

# JUDGMENT / DECISION MAKING

## NOMINATIONS ARE DUE. . .

It is time to nominate officers for the Society. On Page 11 you will find a convenient nomination form. Only members may nominate other members. If your address label has a (?) in the upper right corner of the label, it means that I have not received your 1987 dues. Please send the form inside the last page of the Newsletter and your check to me. If you mailed your dues recently, we may not have had time to record them before mailing this newsletter.

-- Steve Edgell

## SPECIAL SERIES OF PAPERS ON RISK IN RECENT ISSUE OF SCIENCE. . .

The April 17, 1987 issue of Science had a series of papers devoted to risk and risk assessment. The cover announced the topic and the editorial was titled "Immortality and Risk Assessment." The articles were:

Risk Assessment and Comparisons: An Introduction. R. Wilson & E. A. C. Crouch

Ranking Possible Carcinogenic Hazards. B. N. Ames, R. Magaw, L. S. Gold

Perception of Risk. P. Slovic

Risk Assessment in Environmental Policy-Making. M. Russell & M. Gruber.

Health and Safety Risk Analyses: Information for Better Decisions. L. B. Lave

The Safety Goals of the U.S. Nuclear Regulatory Commission. D. Okrent

## J/DM SUBMISSIONS WANTED. . .

The J/DM Newsletter is in need of submissions from members. Remember that our purpose is to serve the needs of J/DMers. To do that, we must have something to publish. If you are willing to review books, please let me know. If you have a reprint list we will be glad to include it in a future issue. If you have ideas about what you want to see in the J/DM Newsletter, do not hesitate to write or call.

-- John Castellan

## SPUDM-11 CONFERENCE IN AUGUST. . .

The 11th Research Conference on Subjective Probability, Utility and Decision Making will be held August 23-27, 1987 in Cambridge, England. Most J/DMers have received an announcement and registration materials. People interested in obtaining further information on the conference should contact Lola Lopes, Department of Psychology, University of Wisconsin, Madison Wisconsin 53706. (608) 262-9945.

## CONTENTS

From the Editor.....	2
Book Review: Decision Analysis in the Behavioral Sciences.....	3
Recent Developments: Psychology of J/DM.....	5
Forthcoming Meeting: Call for Papers.....	7
Student Prize Competition: Medical Decision Making.....	8
Student Prize Competition: Operations Research.....	9
Recent Books in Medical Decision Making.....	10
J/DM Nomination form.....	11
1987 J/DM Dues & Address Change Form.....	11
Student Paper Award Winner.....	12

SUBMISSION DEADLINE FOR THE NEXT J/DM NEWSLETTER: JULY 1, 1987

NEWSLETTER

Vol. VI  
Number 2  
APRIL 1987

# SOCIETY FOR JUDGMENT AND DECISION MAKING

## Executive Board

James C. Shanteau, Chairperson  
 Kenneth R. Hammond, Chairperson-elect  
 Lola Lopes, 1986-87  
 John Carroll, 1986-88  
 R. Duncan Luce, 1986-89  
 Stephen E. Edgell, Secretary/Treasurer  
 N. John Castellan, Jr., Newsletter Editor

## J/DM NEWSLETTER

### Editor:

N. John Castellan, Jr.  
 Department of Psychology  
 Indiana University  
 Bloomington, Indiana 47405

(812) 335-4261

BITNET: castellan@IUBACS

### Addresses & Corrections:

Stephen E. Edgell  
 Department of Psychology  
 University of Louisville  
 Louisville, Kentucky 40292

(502) 588-5948

seedge04@ULKYVX

## 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. 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: Subscriptions are available on a calendar year basis only. Information concerning membership in the Society for Judgment and Decision Making should be sent to Stephen Edgell.

Back Issues of the J/DM Newsletter are available for \$5.00 per volume. Back issues may be ordered from the Editor. Checks should be made payable to the Indiana University Foundation.

Address Correction: Please check your mailing label carefully. Because the J/DM Newsletter is usually 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 delivered. Address changes or corrections should be reported to Steve Edgell.

Mailing Labels: Some readers may wish to send reprint lists or other material to people listed in the directory. Contact Steve Edgell for details.

Electronic Mail: The editor may be reached through BITNET at "castellan@IUBACS". [Some users may find it either necessary (or more convenient) to address the editor using only the first 8 characters (castella).] BITNET addresses also can be reached from most of the university and research networks. I check for mail several times a day, and a prompt reply to electronic messages is assured. To add your name to the J/DM Electronic Mail Directory (or to receive the J/DM Electronic Mail Directory) contact the Editor.

