

# JUDGMENT / DECISION MAKING

## J/DM FALL MEETING. . .

The Annual Judgment/Decision Making Conference was held November 24-25, 1985 in Boston. It was the largest Conference and was a major success. A summary of the activities at the Business Meeting may be found on Page 3.

## 1986 SUBSCRIPTION FEES ARE DUE. . .

Subscription fees for 1986 are now due. Even though the cost of postage will increase on January 1st, we shall be able to hold the rates constant for the year. Since we have gone to an annual subscription fee, everyone's fee is now payable. (If your address label is marked "P", then you have already paid for 1986.) We would appreciate payment as soon as possible using the form on Page 11. We are experimenting with electronic mail (see below). When you return your subscription form, please include your BITNET username and SOURCE or COMPUSERVE ID's. If there is sufficient response, we shall include such information in the next J/DM directory.

## VOTE SET FOR J/DM SOCIETY. . .

The Executive Committee is putting the finishing touches on a set of bylaws for the creation of a formal organization. In a few weeks you will receive a set of bylaws in the mail on which we shall have a mail ballot. Those eligible to vote will be current J/DM Newsletter subscribers, who by voting, will become charter members should the bylaws be adopted. This is another good reason for paying your subscription soon -- so that you will have a voice in the formation of a new organization concerned with research in judgment and decision making.

## J/DM ELECTRONIC MAIL. . .

Several J/DMer's have asked about communication via electronic mail. As an experiment, the editor is encouraging J/DMer's to communicate with him via BITNET. His username and node is "CASTELLANGIUBACS". Messages are scanned several times a day. The editor also may be reached on the SOURCE (ID: BBD678), and COMPUSERVE (ID: 71036,1004). The editor logs onto these services about once a week (and more often if there is activity).

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DEADLINE FOR SUBMISSIONS FOR THE NEXT J/DM NEWSLETTER: JANUARY 15, 1986

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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 However, we do not publish substantive papers.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 8 1/2 by 11 paper. Please leave good margins -- 1 inch at the sides and bottom and 2 inches at the top. If possible, use a carbon or film ribbon. Please mail flat -- do not fold.

**Subscriptions:** The current rate for the J/DM Newsletter is \$5.00/year. Subscriptions are available on a calendar year basis only.

Checks should be made payable to the Indiana University Foundation. Please send your subscription to the editor.

**Foreign Subscriptions:** The cost of foreign subscriptions is necessarily higher than domestic subscriptions. Copies will be sent airmail to foreign addresses for \$7.00 (U. S.) per year if drawn on a U. S. bank. (If payable in U. S. dollars, but not drawn on a U. S. bank, the cost is \$25.00 per year. Note that many foreign banks have accounts with a U. S. bank and draw checks on that account.)

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

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

**SPECIAL 1986 RATES FOR OBHDP. . .**

J/DMers may obtain a 1986 subscription for volumes 37 and 38 of Organizational Behavior and Human Decision Processes at preferential rates. The member rate is \$54.00 for the year (a savings of \$34.00) and the student rate is \$44.00. For subscribers outside the United States and Canada, the member rate (including postage) is \$67.00 for the year, \$62.00 for students. As in the past, subscribers should make checks payable to Academic Press/OBHDP and send them along with their mailing address to:

James C. Naylor, Editor / Organizational Behavior and Human Decision Processes  
Dept. of Psychological Sciences / Purdue University / West Lafayette, IN 47907

NOTES ON THE J/DM BUSINESS MEETING (11/25/85) . . .

From James Shanteau

There was a lunch meeting on Monday, November 25, to discuss a number of business items. The following is a summary of the major points of discussion.

1. The Psychonomic Society has scheduled its 1986 meeting in New Orleans in mid-November. Unlike this year, the Psychonomics meeting will be held on Thursday-Friday-Saturday. The J/DM meeting will, therefore, start immediately following on noon Saturday and continue through Sunday afternoon. Local arrangements for the 1986 J/DM meeting will be handled by Don Kleinmuntz. The 1987 and 1988 meetings are tentatively scheduled for Seattle and Chicago, respectively.

