

1994 Meetings of the Society for Judgment and Decision Making
St. Louis, November 12-14, 1994
Adam's Mark Hotel

Program

SATURDAY, November 12

5:00 - 7:30 pm REGISTRATION/RECEPTION, with...
5:30 - 7:00 POSTER SESSION I, including TEACHING FORUM
Rooms 46, 47, 48

SUNDAY, November 13

(Morning: Psychonomics sessions)

1:15 - 1:20 OPENING REMARKS AND ANNOUNCEMENTS

1:20 - 2:30 INVITED TALK

1:20 - 2:05 Richard Shweder (U of Chicago)
"Moral intuition and self-evident truth"

2:05 - 2:30 Robyn Dawes (Carnegie Mellon U)
Discussant; Audience comments

2:30 - 3:00 BREAK

3:00 - 4:15 INDIVIDUAL PAPERS

3:00 - 3:25 Craig Fox & Amos Tversky (Stanford U)
"Ambiguity aversion and comparative ignorance"

3:25 - 3:50 Linda Babcock, George Loewenstein, & Xianghong Wang
(Carnegie Mellon U)

"Determinants of the egocentric bias in contract negotiations"

3:50 - 4:15 Michal Strahilevitz (U of Illinois, Urbana-Champaign), George
Loewenstein (Carnegie Mellon U), & Daniel Kahneman (Princeton U)

"The effects of exposure, endowment, and time on the valuation of
objects"

4:15 - 4:45 BREAK

4:45 - 6:00 INDIVIDUAL PAPERS: Aspects of Regret

4:45 - 5:10 Maya Bar-Hillel (Hebrew U) & Efrat Neter (Technion)
"Why are people reluctant to trade lottery tickets?"

5:10 - 5:35 Julie Feldman, John Miyamoto, & Elizabeth Loftus (U of Washington)
"Are actions regretted more than inactions?"

5:35 - 6:00 Thomas Gilovich and Victoria Medvec (Cornell U)
"A temporal pattern to the experience of regret"

6:00 - 8:00 SOCIAL HOUR with ...

6:15 - 7:45 POSTER SESSION II

MONDAY, November 14

8:00 - 9:00 CONTINENTAL BREAKFAST + BUSINESS MEETING

9:00 - 9:40 EINHORN NEW INVESTIGATOR AWARD

9:00 - 9:05 Presentation of the award: Don Kleinmuntz (U of Illinois,
Champaign-Urbana)

9:05 - 9:30 Paper presentation

9:30 - 9:40 Discussion

9:40 - 10:30 INDIVIDUAL PAPERS

9:40 - 10:05 John Sterman (MIT)

"Decision making and learning in complex systems"

10:05 - 10:30 Ido Erev (Technion) & Al Roth (U of Pittsburgh)

"On evolutionary game theory and its relation to judgment and decision making research"

10:30 - 11:00 BREAK

11:00 - 12:10 INVITED TALK

11:00 - 11:45 Norbert Schwarz (U of Michigan)

"Feelings as information: The role of moods and phenomenal experience in judgment"

11:45 - 12:10 Alice Isen (Cornell U)

Discussant; Audience comments

12:15 - 1:45 LUNCH + PRESIDENTIAL ADDRESS

12:45 - 1:30 Frank Yates (U of Michigan)

"Deficient decisions"

1:30 - 1:45 Discussion

2:00 - 3:30 SYMPOSIUM: Recent advances in anchoring and assimilation

(Carol Varey, organizer)

Eric Johnson (U of Pennsylvania) & Gretchen Chapman (U of Illinois, Chicago)

"Anchors, confirmatory search, and the construction of value"

Carol Varey & Nancy Ross (U of Waterloo)

"Effects of irrelevant anchors on a perceptual judgment task"

Norbert Schwarz (U of Michigan)

"Assimilation and contrast in evaluative judgments"