## BOOK REVIEW

DECISION ANALYSIS AND BEHAVIORAL RESEARCH

Detlof von Winterfeldt and Ward Edwards (Cambridge University Press, 1986, 688 pp. cloth \$59.50, paper \$19.95)

This book presents the ideas of decision analysis along with related behavioral research. The primary emphasis concerns normative decision making; additionally, throughout the text behavioral research is presented as an important consideration for those involved in the decision making process.

Specifically, several decision analytic approaches and techniques are described in detail: how decision situations can be structured, the use of decision trees, Bayesian approaches (2 chapters), and value/utility measurement techniques (6 chapters). One chapter illustrates "real-world" situations where decision analytic techniques were applied. A summary of research on errors in human judgment is presented along with respective debiasing techniques in another chapter. The final chapter describes history and future directions of the field. Chapter topics are presented in a logical sequence. The flow of materials within chapters allows the reader to synthesize information previously presented.

Basic graduate level mathematical and analytical ability on the part of the reader is required. While certain topics are technical because of their subject matter, the authors present the material in a clear and straightforward manner. Graphs, drawings, and examples are used frequently throughout the text to enhance understanding. Particularly useful are the authors' summaries of implications for decision analysts in chapters seven through ten where single- and multi-attribute scaling techniques, measurement theory, and experimental results are described.

This work is distinguished by its integration of behavioral research within a decision analytic framework. For example, when illustrating the technique of fault trees, relevant experimental results concerning subjects' judgments in specific applications of the technique are described. After several chapters address normative approaches to evaluation problems, the next chapter describes empirical results, e. g., consistent violations of the subjective expected utility maximization principle. Another valuable contribution is the thought-provoking line of reasoning the authors offer to help explain attitudes toward risk. Their introspections gave rise to the concept of "transaction streams". Third, the book is replete with references which detail technical and mathematical descriptions as well as describe behavioral research in each area.

Within the chapter which focuses on systematic errors and inferential biases in human reasoning, the authors present a very interesting and certainly controversial philosophical argument. In order to "put the cognitive illusion literature in a larger context of people's cognitive abilities and limits" they consider the concepts of intuition, mental effort, and intellectual tools. They analyze how these concepts are related to cognitive illusions and to peoples' abilities to overcome them. The conclusion drawn is that a cognitive process is a learned intellectual or judgment skill executed with whatever tools seem necessary. The line of reasoning established to support this conclusion should stimulate readers' thoughts and generate lively discussion in cognitive psychology classes.

The book's intended audience is anyone interested in the topic of decision making. As a teacher in Management Information Systems (MIS) with a research interest in decision support systems, I found the inter-disciplinary nature of the book to be one of its key features. This integrative approach might preclude its selection as a primary text in a defined academic area such as cognitive psychology, economics, or operations research; however, as a supplementary text, it would be a valuable resource at the graduate level in any of these disciplines.

Topics presented thoroughly cover the concepts, theory and contemporary research of the area. My criticisms are minor; I feel a chapter describing techniques applicable to negotiation and conflict resolution would have been an appropriate addition. The authors state that this would have been a logical extension, but was beyond the scope of the book.

Many techniques for eliciting attribute weights from decision makers in multi-attribute decision situations were described; however, regression approaches using holistic judgments were not fully discussed. Although descriptive, this technique has been used in many social judgment situations to show decision makers how they are weighting cues. Such approaches can help policy makers gain self-insight about attributes they consider important and is a viable tool for decision analysts. It deserved more detailed description in the text.

Overall, Decision Analysis and Behavioral Research by von Winterfeldt and Edwards is a well-written, well-organized, valuable reference for those interested in the study of decision making. Teachers, researchers, and students in cognitive psychology and business (particularly MIS, decision sciences, and operations research); practicing decision analysts; and managers will all find the book relevant and useful.

Beth H. Jones  
School of Business  
Indiana University

## Recent Developments in the Psychology of Judgment and Decision Making

Compiled by JAY CHRISTENSEN-SZALANSKI, PhD, MPH

### Journal Articles

ADELMAN L, Sticha PJ, Donnell ML: An experimental investigation of the relative effectiveness of two techniques for structuring multiattribute hierarchies. *Organ Behav Hum Decis Proc* 37:188-196, 1986. Reports that bottom-up and top-down approaches yield equally accurate hierarchy structures.

