

# JUDGMENT / DECISION MAKING

## CLYDE COOMBS, 1912-1988. . .

Clyde Coombs, a leading figure in the world of mathematical psychology, died on February 4, 1988 at age 75. Coombs retired from the University of Michigan in 1983 and was a member of National Academy of Sciences. During his long career, Coombs influenced psychological science through his many contributions to mathematical psychology, judgment and preferences, and the study of social issues. His curiosity, enthusiasm, and energy seemed unlimited and his influence upon generations of psychologists and other behavioral and cognitive scientists was great. His ideas and theories live on, but he shall be missed.

## NATIONAL RESEARCH COUNCIL. . .

A recent newsletter of the *Federation of Behavioral, Psychological and Cognitive Sciences* (of which the Judgment/Decision Making Society is one of 14 member societies) reports that the National Research Council has released its long-awaited study of the future of the behavioral and social sciences. Entitled *The Behavioral and Social Sciences: Achievements and Opportunities*, the study is expected to be a key influence on federal policies with respect to research in these sciences.

The central theme of the report is that if the social and behavioral sciences are to significantly advance knowledge, the work of scientists must no longer be discrete within disciplines, but must routinely be integrated across disciplinary boundaries. It recommends that resources in support of the social and behavioral sciences be increased significantly, and should be marshalled in support not of individual disciplines, but rather areas of inquiry whose understanding requires interactive effort from many disciplines. get

(Continued on Page 16)

## A DUES REMINDER. . .

Steve Edgell reports that many members have not yet paid their 1988 dues. The success of J/DM and the Newsletter depends upon the support which we receive from members. If you overlooked your 1988 dues, we asked that you pay as soon as possible.

If the number in the upper right hand corner of the mailing label is a 7 then you have NOT paid for 1988. If your number is an 8 then you are O.K. Dues are \$10.00 (\$5.00 for students) this year. Please include the form in the newsletter when paying your dues.

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SUBMISSION DEADLINE FOR THE NEXT J/DM NEWSLETTER: JUNE 1, 1988

NEWSLETTER

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APRIL 1988

## 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. 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 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 Stephen Edgell.

**Address correction:** 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 Stephen Edgell.

**Mailing Labels:** Some readers may wish to sent reprint lists or other material to people listed in the directory. Contact Stephen 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 a copy of the electronic directory) contact the Editor.

**FROM THE CHAIR. . .****Moving Results from Research to Practice**

There has always been a close relation between research and practice in our field of judgment and decision making. But what about the RATE of transfer? Is it too slow? Too fast? Almost right? The wrong rate can be important. Consider the examples below.

**TOO SLOW?**

For decades I (and many other researchers in psychology) have chided clinical psychologists about the distance between basic research in psychology and the practice of clinical psychology. Almost without exception, the chiders have put the blame for this on clinical psychologists -- the exception being me; I have always blamed experimentalists for doing research in such a manner that the results were inapplicable. And I have always held up modern medicine as an example of a professional field where research results get quick and effective application. Why can't we be more like them? But now I've found that they are more like us. An editorial by Ann Greer in the JAMA points to the gap between research and application in medicine and in an article about to be published provides some startling quotations from medical practitioners explaining why they don't read the literature. ("These young guys in academia have to publish in order to get promoted. . .") Given the strong need in both fields to move results from research to practice in an effective manner, this problem cries out for study. Why doesn't it happen?

**TOO FAST?**

No doubt many of you have puzzled over the rapid acceptance of artificial intelligence -- particularly "expert systems" -- within the past decade. Mention AI to almost anyone, and you'll get a knowing nod, a comment like "fascinating," "interesting," and a prediction about the limits (or nonlimits) of AI. And it's a very lively entrepreneurial venture. The practitioners' confidence about the centrality of their art is outdone only by their disregard of research in the field of judgment and decision making. Did the rapid appearance of LISP machines and expert systems result from a solid foundation of basic research in cognitive psychology that made everything else seem irrelevant? Is it true that experts simply use a series of production rules to form their judgments and that one merely needs to ask in order to find out what they are? A New York Times headline (4 March 1988) finds "Setbacks for AI" and details severe recent losses in earnings and numbers of employees. One AI entrepreneur says the trouble is that AI "people believed their own hype." William Moninger, an atmospheric scientist at the National Oceanic and Atmospheric Administration who has steeped himself in both AI and J/DM, decided that there should be an empirical test and has organized a "shoot-out" (his term) between (1) various expert systems, (2) a J/DM model (developed by Tom Stewart) claiming to forecast severe weather, and (3) human forecasters. This may be a forerunner of serious research directed not only to the question of whether AI went too fast from research to practice, but to the relative efficacy of these two approaches.

