

# JUDGMENT / DECISION MAKING

## J/DM IS GROWING. . .

The total membership is now 521 individuals plus 3 library subscriptions. Of the 521 members, 439 are U.S. and 82 are foreign. Of the 439 U.S. members, 378 are regular members and 61 are students. Of the 82 foreign members 75 are regular members and 7 are students.

The paid attendance at the Seattle meeting in November was 111, which was about the same as last year.

See the treasurer's report on Page 19.

-- Stephen Edgell

## SPECIAL JOURNAL RATES. . .

Special subscription rates for the 1988 issues (Volumes 41-42) of *Organizational Behavior and Human Decision Processes* are available for members of the Society for Judgment and Decision Making. Please send a personal check made out to Academic Press in the amount of \$60.50 (domestic rates) or \$75.50 (overseas rates) to:

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Readers should also note the form on Page 15 for a subscription to the new *Journal of Behavioral Decision Making*.

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

BEHAVIORAL  
SCIENCE  
JOURNAL

Vol. VI

Number 5

DECEMBER 1987

## SOCIETY FOR JUDGMENT AND DECISION MAKING

Executive Board

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 Robyn Dawes, Chairperson-elect  
 James C. Shanteau, Past chairperson  
 John Carroll, 1986-88  
 Duncan Luce, 1987-89  
 Paul Slovic, 1988-90  
 Stephen E. Edgell, Secretary/Treasurer  
 N. John Castellan, Jr., Newsletter Editor

**J/DM NEWSLETTER**Editor:

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

(812) 335-4261

BITNET: castellan@IUBACS

Addresses & Corrections:

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

(502) 588-5948

seedge04@ULKYVX

~~FROM THE EDITOR.~~

The J/DM Newsletter welcomes submissions from individuals and groups. However, we do not publish substantive papers. Book reviews will be published. If you are interested in reviewing books and related materials, please write to the editor.

There are few ground rules for submissions. In order to make the cost of the J/DM Newsletter as low as possible, please submit camera-ready copy. This means that the copy should be typed single-spaced on white 8½ by 11 paper. If possible, use a carbon or film ribbon. Please mail flat -- do not fold.

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

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

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

## NOTES ON THE J/DM BUSINESS MEETING (November 8, 1987):

From James Shanteau

There was a meeting on Sunday, November 8, to discuss a number of business items. The following is a summary of the major points.

1. The Psychonomic Society has scheduled its 1988 meeting for November 10, 11, and 12 at the Palmer House in Chicago. Unlike this year, Psychonomics will be held on Thursday-Friday-Saturday. The J/DM meeting will, therefore, start at noon Saturday (November 12) and continue through Sunday afternoon (November 13). The 1989 J/DM meeting will be on November 12 and 13 (Sunday and Monday) in Atlanta following the Psychonomic meeting on November 10 to 12.

The cooperativeness of the Psychonomic Society was noted. Three sessions at Psychonomics were devoted exclusively to judgment/decision making papers and relevant papers appeared in other sessions.

2. Don Kleinmuntz handled the local arrangements for this year's meeting. The facilities for both the presentation sessions and the luncheon and reception were extremely nice. Don received a special thanks for his efforts in making these arrangements. The local arrangements for the 1988 J/DM meeting will be handled by Robin Hogarth and the Center for Decision Research at the University of Chicago.

3. The Program Committee for the meeting was given recognition for putting together a fine program. The committee consisted of Thomas Wallsten (Chair), Frank Yates, and Berndt Brehmer. The same committee has agreed to serve for 1988. Anyone with program ideas or suggestions should contact one of the committee members.

4. John Castellan announced that there will be a number of changes and improvements in the J/DM Newsletter. These include better printing quality and increased graphics capability. In addition, select issues of the Newsletter will be mailed first class to insure timely delivery.

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. John received a warm round of applause in appreciation for his continuing efforts as editor of the Newsletter.

5. Steve Edgell, Secretary-Treasurer, announced an updating of the J/DM mailing list. A new membership directory will be published shortly. Therefore, any changes (or additions) to addresses, phone numbers, or BITMAIL addresses should be sent now to Steve.

