

JUDGMENT / DECISION MAKING

newsletter

April 1982

Vol. I, No. 4

This issue of the J/DM Newsletter marks the beginning of some new developments. Perhaps foremost among them is the announcement from the National Science Foundation concerning the new Decision and Management Science Program, details of which may be found on pages 4-5. Also, we are pleased to announce that 'The List', maintained for many years by the hard work of Sarah Lichtenstein and others is being merged with the J/DM Newsletter. This means that we will have a larger number of readers who are interested with applied and basic research in judgment and decision making.

The success of the J/DM Newsletter depends upon you. In order to have a useful publication, we are dependent upon submissions from you for inclusion in the newsletter. We are willing to publish a large variety of notices. Although many of you have sent materials which we have included, the following topics are of general interest and contributions would be welcome.

We would like to have summaries or synopses of the decision making aides and materials available through computer-based information systems. If you attend a professional meeting or conference which features decision making presentations, we would like to receive a brief summary... If you know of outstanding examples of applications of judgment and decision research which could be featured in a short article, please send a very brief abstract -- or better yet -- submit a one or two page description...

Beginning with the next issue, the J/DM Newsletter will feature, on a trial basis, reviews of new or recent books. In order for this effort to succeed, we need some assistance. First, if you have published a book or monograph recently, let us know and encourage the publisher to provide review copies. Second, if you are willing to write a short review of a recent book, drop me a note indicating the particular areas in which you are willing to review. We do not know how well this new project will work, but will give it a try.

Finally, if you have any suggestions for improving the J/DM Newsletter, please let me know. The deadline for receipt of material for the next newsletter will be June 30, 1982.

PLAN FOR THE NEXT J/DM CONFERENCE NOW...

The 3rd Judgment and Decision Conference will be held in Minneapolis on Nov. 13-14. The next issue of the J/DM Newsletter will have information about the meeting.

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FROM THE EDITOR...

The J/DM Newsletter welcomes submissions from individuals and groups. However, we do not publish substantive papers. See Page 1 for an announcement concerning book reviews.

There are few ground rules for submissions. In order to make the cost of the J/DM Newsletter as low as possible, please submit camera-ready copy. This means that the copy should be typed single-spaced on white 8 1/2 by 11 paper. Please leave good margins--1 inch at the sides and bottom and 2 inches at the top. If possible use a carbon or film ribbon. Please mail flat--do not fold.

Subscriptions: The current rate for the J/DM Newsletter is \$2.00/year. This should cover the cost of about 4 issues. We are dedicated to keeping the cost at a minimum, but must emphasize that recent increases in postage rates will cause problems unless as many readers as possible pay. Please send your subscription to the editor. If you do not know whether or not you have paid for your subscription, check your mailing label. If it has a 0 or is blank, you have not paid for your subscription. Checks should be made payable to the Indiana University Foundation.

Foreign Subscriptions: The cost of foreign subscriptions is necessarily higher than domestic subscriptions. Copies will be sent airmail to foreign addresses for \$xxxx (U. S.) per year.

Address Correction: Please check your mailing label. Because the J/DM Newsletter is sent by bulk mail, copies with incorrect addresses or otherwise undeliverable are neither forwarded nor returned. Therefore we have no way of knowing if copies are received. Any changes (or errors) in addresses should be reported to Gary McClelland.

Mailing Labels: Some readers may wish to send reprint lists or other material to people listed in the directory. Gary McClelland has agreed to provide sets of mailing labels for \$5.00 to individuals employed by non-profit institutions.

HELP WANTED: RESEARCH REPLICATION...

Decision Research, A Branch of Perceptronics, is looking for someone willing to replicate Koriat, Lichtenstein & Fischhoff (1980). We would like the replication to be as close as possible to the original from recruitment of subjects (ad in student newspaper) on. We would send masters of all materials and background instructions for the experimenters and pay all out-of-pocket expenses, or some other arrangement. In return, we could run your favorite task on our subjects in Eugene. Contact Sarah Lichtenstein, Decision Research, 1201 Oak St, Eugene, OR 97401; (503) 485-2400.