2. John Carroll handled the arrangements for this year's meeting. He announced that there were nearly 90 registered attendees -- the highest ever. He also acknowledged the contribution of the Sloan School of Management at MIT for making possible the very nice social hour at the J/DM meeting. John received a special thanks for his efforts in making these local arrangements.

3. The Program Committee for the meeting was given recognition for putting together a very fine program. The committee consisted of Eric Johnson (Chair), Max Bazerman, Michael Birnbaum, and John Carroll.

The Program Committee for the 1986 meeting was announced. The committee will be chaired by John Carroll. The other members are Michael Birnbaum, Berndt Brehmer, and Eric Johnson. Anyone with program ideas or suggestions should contact one of the committee members.

A special effort will be made next year to include greater international representation on the program. In particular, Berndt Brehmer will be organizing a special session on European perspectives of J/DM research.

4. John Castellan described the present state of affairs for the J/DM Newsletter. The recent price increase (from \$2 to \$5) will allow for more and larger mailings. In addition, select issues of the Newsletter will be mailed first class to insure timely delivery, e.g., before the annual meeting each year.

There remains a need for additional newsletter material, such as reprint lists, notices of grant availability, descriptions of job openings, program announcements, and any other news or information. If you have such material, send it to John. In addition, John asked anyone interested in reviewing books to contact him.

5. Gary McClelland is presently updating the J/DM mailing list. A new membership directory will be published shortly. Therefore, any changes (or additions) to addresses or phone numbers should be sent immediately to Gary. In addition, the initial voting membership for approval of the proposed Bylaws of the J/DM Society (see item 7) will be based on the mailing list. So make sure you are listed accurately.

6. James Shanteau summarized the Executive Committee meeting held on Saturday, November 23. Those at the meeting besides James were Charles Gettys, John Castellan, Gary McClelland, Eric Johnson, and John Carroll.

The major business of the committee meeting was discussion of a proposed set of By-Laws for the society. The board has been working for the past year on writing By-Laws which reflect current operating procedures. Any J/DM member may obtain a copy of the proposed By-Laws from John Castellan and make comments or suggestions to John. When ready, the proposed By-Laws will be sent to everyone on the mailing list for a yes-no vote. If approved, the Society for Research on Judgment/Decision Making will begin operating by these By-Laws at the next meeting.

The board is also looking into incorporation for the society. This is necessary for avoiding tax problems and other legal reasons.

Another issue raised by the committee was the need for a Secretary/Treasurer. Anyone interested should contact James Shanteau.

7. Hal Arkes and Ken Hammond announced that their edited book will be published soon. Hal described the table of contents for this very impressive book. The book is intended for upper-level undergraduates or lower-level graduates and contains a cross-section of significant J/DM research. All proceeds from the book will go to the J/DM Society.

Hal and Ken were congratulated for their efforts and a call was put out for others to begin work on another text. One possibility is a book on expertise from various J/DM perspectives. Another is a how-to-do book on methods used in J/DM research, with chapters written by investigators from different orientations. Anyone interested in these or other book possibilities should contact James Shanteau.

8. Ken Hammond brought the membership up to date on the proposed journal. Negotiations have broken off with one publisher, but he has received informative feedback from APA publications. He said that he will wait until the new J/DM Executive Board is constituted before proceeding further.

... James Shanteau

FOR THOSE WHO MISSED THE CONFERENCE . . .

Cassette tape recordings are available for each of the major sessions and workshops at the 1985 J/DM meeting. In addition, selected tapes are available from previous meetings.

To obtain copies of these tapes, send \$5 (the "at-cost" price) for each cassette wanted to:

James Shanteau  
Department of Psychology  
Bluemont Hall  
Kansas State University  
Manhattan, Kansas 66506-7095

Please allow 4-6 weeks for the copies to be made and shipped.