Steve announced that even after purging the mailing list of nonpaying members, we have over 400 members and are continuing to grow. The most rapidly growing category is student membership. In addition, non-American memberships are rising. (Any non-American having financial difficulty with dues should contact Steve.)

There were 110 paid registrations at the meeting, with a record number of graduate students in attendance. Registration was handled by Steve's wife Donna Edgell. Both Steve and Donna received a special thanks for their work on behalf of J/DM.

6. James Shanteau summarized the Executive Committee meeting held on Saturday, November 7. Those at the meeting besides Jim were Kenneth Hammond, Robyn Dawes John Carroll, Duncan Luce, Paul Slovic, Thomas Wallsten, John Castellan, and Steve Edgell.

The board decided to make some changes in the nomination procedure for 1988. Those nominated for office will be informed about others who have previously accepted a nomination.

The board also approved a proposal by Ken Hammond for J/DM to sponsor a series of books on judgment and decision making topics and issues. The series will consist of separate edited volumes of contributed papers. Each volume will have its own editor; the series will be coordinated by a chief editor. All proceeds will go to the Society. A subcommittee made up of Ken Hammond, Robyn Dawes, and Jim Shanteau will oversee establishment of the series.

Considerable time was spent discussing J/DM and the Federation of Behavioral, Psychological and Cognitive Sciences. As current President of the Federation, Duncan Luce described its activities and urged the Society to join in supporting the work of the Federation. Regular membership would cost each regular American member \$7 per year.

After extended consideration of the advantages and disadvantages of joining, the board decided to accept a one-year trial membership at a cost of \$500. During the upcoming year, J/DM members are invited to submit comments about whether the Society should become a regular member of the Federation. Of course, if J/DM does join there necessarily will be a dues increase for relevant members. If you have any comments, pro or con, send them to John Castellan for inclusion in the Newsletter. Any comments should be submitted before next summer, since that is when the 1989 budget will be prepared.

7. 1987 marks the final year on the Executive Committee for Lola Lopes. Lola was a founding member of the society and has been instrumental in the success of the group. She received an extended round of applause.

8. The new Executive Committee for 1988 consists of Ken Hammond (Chair), Robyn Dawes (Chair-Elect), Jim Shanteau (Past-Chair), John Carroll, Duncan Luce, and Paul Slovic (Board Members), and John Castellan and Steve Edgell (Ex-Officio).

9. It was observed that 1987 was the eighth J/DM meeting. For the tenth anniversary in 1989, a special program is being considered. One proposal is to bring back speakers from previous years to offer retrospective / prospective views of our area. Anyone with program ideas or suggestions for this unique event should contact the Program Committee.

10. Our collective loss in the passing of Hillel Einhorn of the University of Chicago was noted. Hilly played a vital role in insuring the early success of the Judgment/Decision Making Society. He was an enthusiastic supporter of the Society and was a frequent presenter at the meetings. We will certainly miss him.

**FROM THE CHAIR. . .**

Eight years after John Castellan, Charles Gettys, Lola Lopes, Gary McClelland, and Jim Shanteau initiated the Judgment and Decision Making Society it has -- we have -- become a stable reality that can claim dependable (and interesting!) annual meetings and a membership that is now over 500 -- and growing. For the first time the governance of the society has moved from the hands of its founders to those of a new group. I'm sure you join me in hoping that those who follow the founders of the society manage its affairs as well as their predecessors. And there are affairs to manage. Aside from ongoing activities (our annual convention, Wallsten; our newsletter, Castellan; our financial management, Edgell) new questions have appeared and must be settled. Two surfaced at the 1987 meeting in Seattle; one demands action in the near term, the other is for the long term.

**NEAR TERM: SHOULD WE JOIN THE FEDERATION OF BEHAVIORAL, PSYCHOLOGICAL AND COGNITIVE SCIENCES?** The Federation invites our membership for which we would be expected to pay \$7.00 for each "relevant" member (i.e., nonstudents, nonforeigners, etc.). Our annual contribution would probably be in the \$2100-\$2300 class. Annual membership dues, therefore, would probably have to be raised from \$10.00 to \$17.00; current dues just cover current expenses. Joining the Federation obviously would be a very significant, ongoing commitment for our society. Therefore, at the Seattle meeting, the Executive Board agreed to (a) take only a trial membership with a onetime cost of \$500, (b) invite comments from the membership during the year, and (c) ask for wisdom from the membership at the 1988 meeting in Chicago. What are the pros and cons?