MPA SESSIONS DEALING WITH DECISION MAKING AND JUDGMENT...

The Midwestern Psychological Association will hold its annual meeting May 6-8, 1982 in Minneapolis, Minnesota. The meeting will feature many papers dealing with decision making and judgment. Unfortunately, attendees must sometimes choose between simultaneous sessions. On Thursday, May 6th, there will be a paper session at 2:45 P.M. Judgments and Problem Solving which will feature, among others, an invited paper by Lola Lopes entitled Risk: Perception and Preference, and others including two entitled Two Components of Information Integration, and Averaging Processes in the Formation of Economic Attitudes. At the same time, Daniel Kahneman will give an invited address, Modes of Causal Reasoning.

-On- Friday the morning will begin with a paper session entitled Expectations, Information and Social Judgment. At 10:45 there will be an invited symposium Social Cognition and Social Judgment featuring Nancy Cantor and Robin Hogarth who are responsible for two of the four presentations and will discuss aspects of judgmentally oriented research in social cognition.

Saturday will begin with a poster session entitled Decision Making / Problem Solving. Following the poster session you can attend a paper session on Social Judgment, Attitudes and Behavior.

Many of us can remember when there was a single paper on decision making at MPA which often was merely dropped into a session on psychophysics or psychometrics. Since I do not wish to incur the wrath of other presenters at MPA, I should point out the listing above is highly selective and reflects one person's view of the program. Many relevant papers will no doubt be presented in other sessions, and interested people should review the program carefully.

Individuals desiring information concerning the MPA program should contact George S. Speer, Convention Manager, 225 South Euclid Avenue, Oak Park, IL 60302. (312) 848-4612 or (312) 567-3565.

COMPUTERS AND DECISION MAKING...

"If the fifth generation [of computers] does all that is hoped for, it will make it possible for us to make proper use of nonnumeric information. ... If we can do that, then we can use qualitative value judgments in our decision-making. ... If that can be done, that alone would justify the fifth generation computer. I believe it is perhaps the one intellectual development that could have the greatest benefit to society by improving the quality of our decision-making ... particularly by our governments."

C. Read, Interbank Research Organization, U.K.

speaking at Tokyo Computer Conference, October 1981

(reported in Datamation)

NEW NSF DECISION AND MANAGEMENT SCIENCE PROGRAM...

The National Science Foundation has announced the establishment of a Decision and Management Science Program in the Division of Social and Economic Science. This program supports theoretical and empirical research on social and behavioral factors that influence the effectiveness of decision and management structures, processes, and methods. Results are intended to provide a scientific knowledge base that can be drawn on to improve the performance of public and private organizations.

Research proposals must address issues that fall within the scope of social and behavioral science. Examples of research areas that are eligible include:

Theoretical and empirical investigations that address the gap between standard theories of decision and management and the findings of organizational and behavioral research.

The formulation and testing of new theories, models, and methods for decision and management that incorporate or take better account of the influence of behavioral and social factors.

New extensions of research models and methods from the physical, engineering, and other sciences to social and behavioral factors that are involved in decisions and management.

The synthesis and refinement of empirical theories, findings, and methods in the field of decision and management science.

During Fiscal Year (FY) 1982, approximately \$500,000 will be available to fund research in this area. It is expected that about fifteen awards will be made in FY 1982.

WHO MAY SUBMIT: Because of the interdisciplinary nature of this field, proposals from investigators in all areas of science are invited. Proposals may be submitted by academic institutions, non-profit and profit making organizations, or by a combination of them. A proposal is normally initiated by the principal investigator on whose behalf it is submitted. Proposals from graduate students and unaffiliated investigators may be submitted, but are supported only in special circumstances.