List of cassette tapes available from J/DM meetings:

\* \* \* 1985 \* \* \*

- (23) R. Duncan Luce's Keynote Address, "Explorations in Measurement," with commentaries by Gary McClelland and James Shanteau
- (22) Session on "Economics and Psychology" by Robert Shiller, George Loewenstein, and Colin Camerer, with comments by Richard Thaler and Gregory Fischer
- (21) Workshop on "Group Decision Making" by Reid Hastie, Robin Hogarth, Keith Murnighan, and Gene Burnstein, with discussion by John Carroll
- (20) Featured Talk by Robyn M. Dawes, "The Dilemma of the Commons: Cooperation Without Incentive Compatibility," with commentaries by Terry Connolly and Lola Lopes
- (19) Session on "Context Effects in Judgment and Choice," with a Featured Presentation by Allen Parducci and a paper by Barbara Mellers
- (18) Workshop on "Future Directions for Medical Decision Making," with an introduction by Harvey Fineberg, and papers by Milton Weinstein, Peter Politser, and Robert Greenea

\* \* \* 1984 \* \* \*

- (17) Howard Raiffa's Keynote Address, "Behavioral Insights for Prescriptive Analysis," with commentaries by Gerrit Wolf and Robin Hogarth
- (16) Workshop on "Unasked Questions in Decision Research" by Terry Connolly, Kent Norman, and James Shanteau, with discussion by Michael Doherty

- (15) Session on "Teaching Judgment and Decision Making" with introductory comments by Ken Hammond, and presentations by Berndt Brehmer, Michael Doherty, Arthur Elstein, John Payne, and James Shanteau
- (14) Symposium on "Consumer Behavior," with presentations by Jay Russo, Daniel Kahneman, Richard Thaler, and Stephen Hoch
- (13) Major Address by Sarah Lichtenstein, "Comparable Worth as Multiattribute Utility," with comments by John Payne and Lola Lopes

\* \* \* 1983 \* \* \*

- (12) Clyde Coombs' Keynote Address, "Some Cumulative and Not So Cumulative Research on Decision Making," with comments by Kenneth Hammond
- (11) Symposium on "Judgment Research and Psychology: What Was, Is and Will Be Unique," with presentations by Charles Gettys, Jay Christensen-Szalanski, Lola Lopes, and Robin Hogarth
- (10) Major Address by Norman Anderson, "Judgment and Decision Making as Goal-Directed Action;" comments by Jerry Busemeyer and John Carroll
- (9) Workshop on "Learning, Judgment, and Expertise" by Eric Johnson, Joshua Klayman, Michelene Chi, with discussion by Hillel Einhorn

\* \* \* 1982 \* \* \*

- (8) Kenneth Hammond's' Keynote Address, "To Whom Does the Future Belong: Is You Is or Is You Ain't My Baby?" with comments by Lola Lopes
- (7) Symposium on "Source Credibility: History, Theory, and Evidence," with presentations by Brown Grier, Michael Birnbaum, and David Schum
- (6) Major Address by Daniel Kahneman and Amos Tversky, "Intentional Reasoning and the Conjunction Fallacy in Probability Judgments," with commentaries by Lee Beach, John Payne, and Nancy Pennington
- (5) Special session on "Role of Experience in Judgment and Decision Making," with talks by Jerry Busemeyer, Colleen Surber, Barbara Mellers, Gary Gaeth, and discussion by Kent Norman
- (4) Workshop on "Accounting and Auditing Judgment," with talks by William Wright, John Dickhaut, and Edward Joyce

\* \* \* 1981 \* \* \*

- (3) Ward Edwards' Keynote Address "Research on Inference and Decision: How We Got to Where We Are," with comments by Charles Gettys
- (2) Symposium on "History of Risk;" talks by Brown Grier and Lola Lopes, with commentary by Duncan Luce