(Continued on next page)

**FROM THE CHAIR. . .** (Continued from Page 2)**JUST RIGHT?**

At the risk of seeming self-satisfied, smug, and possibly out of touch with reality, I'm inclined to think that basic research in the field of J/DM moves into applications (and vice versa) at a pace that's just about right. I wonder how many readers agree. And if you don't, on which side have we erred? Too slow? Too fast? And what is the remedy, if one is needed? Tell me what you think, and I'll report it at our meeting in Chicago, along with information about the response to my suggestion that we publish a "shelf of books."

-- Ken Hammond

✓ request.

**RECENT PHILOSOPHICAL LITERATURE. . .**

Horwich, P. (1982) **PROBABILITY AND EVIDENCE**. Cambridge University Press. Pp. 146.

This book provides a Bayesian account of reasoning about hypotheses and evidence, such as occurs in science and, presumably, everyday life. It analyzes a number of intuitions: that theories are best supported by diverse evidence; that simpler theories are better than complex ones; that ad hoc hypotheses are bad form; etc. Although Horwich does not pass judgment on the Bayesian theory or the intuitions, the book contributes to the theory's defense because some of the intuitions have been offered as counterarguments.

Particularly interesting is Horwich's treatment of the "paradox of confirmation," our feeling that the hypothesis "all ravens are black" is supported by observations of black ravens but not of nonblack nonravens. Horwich shows how it matters what we sample and what the alternative hypothesis holds: If we sample ravens, a black one supports the hypothesis, but if we sample things in general, a black raven can even weaken the hypothesis if the alternative holds that a high proportion of things are ravens. Similar reasoning applies to the paradox itself.

Also interesting is Horwich's treatment of our belief that prediction of new data is better than accommodation of old data. We are impressed when a scientist proposes a model and then collects confirming data, but not when she develops the model post hoc. For a Bayesian, however, all that matters is the prior probability of the model and the probability of the data given the model and given the alternative, and these probabilities should not depend on when she proposed the model. Horwich argues that the Bayesian argument applies to the scientist, but prediction (as opposed to accommodation) can raise the priors of others by suggesting that she has additional, unrevealed, support - for example, divine guidance.

Horwich's "logical" theory of probability may mystify personalists in the Savage tradition. Fortunately, it is independent of the major analyses, which are found on pp. 1-15, 51-63, and 100-136.

-- Jonathan Baron

**HILLEL EINHORN NEW INVESTIGATOR AWARD. . .**

The Society for Judgment and Decision Making is soliciting submissions for the *Hillel Einhorn New Investigator Award*. New Investigators (i.e., predoctoral students and individuals no more than five years beyond the Ph.D.) are encouraged to submit four copies of a journal-style article on any topic relating to judgment and decision making. Submissions should be accompanied by four copies of a summary or extended abstract of the paper not to exceed four pages. If the paper is co-authored, the new investigator must be the first author and should be the primary source for the ideas of the paper. Submissions in dissertation format will not be considered but articles in journal format based on dissertations are encouraged. Articles need not yet be published.

The submissions will be judged by a committee consisting of Gary McClelland, Robin Hogarth, and Irwin Levin. The award will be presented at the annual meeting of the Society for Judgment and Decision Making in even-numbered years beginning in 1988. To be considered, submissions must be received by July 1 of the year in which the award will be given. The committee will announce the results of the competition by September 15. The winner will be invited to give a presentation at the annual meeting. To the extent that the winner cannot obtain full funding from his or her institution to attend the meeting, application may be made to the Society for supplemental travel funds.

Materials should be submitted to:

Dr. Gary McClelland  
Center for Research on Judgment and Policy  
Campus Box 344  
University of Colorado  
Boulder, Colorado 80309-0344

Direct questions to Gary McClelland at (303) 492-8122 or mclella@COLORADO on BITNET.

**STUDENT PAPER COMPETITION. . .**

The Center for Decision Research, University of Chicago announces a competition for the best undergraduate paper on behavioral decision making. A prize of \$200 will be awarded to the winning entry.

The paper can be an integrative review of existing work or an original theoretical or empirical contribution. Papers submitted for courses, independent studies, or honors theses are appropriate. The paper will be judged by a panel of researchers at the Center for Decision Research.