PREPARATION AND SUBMISSION OF PROPOSALS: Proposals submitted in response to this program announcement should follow the format in NSF 81-79, Grants for Scientific and Engineering Research, using copies of the forms included in the appendices. The brochure is available at most university research offices, and can be obtained from Publications, National Science Foundation, Washington, DC 20550. Twenty copies of the proposal (including one official copy bearing signatures) should be mailed to Data Support Services Section, National Science Foundation, Washington, DC 20550. Proposals for FY 1982 funding should be received by May 15. The next target date will be September 1.

EVALUATION CRITERIA: All unsolicited proposals to the Division of Social and Economic Science, including proposals submitted in response to this announcement, are evaluated on the basis of criteria that emphasize the scientific quality and importance of the research, and the capability of the applicant to make original and creative contributions in the area.

...continued on next page...

NEW NSF DECISION AND MANAGEMENT SCIENCE PROGRAM... (continued)

EVALUATION PROCESS: Normally, each proposal will be evaluated by ad hoc reviewers who have expertise in the subject area, and by an advisory subcommittee comprised of researchers in the field of decision and management science. Because of the interdisciplinary nature of the field and its close ties with practice, reviewers will be drawn as appropriate from several disciplines, especially those represented in interdisciplinary research programs at universities and in public and private sector organizations.

INQUIRIES: Inquiries concerning support for decision and management science research should be directed to

Dr. Trudi C. Miller
Acting Program Director
Decision and Management Science
Division of Social and Economic Science
National Science Foundation
Washington, DC 20550

Telephone: (202) 357-7569

NOTE: The information in the above announcement is believed to be accurate. However, interested people should contact Dr. Miller for complete details.

NEW BOOKS...

~~Fischhoff, B., Lichtenstein, S., Slovic, P., Decby, S., & Kenney,~~

R. Acceptable Risk. New York: Cambridge University Press, 1981. "How safe is safe enough?" This thought-provoking book, which assumes no mathematical background, examines how such decisions concerning risk are made. The authors construct a new framework for decision making, and offer recommendations for research, public policy, and practice.

Hill, P. H., Bedau, H. A., Chechile, R. A., Crochetiere, W. J., Kellerman, B. L., Dunjian, D., Pauker, S. G., Zubin, J. Z., & Pauker, S. P. Making Decisions: A Multidisciplinary Approach. Reading (MA): Addison-Wesley, 1979.
ISBN 0-201-03103-5

Howell, W. C., & Fleishman, E. A. (Eds), Information Processing and Decision Making. Hillsdale (NJ): Lawrence Erlbaum Associates, 1982. ISBN 0-89859-090-6

Kahneman, D., Slovic, P., & Tversky, A. Judgment Under Uncertainty: Heuristics and Biases. New York: Cambridge University Press, 1982. This book contains 35 chapters, some of which are original contributions, some are reprints of book chapters or journal articles, and some are abridged or excerpted from published papers.
ISBN 0-521-28414-7 (paper) ISBN 0-521-24064-6 (hard cover)

Goicoechea, A., Hansen, D. R., & Duckstein, L. Multiobjective Decision Analysis with Engineering and Business Applications. New York: John Wiley, 1982.

DECISION MAKING UNDER STRESS**Jim Shanteau**

There is a project currently underway at Kansas State University which is looking at the effects of different types of stress on judgment and decision behavior. Leon Rappoport and Jim Shanteau are co-principal investigators, and Ken Hammond and Paul Slovic are serving as consultants. The project is part of a contract from FEMA (Federal Emergency Management Agency) to Fred Rholes of the Institute for Environmental Research at Kansas State.

In the planned research, subjects will be placed in long-term (24 to 48 hours) stressful environments. The stressors will include crowding, high temperature and humidity, and sleep deprivation. Subjects will be run through a variety of tasks before, during, and after their stay in the stressful environment. Subjects will primarily be middle-aged and will (obviously) be paid well for their efforts.