The Federation acts on our behalf by explaining our contributions to science and society and lobbying the appropriate organs of government (congressional committees, NSF, etc.) to provide a greater level of support so that these contributions can be sustained. It is doubtful that any behavioral scientist would be opposed to contributing to the support of this Federation. Twelve academic or professional organizations, including the APA, now belong to the Federation; Duncan Luce is its new president. Further information about its activities may be acquired by writing to Dr. David Johnson, Executive Director, Federation of Behavioral, Psychological and Cognitive Sciences, 1200 Seventeenth Street, N.W., Washington, DC 20036.

Robyn Dawes, Chair-elect, will be our representative at the 13 December 1987 meeting of the Federation, and will report on his experience at the Chicago meeting.

Some board members questioned the wisdom of joining the Federation at this time in the development of our society. The cost is significant, and some members of J/DM are already contributing to the Federation through membership in APA or one of the other 12 societies that support the Federation. Should they pay more than once?

Others raised the question of whether this was the principal investment we should make at this time. Perhaps we should be thinking of ways to increase our financial stability before taking steps that decrease and encumber our financial accounts. I personally wished that this topic had been raised not in isolation but in the context of the long term goals of our society.

(Continued on next page)

FROM THE CHAIR (cont.)

LONG TERM: GOALS OF THE SOCIETY. Now that we are established, there is time to think about what kind of a society we want to be. With approximately 500 members and about 100 members attending our annual meeting, many members might say: "Exactly what we wanted! A society of like-minded academics who can count on finding one another at least once a year and discussing -- formally and informally -- those matters near and dear to us, a great escape from the dysfunctional 10,000 plus meetings of the APA; a rare and precious opportunity to be preserved."

Moreover, these members might point to the current sad state of the APA. Like so many professional societies with academic roots, it is now so thoroughly dominated by the professionals that its survival in its traditional form is problematical. (See the 16 November 1987 issue of "The Scientist" for an unbiased description of that situation.) Similar historical developments in other scientific societies could be pointed out. Perhaps there is an organizational analog of Gresham's Law that says, "Professionals drive out academics." (Does anyone know of the reverse case?) Thus, many members may be very wary of inviting nonacademics to join our society, fearing the "camels nose in the tent" phenomenon, and thus prefer to develop and expend our resources to maintain the advantages of a small, academically-oriented society.

Yet there are others who worry about a different aspect of future growth. They worry about what appears to be a diminished inflow of new PhDs to our field. Should we have a membership drive that alerts and advises undergraduates and graduate students about the intellectual excitement in the field of J/DM, and describes its vigorous society? Or would a successful membership drive destroy those advantages that our society now provides? Should we encourage almost anyone to join us? ~~OR should we establish criteria that would make J/DM an elitist group?~~

Let me encourage you to write to me or other members of the Executive Board and to express your views about these and other important matters. Next time I will discuss the question of establishing Education and Communication Committees.

-- Ken Hammond

HILLEL EINHORN MEMORIAL FUND. . .

On Page 7 you will find information on the Hillel Einhorn New Investigator Award. We hope that you will encourage outstanding students to apply for this award. As announced at the Annual Meeting in Seattle, the award is supported by contributions to the Memorial Fund for this purpose. If you are interested in contributing to this award, please complete the following form and send it with your check (payable to the Fund) to the Secretary-Treasurer. All contributions are tax deductible.

HILLEL EINHORN MEMORIAL FUND CONTRIBUTION

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

\_\_\_\_\_

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Contribution (Circle):    \$25    \$50    \$100    Other \_\_\_\_\_

**HILLEL EINHORN NEW INVESTIGATOR AWARD**

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

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

Materials should be submitted to:

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

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

**STUDENT PAPER COMPETITION. . .**

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

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

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

-- George F. Loewenstein

**. . . AND A WINNER. . .**

**JOAO LUIZ BECKER WINS 1987 ORSA  
DECISION ANALYSIS SPECIAL INTEREST GROUP  
STUDENT PAPER COMPETITION**

Professor Joao Luiz Becker won the second annual ORSA Decision Analysis Special Interest Group's Student Paper Competition with his paper, "Lottery Dependent Utility," which is co-authored with Professor Rakesh Sarin of Duke University. Professor Becker graduated from U.C.L.A. His dissertation adviser was Professor Sarin. Professor Becker is a faculty member of the Faculdade de Ciências Economicas of the Universidade Federal do Rio Grande do Sul in Porto Alegre, Brazil.