ARKES HR, Dawes RM, Christensen C: Factors influencing the use of a decision rule in a probabilistic task. *Organ Behav Hum Decis Proc* 37:93-110, 1986. Reports that those who think they have expertise tend to use a helpful decision rule less than do those with less expertise.

BASSETT GW Jr: Expected utility with perturbed lotteries. *Theor Decis* 20:79-96, 1986. Illustrates how slight variations in the descriptions of lotteries can affect choice behavior.

BIRNBAUM MH, Hynan LG: Judgments of salary bias and test bias from statistical evidence. *Organ Behav Hum Decis Proc* 37:266-278, 1986. Identifies factors that judges use to measure group-related bias in salaries and in test scores.

BREHMER B, Alm H, Wang L-E: Learning and hypothesis testing in probabilistic inference tasks. *Scand J Psychol* 26:305-313, 1985. Shows that having the correct hypotheses before learning an inference task was neither a sufficient nor a necessary condition for learning the task.

BRINS E, Eeckhoudt L: Relative risk aversion in comparative statics. *Am Econ Rev* 75:281-283, 1985. Suggests that partial relative risk aversion should be used when defining utility in terms of final wealth.

BUCKLEY JJ: Entropy principles in decision making under risk. *Risk Anal* 5:303-313, 1985. Examines the usefulness of entropy principles for selecting probability distributions in decision problems.

BURGER JM: Desire for control and the illusion of control. The effects of familiarity and sequence of outcomes. *J Res Personality* 20:66-76, 1986. Observes that people with a high desire for control bet more when gambling and were more susceptible to having an illusion of control over events.

CERVONE D, Peake PK: Anchoring, efficacy, and action. The influence of judgmental heuristics on self-efficacy judgments and behavior. *J Pers Soc Psychol* 50:492-501, 1986. Proposes that judgments of self-efficacy are subject to the same biases that characterize judgments of factual information.

DAVIS MA, Bobko P: Contextual effects on escalation processes in public sector decision making. *Organ Behav Hum Decis Proc* 37:121-138, 1986. Discusses the importance of decision context, framing influences, and individual differences on escalation conflicts.

EINHORN HJ, Hogarth RM: Judging probable cause. *Psychol*

*Bull* 99:3-19, 1986. Reviews and integrates various theories of causality; argues that people use systematic rules for assessing cause.

GALOTTI KM, Baron J, Sabini JP: Individual differences in syllogistic reasoning. Deduction rules or mental models? *J Exp Psychol (General)* 115:16-25, 1986. Observes that people use both mental models and deductive rules when reasoning deductively.

GETTYS CF, Mehle T, Fisher S: Plausibility assessments in hypothesis generation. *Organ Behav Hum Decis Proc* 37:14-33, 1986. Reports that people evaluating their confidence toward hypotheses were overconfident for specified hypotheses and conservative for unspecified hypotheses.

GORMAN ME: How the possibility of error affects falsification on a task that models scientific problem solving. *Br J Psychol* 77:85-96, 1986. Observes that when people tested hypotheses and received feedback which they knew could be erroneous they classified disconfirmatory results as errors and spent so much time replicating experiments to make sure that there was no error that they failed to adequately test their hypotheses.

GOSLAR MD, Green GI, Hughes TH: Decision support systems. An empirical assessment for decision making. *Decis Sci* 17:79-91, 1986. Indicates that DSS availability, DSS training, and data availability on dependent variables all affected the number of alternatives considered by people during decision-making processes.

HIDI S, Baird W: Interestingness—A neglected variable in discourse processing. *Cogn Sci* 10:179-194, 1986. Argues that value-triggered interest plays an important role in discourse processing.

HIRT ER, Sherman SJ: The role of prior knowledge in explaining hypothetical events. *J Exp Soc Psychol* 21:519-543, 1985. Shows that knowledgeable subjects given information that was easily integrated with past knowledge did not give biased likelihood estimates for future events when explaining the events.

KARNI E, Schmeidler D: Self-preservation as a foundation of rational behavior under risk. *J Econ Behav Organ* 7:71-81, 1986. Derives an expected utility theorem from the principle of maximization of the probability of survival in a finite time horizon.

KESSIDES IN: Advertising, sunk costs, and barriers to entry. *Rev Econ Stat* 68:84-95, 1986. Shows that advertising can impede entry by raising the sunk cost of entry, but can also enhance entry by increasing the likelihood of success in markets where advertising is important.