There are two ways that JDM researchers might be of assistance in this project. First, does anyone know of any previous research that has been done looking at how stress (either environmental or psychological) influences judgment and decision processes? While there has been some work on the effects of stress on simple psychomotor tasks (e.g., reaction time), we are not yet aware of any body of research in decision making on stress effects. If you know of any such research, we would very much like to hear from you.

Second, if you are working with or are familiar with a task that might be sensitive to the effects of stress, please let us know. We would like to have a large battery of tasks available for use in this project. For obvious reasons, we are especially interested in tasks that can be easily scored so that stress-nonstress comparisons can be made. Also, tasks which involve predecisional processes would be especially appropriate.

There will be some computer equipment available for running subjects. Specifically, both terminals and Apple II minicomputers will be used in this research. Of course, standard paper-and-pencil procedures would also be appropriate.

If you have any comments or suggestions, feel free to contact any one of us. Leon Rappoport and Jim Shanteau can be reached at Dept of Psych, Kansas State Univ, Manhattan, KS 66502 (913/537-0526). Ken Hammond can be reached at CRJP, IBS#3, Univ of Colorado, Boulder, CO 80309 (303/492-8122). Paul Slovic can be reached at Decision Research, 1201 Oak St., Eugene, OR 97401 (503/485-2400).



Department of Psychology

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Dear Colleague:

Attached is a list of available reprints, preprints, technical reports, etc., in psychological judgment and decision making. Published papers (or papers in their final form) are indicated by numbers and new papers (or papers still subject to revision) are indicated by letters. Also I have listed some theses and dissertations which may be of interest.

If you would like to receive any of these papers, please circle the appropriate numbers or letters below and return to me. I will be happy to send you up to 10 papers (not including theses or dissertations) without charge. However, there will be a charge for additional papers of \$.50 per paper, with a charge of \$2 for each thesis or dissertation.

A listing of earlier papers available will be sent on request.

Grid of numbers 1-50 and letters A-H, K for marking responses.

Name and Address:

Please send to:

James Shanteau
Department of Psychology
Kansas State University
Manhattan, Kansas 66506

1977

19. Shanteau, J., Troutman, C.M., & Ptacek, C. An information integration analysis of consumer decision making. "Great Plains-Rocky Mountain Geographical Journal", 1977, 6, 86-99.
20. Shanteau, J. Correlation as a deceiving measure of fit. "Bulletin of the Psychonomic Society", 1977, 10, 134-136.
21. Shanteau, J. POLYLIN: A FORTRAN program for analysis of multiplicative trend components of interactions in a factorial design. "Behavior Research Methods and Instrumentation", 1977, 9, 381-382.
22. Shanteau, J., & Frieman, J. X Average, S high, N = 3. "Contemporary Psychology", 1977, 22, 509-510.
23. Shanteau, J., & Phelps, R.H. Judgment and swine: Approaches and issues in applied judgment analysis. In M.F. Kaplan & S. Schwartz (Eds.), "Human judgment and decision processes in applied settings." New York: Academic Press, 1977.
24. Troutman, C.M., & Shanteau, J. Inferences based on nondiagnostic information. "Organizational Behavior and Human Performance", 1977, 19, 43-55.
25. Anderson, N.H., & Shanteau, J. Weak inference with linear models. "Psychological Bulletin", 1977, 84, 1157-1170.
26. Troutman, C.M. "Processes in husband-wife decision-making on health care factors." Ph.D. dissertation. Manhattan: Kansas State University, 1977. (J. Shanteau, Major Advisor).
27. Phelps, R.H. "Expert livestock judgment: A descriptive analysis of the development of expertise." Ph. D. dissertation. Manhattan: Kansas State University, 1977. (J. Shanteau, Major Advisor).

