

JUDGMENT / DECISION MAKING

1994 MEETING

The annual meeting of the Society for Judgment and Decision Making will be in St. Louis, MO, November 13-14. Inside this issue on page 4 is the call for papers, symposia, and posters. The deadline for ALL submissions is **JULY 1, 1994**. The form for submitting posters is on page 5.

DUES AND DIRECTORY

Please check your mailing label. If your label does not show 1994 or later in the top right-hand corner, you owe dues. Please use the form on page 11 and pay now. You can also use the same form to subscribe to *Organizational Behavior and Human Decision Processes* and/or the *Journal of Behavioral Decision Making* at special J/DM member rates. Also use the dues form on page 11 to change your listing in the directory. The 1994 Directory will be compiled soon, please help us to make it current and accurate.

EINHORN SUBMISSIONS DUE

Remember that applications for the JDM Society's Hillel Einhorn New Investigator Award are due by **July 11, 1994**. For more information on this award see the February 1994 issue of the *Newsletter*.

NEWSLETTER

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SUBMISSION DEADLINE FOR THE NEXT *J/DM NEWSLETTER*: June 24, 1994

SOCIETY FOR JUDGMENT AND DECISION MAKING

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J/DM NEWSLETTER

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FROM THE EDITOR. . .

The *JIDM 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 However, we do not publish substantive papers.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. The best way to send your contribution is via EMAIL or in an ASCII file on a 3.5" or 5.25" diskette. If you must send hard-copy (e.g., if you are using special graphics or do not have computer access), 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 Irwin Levin.

Address corrections: Please check your mailing label carefully. Because the *JIDM 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 Irwin Levin.

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

Foreign Air Mail: Newsletters to non-US addresses are normally sent as printed matter air mail. For an additional \$10 per year, non-US subscribers can have the newsletters sent letter class air mail. To obtain this service, contact Irwin Levin or include \$10 and a note with your next dues payment.

From the President

Colleagues:

Progress in our field is greatly advanced when we learn from and are stimulated by one another's work. Thus, it is my great pleasure to announce two new Society initiatives that should facilitate such communication.

At the Society's annual meeting last November, there was consensus that we try to establish a system of electronic communication for the Society. A couple of associates of Barbara Mellers at Berkeley, Alan Schwartz and Alan Cooke, took the challenge to heart. (Thank you, Alan and Alan!) They are now poised to launch the system, starting with a couple of electronic mailing lists that are described elsewhere in this edition of the Newsletter. There are other possibilities, too, including newsletters and directories. We invite you to send us your opinions about the kinds of electronic communication services we should explore and how they should be exploited. For instance, I would like to see members use the mailing lists to tell others about new contributions to the literature. This seems especially important in our field because our work is dispersed across so many different traditional disciplines.

The second initiative I wish to announce can be seen as a "remote enhancement" of the annual meeting. Our annual meeting has come to be seen as a premier forum at which members can learn efficiently about significant new ideas and issues that might be relevant to their own research, teaching, and practice. There is space for only so many symposia and presentations in any given meeting. To broaden the program, during the business meeting each year, we will announce up to three "SJDM Contribution Citations." Citations will be made for articles, books, book chapters, computer programs, or devices (e.g., decision aids) that have appeared recently. We hope that the citations will encourage members to study these contributions on their own. Thus, each citation will include a statement of why the contribution warrants careful deliberation. These statements will be distributed at the annual meeting and also will be reprinted in the Newsletter.

Cited contributions will be selected by a committee partly on the basis of solicited, anonymous reviews. The major criteria for citation will be similar to those used in choosing symposium topics, including the likelihood that the contribution could (a) improve significantly our understanding of judgment and decision behavior or its enhancement or (b) stimulate healthy debate that in turn would lead to such improvements. The selection committee will be in place shortly. In the meantime, I invite you to send nominations for citations to me, and I will forward them to the committee. A few guidelines: (a) nominators cannot nominate their own work; (b) each nomination should include reference information and, when possible, a copy of the contribution itself; (c) the nominating statement should make a cogent argument for why the contribution should be brought to the attention of the judgment and decision community.