KISIELT S J, Sternthal B: Examining the vividness controversy. An availability-valence interpretation. *J Consum Res* 12:418-431, 1986. Introduces the availability-valence hypothesis to explain the effects of vividness on attitudinal judgments and to account for the frequent observation of a null effect.

## RECENT DEVELOPMENTS (cont)...

LEWICKI P: Processing information about covariations that cannot be articulated. *J Exp Psychol [Learn]* 12:135-146, 1986. Presents evidence that supports the two-stage question answering model of information processing.

MANIS M, Paskewitz J, Cotler S: Stereotypes and social judgment. *J Pers Soc Psychol* 50:461-473, 1986. Reports that the introduction of correlated cues often produced contrast and assimilation effects in social judgments.

MCGRAW KM: Subjective probabilities and moral judgments. *J Exp Soc Psychol* 21:501-518, 1985. Examines various aspects of the relationship between subjective probability estimates and moral judgments.

McKoon G, Ratcliff R: Inferences about predictable events. *J Exp Psychol [Learn]* 12:82-91, 1986. Examines variables that govern the inference processes that occur during reading.

METCALFE J: Feeling of knowing in memory and problem solving. *J Exp Psychol [Learn]* 12: 288-294, 1986. Concludes that insight problems involve sudden illumination that cannot be predicted in advance.

NEURINGER A: Can people behave "randomly?" The role of feedback. *J Exp Psychol [General]* 115:62-75, 1986. Shows that people can learn to produce a random series of responses.

NICHOLSON N, West M, Cawsey TF: Future uncertain. Expected vs. attained job mobility among managers. *J Occup Psychol* 58:313-320, 1985. Reports that managers had an inaccurate perception of their short-term career future.

RACHLIN H, Logue AW, Gibbon J, Frankel M: Cognition and behavior in studies of choice. *Psychol Rev* 93:33-45, 1986. Compares cognitive models of human choice with behavioral models of animal choice; proposes that the concept of probability is comparable to the concept of delay.

ROOK DW: The ritual dimension of consumer behavior. *J Consum Res* 12:251-264, 1985. Introduces the ritual construct as a method for interpreting consumer behavior.

SAMUELSON CD, Messick DM: Alternative structural solutions to resource dilemmas. *Organ Behav Hum Decis Proc* 37:139-155, 1986. Reports that a high variance among group members' gains increased subjects' preferences for changes in the manner of allocating resources.

SCHWENK CR: Information, cognitive biases, and commitment to a course of action. *Acad Manage Rev* 11:298-310, 1986. Models the process by which executives can encourage commitment in contributors through the promotion of specific cognitive heuristics and biases.

SHAVER KG, Drown D: On causality, responsibility, and self-blame. A theoretical note. *J Pers Soc Psychol* 50:697-702, 1986. Argues that researchers should distinguish among causality, responsibility, and blameworthiness when studying a person's "self-blame" for illness.

SCHMALHOFER F, Albert D, Aschenbrenner KM, Gertzen H: Process traces of binary choices. Evidence for selective and adaptive decision heuristics. *Q J Exp Psychol* 38A:59-76, 1986. Postulates that information processing of a choice pair continues until the accumulated amount by which one alternative is perceived to be better than the other exceeds a certain criterion.

SNOWBALL D: Accounting laboratory experiments on human judgment. Some characteristics and influences. *Account Organ Soc* 11:47-69, 1986. Assesses the characteristics of accounting experiments on human judgment.

TEIGEN KH: Preferences for news as a function of familiarity. *Scand J Psychol* 26:348-356, 1985. Reports that interest in information reaches a maximum when something novel is predicted about a well-known subject.

WEIDNER G, Archier S, Healy B, Matarazzo JD: Family consumption of low fat foods. Stated preferences versus actual consumption. *J Appl Soc Psychol* 15:773-779, 1985. Finds that preferences of mothers and children were unrelated to each other, and that both were unrelated to actual consumption; reports that the best predictor of the food being served to the entire family was what the father liked to eat.

WELLS GL, Wrightsman LS, Miene PK: The timing of the defense opening statement. Don't wait until the evidence is in. *J Appl Soc Psychol* 15:758-772, 1985. Suggests that defense attorneys should make their opening statements before the presentation of evidence by the prosecution.

