

# JUDGMENT / DECISION MAKING

## SECRETARY / TREASURER'S REPORT. . .

### DUES ARE DUE. . .

Look at your mailing label on this Newsletter. If there is a question mark (?) in the upper right corner of the label, it means that I have not received your 1987 dues. Please send the form inside the last page of the Newsletter and your check to me.

### BIGGEST J/DM MEETING EVER. . .

The J/DM Meeting in New Orleans had the largest ever registration: 114. If you attended the meeting but forgot to pay, it's not too late. Just send me your check for \$35.00

### MEMBERSHIP GROWING. . .

We have reached the 500 member mark and are still growing. If you know of anyone who might be interested in joining, send me his/her name and address, or have that person write to me, and I will send membership information. We will be conducting several membership solicitations during 1987. Any ideas you may have along this line would be appreciated.

### ELECTION RESULTS. . .

Kenneth R. Hammond was elected to the office of Chairperson-elect and R. Duncan Luce was elected to a three-year term on the Executive Board. They join James Shanteau, chairperson, Lola Lopes, John Carroll, Steve Edgell, and John Castellan who are continuing members of the Executive Board.

-- Steve Edgell

### CURRICULUM REQUEST. . .

Irwin Levin, who is now doubling as Honors Director at the University of Iowa, is seeking information about honors projects in the area of judgment and decision making. If you send him information about honors projects that you are supervising, he will compile the material and make it available to J/DM members. Please send the name of the student and faculty supervisor, the departmental affiliation, the title, and a brief abstract of the project to Irwin Levin, Department of Psychology, University of Iowa, Iowa City, Iowa 52242.

## CONTENTS

From the Editor.....	2
Chairperson's Report of 1986 J/DM Meeting.....	3
Tapes of J/DM Meetings Are Available.....	6
3 Forthcoming Meetings.....	7
New Book.....	12
Request for Papers.....	13
Positions Available.....	14
Recent Developments in the Psychology of J/DM.....	16
Reprints Available.....	20
1987 J/DM Dues Form.....	23
Information on Electronic Mail.....	24

SUBMISSION DEADLINE FOR THE NEXT J/DM NEWSLETTER: FEBRUARY 5, 1987

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 However, we do not publish substantive papers.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

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

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

Address Correction: Please check your mailing label carefully. Because the J/DM Newsletter is usually sent by bulk mail, copies with incorrect addresses or otherwise undeliverable are neither forwarded nor returned. Therefore we have no way of knowing if copies are delivered. Address changes or corrections should be reported to Steve Edgell.

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

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

## NOTES ON THE J/DM BUSINESS MEETING (November 15, 1986):

From James Shanteau

There was a meeting on Saturday, November 15, 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 1987 meeting in Seattle for November 6, 7, and 8. Unlike this year, Psychonomics will be held on Friday-Saturday-Sunday. The J/DM meeting will, therefore, start immediately following on noon Sunday (November 8) and continue through Monday afternoon (November 9). The 1988 meeting is tentatively scheduled for Chicago.

The cooperativeness of the Psychonomic Society was noted. Two sessions on Saturday morning were devoted exclusively to judgment/decision making papers and a number of other relevant papers were included in other sessions. In addition the Judgment/Decision Making Society was recognized in the Psychonomics program for the first time this year.

2. Don Kleinmuntz handled the local arrangements for this year's meeting. The facilities for both the presentation sessions and the hospitality hours were extremely satisfactory. Don received a special thanks for his efforts in making these arrangements. The local arrangements for the 1987 J/DM meeting will again be handled by Don Kleinmuntz.

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

The Program Committee for the 1987 meeting was announced. The committee will be chaired by Tom Wallsten. The other members are Berndt Brehmer, Frank Yates, with John Carroll assisting. Anyone with program ideas or suggestions should contact one of the committee members.

4. John Castellan described the present state of affairs for the J/DM Newsletter. The financial support for the newsletter is now stable and sufficient to allow for larger mailings. In addition, select issues of the Newsletter have been mailed first class to insure timely delivery, e.g., before the annual meeting.

A request has been made by several members for earlier notification of the main speakers at the meeting. The problem was explained as an inability of the program committee to get early commitments. However, a greater effort will be made next year to include preliminary program information in the newsletter as soon as it is available.

John announced that several non-American members (e.g., in England and Australia) had agreed to contribute "columns" describing ongoing activities in their region. Members in other regions are encouraged to write similar columns.

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. Steve Edgell 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 Steve. In addition, BITNET addresses will be included in the directory for the first time. So make sure you are listed accurately.

6. James Shanteau summarized the Executive Committee meeting held on Friday, November 14. Those at the meeting besides Jim were Charles Gettys, John Castellan, Gary McClelland, Steve Edgell; John Carroll arrived shortly after.

John Castellan was asked by the committee to continue as newsletter editor. Steve Edgell was asked to continue as secretary/treasurer for the society. They both agreed to continue. They will also serve as ex-officio members of the committee.

The board devoted considerable time to discussing ways to "internationalize" the society and the annual meeting. It was noted that four presenters at this year's meeting have non-American affiliations. In addition, one of the program committee meeting members is from Sweden (Berndt Brehmer). Other efforts to increase the involvement of non-Americans were discussed, including greater cooperation with SPUDM in Europe and other similar organizations. Means may also be established to help non-American members pay their yearly dues, if that is a problem.

Another concern of the committee is the desire to increase the involvement of graduate students at the meetings and in the society. Special reduced rates have been set up for students for both meetings and dues. To encourage attendance at the meeting, it was decided that the hospitality suite would be made available for students to stay in next year at no cost; students can sign up to stay in the room on a first-come, first-served basis. In addition, the committee decided to look into establishing a yearly award for the best judgment/decision making dissertation.

Steve Edgell announced the results of the fall election. Ken Hammond has been elected as chair-elect for 1987 and Duncan Luce has been elected to serve a three-year term on the executive committee beginning in 1987. Therefore, the executive committee for the coming year is James Shanteau (chair), John Carroll, Lola Lopes, Ken Hammond, and Duncan Luce.

7. 1986 marks the final year on the Executive Committee for Charles Gettys and Gary McClelland. Chuck and Gary were founding members of the society and have been instrumental in the success of the group. They both received an extended round of applause.