With best wishes

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CALL FOR SUBMISSIONS -- 1994 J/DM ANNUAL MEETING

SUBMISSION DEADLINE: **JULY 1, 1994**

The JDM 1994 Program Committee invites proposals for symposia, individual papers, or posters on any theoretical, empirical, or applied topic related to judgment and decision making. Anyone interesting in participating in the program of the 1994 JDM meeting in St. Louis, November 13-14, should submit the materials described below to the appropriate address:

Symposia and papers: JDM Program Committee
c/o Joshua Klayman
University of Chicago Graduate School of Business
1101 E. 58th St.
Chicago, IL 60637

Posters: c/o Colin Camerer
(same address)

At the top of each submission, please indicate:

- Symposium, paper, or poster
- Your name, address, phone number, and e-mail address
- The title of your proposed presentation

TO PROPOSE A SYMPOSIUM

Symposia are usually allotted about 90 minutes each, and include 3 or 4 speakers and perhaps a discussant. Submit a 100-200 word description of the intended theme and format of the session. Attach a list of intended participants, including, for each, their address, phone, and e-mail and a brief description of the topic of their talk. Please confirm the speakers' willingness to participate prior to submitting their names.

TO SUBMIT AN INDIVIDUAL PAPER

Submit a one-page abstract of the paper. You may also include a copy of a completed paper, but need not.

TO SUBMIT A POSTER

Use the application form on the following page. Note that at least one of the authors of the paper must be a member of the JDM Society.

POSTER PRESENTATION APPLICATION

Society for Judgment and Decision Making
Annual Meeting, St. Louis, Missouri
Sunday-Monday November 13-14, 1994

1. Author 1: J/DM Member? YES NO
Institution:

Author 2: J/DM Member? YES NO
Institution:

Author 3: J/DM Member? YES NO
Institution:

2. Title of presentation (12 words or less):

3. Abstract (100 words or less):

4. To whom should correspondence be addressed?

Name: Phone:
Address:

email:

Send application (mail, fax, or email) by **JULY 1, 1994** to:

Colin Camerer
Graduate School of Business
University of Chicago
1101 E. 58th St.
Chicago, IL 60637

fax: 312-702-0458
fac_camerer@gsbacd.uchicago.edu

POSITIONS AVAILABLE

Research Associate
Public Policy, Decision Sciences, and Simulation

The Center for Policy Research at the University at Albany, State University of New York, seeks a research associate for a two-year appointment with the possibility of renewal, non-tenure track, rank open. The Center resides within the Graduate School of Public Affairs and emphasizes research on both methodological and substantive issues in the field of public policy. Faculty associated with the Center have a variety of methodological and substantive interests, including group decision support, expert judgment, system dynamics, negotiation and bargaining, medical decision making, risk analysis and risk communication, policy simulation modeling, role of non-profits in the delivery and coordination of social programs and services, and environmental policy. The successful applicant will be expected to participate in and support ongoing projects and to develop a funded research program relevant to the mission of the Center.

Requirements: A Ph.D. in psychology, sociology, political science, economics, public or business administration, or related discipline. Strong interest in research related to public policy problems and demonstrated ability to formulate and execute research projects. Strong methodological and quantitative skills in social science research, statistical analysis, decision theory, operations research, economic analysis, system dynamics, or a related field are important. Also important is the ability to work with interdisciplinary groups and practitioners on applied policy projects.

Applicants should send a letter summarizing research objectives and relevant experience and qualifications, vita, representative publications, and names of three references to Thomas R. Stewart, Ph.D. Search Committee Chair, Center for Policy Research, Milne 300, University at Albany, State University of New York, Albany, NY 12222. Review of applications will begin May 1 and continue until the position is filled.

The University at Albany, State University of New York, is an EO/AA employer. Applications from women, minority, handicapped persons and special disabled or Vietnam era veterans are especially welcome.

Postdoctoral Fellow
Clinical Decision Making

The University of Illinois at Chicago, Department of Medical Education, has an opening for a postdoctoral fellow in clinical decision making research. We are looking for someone with a PhD in psychology or an equivalent degree in a related, quantitative behavioral science. The position could also be filled by an MD with an interest in behavioral decision making and needed quantitative and computer skills. The stipend is \$18,000 per year.