1978

28. Shanteau, J., & Ptacek, C.H. Situation determinants of consumer decision making. In C. Leavitt (Ed.), "Consumer psychology proceedings II." Columbus, Ohio: APA Division 23, 1978.
29. Phelps, R.H., & Shanteau, J. Livestock judges: How much information can an expert use? "Organizational Behavior and Human Performance", 1978, 21, 209-219.
30. Shanteau, J. When does a response error become a judgmental bias? Commentary on 'Judged frequency of lethal events.' "Journal of Experimental Psychology: Human Learning and Memory", 1978, 4, 579-581.
31. Shanteau, J. "Psychological abilities of livestock judges." Manhattan: Agricultural Experiment Station Bulletin 620, July 1978.
32. Shanteau, J. Comparison of methods for analyzing bilinear (multiplicative) data. "Bulletin of the Psychonomic Society", 1978, 12, 283.

1979

33. Gentry, J.W., & Shanteau, J. Revision of consumer intention: Two models. "OMEGA: The International Journal of Management Science", 1979, 7, 214-247.
34. Shanteau, J., & Nagy, G. Probability of acceptance in dating choice. "Journal of Personality and Social Psychology", 1979, 37, 522-533.

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- A. Pringle, R., Andrews, J., & Shanteau, J. "Judgments of numerosity: An analysis of the size-density combination rules for children and adults." Tech. Rep. 78-3, Department of Psychology, Kansas State University, 1979.
- B. Ptacek, C.H., & Shanteau, J. "Situational determinants of consumer decision making." Tech. Rep. 78-4, Department of Psychology, Kansas State University, 1979.
- C. Shanteau, J., & Phelps, R.H. "Things just don't add up: The case for subadditivity of utility." Tech. Rep. 79-8, Department of Psychology, Kansas State University, 1979
- D. Shanteau, J., & Troutman, C.M. "Decreasing marginal utility and (sub) additivity of utility: A psychological evaluation of economic behavior." Tech. Rep. 79-9, Department of Psychology, Kansas State University, 1979.

- 35. Shanteau, J. Information integration theory applied to the training of experts. In J.F. Hair (Ed.), "AIDS proceedings." American Institute of Decision Sciences, 1979.
- 36. Shanteau, J., & Gaeth, G.J. Learning to ignore irrelevant information. "Bulletin of the Psychonomic Society", 1979, 14, 249.
- 37. Gaeth, G.J., & Shanteau, J. "Psychological analysis of the 1978 national soil judging contest." Tech. Rep. 79-10, Department of Psychology, Kansas State University, 1979.
- 38. Gaeth, G.J., & Shanteau, J. "Analysis of the soil survey laboratory data and description for some soils of Kansas: Validity of the soil texture classification." Tech. Rep. 79-11, Department of Psychology, Kansas State University, 1979.
- 39. Reed, J.G. "A cognitive information integration analysis of valence-instrumentality-expectancy theory of work motivation." Ph.D. Dissertation. Manhattan: Kansas State University, 1979.
- 40. Brien, M. "Consumer involvement in health care evaluation and decision making." Ph.D. dissertation. Manhattan: Kansas State University, 1979. (J. Shanteau, Major Advisor).

1980

- 41. Shanteau, J. Training expert decision makers to ignore nondiagnostic information. In J.D. Schendel (Ed.), "Selected topics in behavioral science research." Alexandria, VA: U.S. Army Research Institute, 1980.
- E. Shanteau, J. "The concept of weight in judgment and decision making: A review and some unifying proposals." Tech. Rep. 228, Center for Research on Judgment and Policy, University of Colorado, 1980.
- 42. Shanteau, J. Telling it like it is ... or is it? "Contemporary Psychology", 1980, 25, 466-468.
- 43. Shanteau, J., & Troutman, C.M. Where's the psychology in economic utility theory? "Bulletin of the Psychonomic Society," 1980, 16, 159.
- 44. Gaeth, G.J. "A comparison of lecture and interactive training designed to reduce the influence of interfering materials: An application to soil science." Masters' Thesis. Manhattan: Kansas State University, 1980. (J. Shanteau, Major Advisor).