The deadline for submission is July 1, 1988. The winner will be announced in the *Judgment/Decision Making Newsletter* and at the J/DM meeting in November 1988. Send entries to: Undergraduate Paper Contest, Center for Decision Research, Graduate School of Business, University of Chicago, 1101 East 58th Street, Chicago, IL 60637.

## MIDWESTERN PSYCHOLOGICAL ASSOCIATION. . .

The annual meeting of the Midwestern Psychological Association will be held in Chicago at the Palmer House, April 28-30, 1988. There will be one session devoted to Judgment and Decision Making. Other relevant papers and presentations of special interest to J/DMers are being given throughout the meeting. Interested individuals should consult a program for details. (There is no registration fee.)

### JUDGMENT AND DECISION MAKING

Thursday, 10:00 AM-12 Noon      Private Dining Room 18  
JOHN CASTELLAN, Indiana University, Moderator

#### 10:00 Invited Paper

##### Categorization and Comparative Judgment.

ED SHOBN, University of Illinois.

This paper is concerned with how people decide that one object is greater in magnitude than another. Several experiments are considered that collectively implicate categorization as an important process in comparative judgment. In addition, these results bear on the issue of whether this process is discrete or continuous.

#### 10:30

**The Impact of Causal Knowledge on the Use of a Decision Rule.** LAWRENCE E. BOEHM, BRUCE W. CARLSON, & HAL R. ARKES, Ohio University.

Subjects predicted the winner of the most valuable player award in baseball. A statistical decision rule was provided that was correct 75% of the time. Receiving causal information about the rule increased the likelihood that the rule would be used; however, it did not affect subjects' confidence in their judgments.

#### 10:45

**Measuring Bias in Subjective Uncertainty Estimates.** THOMAS E. NYGREN & STEVEN VERCELLINI, Ohio State University.

Subjective probability estimates were obtained in a gambling context for both winning and losing outcomes. Results indicated a differential weighting of the same event depending on whether it was associated with winning or losing, suggesting an affective bias. Results are evaluated in the context of a dual linear model.

#### 11:00

**Numerical Predictions.** LINDA S. HYNAN, University of Illinois at Urbana-Champaign.

Judgments usually require people to combine information from various imperfect sources. To study how information is combined, subjects were given three 2-way graphs representing a three-dimensional response surface, in three different conditions, and were asked to make predictions based on one or two numerical cues. The results of different judgment models will be discussed.

#### 11:15

**Fault Trees: Category Redefinition and Context.** EDWARD R. HIRT, University of Wisconsin, Madison & N. JOHN CASTELLAN, JR., Indiana University, Bloomington.

Subjects using fault trees fail to reassign category probabilities properly when the tree is altered. Evidence from a related card sorting task suggested that subjects idiosyncratically redefine categories when the tree is altered. The sortings were reliable and individual differences appeared to be a function of category salience.

#### 11:30

**Multiattribute Decision: Measurement of Importance and Value.** CAROLYN J. ANDERSON, University of Illinois at Urbana-Champaign.

"Ratio" judgments of the relative importance of attributes and the relative value of attribute levels appear to arise from a subtractive comparison operation rather than a ratio operation. Estimated subjective scales of importance and value derived from paired comparisons and holistic judgments were compared and appear to be lawfully related.

#### 11:45

**Physicians' Default Decisions and Risk Perceptions for Pneumococcal Pneumonia.** J. FRANK YATES, University of Michigan, MARK J. YOUNG, Medical College of Wisconsin, & SHAWN P. CURLEY, University of Minnesota.

Fewer than 60% of physicians presented with the description of an ideal pneumococcal pneumonia vaccination patient spontaneously cited pneumonia as a significant risk for that individual. These results imply that pneumococcal vaccine is under-utilized partly because it never crosses the physician's mind; the "default decision" is no vaccination.

**CALL FOR PARTICIPATION****1988 ILLINOIS INTERDISCIPLINARY WORKSHOP ON DECISION MAKING**

**Representation and Use of Knowledge for Decision Making in Human,  
Mechanized, and Ideal Agents**

**Sponsored by the UIUC CogSci/AI Steering Committee**

**Champaign-Urbana, Illinois**

**June 15-17, 1988**

**PURPOSE**

The 1988 Illinois Interdisciplinary Workshop on Decision Making is intended to bring together researchers working on the problem of decision making from the fields of Artificial Intelligence, Philosophy, Psychology, Statistics, and Operations Research. Since each area has traditionally stressed different facets of the problem, researchers in each of the above fields should benefit from an understanding of the issues addressed and the advances made in the other fields. We hope to provide an atmosphere that is both intensive and informal.