\* \* \* 1980 \* \* \*

- (1) Brown Grier's Keynote Address on the "Judgment and Decision Making: 2000 Years of History"

Judgment and Decision Making: An Interdisciplinary Reader  
K. R. Hammond and H. Arkes, (Editors). Cambridge University Press

PART I: INTRODUCTION

- 1 Multiattribute evaluation, Ward Edwards & J. Robert Newman
- 2 Judgment about uncertainty: Heuristics and biases, Amos Tversky & Daniel Kahneman
- 3 Social judgment theory, Kenneth R. Hammond, Thomas R. Stewart, Berndt Brehmer, & Derick O. Steinmann
- 4 Algebraic rules in psychological measurement, Norman H. Anderson

PART II: JUDGMENT AND SOCIAL POLICY

- 5 Alternative visions of rationality, Herbert A. Simon
- 6 Informing the public about the risks from ionizing radiation, Paul Slovic, Baruch Fischhoff, & Sarah Lichtenstein
- 7 Science, values and human judgment, Kenneth R. Hammond & Leonard Adelman
- 8 The central Arizona water control study: A case for multiobjective planning and public involvement, Curtis A. Brown

PART III: ECONOMICS

- 9 Illusions and mirages in public policy, Richard H. Thaler
- 10 Psychological study of human judgment: Implications for investment decision making, Paul Slovic
- 11 Choices, values, and frames, Daniel Kahneman & Amos Tversky

PART IV: LAW

- 12 Human information processing and adjudication: Trial by heuristics, Michael J. Saks & Robert F. Kidd
- 13 Causal theories of crime and their effect upon expert parole decision, John S. Carroll
- 14 Social Psychology in court: The judge, Michael J. Saks & Reid Hastie

PART V: INTERPERSONAL CONFLICT

- 15 Application of social judgment theory to understanding and treating marital conflict, Krishna S. Dhir & Howard J. Markman
- 16 The role of judgment in small-group conflict and decision-making, Berndt Brehmer
- 17 Heuristics in negotiation: Limitations to effective dispute resolution, Max H. Bazerman & Margaret A. Neale
- 18 The Camp David negotiations, Howard Raiffa

PART VI: CLINICAL JUDGMENT IN MEDICINE AND PSYCHOLOGY

- 19 Simple models or simple processes? Some research on clinical judgments, Lewis R. Goldberg
- 20 Clinical decision analysis: The hazard of using additional data, James C. Sisson, Eric B. Schoemaker, & Jon C. Ross
- 21 Clinical judgment in rheumatoid arthritis. II. Judging 'current disease activity' in clinical practice, J. R. Kirwan, D. M. Chaput de Saintonge, C. R. B. Journe, & H. L. F. Currey
- 22 A decision analysis approach to the swine influenza vaccination decision for an individual, David L. Zalkind & Richard H. Shachtman

- 23 On the elicitation of preferences for alternative therapies, Barbara J. McNeil, Stephen G. Pauker, Harold C. Sox, & Amos Tversky

PART VII: SOCIAL PREDICTION AND JUDGMENT

- 24 Knowing with certainty: The appropriateness of extreme confidence, Baruch Fischhoff, Paul Slovic, & Sarah Lichtenstein
- 25 Cultural variation in probabilistic thinking: Alternative ways of dealing with uncertainty, George N. Wright & Lawrence D. Phillips
- 26 A computer-based system for identifying suicide attemptors, David H. Gustafson, Bruce Tianen, & John H. Greist

PART VIII: EXPERTS

- 27 Reducing the influence of irrelevant information on experienced decision makers, Gary J. Gaeth & James Shanteau
- 28 Improving scientists' judgments of risk, Kenneth R. Hammond, Barry F. Anderson, Jeffrey Sutherland, & Barbara Marvin
- 29 Expert judgment: Some necessary conditions and an example, Hillel J. Einhorn