1981

- P. Shanteau, J. "Detection of multiplicative synergisms in simulated data for nonorthogonal designs: What lies beyond linearity?" Tech. Rep. 235, Center for Research on Judgment and Policy, University of Colorado, 1981.
- G. Gaeth, G.J., & Shanteau, J. "Training expert decision makers to ignore irrelevant information: A comparison of lecture and interactive training procedures." Tech. Rep. 81-1, Department of Psychology, Kansas State University, 1981.
- 45. Shanteau, J., Grier, M., Johnson, J., & Berner, E. Improving decision making skills of nurses. "ORSA/TIMS" meeting, Houston, 1981.
- H. Ettenson, R., Krogstad, J. L., & Shanteau, J. "Materiality judgments: An analysis of auditor expertise." Tech. Rep. 81-2, Department of Psychology, Kansas State University, 1981.
- 46. Shanteau, J., & Gaeth, G.J. Evaluation of the field method of soil texture classification: A psychological analysis of accuracy and consistency. "Journal of Soil and Water Conservation", 1981, in press.
- I. Brien, M., Haverfield, N., & Shanteau, J. "How Lamaze-prepared expectant parents select obstetricians." Tech. Rep. 81-9, Department of Psychology, Kansas State University, 1981.
- 47. Nagy, G.P. "How are personnel selection decisions made? An analysis of decision strategies in a simulated personnel selection task." Ph.D. dissertation. Manhattan: Kansas State University, 1971. (J. Shanteau, Major Advisor).
- J. Gaeth, G.J. & Shanteau, J. "Training to reduce the use of irrelevant information in personnel selection." Tech. Rep. 81-12. Department of Psychology, Kansas State University, 1981.
- K. Gaeth, G.J., & Shanteau, J. "A bibliography of research on the effects of irrelevance in psychology." Tech. Rep. 81-13. Department of Psychology, Kansas State University, 1981.
- 48. Shanteau, J. Beyond linearity in decision making: The impact of synergisms with representative designs. "Bulletin of the Psychonomic Society", 1981, 18, 52.

1982

- 49. Shanteau, J., & Nagy, G. Information integration in person perception: Theory and application. In M. Cook (Ed.), "Progress in person perception." London: Methuen, 1982, in press.
- 50. Shanteau, J. Advertising research: Innovation or reflection? In R. Harris (Ed.), "Information processing research in advertising." Potomac: Earlbaum Associates, 1982, in press.
- 51. Shanteau, J. A functional measurement analysis of reaction times in problem solving. In N.B. Anderson (Ed.), "Contributions to integration theory." 1982, in press.

האוניברסיטה העברית בירושלים
THE HEBREW UNIVERSITY OF JERUSALEM



Falk, R. Probabilistic reasoning as an extension of commonsense thinking.

A paper presented at the Fourth International Congress for Mathematical Education. Berkeley, California, August 1980.

Falk, R. A problem with brothers and sisters, or: Do men have more sisters than women? The Hebrew University of Jerusalem and Decision Research, Eugene, Oregon, 1980.

Falk, R. On coincidences. The Skeptical Inquirer, in press.

Falk, R. Another look at the mean, median, and standard deviation. Two-Year College Mathematics Journal, 1981, 12, 207-208.

Falk, R. The perception of randomness. In Proceedings of the Fifth International Conference for the Psychology of Mathematics Education. Grenoble, France, July 1981. Pp. 222-229.

Falk, R. Some distributions and expectations--simplified. To appear in Der Mathematikunterricht ("Mathematics Teaching"). Klett-Verlag, Frankfurt. (The manuscript is in English.)

Falk, R. & MacGregor, D. The surprisingness of coincidences. A paper presented at the Eighth Research Conference on Subjective Probability, Utility and Decision Making. Budapest, Hungary, August 1981.