WILSON JG: Subjective probability and the Prisoner's Dilemma. *Manage Sci* 32:45-55, 1986. Provides a simple algorithm for determining an optimal strategy to Prisoner's Dilemma games that incorporates the decision maker's subjective probabilities.

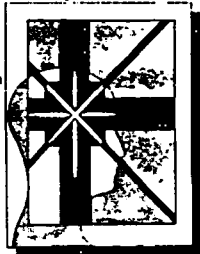
YATES JF, Carlson BW: Conjunction errors. Evidence for multiple judgment procedures, including "signed summation." *Organ Behav Hum Decis Proc* 37:230-253, 1986. Identifies a model that can predict when people make conjunction errors.

**CALENDAR ANNOUNCEMENT  
FOR IMMEDIATE RELEASE:**

FROM: JOHN C. TOMENY, ADMINISTRATOR  
603/298-9929, 298-5575 or Compuserve: 76377,1202

FEBRUARY 16, 1987

**Society for Medical Decision Making  
Announces:**



**SOCIETY FOR MEDICAL DECISION MAKING**

**CALL FOR ABSTRACTS**

**NINTH ANNUAL MEETING  
SHERATON SOCIETY HILL HOTEL  
PHILADELPHIA, PENNSYLVANIA  
OCTOBER 12-14, 1987**

The SOCIETY FOR MEDICAL DECISION MAKING is an international, multidisciplinary organization devoted to the development, advancement and application of decision making theory and analytical methods to medical care issues and health problems. Its membership consists of a broad mix of physicians, nurses, and other health professionals, health care administrators, economists, psychologists, sociologists, computer scientists, lawyers, ethicists, and others dedicated to improving health care decisions.

Abstracts for presentation at the Society's Ninth Annual Meeting are invited in the following areas:

- |   |  |
|---|--|
| <ul style="list-style-type: none"> <li>• Clinical strategies for patient management</li> <li>• Clinical predictions of disease outcomes and prognosis</li> <li>• Technology assessment</li> <li>• Cost-benefit and cost-effectiveness analysis</li> <li>• Artificial intelligence and expert systems</li> <li>• Computer-aided diagnosis</li> <li>• Measuring health outcomes and quality of care</li> <li>• Utility theory and assessment</li> <li>• Psychology, cognition and attitudes of decision making</li> </ul> | <ul style="list-style-type: none"> <li>• Educational methods for teaching decision making</li> <li>• Health policy</li> <li>• Ethical issues in decision making</li> <li>• Legal issues in decision making</li> <li>• Decision analysis methodology and applications</li> <li>• Data integration and reduction methods</li> <li>• Theoretical aspects of decision making</li> <li>• Meta analysis, simulation, and other methods to synthesize data</li> </ul> |
|---|--|

**ABSTRACT DEADLINE IS MAY 30, 1987**

For information about the Scientific program contact:

J. Sanford (Sandy) Schwartz, M.D.  
Section of General Medicine-Silverstein 3  
Hospital of the University of Pennsylvania  
3400 Spruce Street  
Philadelphia, PA 19104  
(215)662-3798

Alan B. Cohen, Sc.D.  
The Robert Wood Johnson Foundation  
P.O. Box 2316  
Princeton, NJ 08540  
(609)452-8701

For abstract forms and information about  
the Society contact:

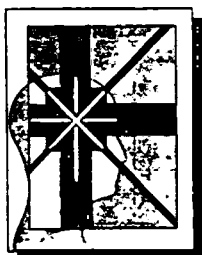
John C. Tomeny  
Administrator  
Society for Medical Decision Making  
P.O. Box 447  
West Lebanon, NH 03784 USA  
(603)298-9929

**CALENDAR ANNOUNCEMENT  
FOR IMMEDIATE RELEASE:**

FROM: JOHN C. TOMENY, ADMINISTRATOR  
603/298-9929, 298-5575 or Compuserve: 76377,1202

FEBRUARY 16, 1987

**Society for Medical Decision Making  
Announces:**



**SOCIETY FOR MEDICAL DECISION MAKING**

Student prizes for Medical Decision Making Research

**THE SIXTH ANNUAL LEE B. LUSTED  
STUDENT PRIZE COMPETITION**

The SOCIETY FOR MEDICAL DECISION MAKING announces the Sixth Annual Lee B. Lusted Student Prizes to be given for original research in medical decision making. The Prizes consist of cash awards of up to \$750 and certificates of recognition, as well as the opportunity to present research at the Society's Annual Meeting. The Society publishes the Abstracts in its journal, MEDICAL DECISION MAKING. Predoctoral (work done while working towards a degree) and postdoctoral (work done during residency, fellowship or postdoctoral training) students compete separately.