**FORMAT**

There will be talks by ten invited speakers from the above mentioned areas. The current list of speakers includes: P. Cheeseman, J. Cohen, J. Fox, W. Gale, J. Payne, R. Quinlan, T. Seidenfeld, B. Skyrms, and C. White. The talks will be followed by prepared commentaries and open floor discussion. Additionally, speakers will participate in small moderated discussion groups focused intensively on their work.

**TOPICS**

- *The representation, organization and dynamics of the knowledge used in decision making.*
- *Decision making strategies.*
- *Decisions under constraints (limited rationality).*
- *Combining normative and descriptive theories.*
- *The use of domain knowledge to initialize beliefs and preferences.*

**PARTICIPATION**

This workshop will consist of a limited number of active participants, commentators, and invited speakers. To be considered for participation, send a one page summary of your research interests and publications no later than March 15. Indicate also if you would like to deliver either an inter- or intra-disciplinary commentary. Commentators will receive copies of their assigned papers three weeks prior to the workshop. Acceptances will be mailed by April 4.

**REGISTRATION**

The registration fee is \$50 general and \$30 for students. A copy of the proceedings is included in the registration fee and will be distributed at the workshop. A few grants are available to cover most or all travel, accommodation, and registration expenses. In order to be considered for a grant, include a request with your application.

Mail all correspondence to: L. Rendell, Dept. of Computer Science, University of Illinois, 1304 W. Springfield Ave., Urbana, IL 61801.

**ORGANIZING COMMITTEE**

U. Bockenholt, O. Coskunoglu, P. Haddawy, P. Maher, L. Rendell, E. Weber



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Graduate School of Business  
1101 East 58th Street, Chicago, Illinois 60637

### **Announcement**

**Insights in Decision Making: Theory and Applications - - A tribute to the late Hillel J. Einhorn.**

**A research conference to be held at the University of Chicago, June 12-14, 1988**

Following his untimely death on January 8, 1987, friends, colleagues, and former students of Hillel J. Einhorn plan to hold a research conference to honor his work and memory. The conference will be held at the University of Chicago -- June 12-14, 1988 -- and the proceedings will be published in a special volume by The University of Chicago Press. Funding has been generously provided by grants from the Irving B. Harris Foundation and the National Opinion Research Center. The theme of the conference is embodied in its title and has been selected to reflect both major characteristics of Professor Einhorn's work and recent developments in the study of decision processes.

The conference program will include papers by M. Bar-Hillel (Jerusalem), B. Brehmer (Uppsala), C. F. Camerer (Wharton), R. M. Dawes (Carnegie-Mellon), W. Edwards (U.S.C.), K. R. Hammond (Colorado), D. Kahneman (Berkeley), D. N. Kleinmuntz (M.I.T.), S. Lichtenstein (Decision Research), H. Mano (Washington University), J. W. Payne (Duke), P. Slovic (Decision Research), A. Tversky (Stanford), and T. S. Wallsten (N. Carolina). Discussants will include B. Fischhoff (Carnegie-Mellon), M. Doherty (Bowling Green), H. Kunreuther (Wharton), L. L. Lopes (Wisconsin), K. R. MacCrimmon (U.B.C.), D. A. Schum (George Mason), and R. Thaler (Cornell).

The conference will take place on the University of Chicago campus and accommodation has been reserved at the McCormick Center Hotel. Requests to register or for further information should be directed to Robin M. Hogarth, University of Chicago, Graduate School of Business, 1101 East 58th Street, Chicago, Illinois, 60637. Tel: (312) 702-7257.



**Insights in Decision Making -- Preliminary Information**

1. Accommodation has been reserved at the McCormick Center Hotel, 451 East 23rd Street, Chicago, IL 60616. The rates are \$62.00 per night for a single room and \$72.00 per night for a double room. Room reservations should be made directly with the hotel. They require a one night deposit or major credit card to guarantee accommodation. This can be done either by telephone (call 1-800-621-6909, in Illinois call collect 312-791-1901) or, on receipt of your registration form (attached), you will be sent a reservation reply card.

2. The McCormick is located about 5 miles to the North of the University of Chicago campus (on Lake Shore Drive at 23rd Street). The McCormick will provide bus service to and from the campus. In addition, there is a shuttle service to locations downtown and North Michigan Avenue.

