests. In addition, we anticipate the selected individual to initiate and start research activities with members of the SFB. Technical and financial support for this research will be provided by the SFB. Teaching one course for graduate students and SFB members on topic related to the SFB program would be appreciated.

Salary is equivalent to the BAT IIa level of the German public administration salary scheme, which is about 80.000 DM (ca. 44.000 US Dollar) gross per year (depending on age and marital status a higher salary is possible). Applicants should submit a curriculum vitae, three letters of recommendation, and a statement describing their research interests. For full consideration, applications should be received by **December 15, 1999**, but applications will be processed until the position is filled. Applications should be addressed to: Prof. Dr. Martin Weber; SFB 504; University of Mannheim; D-68131 Mannheim; Germany.

November 17, 1999

Memorandum to: Scientists and practitioners interested in Bayesian research, inference by people, machines, or a blend, evaluation and decision making by the same, decision support systems, expert systems for inference and/or decision, and the like

From: Ward Edwards

Subject: 38th Annual Bayesian Research Conference

This is your invitation to come and participate in the 38th Annual Bayesian Research Conference. The conference will be held on February 10 and 11, 2000 at the Sportsmen's Lodge Hotel. Most of you will recall that the Sportsmen's Lodge is located at the intersection of Ventura Boulevard and Coldwater Canyon Boulevard in Studio City, California.

Our format and purpose will be the same this year as in recent previous years. We hear (and many of us will give) 30-minute papers about research on inference, evaluation, decision processes and problems. We always strive for a blend of basic research and applications. A mixture of behavioral and normative interests has characterized us over the years. This means that decision analysts and behavioral decision theorists will be talking to one another. In recent years a number of members of the Normative AI Systems community have attended. So, in addition to more familiar topics like utility, probability, cognitive illusions, and the like, we will also hear about influence diagrams, formal representations of uncertainty, utility theory as a basis for control, and similar topics. We are as ecumenical about topics as about people; new topics that surprise me turn up each year.

As old hands know, the atmosphere is informal, the discussion can get intense, and many of the best debates take place during coffee breaks or in the hospitality suite at the end of the day. This Conference is a good place to try out your latest, wildest set of ideas on a kindly, knowledgeable, and critical audience. It is not a good place to make once again the speech for which you have received plaudits for the last two years. While some of our topics are technically demanding, the diversity of backgrounds of those attending calls for restraint in presenting mathematical materials; few of us are theorem-provers. (Some are, and indeed some papers prove theorems. But we need to be told why, and led gently by the hand through proofs.)

To get to the Sportsmen's Lodge, if you are driving, get to the Ventura Freeway, turn East from the San Diego Freeway or West from the Hollywood Freeway, exit at Coldwater Canyon Boulevard, drive South to Ventura Boulevard, and you are there; it is on the NE corner of that intersection.

Those not driving have various options. If you fly into Burbank Airport and have a reservation, simply phone the Sportsmen's Lodge and they will send a van to pick you up, if it is before 10 pm. If you fly into LAX, numerous shuttle services will, for a price, take you from LAX to the Sportsmen's Lodge. Flyaway

Bus Service will get you to Van Nuys, which is pretty close; from there you can take a cab.

The Conference will have a registration fee of \$50 per person. There will be a hospitality room on Wednesday and Thursday nights. Those who choose to stay over Friday evening will find other colleagues who do the same; we usually have a good time. All who do are invited to join me at my house for post-Conference drinks and conversation, after which we all usually go out to dinner.

If you indicate on the questionnaire that you must talk or want to talk, you should assume that you are on the program. If you check "schedule me if time permits," bring your viewgraphs but don't be hurt if time doesn't permit. I will, as usual, rewrite the title of your talk in an effort to make it funny unless you save yourself from my often inept ministrations by making it funny in the first place.

Please let us know as soon as you can whether or not you can come. We need answers by January 21, in order that the Sportsmen's Lodge can know how many rooms to hold. The 1999 Conference was not heavily attended. I wondered if that was a sign that it was time to stop having them. But those who did attend enjoyed it so much and felt that they learned so much from the intensive discussions that its small size made possible that they twisted my arm to keep it going.

Some who read this will wonder about the Century of Bayes Celebration. Plans for that meeting are still in progress; you should plan to be in London during the last week of June, 2001. By the date of this Bayesian Conference I should know enough about the details of CoBC to be able to brief all who attend about what it will be like.