8. A suggestion was made that the outgoing chair of the society be invited to deliver an address each year. One reason -- the historical presentation by "founders" which traditionally begins each J/DM meeting has just about run out of founders. This suggestion will be taken under advisement by the non-chair members of the Executive Committee: John Carroll, Lola Lopes, and Duncan Luce.

9. Ken Hammond announced that the edited book with Hal Arkes has just been published. The book is intended for lower-level graduates and contains a cross-section of significant J/DM research. All royalties from the book, which costs \$21.95, go to the J/DM Society.

Hal and Ken were congratulated for their efforts and a call was made for a J/DM textbook intended for undergraduates. Anyone interested should contact James Shanteau.

10. Joshua Klayman was asked to design a shirt for the J/DM Society. Josh agreed to have a design available by next year's meeting.

11. It was noted that 1986 was the seventh J/DM meeting. For the tenth anniversary in 1990, a special program covering an extra day is being considered. One proposal is to bring back major speakers from previous years to offer retrospective / prospective views of our area. Anyone interested in helping plan for this special event should contact James Shanteau.

12. Steve Edgell made several announcements as Secretary / Treasurer. For the first time, all administrative business of the society can be handled through a single address by contacting Steve. He has also developed forms for new membership in the society and is in the process of preparing an information sheet for potential members.

Steve announced that the finances of the society are in good shape. Just over 200 members have paid their dues. Since there are 500 on the mailing list, the others are encouraged to pay promptly. (Anyone having financial difficulty paying the dues should contact Steve.)

The attendance at the meeting set another record with over 110 paid registrations. The attendance has increased each year since the founding of J/DM. Registration was handled by Steve's wife Donna Edgell; according to Steve, Donna is actually the "brains" behind the administration of the society. Both Steve and Donna received a special thanks for their work on behalf of J/DM.

13. Cynthia Null asked to speak on behalf of the Federation of Behavioral, Psychological and Cognitive Sciences. She described the activities of the Federation and invited the J/DM Society to join in supporting the work of the Federation. Membership would cost each American member of J/DM \$7 per year.

The Executive Committee decided to invite Cynthia to provide information on the activities of the Federation to the newsletter for the coming year. After having a chance to learn more about what the Federation is doing, the membership of J/DM will then be asked to vote next year on this issue. If you have any comments, pro or con, send them to John Castellan for inclusion in the newsletter.

14. Ken Hammond described the results of the latest survey of the J/DM literature conducted by the Center for Research on Judgment and Policy. Looking at the journals where articles appear, Ken noted that there has been a tremendous diversity of publication outlets for J/DM research. Although the leading outlet has been Organizational Behavior and Human Decision Processes, the distribution is extremely wide.

15. Several members asked if the tapes of the sessions (see below) could include copies of the overheads. Although most tapes can be understood by themselves, copies of overheads will now be included when available. Accordingly, all presenters of major addresses at prior J/DM meetings are requested to send a copy of any overheads used to James Shanteau.

16. Hillel Einhorn at the University of Chicago is presently ill. Hilly has contributed greatly to the success of previous J/DM meetings and this was the first year that he has missed. Members were encouraged to contact Hilly and wish him a speedy recovery.

FOR THOSE WHO MISSED THE CONFERENCE . . .

Cassette tape recordings are available for each of the major sessions and workshops at the 1986 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 to:

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

If available, copies of any overheads will be included. Please allow 4-6 weeks for the copies to be made and shipped.

List of cassette tapes available from J/DM meetings:

\* \* \* 1986 \* \* \*

- (28) Paul Slovic's Keynote Address, "Stalking Elusive Preferences," with commentaries by John Payne and Bill Goldstein
- (27) Symposium on "The Representation and Role of Ambiguity in Judgment and Individual Decision Making" with Robin Hogarth, Frank Yates, and Tom Wallsten; commentaries by Lola Lopes and Greg Oden
- (26) Amos Tversky's Featured Presentation, "The Resolution of Conflict and the Justification of Decisions," with comments by Jay Russo and Greg Fischer
- (25) Session on "Dynamic Decision Making" by Berndt Brehmer, John Sterman, Don Kleinmuntz, and Gary McClelland, and comments by Robin Hogarth
- (24) Symposium on "Risk Judgment" with Timothy Earle, Ortwin Renn, and Charles Vlek, and discussion by Paul Slovic

\* \* \* 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," papers by Milton Weinstein, Peter Poltser, and Robert Greenes

\* \* \* 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 presentations by Ken Hammond, 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 Multifaceted 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 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"

eleventh research conference  
on subjective probability,  
utility and decision making



cambridge, england

23-27 August

#### PRELIMINARY ANNOUNCEMENT AND CALL FOR PAPERS - November 1986

Since its inception more than 20 years ago the series of biennial conferences on Subjective Probability, Utility & Decision Making (SPUDM) has established itself as the major European and a major world forum for dissemination of advances in the understanding of decision making. The arena which SPUDM provides for theorists, basic and applied researchers and decision analysis practitioners attracts participants from East and West Europe, America and the Pacific Community.

SPUDM is peripatetic, moving each time to a different European venue. The next SPUDM, the 11th in the series, will be held in Cambridge, from 23 to 27 August 1987.

SPUDM11 will follow previous conferences in aiming for a diversity of inputs from a wide variety of backgrounds, but with the overarching interest in decision making - how it happens, and how it may be improved.

#### SUMMARY OF IMPORTANT DATES

January 1987	You will receive a conference brochure including a registration form.
March 27 1987	Deadline for submission of specific paper abstracts to <del>be sent to Stephen Watson at the address below.</del>
May 1 1987	Specific paper authors will have been informed of acceptance of their papers. Paper preparation instructions will be sent out with notifications.
July 13 1987	Closing date for registration.