PART IX: DEVELOPMENT AND LEARNING

- 30 Development of rule use in judgments of covariation between events, Harriet Shaklee & Michael Mims
- 31 Integrating velocity, time and distance information: A developmental study, Friedrich Wilkening
- 32 Social judgment theory: Teacher expectations concerning children's early reading potential, Ray W. Cooksey, Peter Freebody, & Graham R. Davidson

PART X: RESEARCH TECHNIQUES

- 33 General remarks on quantification of clinical material, Paul E. Meehl
- 34 The scientific study of clinical judgment in psychology and medicine, Benjamin Kleinmuntz
- 35 An analysis-of-variance model for the assessment of configural cue utilization in clinical judgment, Paul J. Hoffman, Paul Slovic, & Leonard G. Rorer
- 36 Impediments to accurate clinical judgment and possible ways to minimize their impact, Hal R. Arkes
- 37 Discretionary aspects of jury decision making, John C. Mowen & Darwyn E. Linder
- 38 Measuring the relative importance of utilitarian and egalitarian values: A study of individual differences about fair distribution, John Rohrbaugh, Gary McClelland, & Robert Quinn

PART XI: OVERVIEW

- 39 The two camps on rationality, Helmut Jungermann
- 40 On cognitive illusions and their implications, Ward Edwards & Detlof von Winterfeldt
- 41 Beyond discrete biases: Functional and dysfunctional aspects of judgmental heuristics, Robin M. Hogarth
- 42 In one word: Not from experience, Berndt Brehmer
- 43 Doing the impossible: A note on induction and the experience of randomness, Lola L. Lopes

Suggested Readings

References

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Decision and Management Science Program

Approved by the National Science Board in 1982, the Decision and Management Science Program (DMS) supports fundamental research on models for management, operations, and decision making. The resulting body of empirically-grounded theoretical knowledge is drawn upon to improve practice. Proposals come from investigators in all fields of science, and panel members range from physicists to psychologists; however, the focus of DMS is on the social and behavioral aspects of sociotechnical systems. More specifically, research supported by DMS is characterized by its:

- \*Reliance on models or formal theory;
- \*Systematic empirical observations in operational contexts;
- \*Focus on processes that are generalizable to contexts other than those in which observations are made.

The budget for DMS, while still modest, is growing rapidly. The plan for FY 85 is \$1,200,000, up from \$500,000 in FY 82. Seventeen awards were made in FY 84; principal areas of support include:

Decision Models. Nearly half of the resources of DMS have been dedicated to improving representations of "rational" individuals in models. Projects cover evaluations of alternative models of problem solving from psychology, artificial intelligence, economics, management science, and other disciplines; focus is on the appropriateness of underlying assumptions in various operational settings.

Game Theory. Mathematical game theory produces non-obvious and important deductions about collective welfare based on information about preferences, rules, and interested parties. The focus of research supported by DMS is on fitting game characterizations and solution concepts to real-world collective choice problems.

Other Models and Methods. In general, DMS supports innovative research to improve the application of quantitative models to decision and management processes, including stochastic process models, programming methods, control theory, and establishing axiomatic foundations for classes of methods.

Members of Advisory Panel for Decision and Management Science agree that the Program should emphasize basic research to develop a theoretical and empirical science of managerial and operational processes. Proposals that explore such common managerial processes as planning, control, selection, monitoring, and evaluation; and such common operational processes as congestion, distribution, screening, and market responses, are encouraged. The panel is particularly interested in developing a body of knowledge that incorporates the social and behavioral aspects of these processes.

In the conduct of research, processes will typically be characterized by mathematical, logical, and statistical models. These models will be derived from empirical observation, or from theory that is subject to empirical verification. Empirical analyses should be pursued in some operational context, but the emphasis should be on theories, findings and methods that are generalizable to other contexts.