3. The registration fee for the conference is \$50.00. This will cover the costs of two lunches, the conference reception, coffee breaks, and conference materials. The fee for late registration (after May 15, 1988) is \$60.00.

4. A reception has been planned for Sunday, June 12, 1988 at the McCormick from 6:00 to 10:00 p.m..

5. The opening session will start at 9:00 a.m. on Monday, June 13, 1988 and the final session will end at 4:00 p.m. on Tuesday, June 14, 1988.

6. An event is being planned for the evening of Monday, June 13, 1988. More details will be provided at a later date.

**Insights in Decision Making: Theory and Applications**

**June 12-14, 1988**

**University of Chicago  
Graduate School of Business  
1101 East 58th Street  
Chicago, Illinois 60637**

**Registration Form**

Name

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Affiliation

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Address

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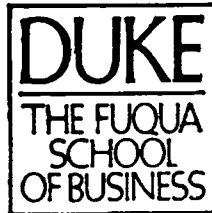
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Telephone

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Check enclosed for: \$50.00  prior to May 15, 1988

\$60.00  after May 15, 1988



Center for Decision Studies  
The Fuqua School of Business  
Duke University  
Durham, North Carolina 27706

John W. Payne  
Director  
(919) 684-3180

**TO: Colleagues**

**FROM: John W. Payne**

**In 1985, the Fuqua School of Business at Duke University established a Center for Decision Studies. The purpose of the center is to enhance both prescriptive and descriptive research in the areas of individual, group, and organizational decision making. Current members of the center include Professors Robert Ashton, James R. Bettman, Richard Burton, Kevin F. McCardle, Robert F. Nau, John W. Payne, Rakesh K. Sarin, and Robert L. Winkler.**

**Attached is a list of research papers now available from the Center for Decision Studies. If you wish to obtain copies of the papers, please indicate your preference by circling any of the numbers below, indicate your mailing address, and send this form to my secretary, Ms. Cathy Sparrow, Fuqua School of Business, Duke University, Durham, NC 27706. Please limit your selections to five per order. If you wish more than five, there will be a charge of \$1 per paper to help defray the costs of copying and postage. Please make checks payable to Duke University.**

**Should you know of others who might wish to receive any papers, please make our list available to them. If they request any paper, we will add their names to our mailing list.**

**Research Papers**

- |                    |              |              |              |              |              |              |              |
|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b><u>1987</u></b> | <b>87-1</b>  | <b>87-2</b>  | <b>87-3</b>  | <b>87-4</b>  | <b>87-5</b>  | <b>87-6</b>  | <b>87-7</b>  |
|                    | <b>87-8</b>  | <b>87-9</b>  | <b>87-10</b> | <b>87-11</b> | <b>87-12</b> | <b>87-13</b> | <b>87-14</b> |
|                    | <b>87-15</b> | <b>87-16</b> | <b>87-17</b> | <b>87-18</b> | <b>87-19</b> | <b>87-20</b> | <b>87-21</b> |
|                    | <b>87-22</b> | <b>87-23</b> | <b>87-24</b> |              |              |              |              |
| <b><u>1986</u></b> | <b>86-1</b>  | <b>86-2</b>  | <b>86-3</b>  | <b>86-4</b>  | <b>86-5</b>  | <b>86-6</b>  | <b>86-7</b>  |
|                    | <b>86-8</b>  | <b>86-9</b>  | <b>86-10</b> | <b>86-11</b> | <b>86-12</b> | <b>86-13</b> | <b>86-14</b> |
|                    | <b>86-15</b> |              |              |              |              |              |              |
| <b><u>1985</u></b> | <b>85-1</b>  | <b>85-2</b>  | <b>85-3</b>  | <b>85-4</b>  | <b>85-5</b>  | <b>85-6</b>  | <b>85-7</b>  |
|                    | <b>85-8</b>  | <b>85-9</b>  | <b>85-10</b> | <b>85-11</b> | <b>85-12</b> | <b>85-13</b> |              |

**Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

\_\_\_\_\_  
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CENTER FOR DECISION STUDIES