The Society will award the prizes during its Ninth Annual Meeting at the Sheraton Society Hill Hotel in Philadelphia, PA October 12-14, 1987. A committee of judges headed by Robert S. Wigton, M.D. will rate entries on quality of research, presentation at the meeting, and potential impact of research.

QUESTIONS concerning the competition should be directed to:

Robert S. Wigton, M.D.  
Department of Internal Medicine  
University of Nebraska Medical Center  
42nd & Dewey Street  
Omaha, Nebraska 68105 (402)559-7426

ABSTRACT FORMS may be obtained from:

John C. Tomeny  
Society for Medical Decision Making  
P.O. Box 447  
West Lebanon, New Hampshire 03784 USA  
(603)298-9929

**ABSTRACT DEADLINE IS SATURDAY, MAY 30, 1987**

When submitting the abstract, the author should note that the abstract represents an entry for the Student Prize Competition. This

letter should indicate whether the author performed the work as a predoctoral or postdoctoral student. The letter should include the expected date of program completion.



The Operations Research Society of America  
Special Interest Group on Decision Analysis

announces the

SECOND ANNUAL DECISION ANALYSIS STUDENT PAPER COMPETITION

TO ENTER:

Send five copies of a written paper, by July 15, 1987, to:

Professor L. Robin Keller  
Graduate School of Management  
University of California  
Irvine, CA 92717  
(714) 856-6348

A cover letter should identify the student's current address, telephone number, and current employer. Also list the academic institution attended, degree, graduation date and major professor.

The paper should be less than thirty double-spaced typewritten pages. It must be based on work done while a student. Papers co-authored with faculty members will be considered, as long as they are based on an earlier sole-authored paper by the student (such as the dissertation or thesis). Those who graduated in June 1986 or earlier are not eligible. Contact Professor Keller with any questions about eligibility.

PRESENTATION:

The winner is scheduled to present the winning paper at the Joint National Meeting of the Operations Research Society of America and the Institute of Management Sciences in St. Louis, October 25-28, 1987. (It is hoped that the winner's university will provide travel funds to attend the meeting.) The winner will also be invited to join representatives of the Special Interest Group Council for a celebratory dinner at the meeting.

JUDGING:

Professor Keller is the chair of a panel that will judge the papers. Submissions are expected to span a wide range of topics and research methods, as reflected by sessions sponsored by the Special Interest Group at recent ORSA/TIMS meetings. (The prize will not be automatically awarded, if none of the papers are judged to be excellent contributions to decision analysis.)

The results of the judging will be announced to the competitors around September 1, 1987, so the winner can make travel plans to present the paper at the meeting.

**Recently Published Books in Medical Decision Making****Books Reviewed in MEDICAL DECISION MAKING**

"Surgical Judgment Using Decision Sciences," J. R. Clarke, Praeger Publishers, 1984. (neutral to negative review in MDM 7:1)

"The Logic of Laboratory Medicine", edited by D. A. Noe, Urban & Schwarzenberg, 1985. (positive review in MDM 7:1)

"Assessing Medical Technologies. Report of the Committee for Evaluating Medical Technologies in Clinical Use", Chairman: F. Mosteller. Institute of Medicine of the National Academy of Science, National Academy Press, 1985, (very positive review in MDM 7:1)

"Readings in Medical Artificial Intelligence: The First Decade," edited by W.J. Clancey and E.H. Shortliffe, Addison-Wesley, 1984. (positive review in MDM 6:3)

"Computer-assisted Medical Decision Making (Vols. 1, 2), edited by J.A. Reggia and S. Tuhim, Springer (very positive review in MDM 6:3)

"The Machine at the Bedside: Strategies for Using Technology in Patient Care," edited by S. J. Reiser and M. Anbar, Cambridge University Press (positive-neutral review in MDM 6:3)

"Teaching Clinical Decision Making", edited by R.D. Cebul and L.H. Beck, Praeger, 1985. (very positive review in MDM 6:4)

**Books Under Review in MEDICAL DECISION MAKING**

"Interpretation of Diagnostic Tests. A Synopsis of Laboratory Medicine", J. Wallach, Little Brown, Boston, 1986.