Dear LIST member: These are some recent manuscripts. If you wish to receive a copy of any of them, please let me know:

Ruma Falk
Dept. of Psychology
The Hebrew University
Jerusalem, Israel 91-905

- A. Bar-Hillel, M. & Margalit, A. Newcomb's paradox revisited. British Journal of Philosophy of Science, 1972, 23, 293-304.
- B. Bar-Hillel, M. On the subjective probability of compound events. Organizational Behavior and Human Performance, 1973, 9, 396-406.
- C. Bar-Hillel, M. Similarity and probability. Organizational Behavior and Human Performance, 1974, 11, 277-282.
- D. Bar-Hillel, M. On the paradox of ideal evidence and the concept of relevance. Iyyun (A Hebrew philosophical journal), 1977, 27, 203-215.
- E. Bar-Hillel, M. & Margalit, A. In defense of the classical concept of evidence. Mind, 1979, 88, 576-583.
- F. Bar-Hillel, M. The role of sample size in sample evaluation. Organizational Behavior and Human Performance, 1979, 24, 245-257.
- G. Bar-Hillel, M. The base-rate fallacy in probability judgments. Acta Psychologica, 1980, 44, 211-233.
- H. Bar-Hillel, M. What features make samples seem representative? Journal of Experimental Psychology: Human Perception and Performance, 1980, 6, 578-89.
- I. Falk, R. & Bar-Hillel, M. Magic possibilities of the weighted average. Mathematics Magazine, 1980, 53, 106-107.
- J. Bar-Hillel, M. & Fischhoff, B. When do base rates affect predictions? Journal of Personality and Social Psychology, 1981, 41, 671-680.
- K. Margalit, A. & Bar-Hillel, M. The irrational, the unreasonable, and the wrong. Behavioral and Brain Sciences, 1981.
- L. Bar-Hillel, M. & Falk, R. Some teasers concerning conditional probabilities. Cognition, 1981, 11, 109-122.
- M. Falk, R. & Bar-Hillel, M. Probabilistic dependence between events. Two-Year College Mathematics Journal, 1982.
- N. Bar-Hillel, M. Ideal evidence, relevance, and second order probabilities. Erkenntnis, 1982.
- O. Bar-Hillel, M. Studies of representativeness. In D. Kahneman, P. Slovic, and A. Tversky (Eds.), Judgment under uncertainty: Heuristics and biases. New York: Cambridge University Press, 1982.
- P. Bar-Hillel, M. & Margalit, A. Expecting the unexpected. Philosophia.
- Q. Bar-Hillel, M. Representativeness reconsidered. (manuscript under review).
- R. Fischhoff, B. & Bar-Hillel, M. Diagnosticity and the base rate effect. Manuscript under review.
- S. Ben-Shakhar, G., Lieblich, I. & Bar-Hillel, M. An evaluation of the use of lie detection in real life situations. Manuscript under review.
- T. Fischhoff, B. & Bar-Hillel, M. Focussing techniques as aids to probabilistic judgments. Manuscript under review.
- U. Bar-Hillel, M. Use of probabilities to establish facts in court. (in Hebrew) Paper delivered at the Jerusalem Conference of Criminology, 1977.

Reprints of F, G, H, J, R, and T may be obtained from Decision Research, 1201 Oak Street, Eugene, Oregon 97401, USA. Reprints of the rest may be obtained by writing:

Maya Bar-Hillel
Department of Psychology
The Hebrew University
Jerusalem, Israel 91-905

SOLICITATION OF IDEAS FOR J/DM INDEX...

Some people have contacted me about the possibility of developing some sort of index of the research and application interests of various J/DM'ers. The idea seems attractive. People reading the J/DM Newsletter have varied interests and expertise and it is difficult to identify one's interests by name and institutional affiliation. One possibility would be to use keywords which could be placed along with a person's entry in the J/DM Directory.

In order to develop a possible index, I would appreciate receiving comments from readers. If we can create a list of keywords which span the interests of researchers in judgment and decision making, then the project will be feasible. What would be most helpful would be suggestions for keywords within the domain of judgment and decision making which could be used to describe people.

Please send suggestions and comments to the editor.

Submission deadline for the next Newsletter is June 30.

J/DM Newsletter
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--time dated material--