#### CONFERENCE STRUCTURE

Invited speakers giving major papers and their topics are as follows:  
 Robyn Dawes, Carnegie-Mellon University USA, will talk on game theoretic perspectives on cooperation;  
 Didier Dubois, University of Toulouse, France, will talk on modelling uncertainty and inductive inference;  
 John Hawgood, PA Computers and Telecommunications UK, will discuss how knowledge-based systems can extend current conceptions of decision support, with special reference to organisational modelling;  
 Pieter-Jan Stallen, TNO, Netherlands, will discuss decision making in the context of political reality;  
 Werner Tack, University of Saarland FRG, will look at social decision making and group processes where mutual dependencies exist amongst participants;  
 Anna Vari & Janos Vecsenyi, State Office of Technical Development, Hungary, will consider concepts and tools of Artificial Intelligence in human decision making.

**Organising committee:** Istvan Kiss, Bureau for Systems Analysis, State Office of Technical Development, P.O.Box 565, H-1374 Budapest, Hungary. Telephone (1) 175 900.  
 Lola Lopes, Department of Psychology, University of Wisconsin, 1202 West Johnson Street, Madison 53706, Wisconsin, USA. Telephone (608) 262-9945.  
 Bernd Rohrmann, University of Mannheim, Faculty PPE, P.O.Box 2824, D-6800 Mannheim, Federal Republic of Germany. Telephone (621) 292-2935.  
 Willem A. Wagenaar, Unit of Experimental Psychology, P.O.Box 9509, 2300 RA Leiden, Holland. Telephone (71) 148333 ext. 4014.  
 Stephen R. Watson, Emmanuel College, Cambridge CB2 3AP, UK. Telephone (223) 338170.  
 Stuart Wooler, Decision Analysis Unit, London School of Economics, Houghton Street, London WC2A 2AE, UK. Telephone (1) 405-7686 ext. 3096.

SPUDM CONFERENCE (Con't)...

In addition it is planned to organise a symposium in which practitioners of various technologies for intervening in organisational decision making present and compare their approaches.

Specific Papers will be presented in plenary sessions. See CALL FOR PAPERS below for details of submission procedure.

Working Groups will meet in parallel sessions. Themes for working groups will include environmental decision making, knowledge of experts and the role of memory in decision making. Full details of working group themes and convenors will be presented in the conference brochure to be issued in January 1987. Enquiries concerning working groups should be made to Bernd Rohrmann (address at the bottom of the previous page).

CONFERENCE PROCEEDINGS: Selected conference proceedings will be published as a special issue of Acta Psychologica.

CONFERENCE VENUE: Plenary sessions will be held in Lady Mitchell Hall, a short walk through gardens from Selwyn College in which small rooms for working group sessions and the conference office will be situated. The location is within easy walking distance from Trinity, Kings and the many delights of Cambridge.

ACCOMMODATION: It is assumed that most participants will wish to be housed in good quality student accommodation, all single rooms, available in Selwyn College. Participants will be able to choose between older, central rooms and newer but more distant rooms with en suite showers. For those requiring a higher standard, alternative four-star hotel accommodations will be available at the nearby Garden House Hotel; ~~more distant three-star accommodations will also~~ be available.

FEE: The conference fee will be £80. It might have been higher but for a generous gift from Gerard de Zeeuw, which we gratefully acknowledge.

RECIPIENTS OF THIS ANNOUNCEMENT are requested to spread this information, and to notify the organising committee about other potential participants.

CALL FOR PAPERS

The organising committee invite you to offer a paper for consideration by the committee for presentation at SPUDM11. Specific papers are welcome on any topic concerning analysing and aiding decision making. Abstracts which should be about one page in length should be sent to Stephen Watson, at the address given, by 27th March 1987. The pre-conference book will contain reproductions of the abstracts of the selected papers, and so the abstracts should be clear enough to be directly reproduced. Six copies should be submitted. Inevitably, more papers will be submitted than can be accepted for the conference; in selecting papers the organising committee will take into account the quality of the contribution, its relevance to the conference aims and the overall balance of the conference.



Memorandum to: Scientists and practitioners interested in Bayesian research, inference, decision making, evaluation, decision support systems, and the like

From: Ward Edwards

Date: November 7, 1986

Subject: 25th Annual Bayesian Research Conference

This is an invitation to come and be a part of the 25th Annual Bayesian Research Conference. The dates this year are February 12 and 13, 1987. As has been usual for some years, the place is the Valley Hilton.

Past attendees know the agenda. 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 in a tightly scenario-bound context will be presented, and if we can bring ourselves to report on our difficulties with using any form of formal inference in open-ended scenario contexts, we will report on that also. Military applications should be represented, and medical ones as well. And, once again, auditing applications will be represented.

Old hands know that the atmosphere is informal, the discussion has plenty of give-and-take, and there will be a hospitality suite for post-session deep thinking and relaxation.

Our liaison with the behavioral accounting profession continues. You have heard or will be hearing from Ted Mock about the Accounting Conference. If not, you should communicate either with Ted Mock or Paul R. Watkins at the School of Accounting of USC. It will be on February 16-17, at USC.

For the Bayesian Conference, the ground rules are as usual. If you indicate on the accompanying questionnaire that you must talk or want to talk, you should assume that you are on the program unless you hear otherwise. If you check the block that says "schedule me if time permits" you are quite likely to talk; bring

your viewgraphs. I will, as usual, rewrite the title of your talk, in my own effort to make it amusing, unless you forestall me by doing so yourself. I urge that you do so yourself; my sense of humor can get pretty feeble after about the 15th title.

Information about how to get to the Valley Hilton is enclosed. For those flying in to Los Angeles International, the only service available is the Van Nuys Flyaway bus which leaves LAX every half hour between 5:30 AM and midnight. This bus terminates in Van Nuys where either a cab or a shuttle can be taken to the hotel.

Our hospitality room will be Room 412; it will be open on Wednesday and Thursday nights. The registration fee this year will be \$25 per person. But, as usual, the facilities (e. g. liquids) of the hospitality room will be free, as will be the coffee during the meeting.

I hope you can come. Please let us know as soon as you can. In any case, please get your responses to me by January 23; late responses or late changes produce problems with the hotel. Also, if appropriate invitees occur to you, please either send a Xerox of this invitation to them or get their names and address to me soon, so that I can send them invitations.

I look forward to seeing you in Room 412 of the Valley Hilton about 6:30 pm on February 11 -- or else in the meeting room the following morning.