Daniel Kahneman (Princeton U), Discussant

Tentative Roster of Posters

Society for Judgment and Decision Making 1994 Annual Meeting

- Ayton, P. "The Bomb Party Probability Illusion"
- Ayton, P., & Önkal, D. "Forecasting Football Fixtures: Confidence and Judged Proportion Correct"
- Barnes, M.D., & Schneider, S.L. "Influences on Perceptions of Risk in Multi-Outcome Lotteries"
- Bhattacharya, S. "Memory Measure Differences in Professional Skepticism between Experienced and Inexperienced Auditors"
- Bladen, A.M., Paese, P., & Walk, T.B. "Overconfidence as a Function of Testing Format: Forced-Choice vs. Free-Recall"
- Braun, K.A., & Gaeth, G. "The Unrecognized Influence of Expert Opinions on Consumer Decisions"
- Bukszar, E. "The Role of Cognitive Limitations in Strategy Implementation"
- Chapman, G. "Temporal Discounting and Utility for Health and Money"
- Connolly, T., & Geller, S. "What Does Policy Capturing Capture When it Doesn't Capture Policy?"
- Cooke, A., & Mellers, B. "The Role of Task and Context in Preference Measurement"
- Cooksey, R.W. "Chaos and Human Judgment: An Evolving Focus for Policy Capturing"
- Creyer, E.H., Gaeth, G.J., & Levin, I.P. "Framing of Risks and Product Evaluation"
- Dahr, R., & Sherman, J. "The Effect of Common and Unique Features in Consumer Choice"
- Dilla, W.N., & Stone, D.N. "The Joint Effects of Audit Structure and Response Representation on Auditors' Inherent Risk Judgments"
- Dulin, J., & Nygren, T.E. "A Multidimensional Representation of Commercial Flight Deck Information Management Problems"
- Dusenbury, R.B., & Fennema, M.G. "Preferences for Linguistic Versus Numeric Representation of Risk Assessments"
- Finken, L.L., Jacobs, J.E. & Laguna K. "The Effect of Framing on Risky Decisions about Drinking and Driving"
- Fischer, U., Orasanu, J., & Wich, M. "Situational Variables in Expert Pilot Decision Making"
- Gaeth, G., Braun, K., Levin, I., Juang, C., & Sood, S. "The Power of Second-Hand Information to Frame First-Hand Experience"
- Gaines, D.M., Brown, D.C., & Doyle, J.K. "A Computer Simulation Model of Juror Decision Making"
- Ganzach, Y. "Biases and Expertise in Clinical Judgment: Meehl's Data Revisited"
- Gettys, C.F., & Dougherty, M.R. "Decision Models Based on Modern Memory Theory: An Instance-Based Theory of Certainty"
- Gigone, D., & Hastie, R. "The Impact of Information on Group Choices"
- Gourville, J., & Soman, D. "Product Purchasing and Consumer Overconfidence: An Investigation Using Mail-In Rebates"
- Grams, G., & Sheu, C. "Guessing Weight From Height and Height From Weight"
- Griffin, D. "Fluency Effects on Confidence Judgments"
- Henry, R.A., & Yorges, S.L. "A Percent-Based Method for Assessing Confidence in Groups"
- Highhouse, S., & Yuce, P. "Framing Effects on Perceptions of Alternatives in the Asian Disease Problem"
- Highhouse, S. "The Effects of Asymmetrically-Dominated Versus Asymmetrically-Dominating Alternatives on Choice"
- Hilton, D.J. "Utilities in the Interpretation and Testing of Conditional Rules"
- Hogge, J., & Murrell, J. "A Look at Nursing Competency Through Brunswick's Lens"
- Holzworth, R.J., Barnes-Farrell, J.L., Hennen, M.E., & Ross, C.L. "Comparison of Supervisor Judgment Policies Concerning Corrective Actions for Various Personnel Matters"

Huber, O. "Decision Making with Uncertain Outcomes in Choices Among Non-Gambles"

Huber, O. "Perceived Control and Ambiguity"

Hynan, L.S., & Pantle, M.L. "Multiattribute Decision Making and the Five-Factor Model of Personality"

Jacobs, J., & Narloch, R. "Development of the Law of Large Numbers: The Role of Variability"

Jagacinski, C.M. "Range Effects and Missing Information in an Employee Selection Context"

Jones, S.K., Frisch, D., & Yurak, T.J. "The Effect of Outcome Information on Recall of One's Decision Processes"

Jones, S.K., Frisch, D., & Jones, K.T. "A Comparison of Implicit Theories and Self-Reported Decision Processes"

Kadous, K. "The Role of Motivational Factors in Determining Hindsight Effects"

Kameda, T. "Sharing of Knowledge Representations in Group Decision Making"

Kass, E., & Lim, R.G. "The Usefulness of Confidence Intervals for Improving Accuracy and Expressing Confidence"

Kerstholt, J.H. "Strategy Selection and Implementation in a Dynamic Task Environment"

Koehler, D.J., & Tversky, A. "How and How Well do Basketball Fans Predict Game Outcomes?"

Kuhn, K.M. "Confidence and Uncertainty in Forecasting: The Effects of Scenario Presentation"

Laguna, K.D., Finken, L.L., & Jacobs, J.E. "An Examination of College Student Decision Making About Substance Use"

Lai, S., & Gu, Y. "The Effectiveness of Eliciting Ratio and Equivalence Judgments on Strength of Preference"

Lampel, J., & Shapira, Z. "Rare Events, Information Search and Strategic Surprises"

Langholtz, H., Hamilton, S., & Schultz, D. "Omissions and Commissions in Decision Making, Law, and Religion"

Lees, C. "Processes Underlying Intuitive Prediction: How Weight is Expressed in MCPL Judgements"

Levin, A.M., & Levin, I.P. "One of the Most Common Choices We Make: Which Movies to See"

Lillis, M.P., & Hunt, R.G. "Predicting Individual Differences in Problem Perception"

Lowenthal, D. "When are higher taxes acceptable to the public?"