Thus, the body of research supported by the program should possess generality, be based on empirical observation or be subject to empirical validation, and incorporate social and behavioral aspects. Processes should be characterized by models that are tested in operational contexts. Even though an individual project may not have all these characteristics, its evolution toward this end must be clear.

\*This statement was written by the members of the initial (1982-1983) advisory panel: Elliott W. Montroll (physics), Sanjoy K. Mitter (electrical engineering), Alfred Blumstein (operations research), Frank M. Bass (marketing), James G. March (political science), and Hillel J. Einhorn (psychology). It has been reaffirmed by members of the current (1984-1985) panel: Yu-Chi Ho (applied mathematics), Andrew P. Sage (electrical engineering), Alfred Blumstein (operations research), Gary L. Lilien (applied science), Emilio Casetti (geography), and Kenneth R. Hammond (psychology).

Target dates for proposals are February 1 and September 1. Proposals should follow the format indicated in NSF 83-57, Grants for Scientific and Engineering Research. Contact Dr. Robert M. Thrall, Decision and Management Science, National Science Foundation, Washington, D.C. 20550, for additional information (202) 357-7569.

American Psychological Association's

## GUIDE TO RESEARCH SUPPORT, Second Edition

Edited by E. Ralph Dusek, Virginia E. Holt,  
Marti E. Burke, and Alan G. Kraut

The only comprehensive handbook of federal and nonfederal funding of behavioral science research. Based on current fiscal year spending figures.

The second edition of the APA's *Guide to Research Support* covers 180 federal programs and 55 nonfederal organizations that support behavioral science research. It identifies research topics of interest to psychologists and provides the basic information behavioral scientists need to locate possible federal and nonfederal sources of support for their work.

Federal program entries include a description of the types of research supported, the amount of money available for Fiscal Year 1984, and an analysis of awards made in FY 1982. Most nonfederal organizations covered are foundations. Each entry includes a description of the types of projects supported and an analysis of grants made in previous years.

### Easy to Use

Three time-saving indexes: a Subject Index, Federal Personnel Directory, and Federal and Nonfederal Program Index make it easy for researchers to locate possible sources of support.

### Step-by-Step Directions on How to Apply

Names, telephone numbers, and addresses of contact personnel for each program are listed.

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Introductory chapters tell how to use the *Guide*, how the federal budget process functions, how the research advocacy process works, past and future trends for behavioral research funding, and how to be successful in obtaining research support—from both the federal government and the private foundation sector.

### Who Should Have It

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### The Important Edge

With competition for funding becoming increasingly intense, the detailed information in the *Guide* will give readers a vital advantage.

### How to Order

Price: \$20.00 for APA Members/Affiliates; \$25.00 List price. (Please add \$1.50 per order for postage and handling.) All orders totaling \$25.00 or less must be prepaid. To order by VISA or MasterCard, call (703) 247-7705. Prices subject to change without notice. Allow 6-8 weeks for delivery. Make checks payable to the American Psychological Association and send to:

AMERICAN PSYCHOLOGICAL ASSOCIATION  
Order Department, 1200 17th St., NW, Washington, DC 20036



## DECISION MAKING AND ACTIONS AS RELATED TO DESIGN

by Wojceich Gasparski, Department of Praxiology, Institute of Philosophy and Sociology, Polish Academy of Sciences, Nowy Swiat 72, 00-330 Warsaw, Poland.

1. The universe of design methodological discourse consists of:

- i. An area of ACTIONS designs are performed for;
- ii. An area of DESIGN;
- iii. Interrelations between the two areas.