The position is supported by an ongoing research project, funded by NLM, which looks at how clinicians of three levels of clinical experience (M4s, 2nd year residents, and attending general internists) change their diagnostic opinions as a consequence of obtaining consultations from computerized decision support systems (DSSs) on clinical cases we provide. These case materials are more complex than what research psychologists typically use, but simpler than "clinical reality at the bedside," the usual tradeoffs having been made. Pilot testing of some cases will begin very shortly. The subjects are given case abstracts and first asked to develop their own diagnostic impressions and plan for the next steps in the workup. Then, they are to enter the relevant findings (whatever they think they are) into the computer, and respond to the DSS's opinion. We are interested in how their opinions and plans change as a result of interacting with the DSS.

Running this project takes about 50% of the fellow's time. The rest is open to develop new ideas, collaborate with the other CDMMI faculty and do a small amount of teaching of medical students and residents.

We would like to fill this position as soon as possible and by July 1 at the latest. If you know people who are interested in empirical studies of clinical reasoning and decision making, or want to learn more about human-computer interactions in the clinical arena, this is a good place to start. They can contact Arthur Elstein via email <U46799@UICVM.UIC.EDU>, or phone 312-996-5451.

Electronic Mailing Lists
The Judgment and Decision Making Society
is entering the information age!

A set of e-mail mailing lists has been created to allow for easier and faster communication among society members. These mailing lists allow a person to send e-mail to all of the current subscribers of the list with just one e-mail message.

There are two different mailing lists: One is for graduate students interested in J/DM named

jdm-grads@mellers1.psych.berkeley.edu

and one is for the members of the society in general, named

jdm-society@mellers1.psych.berkeley.edu

Graduate students interested in receiving J/DM e-mail should subscribe to the first list. All other people interested in receiving Society e-mail should subscribe to the second list.

Subscribing is easy. Just send e-mail to the following address:

listproc@mellers1.psych.berkeley.edu

The e-mail does not need to have a subject. It only needs to have the following line somewhere in the body of the message:

subscribe *mailing-list* YOUR FULL NAME

where *mailing-list* is either **jdm-society** or **jdm-grads**, depending on the list to which you are subscribing. Subscription occurs automatically and will be verified by an e-mail welcoming you to the list and telling you how to do additional mailing list functions. To cancel your subscription to the list, send to <listproc@mellers1.psych.berkeley.edu> the following message:

unsubscribe *mailing-list* YOUR FULL NAME

You need not contact us unless you have questions or problems.

It is easy to send mail to each other. Just send the e-mail that you want posted to the relevant mailing list. (You need not be subscribed to the list to send mail to it.) It will automatically be sent to all current subscribers of the list. The list JDM-GRADS is a sublist of the JDM-SOCIETY mailing list, so grads will receive all society mailings. If a message is posted to JDM-GRADS, however, only the subscribers to JDM-GRADS will receive the mailing.

One note of caution: People replying to mail sent through the mailing lists should be careful to reply in the appropriate manner. A group reply will be sent to every member of the mailing list, whereas a single reply will only send mail to the author of the original e-mail. For example, if you use the sendmail reader (typing "mail"), "r" (lower-case r) replies only to the author, and "R" (upper-case R) replies to the group. If you use the elm reader, "r" replies to the author and "g" (group reply) replies to the group. We don't know how the mail programs on other operating systems work (but if you do, please let us know). If you have questions, please ask your local systems administrator. Please be careful when replying to list mail, as replies to the author sent to the group are annoying to group members, and can be embarrassing.

If you have questions, comments, or problems, please contact us:

Alan Schwartz	alansz@cogsci.berkeley.edu
Alan Cooke	acooke@garnet.berkeley.edu

NSF:DRMS Program Focuses on Several Initiative Areas

The program for Decision, Risk, and Management Science (DRMS) of the National Science Foundation (NSF) supports research that explores fundamental issues in management science, risk analysis, societal and public policy decision making, behavioral decision making and judgment, organizational design, and decision making under uncertainty. Research should incorporate social, behavioral, or organizational aspects of operational processes and decision making. Research supported by DRMS should: (a) have relevance to an operational context, (b) be grounded in theory, (c) be based on empirical observation or be subject to empirical validation, and (d) be generalizable.