Macchi, L., & Girotto, V. "Probabilistic Reasoning with Conditional Probabilities: The Three Boxes Paradox"

Maher, K.J. "Decision Rules in Judgments of Unethical Behavior in Business Settings"

Maxwell, N.P. "CVMs and WTPs Usually Fail to Reveal Negative Values"

Milner, R.G. "Environmental Influences on Small Group Decision Making"

Morera, O.F., & Budescu, D.V. "The Decomposability of Multiattribute Judgments and the Analytical Hierarchy Process"

Morton, J.E. "Order Effects in Auditors' Internal Control Judgements: Belief Perseverance versus the Contrast Effect"

Murray, R.A., & Beattie, J. "Sources of Difficulty in a Prenatal Testing Decision"

Myers, P.M., & Gramling, A.A. "Users' and Practitioners' Perceptions Concerning the Benefits of Internal Auditor Certification"

Narloch, R. "Developmental Differences in Judgments of Variability of Social Behaviors"

Nickles, K.R. "Judgment and Reasoning Based Stopping Rules in Decision Making Under Uncertainty"

O'Connor, M., & Lim, J.S. "Judgmental Forecasting with Causal and Time Series Information"

O'Curry, S., & Sheu, C. "The Effect of Pricing Patterns on Internal Reference Price Formation"

Olson, M.J., Budescu, D.G., & Conneely, K.M. "Telling, Listening and Deciding Using Verbal and Numerical Probabilities"

Ordonez, L., & Mellers, B. "Are Preference Reversals Reduced When Made Explicit?"

Paese, P., Wilkins, S., & Stang, S. "Framing, Group Discussion, and Allocations of Effort in a Resource Dilemma Context"

Pascoe, E., & Pidgeon, N. "Risk Orientation and Assimilation of Prior Outcomes in a Dynamic Decision Making Task"

Peters, E.M., & Slovic, P. "The Role of Affect and Worldviews in Risk Perception"

Phillips, V.L., & Levin, I.P. "Examining Avenues of Social Influence on Individual Decision Making"

Pounds, J., & Shanteau, J. "Preference Reversal in Consumer Judgment: Does Risk Matter?"

Price, P.C. "Installment Framing: The Mental Aggregation and Disaggregation of Monetary Cost Over Time"

Ramamoorti, S., & Myung, I.J. "Making Audit Materiality Judgments in the Presence of Feedback"

Rapoport, A., Seale, D., & Sundali, J. "Coordination in Market Exit Games with Symmetric Players"

Regenwetter, M. "Choosing Subsets: Size-Independent Random Utility Models and the Quest for a Social Welfare Function"

Reitz, F. "The Effect of Missing Information on Decision-Making Strategy Selection and Use"

Rettinger, D.A., & Hastie, R. "Judgments of Cause in Multi-Causal Situations: Identifying the Cues to Causality"

Ritov, I. "Anchoring in Simulated Competitive Market Negotiation"

Ross, W.T., & Creyer, E.H. "Risk Handling Behavior and Framing Effects: When Products Can Harm"

Rude, D.E., & Trailer, J. "Toward Nomothetic and Idiographic Synergy"

Scherer, L.L., Butler, A., Reiter-Palmon, R., & Weiss, R.J. "Toward a Taxonomy of Reactions to Ill-Defined Problems"

Schneider, S.L., Campbell, G.E., Marden, R.E., & Holstrum, G.L. "CORE: A Generic Coding Scheme for Analyzing the Content of Expert Interviews"

Shanteau, J., & Breeskin, S. "A Penny Saved, A Penny Earned: Proverbs in Consumer Decision Making"

Skitka, L.J., & Mosier, K. "Automation bias: When, where, why?"

Smith, C.M., Thomas, L.S., & Tindale, R.S. "The Effects of Group Discussion on Investment Decisions in Sunk Cost Situations"

Snizek, J.A., Kuhn, K.M., & Spurlock, D.G. "Advice, Scenario Generation, and Confidence in Long Range Judgmental Forecasting"

Soll, J.B. "Determinants of Miscalibration and Over/underconfidence"

Spranca, M.D. "Activism and Rationalization in Moral Judgment"

Strahilevitz, M.A. "Preference Reversals Based on Acquisition Mode"

Sundali, J. "The Chain Store Paradox: Experimental Evidence"

Titcomb, A.L., & Reyna, V.F. "Misinforming Gist Versus Verbatim Memory: A Fuzzy-Trace Theory Analysis"

Tsao, C. "The Effects of Evaluative Feedback and Time Pressure on Multiple-Cue-Probability-Learning Task"

Van Wallendael, L.R., & Sarno, A.J. "Filling in the Blanks' in Pseudodiagnostic Information"

Webby, R., Edmundson, R.H., & O'Connor, M. "Incorporation of Qualitative Information into the Forecasting Decision"

Westenberg, M.R.M., & Koele, P. "The Treatment of Substance Addicts: A Judgment Analysis of Clinicians' Matching Strategies"

Whitecotton, S.M. "The Impact of Decision Aids and Expertise on Judgment Calibration and Resolution"

Wu, G., & Gonzalez, R. "Curvature of the Probability Weighting Function"

Yamagishi, K. "A Response Range Effect in Frequency Judgment of Mortality"

Zellermayer, O. "A Bayesian Model of Anchoring and Adjustment"