There are three good reasons to discuss a question of design in a context of decision making and action within the universe. The reasons are the following:

- a. Actions are entangled in processes of making decisions and in fulfilling decisions being made;
  - b. Designs — a noun — in general, are performed for conceptual preparation of actions that result in changes;
  - c. Design — a verb — itself is an action.
2. According to praxiology, an action is a behaviour that is jointly human, purposeful, conscious and voluntary. Purposes, except for very primitive ones, are achieved as results not of single actions, but of sequences of actions. The smallest sequence is a pair of actions consisting of two compound and ordered actions: a predecessor and a consequent. The first component, a predecessor, is a preparatory action or simply a preaction. Preactions are actions over other actions — consequents. Therefore they have to be considered as meta-actions, like a vocabulary used for talking about a language is called a meta-language by logicians.
3. Human beings make choices on subconscious and conscious levels. The subconscious choices are rather organic while conscious choices, called decisions, are more or less intellectual. A person identified as a Subject of Practical Situation /SPS/ makes decisions in order to act within his or her Practical Situations /PS/. The SPS decides whether to preserve the existence of the PS or to modify it. It depends on how the SPS evaluates the PS in relation to his/her values and wishes. A span of action — a meta-action too — within which an SPS is able to act, depends on one's knowledge, strength, and capacity to use them: It is a dispositional possibility of action. There are two strata of PS and two kinds of dispositional possibilities of SPS:

- i. Evaluation-decision — possibility to preact;
- ii. Realization-action — possibility to react.

When mastering a PS exceeds an SPS's possibilities to preact and/or to react, external aid is needed. Within the range of SPS knowledge the aid is instrumental only. When new knowledge has to be employed, the decision making process is externalized and practical problems, as mappings of PS, are formulated. Some of them, viz. non-trivial ones, are design problems. Knowledge that is needed to solve them is not only particular, i.e. related to the given PS, but also generally related to ways people decide (psychological knowledge) and solve practical problems (methodological knowledge). There still remain a number of questions related to both

psychological and methodological knowledge which are answered only partially, e.g.: Are people rational or do they enjoy a "comfort of unreason"? In what way do they formulate purposes? According to what criteria do they evaluate PS and acknowledge decisions as good for them?

4. There is no doubt that designs are made for people who when asking designers to fulfill their (even irrational) desires want them — paradoxically enough — to fulfill those desires in the best possible or reasonable way. The quality of change or its relevance is defined as a change which is jointly: real (effective), rational (based on scientific knowledge), beneficial from a utilitarian point of view (efficient), as well as from a moral (ethical) standpoint, and pleasing, from an aesthetic side. The criterion of relevant change fulfills the similar role for design as the criterion of truth in science. We are doing our best (or at least some of us) to achieve them. These aims are revealed over long periods of time. Therefore the principle of the relevance of change should serve as a substantial guideline for CAAD-Future.
5. Both decision making and design making — sometimes defined as the iterative process of decision making — are types of preacting. Consequently they also have to be discussed in terms of practical situations for which designers are the SPS. What is computer aided design? It is a preaction in relation to action being aided. So CAD, and CAAD in particular, is a preaction for design and a pre-preaction in relation to an action design.

This very simple, I hope, and quite understandable, I am sure, conclusion opens yet another door to ... a forest.

Ed. Note--This is an abstract of a lecture delivered by Professor Gasparski during the Computer Aided Architectural Design (CAAD) Futures, September 18-19, 1985, Delft, The Netherlands.

**FORTHCOMING MEETINGS...**

**24th ANNUAL BAYESIAN RESEARCH CONFERENCE**

-- SHERMAN OAKS, FEBRUARY 13-14, 1986

"We will give papers to one another about research on inference, evaluation, decision processes and problems. We will talk about successes and failures in decision making system design. As usual, we will strive for a blend of basic research and applications. We will surely have papers on multiattribute utility, on risk, on decision support systems, and on inference. Recent work on implementation of Schumian hierarchical inference will be presented. Military applications should be represented, and medical ones as well. And, once again, auditing applications will be represented."

For information contact Ward Edwards, Director, Social Science Research Institute, University of Southern California, Los Angeles, CA 90089-1111 (213) 743-6955.

**SIXTH INTERNATIONAL SYMPOSIUM ON FORECASTING**

-- PARIS, JUNE 15-18, 1986...