1987

- 87-1. Bettman, James R. & Sujan, Mita (1987) "Effects of Framing on Evaluation of Comparable & Noncomparable Alternative by Expert & Novice Consumers", Journal of Consumer Research, 14, 141-154.
- 87-2. Burton, Richard M. & Obel, Borge (1987) "Opportunism, Incentives, and the M-form Hypothesis: A Laboratory Study", Journal of Economic Behavior and Organization (in press).
- 87-3. Ashton, Robert, H. & Kessler, Lawrence (1987) "Consistency Among Alternative Performance Measures in an Applied Judgment Setting", Acta Psychologica, 65, 211-225.
- 87-4. Ashton, Allison H. & Ashton, Robert H. (1987) "Sequential Belief Revision in Auditing", Working Paper, Duke University.
- 87-5. Keller, L. Robin & Sarin, Rakesh K. (1987) "Equity in Social Risk: Some Empirical Observations", Working Paper, Duke University.
- 87-6. Sarin, Rakesh K. (1987) "Some Extensions of Luce's Measures of Risk", Theory and Decision, 22, 125-141.
- 87-7. Currim, Imran S. & Sarin, Rakesh K. (1987) "Prospect Versus Utility: An Empirical Comparison", Working Paper, Duke University.
- 87-8. Kahn, Barbara E. & Sarin, Rakesh K. (1987) "Modelling Ambiguity in Decisions Under Uncertainty", Working Paper, Duke University.
- 87-9. Becker, Joao L. & Sarin, Rakesh K. (1987) "Lottery Dependent Utility", Management Science, 33, 1367-1382.
- 87-10. Mamer, John W. & McCardle, Kevin (1987) "Uncertainty, Competition, and the Adoption of New Technology", Management Science, 33, 161-177.
- 87-11. Lippman, Steven A. & McCardle, Kevin (1987) "Does Cheaper, Faster, or Better Imply Sooner in the Timing of Innovation Decisions?", Management Science, 33, 1058-1064.
- 87-12. McCardle, Kevin F. & Winkler, Robert (1987) "All Roads Lead to Risk Preferences: A Turnpike Theorem for Conditionally Independent Returns", Working Paper, Duke University.
- 87-13. Nau, Robert F. & McCardle, Kevin F. (1987) "Coherent Behavior in Noncooperative Games", Working Paper, Duke University.
- 87-14. Winkler, Robert L. (1987) "Judgmental and Bayesian Forecasting: A Manager's Guide, In S. Makridakis & S.C. Wheelwright (Eds.) The Handbook of Forecasting, John Wiley & Sons, New York.
- 87-15. Clemen, Robert T. & Winkler, R. (1987) "Calibrating and Combining Precipitation Probability Forecasts", In Viertl (Ed.) Probability and Bayesian Statistics, 97-110.

87-16. Kadane, Joseph B. & Winkler, Robert (1987) "De Finetti's Methods of Elicitation", Probability and Bayesian Statistics.

87-17. Murphy, Allan H. & Winkler, Robert L. (1987) "A General Framework for Forecast Verification", Monthly Weather Review, 115- 1330-1338.

87-18. Hayes, S.R., Wallsten, T.S., Whitfield, R.G., Winkler, R.L. (1987) "Assessing Pulmonary Function and Symptom Health Risks Associated with Ozone Exposure: A Summary of Recent Progress", APCA, 1-21.

87-19. Kadane, Joseph B. & Winkler, Robert L. (1987) "Separating Probability Elicitation From Utilities", Journal of the American Statistical Association, (In press).

87-20. Winkler, Robert L. & Gaba, Anil (1987) "Inference with Imperfect Sampling From A Bernoulli Process", Working Paper, Duke University.

87-21. Nau, Robert F. (1987) "Combining and Reconciling Expert Judgments with Confidence-Weighted Probabilities", Working Paper, Duke University.

87-22. Johnson, E.J., Payne, J.W., & Bettman, J.R. (1987). "Information Displays and Preference Reversals". Organizational Behavior and Human Decision Processes, (In press).

87-23. Simonson, I. Huber, J. Payne, J.W. (1987). "The Relationship of Prior Brand Knowledge and Information Acquisition Order". Journal of Consumer Research, (In press).

87-24. Payne, J.W., Bettman, J.R., & Johnson, E.J. (1987). "Adaptive Strategy Selection in Decision Making". Journal of Experimental Psychology: Learning, Memory, and Cognition, (In press).

1986

86-1. Bettman, James R., John, Deborah R., Scott, Carol A. (1986) "Covariation Assessment by Consumers", Journal of Consumer Research, 13, 316-326.

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Members of the J/DM Society should be especially interested in this report, since it directly relates to research done in the area of decision making and judgment. Of particular interest in the report's emphasis on interdisciplinary and multidisciplinary research.

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