If I have missed someone who should have been invited (to the Bayes Conference, not CoBC), please copy this and pass it on, or contact Letty Baz via email at <baz@mizar.usc.edu>. If you need to reach me, my home phone number is 818-985-4094, and my email address is <wedwards@mizar.usc.edu>. Now that I am emeritus, I no longer use my USC addresses. Please send the registration form back to Letty Baz at the address shown on the form; sending it to me would only enhance the probability of its getting lost, since I would have to pass it on to her.

I'll see you in the Hospitality Suite on Wednesday evening, February 9, at 6:00 pm or any time after that. Do come Wednesday evening. It's a good time to visit with old friends, meet new ones, and prepare yourself for the following day's stimulation.

Registration Form
38th Bayesian Research Conference
 February 10-11, 2000

Name:
 Affiliation:
 Address:
 Phone:
 Email:

PLEASE FILL OUT AND RETURN BY JANUARY 21 TO:

Letty Baz
 Social Science Research Institute, AHF B-51
 University of Southern California
 Los Angeles, CA 90089-0375 USA

1. I plan to attend the following:
 - February 9, Wednesday night, hospitality suite
 - February 10, Thursday meeting session
 - February 11, Friday meeting session
 - All of the above

2. What accommodations would you prefer:
 - Sportsmen's Lodge Hotel
 - Single Room \$102.00
 - Double Room \$102.00
 - Smoking Non-Smoking
 - I will make my own accommodations.

3. Reservation request:
 - Wednesday and Thursday (nights of Feb. 9 and 10)
 - Wednesday, Thursday, & Friday (nights of Feb. 9, 10, 11)
 - Wednesday, Thursday, Friday & Saturday (nights of Feb. 9-12)
 - Thursday and Friday (nights of Feb. 10 and 11)
 - Wednesday night only (Feb. 9)
 - Other (please specify:)

4. Request to be scheduled as speaker on conference program:
 - Yes No
 - Title:

 - Check one:
 - Must speak
 - Must speak to have trip financed
 - Would like to speak
 - Schedule me only if time permits

5. Audio/Visual equipment needed:

6. Additional comments: (Other appropriate invitees, please include address, special arrangements, etc.)

Please note that in order to hold room block reservations, the registration form must be returned no later than **JANUARY 21**. Your promptness will be greatly appreciated.

Registration fee is \$50.00 including meeting room and hospitality suite refreshments. Please return checks made payable to Ward Edwards along with this form.

No confirmation notices will be mailed. Receipts will be available at the conference.

OTHER MEETINGS

Public Choice Society and Economic Science Association: Sheraton Charleston Hotel, Charleston, SC, March 10-12, 2000. For information see: <<http://www.pubchoicesoc.org>>.

International Conference on Cognitive Modelling: University of Groningen, Netherlands, March 23-25, 2000. For information contact: Niels Taatgen <niels@tcw3.ppsw.rug.nl> or Jans Aasman <J.Aasman@research.kpn.com> or see <<http://tcw2.ppsw.rug.nl/iccm>>.

International Conference on the Dynamics of Strategy: University of Surrey, Surrey, UK, April 6-7, 2000. For information contact: Sue Gemmill; 5th International Conference on the Dynamics of Strategy; Sems; University of Surrey; Guildford; Surrey GU2 5XH, UK; +44 (0)1483 259347; fax: +44 (0)1483 259511; <sems@surrey.ac.uk>.

Risk Theory Society Seminar: University of Minnesota, Minneapolis, MN, April 14-16, 2000. For information contact: Keith J. Crocker, University of Michigan Business School, 701 Tappan Street, Ann Arbor, MI 48109 USA; (734) 763-4612; fax: (734) 936-0279; <kcrocker@umich.edu>; <<http://aria.org/rts>>.

Behavioral Decision Research Conference: University of Arizona, Tucson, AZ, May 19-21, 2000. Submission deadline: **January 14, 2000**. For information contact: Lisa Ordóñez <lordonez@bpa.arizona.edu>; or Terry Connolly <connolly@u.arizona.edu>; or at: BDRM Conference, Department of Management and Policy, Eller College of Business and Public Administration, University of Arizona, Tucson, AZ 85721; <<http://www.bpa.arizona.edu/~map/bdrm>>.

Naturalistic Decision Making: Tammsvik Conference Center, Stockholm, Sweden, May 26-28, 2000. Submission deadline: **January 31, 2000**. For information: <<http://www.fhs.mil.se/ndm5/index.html>>.