"The diagnostic Process: Models for clinical teachers," by J.I. Balla, Cambridge University Press, 1985.

"New Directions for Research in Judgment and Decision Making," edited by B. Brehmer, H. Jungermann, P. Lourens and G. Sevon, North-Holland Press, 1986.

"Clinical Diagnosis and the Laboratory: Logical strategies for common medical problems," edited by P.F. Griner, R.J. Panzer and P. Greenland, Yearbook Medical Publications, 1986.

"Brigham and Women's Hospital Handbook of Diagnostic Imaging," Edited by B.J. McNeil and H.L. Abrams, Little-Brown, 1986.

"Medical Thinking: The psychology of medical judgment and decision making," by S. Schwartz and T. Griffin, Springer-Verlag, 1986.

"Medical Uses of Statistics", edited by J. C. Bailar III and F. Mosteller, New England Journal of Medicine Press, 1986.

"Decision Analysis and Behavioral Research", D. von Winterfeldt & W. Edwards, Cambridge University Press, 1986.

"Physicians' Decisions and Cost Care," J. Eisenberg, Health Administration Press, 1986.

JDM NOMINATION FORM 1987

Please nominate up to two members for Chairperson-Elect:
(Do not nominate James Shanteau or Kenneth Hammond)

Please nominate up to five members for the Executive Board:
(Do not nominate Hammond, Shanteau, John Carroll, Lola Lopes, or Duncan Luce.)

Name of member Making these nominations: (PLEASE PRINT)

If this form does not have the legible name of a current member of JDM, the nominations will not be counted. NOTE: One must have paid 1987 dues in order to be considered a member. (If you have not paid, why not do so at this time?)

Return this form to: Stephen E. Edgell
Department of Psychology
University of Louisville
Louisville, KY 40292

This form must be RECEIVED by June 25, 1987 or it will not be counted.

SOCIETY FOR JUDGMENT AND DECISION MAKING
1987 DUES FORM

Please check your mailing label. If it has a "?" in the upper left-hand corner, we have not received your dues for 1987. (If you sent your dues in the last three weeks, we may not have had time to record your payment.)

If your name and/or address on the mail label on the reverse side of this page is incorrect, please make corrections below:

Name \_\_\_\_\_ Phone \_\_\_\_\_
Address \_\_\_\_\_ BITNET \_\_\_\_\_
(or other computer network mail address)
City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Please complete the following and return this form with your check as soon as possible:

MEMBER \$10.00 STUDENT\* \$5.00
1987 Dues (Includes Newsletter)

Please make checks payable to JUDGMENT/DECISION MAKING SOCIETY.

Return this form and your check to:

Stephen E. Edgell
Secretary/Treasurer
Department of Psychology
University of Louisville
Louisville, KY 40292

X- Students must have endorsement of a faculty member:

Faculty Signature: \_\_\_\_\_ Date: \_\_\_\_\_
Printed Name: \_\_\_\_\_
Institution: \_\_\_\_\_

KATHRYN BLACKMOND LASKEY WINS 1986 ORSA DECISION ANALYSIS  
SPECIAL INTEREST GROUP STUDENT PAPER COMPETITION

by L. Robin Keller

Dr. Kathryn Blackmond Laskey won the first annual ORSA Decision Analysis Special Interest Group's Student Paper Competition with her paper, "An Experimental Study of Multiattribute Utility Judgments." Dr. Laskey graduated from Carnegie-Mellon University. Her advisor on the paper was Professor Gregory Fischer. Her thesis advisor was Professor Joseph Kadane. She currently works for Decision Science Consortium Inc. in Falls Church, Virginia.

Professor L. Robin Keller is the Chair of the 1987 Student Paper Competition. The winner will present his or her paper at the ORSA/TIMS meeting in St. Louis, October 25-28, 1987. Inquiries about this year's competition may be addressed to Professor Keller at the Fuqua School of Business, Duke University, Durham, NC 27706, (919) 684-2595, or (after May 1, 1987) at the Graduate School of Management, University of California, Irvine, CA 92717 (714) 856-6348.

**J/DM NEWSLETTER**

Department of Psychology  
Indiana University  
Bloomington, Indiana 47405

Nonprofit Organization U. S. Postage PAID Bloomington, Indiana Permit No. 2
---

**TIME-DATED MATERIAL**

Bob Hamm  
Institute of Cognitive Sci  
Box 345  
University of Colorado  
Boulder, CO 80302