QUESTIONNAIRE  
CONFERENCE ON BAYESIAN RESEARCH  
February 12 and 13, 1987

NAME: \_\_\_\_\_

AFFILIATION: \_\_\_\_\_

PLEASE FILL OUT AND RETURN TO:

RETURN BY JANUARY 23

Ward Edwards, Director  
Social Science Research Institute  
University of Southern California  
Los Angeles, California 90089-1111

1. Will you attend:
  - Yes, for sure
  - Yes, if I can talk my employer into financing the trip
  - No
2. What accommodations would you prefer:
  - Valley Hilton Inn
  - I will make my own accommodations
3. Valley Hilton Inn:
  - Single Room \$69.00
  - Double Room \$69.00
4. What nights would you like these reservations:
  - Wednesday and Thursday (nights of Feb. 11 and 12)
  - Wednesday, Thursday, and Friday (nights of Feb. 11, 12, and 13)
  - Thursday and Friday (nights of Feb. 12 and 13)
  - Wednesday night only (Feb. 11)
  - Other (please specify)

5. Will you speak? About what?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

6. Check one:
  - I must speak to have trip financed
  - I must speak
  - I would like to speak
  - Schedule me only if time permits

7. Please add any other comments you have (Other appropriate invitees, please include address, special arrangements, etc.)  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

PLEASE NOTE THAT ONCE AGAIN IN ORDER TO HOLD BLOCK RESERVATIONS, THE QUESTIONNAIRE MUST BE RETURNED NO LATER THAN JANUARY 23. A TOTAL COUNT OF RESERVED ROOMS MUST BE GUARANTEED TO THE HOTEL TWO WEEKS PRIOR TO THE MEETING. YOUR PROMPTNESS WILL BE GREATLY APPRECIATED.

REGISTRATION FEE FOR THIS YEAR WILL BE \$25.00. PLEASE RETURN WITH THIS FORM -- MAKE CHECKS PAYABLE TO: Ward Edwards.

Receipts will be available at the conference.

1987 USC/DH&S AUDIT JUDGMENT SYMPOSIUM

TENTATIVE SPEAKERS AND SCHEDULE

On February 16 and 17, 1987 the Center for Accounting Research at USC will hold the fifth Audit Judgment Symposium. The Symposium includes papers on the history and future prospects of audit judgment research including expert systems. The Symposium is scheduled following the 25th Bayesian Conference sponsored by Ward Edwards.

FEBRUARY 16, 1987

- 8:30 - 9:30 Judgment Research in Auditing, The Practitioner's Perspective: John Ellingsen, Deloitte Haskins & Sells and John Willingham, Peat Marwick Mitchell
- 9:30 - 10:30 Expert Systems and Decision Support Research in Auditing: Paul R. Watkins, USC
- 10:45 - 12:15 Cognition, Memory, and Knowledge Representation Research in Auditing: Paul Johnson, U. of Minnesota
- 2:00 - 3:15 Cognitive Illusions, Heuristics and Biases: James Shanteau, Kansas State University
- 3:30 - 5:15 Behavioral Decision Research and Auditing  
Ward Edwards, USC  
Image Theory: Principles, Goals and Plans<sup>®</sup>  
Lee Roy Beach, University of Washington
- 8:30 - 9:30 Banquet Speaker: AI: The Very Idea.  
John Haugeland, University of Pittsburgh

February 17, 1987

- 8:00 - 10:00 Audit Judgment Research
- Anchoring on Prior Working Papers in Audit Planning  
Arnold Wright, Northeastern University  
Judgment Research Opportunities in Audit Standards Board Projects: Jim Loebecke, University of Utah  
Measurement of Audit & Auditor Performance  
Karen Pincus, USC  
Auditor's Causal Judgments Effects of Forward vs. Backward Inference on Information Processing:  
William S. Waller and William L. Felix, Jr.,  
University of Arizona
- 10:15 - 12:15 Methodological Issues in Audit Judgment Research
- Expertise in Auditing: Myth or Reality?  
Jean Bedard, LaValle University  
Is Prototyping of ES Audit Models Research?<sup>®</sup>  
Dan O'Leary, USC  
Multi-Auditor Judgment/Decision Making Research  
Ira Solomon, University of Illinois  
Research Evaluation of Verbal Protocols in Auditing  
George Klersey and Theodore J. Mock, USC

Registration information may be obtained from:

Professor Theodore J. Mock (213) 743-8725  
Center for Accounting Research  
School of Accounting  
University of Southern California  
Los Angeles, CA 90089-1421

# Medical Thinking

## The Psychology of Medical Judgment and Decision Making

Steven Schwartz and Timothy M. Griffin  
(Contributions to Psychology and Medicine)

1986. Approx. 28 figs., 22 tabs., 288 pp. Hardcover \$39.00.  
ISBN 96315-4

What distinguishes an expert clinician from less experienced doctors? Can medical judgment be improved through training? Can it be automated? **Medical Thinking: The Psychology of Medical Judgment and Decision Making** examines the cognitive strategies physicians use to make everyday clinical judgments. Schwartz and Griffin review and interpret the literature to show how psychological research can be applied to problems and procedures in clinical practice.

**Contents:** Research in Medical Decision Making: Definitions, Theories and Methods. Organization of this Book.

**The Acquisition of Medical Data.** The Quality of Data Produced By Diagnostic Procedures. The Quality of Data Recorded by Physician-Observers. The Development of Signal Detection Theory.

**Evaluating Medical Information:** Probability Revision and Bounded Rationality. Judgment Heuristics and Biases. Information Integration.

**Choosing Actions.** Steps in Risky Decision Making. A Prescriptive

Example. Structuring the Decision Task. Assessing the Probability of Outcomes. Utility Measurement. Comparing Costs and Benefits.

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# The American Journal of Psychology

MAIN EDITORIAL OFFICE:

433 Psychology, University of Illinois, 603 E. Daniel Street, Champaign, IL 61820

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October 2, 1986

Dear Colleagues:

As a newly appointed consulting editor for the American Journal of Psychology, I would like to raise your awareness of this journal as an outlet for your publications in the area of Judgment and Decision Making.