International Society for Bayesian Analysis: Knossos Royal Village Hotel, Hersonissos, Crete, May 28 - June 1, 2000. For information: <<http://www.bayesian.org>>.

American Psychological Society: Fontainebleau Hilton Resort & Towers, Miami, FL, June 8-11, 2000. Submission Deadline: **January 14, 2000**. For information contact: Randall Engle, Program Committee Chair, Georgia Institute of Technology, (404) 894-2680, fax: (404) 894-8905, <re23@prism.gatech.edu>, <<http://www.psychologicalscience.org>>.

International Meeting of the Economic Science Association: New York University, New York City, NY, June 16-18, 2000. Submission deadline: **April 15, 2000**. For information contact: Andy Schotter <esa@rsage.org>.

International ICSC Symposium on Engineering of Intelligent Systems: University of Paisley, Scotland, UK, June 29 - July 2, 2000. For information contact: ICSC International Computer Science Conventions; P.O. Box 279, Millet, Alberta T0C 1Z0 ; Canada; +1-780-387-3546; fax +1-780-387-4329; <operating@icsc.ab.ca>; <<http://www.icsc.ab.ca/eis2000.htm>>.

Logic and the Foundations of the Theory of Games and Decisions: ICIR, Torino, Italy, June 29 - July 2, 2000. Submission deadline: **February 15, 2000**. For information contact: The Organizing Committee, LOFT4; International Centre for Economic Research; Villa Gualino ; Viale Settimio Severo, 63; 10133 Torino, ITALY; fax: +39.011.6600082; <icer@inrete.it>; <<http://pages.inrete.it/icer>>.

Conference on Uncertainty in Artificial Intelligence: Stanford University, Stanford, CA, June 30 - July 3, 2000. Submission deadline: **February 17, 2000**. For information contact: Kathryn Laske; Department of Systems Engineering and Operations Research; George Mason University; Fairfax, VA 22030-4444 USA; (703) 993-1644; fax: (703) 993-1521; <klaskey@gmu.edu>; <<http://www.cs.toronto.edu/~uai2000>>.

International Conference on Information Processing and Management of Uncertainty in Knowledge-Based Systems: Madrid, Spain, July 3-7, 2000. For information contact: <ipmu@mat.upm.es>; <<http://www.mat.upm.es/ipmu>>.

Random Utility 2000: Fuqua School of Business, Durham, NC, August 3-8, 2000. For information: <<http://www.fuqua.duke.edu/ru200>>.

Cognitive Science Society: University of Pennsylvania, Philadelphia, PA, August 13-15, 2000. Submission deadline: **February 15, 2000**. For information contact: Lila Gleitman and Aravind Joshi; CogSci2000; Institute for Research in Cognitive Science; University of Pennsylvania; 400A 3401 Walnut Street; Philadelphia, PA 19104-6228 USA; 215-898-0357; fax: 215-573-9247; <cogsci2000@cis.upenn.edu>; <www.cis.upenn.edu/~ircs/cogsci2000>.

Society for Medical Decision Making: Hyatt regency, Cincinnati, OH, September 24-27, 2000. For information: <<http://www.gwu.edu/~smdm>>.

Self-Organization of Cognition and Applications to Psychology: Ascona, Switzerland, October 26-28, 2000. For information: <<http://www.upd.unibe.ch/research/symposien/HA9.html>>.

A focal point of the Monte Verita 2000 symposium is the disenchantment with the information processing view in psychology and cognitive science. The approach of symbolic information processing has resulted in doubtful "solutions" to fundamental problems of our understanding of cognition and action. One such problem is to understand volition and intentionality. Related problems arise from issues such as representation, constructivism and situatedness. The consequences of this discussion for psychology and cognitive science will have to be examined. The aim of the Monte Verita symposium is to bring together representatives of a new dynamical approach to cognition from various disciplines (psychology, neuroscience, AI, philosophy etc).

The Psychonomic Society: New Orleans, LA, November 16-19, 2000. For information contact: Roger L. Mellgren, Secretary-Treasurer, Dept of Psychology, Box 19528, University of Texas, Arlington TX 76019-0528 USA, (817) 272-2775, fax: (817) 272-2364, <mellgren@uta.edu>.

Society for Judgment and Decision Making: New Orleans, LA, November 18-20, 2000.

Future SJDM meeting:

2001: Orlando, November 17-19.

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