DRMS emphasizes research in such topics as: judgment and decision processes; risk perception, communication and analysis; organizational performance; and modeling of managerial processes. In FY 1993, the program spent \$3.4 million to make more than 80 new and continuing awards, and 23% of the new proposal submissions were funded.

Special Initiatives:

DRMS sponsors a Joint NSF/Private Sector Research Opportunities Initiative (PSI). This Initiative attracts considerable support and interest from the academic and private sector communities by matching NSF and industrial contributions to academic research proposals. The purpose of the initiative is to encourage academicians to do basic research firmly grounded in real, operational contexts. Interaction between the academic community and the private sector benefits both parties by creating opportunities to develop new approaches to problems based on state-of-the-art methodologies and innovative research partnerships. Topic areas include operational control, management systems, the interface between risk perceptions and trust, and strategic planning. Topics can range from production, manufacturing, and marketing research, to the role of decision analysis and decision support systems in improving the way decisions are made. Proposed projects should be of general interest to the research community, but still relate to a specific problem facing a cooperating organization in the private sector.

DRMS also participates in the foundation-wide initiative supporting research in the Human Dimensions and Economics of Global Change. This initiative encourages the study of interactions between humans and their environments, including the impacts of human activities on the environment and the impacts of the environment on human health and welfare. A special new emphasis of the initiative is policy science including research on the data, analytical methods, computational issues, and modeling requirements of policy analysis. Significant data issues include availability, organization, validation, reliability, and issues such as the appropriate elicitation and treatment of expert judgment to fill data gaps. Analytical issues include extracting general relationships from case-studies, setting boundary conditions on model parameters, verifying the consistency of modeling assumptions across model components, and selecting scenario conditions (for example, to conduct vulnerability analysis). With regard to modeling methodology, the initiative will be increasing its support of integrated assessment activities and regional modeling.

An important policy science area highlighted by the DRMS program is risk management under different social regimes and institutions. In particular, research is encouraged that helps further our understanding of risk management in open, democratic societies by addressing such factors as perceptions, preferences for risk taking, ethical and moral principles, societal and cultural values, and the institutional arrangements within which risk management is conducted. Also of interest is research that addresses the implications of democratic processes for societal responses to risk, including such concerns as constituency participation in risk disputes, institutional credibility, and trust in risk management systems. Proposals for this competition should be well grounded in relevant social science theory, they should explain how the research will contribute to the enhancement of that theory and deeper understanding of risk management and policy, and they should clearly outline and justify the research methods to be used. Proposals to build or synthesize databases should include detailed research plans for the use of the data.

Target dates for DRMS proposal submissions are **January 15** and **August 15**. Before submitting a formal proposal to DRMS, investigators are encouraged to get a copy of the NSF Grant Proposal Guide (NSF 94-2) which contains relevant forms, instructions, and other materials and is available from most university grant offices or from the DRMS program office. Investigators may also want to obtain the DRMS Program Statement (NSF 91-59) or the flyer on the PSI (NSF 92-136) from the DRMS office. If you have questions about your research idea or proposal content, or you would like more information on DRMS and funding initiatives, please contact either Robin Cantor at (703) 306-1757, <rcantor@nsf.gov> or Hal Arkes at the same phone number, <harkes@nsf.gov>. Written correspondence may be sent to DRMS Program, NSF, 4201 Wilson Blvd., Room 995, Arlington, VA 22230, or faxed to the office at (703) 306-0485.

STUDENT PAPER COMPETITION

The ORSA Special Interest Group on Decision Analysis solicits entries in a competition among papers written by students. In the past, submissions have spanned a wide range of decision analysis topics and research methods, including both theoretical and applied work. We encourage entries from all aspects of decision analysis, as reflected in the sessions sponsored by the Special Interest Group at recent ORSA/TIMS meetings.