Founded in 1887 by G. Stanley Hall, the American Journal of Psychology is the oldest psychological journal in North America. The 100th anniversary volume next year will remind its readers of the many distinguished contributions to experimental psychology that were published in it. From its inception the focus of the journal has been general experimental psychology. Most of its articles are research reports, but occasional review essays and papers dealing with significant theoretical topics also appear.

As an acknowledgement of the growing influence of contemporary judgment and decision making research on experimental psychology, the journal would like to see this area of research better represented inside its covers. Not that these topics are foreign to the journal. Flipping through the pages of its early volumes, one does not look long to find articles reflecting the psychophysical and/or quantitative ancestry of current JD/M research, e.g., J. McKeen Cattell (1892), On Errors of Observation, AJP, 5; J. Jastrow (1892), On the Judgment of Angles and Position of Lines, AJP, 5; or E. W. Scripture (1894), Some Psychological Illustrations of the Theorems of Bernoulli and Poisson, AJP, 6.

The journal is edited by David Birch (University of Illinois at Urbana-Champaign), Leo J. Postman (University of California at Berkeley), and Norman E. Spear (State University of New York at Binghamton). Manuscripts may be submitted to any one of the editors. The journal uses standard APA style. It is currently published by the University of Illinois Press.

Elke U. Weber  
University of Illinois at  
Urbana-Champaign

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The State University of New York at Stony Brook seeks to fill a tenure-track opening at the Assistant Professor level, starting Fall 1987. This is a joint appointment in the Department of Political Science and the W. Averell Harriman College of Management and Policy. Strong credentials in behavioral decision theory and judgment and choice processes desired. Submit vitae, names of three references, statement of research interests and reprints TO: Professor Shanto Iyengar, Chair, Search Committee, Department of Political Science, SUNY at Stony Brook, Stony Brook, N.Y. 11794-4392. An Equal Opportunity/Affirmative Action Employer.

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Decision Research was founded in Eugene, Oregon in 1976 by Paul Slovic, Sarah Lichtenstein, and Baruch Fischhoff. It was originally structured as a branch of Perceptronics, Inc. However, as of October 1, 1986, Decision Research has become an independent, nonprofit research institute. In addition to Slovic and Lichtenstein, its current staff includes Don MacGregor, Robin Gregory, and Nancy Kraus. The institute is supported solely by grants and contracts. The National Science Foundation and the Office of Naval Research have been major sources of funding for its research on basic judgment and decision processes and its studies of risk perception and risk management.

Decision Research is currently seeking several additional researchers who are willing to bear the stresses and strains of working on soft money in exchange for the freedom to pursue their own interests in a congenial and supportive environment. We do not now have any money for additional researchers. We expect people to bring their own support or to work with us to obtain funding before they come. Eugene is one of the most attractive places to live in the U.S., located between the beautiful Oregon coast and the Cascade Mountains. Decision Research is situated close to the University of Oregon and Decision Research staff have good working relationships with the faculty of several departments there. The University is interested in developing a program in Decision Sciences and there exist possibilities for joint appointments with Decision Research. ~~If you're interested in a bold move, contact Paul Slovic or Sarah Lichtenstein at 120F Oak Street, Eugene, Oregon, 97401 (Phone 503-485-2400).~~

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## RECENT DEVELOPMENTS IN THE PSYCHOLOGY OF JUDGMENT AND DECISION MAKING

### Journal Articles

ARKES HR, BLUMER C: The psychology of sunk costs. *Organ Behav Hum Decis Proc* 35:124-140, 1985. Presents evidence that the tendency to continue an endeavor is predicated on the desire not to appear wasteful; suggests that the sunk cost effect is well described by prospect theory.

BODENHAUSEN GV, WYER RS JR: Effects of stereotypes on decision making and information-processing strategies. *J Pers Soc Psychol* 48:267-282, 1985. Reports that people preferentially recalled information that was consistent with an initially formed stereotype.

BRANDSTATTER H, BLECKWENN M, KETTE G: Decision-making of industrial tribunals as described by professional and lay judges. *Int Rev Appl Psychol* 33:137-159, 1984. Examines how judges describe and evaluate the process and outcome of court deliberation.

CARBONE R, GORR WL: Accuracy of judgmental forecasting of time series. *Decision Sci* 16:153-160, 1985. Shows that objective forecast methods were more accurate than subjective methods, but that judgmental adjustment improved the accuracy of some objective forecasts.

CONNOLLY T, SERRE P: Information search in judgment tasks. The effects of unequal cue validity and cost. *Organ Behav Hum Perform* 34:387-401, 1984. Explores the differing effects of cost and cue validity on people's information search policies.

CRANDALL CS: The overcitation of examples of poor performance. Fad, fashion, or fun? *Am Psychol* 39:1499-1500, 1984. Suggests that the overcitation of examples of poor performance occurs because "mistakes" are intrinsically more interesting.

CUNNINGHAM AJ: The influence of mind on cancer. *Can Psychol* 26:13-29, 1985. Reviews the research that mental factors may influence the onset and progress of cancer; concludes that an effect may exist.

DERKSEN AA: Elster, rationality and the rational choice approach in the social sciences. *Phil Soc Sci* 14:553-558, 1984. Discusses the capacity of humans to exert self-control.

ELIASBERG J, HAUSER JR: A measurement error approach for modeling consumer risk preference. *Manage Sci* 31:1-25, 1985. Assumes that the functional form of the utility function, but not its parameters, can be determined a priori through qualitative questioning; provides procedures to estimate the unknown parameters of the utility function.

EVANS GW: An overview of techniques for solving multiobjective mathematical programs. *Manage Sci* 30:1268-1282, 1984. Presents an overview of specific solution techniques for multiobjective mathematical programming.

EVANS JSTBT: In defense of the citation bias in the judgment literature. *Am Psychol* 39:1500-1501, 1984. Suggests that the overcitation of examples of poor performance reflects the inherent usefulness of "mistakes" for understanding human thought processes.

FARINA A, BURNS GL: The effect of uncertainty as to whether others believe that one has had a mental disorder. *J Soc Clin Psychol* 2:244-257, 1984. Reports that being uncertain that others are aware of a psychiatric hospitalization is beneficial to the ex-patient's feelings and behavior.