Following the tradition set by earlier symposia, the symposium will bring together some of the most respected names and brightest minds for studies, seminars and round-table discussions on every aspect of forecasting for management, finance, marketing, production, planning, political, social and economic analysis. In addition, the Paris Symposium is enriching ISF tradition by aiming at:

- \* enlarging the scope of forecasting
- \* making forecasting more accessible to decision and policy makers so that they may better cope with the future.

All correspondence or inquiries must be addressed to: IFF, c/o Jacqueline Martin, INSEAD, Boulevard de Constance, F-77305 Fontainebleau Cedex, France.  
Tel. 011-33-6-072-4000 Telex 690389F

**INTERNATIONAL CONFERENCE ON ECONOMICS & PSYCHOLOGY**

-- ISRAEL, JULY 9-11, 1986.

The theme of the conference is: "Choice & Exchange". The site will be Kibbutz Shefayim Vacation Village.

Joint sponsors are the International Association for Advancement of Research in Economic Psychology (IAAREP) and the Society for Advancement of Behavioral Economics (SABE). The conference will be the (joint) annual meeting for each association. The conference is timed to precede the July 13-17, 1986 meetings of the International Association for Applied Psychology (IAAP) to be held in Jerusalem; many participants may wish to remain to attend the IAAP conference.

Please direct inquiries to Prof. Shlomo Maital, Faculty of Industrial Engineering & Management, Technion, Haifa 32000, Israel.

**SEE THE OCTOBER 1985 J/DM NEWSLETTER FOR OTHER FORTHCOMING MEETINGS...**

POSITIONS AVAILABLE. . .

1. Faculty position (Assistant or Associate Professor) in the Department of Social Sciences, Carnegie-Mellon University. Duties include research excellence in a substantive domain (e.g., decision making, communication, information processing) and teaching in the undergraduate Information Systems sub-major located within the department. (Courses include structured design and analysis of information systems, database management, decision support systems and social and organizational impact of computing.) Applicants should possess proficiency in computing systems (e.g., information systems, decision support systems, systems analysis or design, and database management) and a social science orientation toward information and information processing. A Ph.D. or equivalent in one of the social sciences, decision science, administrative science, or computer science is required. Send curriculum vitae and names and addresses of four references to Information Systems Search Committee, c/o Dr. Lee S. Sproull, Department of Social Sciences, Carnegie-Mellon University, Pittsburgh PA 15213. Position open until filled; salary commensurate with experience.

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2. A position or positions anticipated in the Social Science Department at Carnegie-Mellon University in the area of behavioral decision making. Rank will be dependent upon the individual or individuals chosen. Candidates must have done creative and influential research work--or at a beginning level show strong evidence of potential for such work--and be good teachers and supervisors of capable students at the graduate and undergraduate levels. Contact Robyn M. Dawes, Head, Department of Social Sciences, Carnegie-Mellon University, Schenley Park, Pittsburgh PA 15213. Deadline January 20, 1986.

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BITNET is an academic computer network which includes about 1000 computers -- some as far away as Europe and Japan. The BITNET network also includes other networks -- NETNORTH in Canada, and EARN (European Academic Research Network). Thus, if a site is not in BITNET, there is a good chance it can be reached through a gateway between BITNET and another of the major computer networks such as ARPANET, CSNET, UUCP, CCNET, and MAILNET. Contact your local computing center for information on local access.

Last year we asked readers to comment on setting up a user's group within the SOURCE or COMPUSERVE. At that time the response was not great. However, the interest seems to be growing. We are continuing to investigate the use of commercial networks. These networks offer special rates for 'user groups'. An advantage is that anyone can access to the network (not just universities and research institutes) and it is easy to establish an electronic bulletin board and newsletter. A disadvantage is that many universities will not pay the user fees. (In most locations, access is gained through a local telephone number, but a person must pay usage fees. During the evening hours, these fees are fairly modest.)

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