

J/DM Tentative ProgramSaturday, November 10

- 1:00 p.m. Welcoming remarks: Lola Lopes, University of Wisconsin
- 1:15 MAJOR ADDRESS
- Howard Raiffa, Harvard
"Behavioral Insights for Prescriptive Analysis"
- Max Bazerman, M.I.T. Moderator
- Gerrit Wolf, University of Arizona, Discussant
- Robin Hogarth, University of Chicago, Discussant
- 2:45 Coffee
- 3:00 SYMPOSIUM "Unasked Questions in Decision Research"
- James Shanteau, Kansas State University, Moderator
- Terry Connolly, University of Arizona
"How Do People Do Well?" or "How are Baseball Players
Able to Solve All Those Complex Differential Equations
Mentally While the Pitch is in the Air?"
- Kent Norman, University of Maryland
"High Tech, Low Tech, Here Comes No Tech: Issues
Confronting Computer-Aided Decision Making and the
Leap of Faith."
- James Shanteau, Kansas State University
"How Would You Know An Expert Decision Maker If You
Saw One? Some Unasked Questions About the Psychology
of Experts."
- Mike Doherty, Bowling Green State University, Discussant
- 4:30 WORKSHOP "Teaching Judgment and Decision Making"
- Ken Hammond, University of Colorado, Moderator.
- Berndt Brehmer, University of Uppsala
(overseas view)
- Mike Doherty, Bowling Green State University
(experimental psychology)
- Arthur Elstein, University of Illinois at Chicago
(medical school)

John Payne, Duke University
(business school)

Jim Shanteau, Kansas State University
(general)

6:00 Cocktails

7:00 Dinner

Sunday, November 11

8:30 a.m. SYMPOSIUM "Consumer Behavior"

Jay Russo, University of Chicago, Moderator and Discussant

Daniel Kahneman, University British Columbia
"Naive Economics"

Richard Thaler, Cornell University
"Principles of Mental Accounting"

10:00 Coffee

10:15 MAJOR ADDRESS

Sarah Lichtenstein, Decision Research, Eugene, Oregon
"Comparable Worth as Multiattribute Utility"

Hillel Einhorn, University of Chicago, Moderator

John Payne, Duke University, Discussant

Lola Lopes, University of Wisconsin, Discussant

11:45 Lunch/Business Meeting

1:30 WORKSHOP "Microcomputers in Decision Research and Decision
Aiding"

Eric Johnson, M.I.T., Moderator

Marvin Cohen, Decision Science Consortium, Falls Church, VA
"Human-Computer Task Allocation in Decision Analytic Aids"

Donald Kleinmuntz and John Larsen, University of Texas
"A Microcomputer-Based Investigation of Dynamics
Decision Making"

Stuart Nagel, University of Illinois
"Policy/Goal Percentaging Analysis: A Decision Aiding
Program"