FARQUHAR PH: Utility assessment methods. *Manage Sci* 30:1283-1300, 1984. Studies different methods for assessing unidimensional expected utility functions; emphasizes the nature of judgmental biases in comparing different assessment procedures.

GIBB GD: A comparative study of recidivists and contraceptors along the dimensions of locus of control and impulsivity. *Int J Psychol* 19:581-591, 1984. Attempts to differentiate between women who use a method of contraception from those who seek abortion repeatedly; reports that both groups regard themselves low in impulsivity.

GROVE WM: Bootstrapping diagnoses using Bayes's theorem. It's not worth the trouble. *J Consult Clin Psychol* 53:261-263, 1985. Uses Monte Carlo results to show that incorporating the local base rates (prevalences) of diseases did not improve diagnostic accuracy over DSM-III fixed symptom-count cutting scores.

HEINER RA: Experimental economics. Comment. *Am Econ Rev* 75(1):260-263, 1985. Discusses the process of inducing subjects in economic experiments to respond according to a prespecified value structure.

HEINER RA: Origin of predictable behavior. Further modeling and applications. *Am Econ Rev* 75(2):391-396, 1985. Explores the consequences of a gap between a person's decision-making competence and the difficulty of a decision problem.



HOGARTH RM, KUNREUTHER H: Ambiguity and insurance decisions. *Am Econ Rev* 75(2):386-390, 1985. Presents a model of how uncertainty about one's uncertainty affects a person's insurance decisions.

HORNIK J: Subjective vs. objective time measures. A note on the perception of time in consumer behavior. *J Consum Res* 11:615-618, 1984. Observes that people tend to overestimate their actual waiting time.

HOYER WD: An examination of consumer decision making for a common repeat purchase product. *J Consum Res* 11:822-829, 1984. Reports that consumers apply a quick and effortless decision rule when selecting a relatively unimportant item.

HUGHEY JB, SUNDSTROM E, LOUNSBURY JW: Attitudes toward nuclear power. A longitudinal analysis of expectancy-value models. *Basic Appl Soc Psychol* 6:75-91, 1985. Finds that three different expectancy models could significantly predict people's attitudes.

ISAAC RM, SMITH VL: In search of predatory pricing. *J Polit Econ* 93:320-345, 1985. Fails to find laboratory evidence to support the theory that predatory pricing policies can occur.

JOHNSON EJ, RUSSO JE: Product familiarity and learning new information. *J Consum Res* 11:542-550, 1984. Proposes that the effect of product familiarity on shoppers' ability to learn new product information depends upon the decision strategy used by the consumers.

JOHNSON EJ, PAYNE JW: Effort and accuracy in choice. *Manage Sci* 31:395-414, 1985. Uses a series of Monte Carlo studies to show that certain strategies can approximate the accuracy of normative processes while requiring substantially less effort, but that the degree of accuracy may be contingent upon characteristics of the task.

JOHNSON EJ, TVERSKY A: Representations of perceptions of risk. *J Exp Psychol [General]* 113:55-70, 1984. Uses a multitask, multimodel approach to investigate the perception of risks.

JOHNSON MD: Consumer choice strategies for comparing noncomparable alternatives. *J Consum Res* 11:741-753, 1984. Outlines two strategies for comparing not easily comparable alternatives.

JONES RA, HOWARD PH, HALEY JV: Probability distortions and outcome desirability. Experimental verification of medical folklore. *J Appl Soc Psychol* 14:319-333, 1984. Shows that emphasis on the positive makes a difference in one's expectation of the more desirable of two alternative outcomes actually occurring.

KEOWN C, SLOVIC P, LICHTENSTEIN S: Attitudes of physicians, pharmacists, and laypersons toward seriousness and need for disclosure of prescription drug side effects. *Health Psychol* 3:1-11, 1984. Reports that laypeople tended to judge side effects as more serious than did medical personnel; finds that laypeople tend to

want all potential side effects listed, while medical personnel tend to want minor side effects listed only if they occur frequently.

KEOWN C, SLOVIC P, LICHTENSTEIN S: Influence of information about side effects on perceived risk of prescription drugs. *Health Marketing Q* 1(2/3):111-123, 1984. Observes that risk perceptions of physicians and laypeople were influenced differently by information about the number of side effects and their rate of occurrence.

KINTSCH W, GREENO JG: Understanding and solving word arithmetic problems. *Psychol Rev* 92:109-129, 1985. Presents a model that deals explicitly with both the text-comprehension and problem-solving aspects of word arithmetic problems.

KLAYMAN J: Children's decision strategies and their adaption to task characteristics. *Organ Behav Hum Decis Proc* 35:179-201, 1985. Reports that, by 12 years of age, children understand many of the basic concepts of strategic decision making, however, unlike adults, their distinctions among specific decision strategies are not clear cut.

KNEZ P, SMITH VL, WILLIAMS AW: Individual rationality, market rationality, and value estimation. *Am Econ Rev* 75(2):397-402, 1985. Discusses whether individual revealed preferences in some market contexts are more likely to be rational than individual responses to choices among alternative prospects.

KRINSKY R, NELSON TO: The feeling of knowing for different types of retrieval failure. *Acta Psychol (Amst)* 58:141-158, 1985. States that different kinds of memory retrieval failure affect the feeling of knowing but not the subsequent performance that the feeling of knowing is attempting to predict.

KUNREUTHER H, SANDERSON W, VETSCHERA R: A behavioral model of the adoption of protective activities. *J Econ Behav Organ* 6:1-15, 1985. Presents a model of adoption of protective activities which emphasizes the importance of interpersonal communication and past experience.

LAForge RW, CRAVENS DW: Empirical and judgment-based sales-force decision models. A comparative analysis. *Decision Sci* 16:177-195, 1985. Indicates that empirical and judgment-based sales-force decision models produce similar normative guidelines.

LAMPING DL: Assessment in health psychology. *Can Psychol* 26:121-126, 1985. Considers theoretical and methodological contributions in health psychology; reviews measures of psychological predictors and outcomes of health-related behaviors.