To enter send five copies of your paper by **July 8, 1994** to:

Professor James E. Smith
Fuqua School of Business
Duke University
Box 90120
Durham, NC 27708-0120

(919) 660-7770
jesmith@dukefsb.bitnet

Please include a cover letter with your current address, telephone number, and current employer. Also state the academic institution at which the work was performed, degree, graduation date, and supervising faculty.

Conditions: The paper should be less than 30 double-spaced, typewritten or word-processed pages. Papers may be coauthored with a faculty member provided they are based on the student's work while a student (such as a dissertation or thesis) and the student is listed as the first author. Individuals who graduated in or before June, 1993 are not eligible. No more than one entry per student.

Judging: A panel of judges chaired by Jim Smith will judge the papers using the criteria described in the editorial policy of *Operations Research*. The panel can elect not to award the prize if none of the papers submitted is considered a sufficient contribution to decision analysis. The competitors will be notified of the outcome by the end of September, 1994.

Presentation and Award: The winner will be scheduled to present the paper at the ORSA/TIMS meeting in Detroit, MI, October 23-26, 1994. The winner will also receive a \$500 cash award and an invitation to a celebratory dinner with representatives of the Special Interest Group. It is hoped that the winner's employer will provide travel funds so that the winner can attend the meeting.

CALLS FOR PAPERS

Artificial Intelligence in Business Process Re-engineering

This special issue of *The International Journal of Intelligent Systems in Accounting, Finance and Management* will be edited by Walter Hamscher (Price Waterhouse) and Daniel E. O'Leary (Univ of Southern California). Business Process Re-engineering aims at achieving substantial improvements in various measures through the redesign and reengineering of existing business processes. This special issue will focus on the use of AI to assist in the planning, execution, implementation and evaluation of those processes.

The deadline for submitting papers is **September 1, 1994**. Four hard copy versions of papers should be sent to Daniel E. O'Leary at the address below.

Integration of AI & OR and the Integration of AI & Decision Analysis

This special issue of the *Annals of Operations Research* will be edited by Daniel E. O'Leary and Richard McBride. Artificial intelligence, decision analysis and operations research all provide important modeling capabilities. Yet, too often the power of integrating these individual approaches is lost with the use of a single approach. As a result, there is an interest in studying the integration of multiple approaches, and the corresponding structure of integrating those approaches.

The deadline for submitting papers is **June 1, 1994**. Four hard copy versions of papers should be sent to Daniel E. O'Leary at the address below.

Daniel E. O'Leary
School of Business
University of Southern California
Los Angeles, CA 90089-1421

213-740-4856
oleary@rcf.usc.edu

Institute of Psychology
 Chinese Academy of Science
 P.O. Box 1603
 Beijing 100012
 P. R. CHINA

March 14, 1994

I am a Chinese Ph.D. specializing in behavioral sciences. At present, I'm doing research on decision making under risk and uncertainty. However, there are few researchers working in this field in China. I write to seek the help of American scientists in the field of decision making. I hope that I can receive some useful materials, for example, articles, questionnaires, books about risky decision making from warm-hearted, kind scientists in the USA. I am also very willing to cooperate with American experts in doing cross-cultural research on behavioral decision making.

I'm looking forward to receiving letters from those who have interests in cooperating with me. My address is shown above.

With all best wishes
 Yours sincerely,

Li Jianfeng

FYI: From the Editor

I have recently learned of a newsletter that may be of interest to members of the JDM Society who are involved in teaching probability or statistics courses. It is called the *Newsletter of the International Study Group for Research on Learning Probability and Statistics*. For information or to subscribe, contact:

Joan Garfield, Editor
 140 Appleby Hall
 128 Pleasant St. S.E.
 Minneapolis, MN 55455
 fax: (612) 626-7848
 jbg@vx.cis.umn.edu

DUES AND JOURNAL SUBSCRIPTIONS

You can now pay your membership dues and order the journals *Organizational Behavior and Human Decision Processes* and the *Journal of Behavioral Decision Making* using the single form below. If you want to subscribe to either journal for 1994, just check the appropriate space(s) below. **Do NOT send your journal fees, you will be billed for the amount by the publishers. Please DO send your Society membership dues.**

For your dues status, please check your label. The date next to your name is the last year for which the database shows you as having paid dues.