LEWICKI P: Nonconscious biasing effects of single instances on subsequent judgments. *J Pers Soc Psychol* 48:563-574, 1985. Suggests that a person gradually uses looser criteria of relevance during memory searches until a single and not necessarily salient instance is included in a memory representation.

LORD CG, LEPPER MR, PRESTON E: Considering the opposite. A corrective strategy for social judgment. *J Pers Soc Psychol* 47:1231-1243, 1984. Proposes that several biases in social judgment result from a failure to consider possibilities at odds with beliefs and perceptions of the moment.

MACKINNON AJ, WEARING AJ: Systems analysis and dynamic decision making. *Acta Psychol (Amst)* 58:159-172, 1985. Argues that focusing on the task system and employing methods of systems analysis can improve one's understanding of dynamic decision making.

MADIGAN RM: Comparable worth judgments. A measurement properties analysis. *J Appl Psychol* 70:137-147, 1985. Examines three methods of comparable worth job evaluation from a psychometric qualities perspective; suggests that each method has major limitations in its ability to provide reliable and generalizable classifications.

MAJOR B, MUELLER P, HILDEBRANDT K: Attributions, expectations, and coping with abortion. *J Pers Soc Psychol* 48:585-599, 1985. Finds that women who blamed their pregnancy on their character, who found their pregnancy highly meaningful, and who were accompanied by their partner to the clinic had a greater difficulty coping with their abortion.

MEDIN DL, SMITH EE: Concepts and concept formation. *Ann Rev Psychol* 35:113-138, 1984. Reviews the current literature on concept formation.

MURPHY AH, BROWN BG: A comparative evaluation of objective and subjective weather forecasts in the United States. *J Forecast* 3:369-393, 1984. Reports that objective forecasts were more accurate than subjective forecasts for short lead times, but often were of equal accuracy for long lead times.

NEALE MA, BAZERMAN MH: The effects of framing and negotiator overconfidence on bargaining behaviors and outcomes. *Acad Manage J* 28:34-49, 1985. Indicates that a positive frame led to more concessionary behaviors and successful performances, and that overconfident people exhibited less concessionary behaviors and less successful performances.

NISBETT RE, KINDA Z: Perception of social distributions. *J Pers Soc Psychol* 48:297-311, 1985. Reports that people's judgments of the distributions of social attitudes and behaviors had impressive overall accuracy even though they exhibited a number of systematic biases.

OFIR C, LYNCH JG JR: Context effects on judgment under uncertainty. *J Consum Res* 11:668-679, 1984. Reports that utilization of base and case information varied as a function of the numerical values of the cues and covaried with the changes in the perceived relevance of each cue; shows that people employed different cue-utilization policies in problems that were formally identical but differed in surface detail.

PAYNE JP, LAUGHUNN DJ, CRUM R: Multiattribute risky choice behavior. The editing of complex prospects. *Manage Sci* 30:1350-1361, 1984. Shows that managers appear to violate attribute independence in its general form; observes behavior that was multiattribute risk aversion for prospects involving only gains and multiattribute risk seeking for prospects involving only losses.

PITZ GF, SACHS NJ: Judgment and decision. Theory and application. *Ann Rev Psychol* 35:139-163, 1984. Reviews the current literature in judgment and decision making.

QUATTRON GA, TVERSKY A: Causal versus diagnostic contingencies. On self-deception and on the voter's illusion. *J Pers Soc Psychol* 46:237-248, 1984. Reports that people select actions that are diagnostic of favorable outcomes even though the actions do not cause those outcomes.

QUIGGIN J: Subjective utility, anticipated utility, and the Allais paradox. *Organ Behav Hum Decis Proc* 35:92-101, 1985. Demonstrates that subjectively weighted utility theory can be modified to yield a special case of anticipated utility theory.

RAUMA D: Going for the gold. Prosecutorial decision making in cases of wife assault. *Soc Sci Res* 13:321-351, 1984. Examines various issues of decision making by prosecutors in cases of wife assault.

RONIS DL, LIPINSKI ER: Value and uncertainty as weighting factors in impression formation. *J Exp Soc Psychol* 21:47-60, 1985. Concludes that models that use uncertainty measures to predict integration weights were no more successful than the equal weight averaging model; suggests that information integration was best described by a model in which the more negative adjective in a pair is given more weight than the other adjective.

SCHELLING TC: Self-command in practice, in policy, and in a theory of rational choice. *Am Econ Rev* 74(2):1-11, 1984. Discusses the relationship among the concepts of self-control, welfare judgments, and rational behavior.

SERAGANTAN P: Behavioural aspects of coronary heart disease. *Can Psychol* 26:113-120, 1985. Explores how studies that combine epidemiological and psychological areas of expertise have contributed to a better understanding of coronary heart disease.

SMITH VL: Experimental economics. Reply. *Am Econ Rev* 75(1) 265-272, 1985. Discusses the value of experimental studies of economic behavior.

SORENSEN RL, GORSUCH RL, MINTZ J: Moving targets. Patients' changing complaints during psychotherapy. *J Consult Clin Psychol* 53:49-54, 1985. Reports that during the course of psychotherapy, more than half of the patients report new problems that were correlated with outcomes.

STOKES JM, LEARY MR: Evaluations of others' decisions by intellectually gifted and average children. Effects of decision consequences and decentering prompts. *Per Soc Psychol Bull* 10:564-573, 1984. Shows that gifted children who were prompted to think about a person's knowledge at the time of a decision disregarded the consequences of the person's decision when evaluating the person's behavior.

SURBER CF: Measuring the importance of information in judgment. Individual differences in weighting ability and effort. *Organ Behav Hum Decis Proc* 35:156-178, 1985. Concludes that self-reports of the relative importance of information are predictive of individual differences in information use in judgment, but that they may reflect the total impact of information rather than only the weight.

TOPF M: Personal and environmental predictors of patient disturbances due to hospital noise. *J Appl Psychol* 70:22-28, 1985. Proposes that sensitivity to noise is a personal attribute that is predictive of disturbance regardless of the amount of objective noise imposed.

TVERSKY A, KAHNEMAN D: Extensional versus intuitive reasoning. The conjunction fallacy in probability judgment. *Psychol Rev* 90:293-315, 1983. Observes systematic violations of the conjunction rule in judgments of laypeople and of experts.

UNBEUTSCH U: Courtroom evaluation of eyewitness testimony. *Int Rev Appl Psychol* 33:51-67, 1984. Reviews the effect of cognitive and motivational aspects of a person's ability to provide accurate testimony.

VISCUSI WK: Are individuals Bayesian decision makers. *Am Econ Rev* 75(2):381-385, 1985. Examines the rationality of human decision making by focusing on analyses of worker and consumer behavior.

WALLER W, JIAMBALVO J: The use of normative models in human information processing research in accounting. *J Account Lit* 3:201-226, 1984. Reviews the role of information processing models in accounting research.

WILDE KD, LEBARON AD, ISRAELSEN LD: Knowledge, uncertainty, and behavior. *Am Econ Rev* 75(2):403-408, 1985. Reports initial results of an evaluation that reinforces Heiner's thesis about the sources of predictable behavior.

WINOGRAD E, SOLOWAY RM: Reminding as a basis for temporal judgments. *J Exp Psychol [Learn]* 11:262-271, 1985. Concludes that reminding provides a direct basis for later judgments of the relative recency of events.

WYER RS JR, UNVERZAGT WH: Effects of the instructions to disregard information on its subsequent recall and use in making judgments. *J Pers Soc Psychol* 48:533-549, 1985. Finds that to-be-disregarded information affected subsequent judgments when it was presented at the end and not at the beginning of a series of comments.

YATES JF, CURLEY SP: Conditional distribution analyses of probabilistic forecasts. *J Forecast* 4:61-73, 1985. Describes simple procedures for analyzing external cor-

respondence of probabilistic forecasts; focuses on differences between judgments made when the target event occurs, as compared to when it does not.

ZAKAY D: Post-decisional confidence and conflict experienced in a choice process. *Acta Psychol (Amst)* 58:75-80, 1985. Observes that time pressure leads to more frequent use of non-compensatory strategies, and that post-decisional confidence was higher after non-compensatory decisions.

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COMPILER'S NOTE: I do not rely on computer searches of the literature in preparing **Recent Developments**, but instead rely on my reading of the journals. Consequently, while I try to make the selection as complete as possible, fatigue, eye strain, and chance events may cause me to overlook a relevant article. If any readers of **Medical Decision Making** are aware of an omission, please let me know, and I shall try to include the omitted article in a subsequent column. Finally, I would encourage people not to cite the articles based on my annotations. To keep in reign my personal biases, I base my annotations solely on the author's written text. Consequently, some of the annotations of the articles could report claims of the authors which many readers of the entire article might conclude are unsubstantiated.

#### ACKNOWLEDGEMENT . . .

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- 77-1 Connolly, T. Cues, components, and causal structure in laboratory judgement studies. Educational and Psychological Measurement, 1977, 37, 877-888.
77-2 Connolly, T. Information processing and decision making in organizations. In B. M. Staw and G. R. Salanick (eds.), New Directions in Organizational Behavior, Chicago, Illinois, St. Clair Press, 1977, 205-234.
77-3 Dorris, A. L., Sadosky, T. L. & Connolly, T. Varying data and information in a decision making task. Ergonomics, 1977, 20, 643-650.
78-1 Connolly, T., & Miklausich, V. M. Some effects of feedback error in diagnostic decision tasks. Academy of Management Journal, 1978, 21, 301-307.
80-1 Connolly, T. Uncertainty, action and competence: some alternatives to omniscience in complex problem-solving. In S. Fiddle (ed.), Uncertainty: Social and Behavioral Dimensions, Praeger, New York, 1980, 69-91.
80-2 Ferrell, W. R. & McGoey, P. J. A model of calibration for subjective probabilities, Organizational Behavior and Human Performance, 1980, 26, 32-53.
82-1 Bazerman, M. H. & Neale, M. A. Improving negotiation effectiveness under final offer arbitration: The role of selection and training. Journal of Applied Psychology, 1982, 67, 543-548.
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82-3 Carroll, J. S., Wiener, R. L., Coates, D., Galegher, J. & Alibrio, J. J. Evaluation, diagnosis, and prediction in parole decision making. Law & Society Review, 1982, 17(1), 199-228.

- 82-4 Connolly, T. On taking action seriously: cognitive fixation in behavioral decision theory. In D. N. Braunstein and G. R. Ungson, New Directions in Decision Making, Kent Publishing Co., Kent, Ohio, 1982.
- 82-5 Connolly, T. & Gilani, N. Information search in judgment tasks: a regression model and some preliminary findings. Organizational Behavior and Human Performance, 1982, 30, 330-350.
- 82-6 Hosseini, J., & Ferrell, W. R. Detectability of correctness: a measure of knowing that one knows. Instructional Science, 1982, 11, 113-127.
- 82-7 Hosseini, J., & Ferrell, W. R. Measuring metacognition in reading by detectability of cloze accuracy. Reading Behavior, 1982, 14(3), 263-274.
- 83-1 Bazerman, M. H., Magliozzi, T. & Neale, M. A. Integrative bargaining in a competitive market. The acquisition of an integrative response in a competitive market. Academy of Management annual meeting, 1983.
- 83-2 Ferrell, W. R. & Krzysztofowicz, R. A model of human response to flood warnings for system evaluation. Water Resources Research, 1983, 19(6), 1467-1475.
- 83-3 Galegher, J. & Carroll, J. S. Voluntary sentencing guidelines. Law and Human Behavior, 1983, 7(4), 361-400.
- 83-4 Lewis, B., Shields, M. D., & Young, S. M. Evaluating human judgments and decision aids. Accounting Research, 1983, 21(1), 271-285.
- 83-5 Neale, M. A. Systematic deviations from rationality in negotiator behavior. Proceedings of the Academy of Management, 1983, 144-148.
- 83-6 Neale, M. A. & Bazerman, M. H. The role of perspective-taking ability in negotiating under different forms of arbitration. Industrial and Labor Relations Review, 1983, 36, 378-388.
- 83-7 Neale, M. A. & Northcraft, G. B. Negotiation and persistence in a course of action: When once should be quite enough. Persistence to a course of action: The narcotic effect. Proceedings of the American Institute of Decision Science, 1983.
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