If your label shows "1994" or later, you are fully paid. THANK YOU!

If it is "1993" then you owe dues of \$20 for 1994.

If it is "1992" or "1991" then you owe back dues (\$20 per year) and \$20 for 1994. Please act soon, or you will be dropped from the mailing list.

Members residing outside the United States who incur expenses in getting checks written in U.S. funds have the privilege of paying in advance for multiple years. The label date should indicate if you have done this. Members residing in countries where getting checks written in U.S. funds is impractical or illegal may apply to the Society for a free membership. Such members will find a "*" next to their names on the label. Also note that for an additional \$10 per year, non-US subscribers can have the newsletters sent letter class (instead of as printed matter). To obtain this service, add \$10 for each year of dues and briefly note this on your dues form.

**SOCIETY FOR JUDGMENT AND DECISION MAKING:
 DUES/ADDRESS CORRECTION/JOURNAL ORDERS FORM**

Name _____ Phone _____

Address _____ EMAIL _____

City _____ State _____ ZIP _____

Please make checks payable to the JUDGMENT/DECISION MAKING SOCIETY.
 Checks must be in US dollars and payable through a US bank. Mail the form and check to:

Irwin Levin
 Department of Psychology
 University of Iowa
 Iowa City, IA 52242

1994 Dues:
 Member \$20
 Student \$5*

*Students must have endorsement of a faculty member:

Faculty Signature: _____ Date: _____

Printed Name: _____ Institution: _____

I wish to subscribe to the following for 1994:

[The journal will bill you later for the price of subscription at the special Society rates shown]

_____ *Organizational Behavior and Human Decision Processes* (12 issues, \$112 US & Canada, \$135 elsewhere)

_____ *Journal of Behavioral Decision Making* (4 issues, \$65)

SOME UPCOMING MEETINGS

Behavioral Decision Research in Management: will be at the MIT Sloan School of Management, May 20-22, 1994. For information contact: John Carroll, MIT Sloan School, 50 Memorial Drive, Cambridge, MA 02139-4307, (617) 253-2617, fax: (617) 253-2660, <jcarroll@sloan.bitnet><jcarroll@sloan.mit.edu>

Making Statistics More Effective in Schools of Business: will be at the Graduate School of Management, Rutgers Univ, June 9-11, 1994. For more information contact: Douglas Jones, MSMESB '94, Grad School of Management, Ackerson Hall, 180 University Ave, Rutgers Univ, Newark, NJ 17102, (201) 648-5033, <djones@andromeda.rutgers.edu>

International Symposium on Forecasting: will be at the Stockholm School of Economics, Stockholm, Sweden, June 12-15, 1994. For information contact: Sune Karlsson, Dept of Econ Stats, Stockholm School of Economics, P.O. Box 6501, S-113 83 STÖCKHOLM, Sweden, Intl+46-8-7369239, fax: Intl+46-8-302115, <isf94@hhs.se>

American Psychological Society: will be at the Sheraton Washington Hotel, Washington, DC, June 30-July 3, 1994. For information contact: American Psychological Society, 1010 Vermont Ave, NW, Suite 1100, Washington, DC 20005-4907, (202) 783-2077.

Society for Mathematical Psychology: will be at the Univ of Washington, Seattle, August 12-14, 1994. For information contact: Richard Gonzalez, Dept of Psych NI-25, Univ of Washington, Seattle, WA 98195. <smp94@u.washington.edu>

Society for Medical Decision Making: will be at the Marriott Society Center, Cleveland, OH, October 16-19, 1994. Abstract deadline is June 1, 1994. For information contact: Maria Gorrick, Society for Medical Decision Making, George Washington Univ, Office of CME, 2300 K St., NW, Washington, DC 20037, (202) 994-8929, <smdm-office@camis.stanford.edu>

The Psychonomic Society: St. Louis, MO, November 11-13, 1994.

Judgment/Decision Making Society: St. Louis, MO, November 13-14, 1994. See pp. 4-5 of this issue of the newsletter for paper submission information.

JIDM NEWSLETTER

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