Professor L. Robin Keller was the Chair of the 1987 Student Paper Competition. The winner was announced at the ORSA/TIMS meeting in St. Louis, October 25-28, 1987. Inquiries about the competition may be addressed to Professor Keller at the Graduate School of Management, University of California, Irvine, CA 92717. (714) 856-6348.

-- L. Robin Keller

**POSITION FOR COGNITIVE PSYCHOLOGIST. . .****WITH INTERESTS IN DECISION MAKING AND ARTIFICIAL INTELLIGENCE...**

Decision Science Consortium (DSC) is a small business that does applied decision analysis and research and development in the areas of inference, decision making, and artificial intelligence. Within the R&D areas, DSC's emphases are in uncertainty treatment, knowledge elicitation, and adaptive decision aiding. We are looking for talented experimental psychologists with strong related training and/or experience and with interests in performing research and development in an applied setting. DSC will consider filling this position at any level, including senior researcher, new Ph.D, or junior researcher. U.S. Citizenship is required. EOE

Interested applicants should contact:

Dr. Anne W. Martin  
Decision Science Consortium, Inc.  
1895 Preston White Drive, Suite 300  
Reston, VA 22091

Tel: (703) 620-0660



**POSITION AVAILABLE****RESEARCH ASSOCIATE**

Center for Policy Research  
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University at Albany  
State University of New York

The Center for Policy Research, a university-wide research center, seeks a research associate actively involved in research on substantive or methodological issues in the field of public policy. Applicants should have demonstrated ability to plan, design, and carry out a significant long-term program of research and work with research faculty and doctoral students. Evidence of ability to secure support through grants and contracts will be evaluated favorably. A terminal degree in public policy, public administration, economics, psychology, management science, or a related field is required. The successful applicant will be considered for concurrent faculty rank.

The position will be available June 1, 1988. Salary range is \$40,000 - \$55,650 annually. Review of application will begin February 15, 1987, and continue until position is filled. Send letter of application, curriculum vita, and list of three references.

Jeryl L. Mumpower  
Search Committee Chair  
Center for Policy Research  
Rockefeller College of Public Affairs and Policy  
University at Albany, State University of New York  
Albany, New York 12222

The University at Albany is an Equal Opportunity/Affirmative Action Employer. Applications from women, minority persons, handicapped persons, and special disabled or Vietnam era veterans are especially welcome.

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*The Wharton School of the University of Pennsylvania*

**Decision Sciences**

The Department of Decision Sciences is seeking candidates for tenure-track openings at all levels. The positions have an appointment date of July 1, 1987 but starting dates are somewhat flexible. We have teaching and research needs in a number of areas, including Operations Management, Management Science, Information Systems, Decision Support Systems, Behavioral Decision Theory, and Decision Processes. Candidates should have a record of outstanding achievement or evidence of strong potential in both research and teaching.

The University of Pennsylvania is an Affirmative Action/Equal Opportunity Employer. Applications for these positions from members of minority groups and women would be especially welcome. For further information, please contact:

Professor Marshall Fisher  
Chairman, Decision Sciences  
The Wharton School  
University of Pennsylvania  
Philadelphia, PA 19104



## Decision Making Program

Reprints may be obtained by writing directly to the authors at:  
 Department of Social & Decision Sciences  
 Carnegie Mellon University  
 Schenley Park  
 Pittsburgh, PA 15213

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FOR THOSE WHO MISSED THE CONFERENCE . . .

Cassette tape recordings are available for each of the major presentations and sessions at the 1987 J/DM meeting. There are two changes from previous years. First, the recordings were made on a high-quality, low-noise recording unit. Second, copies of the overheads are available in addition to the tapes for those talks indicated by "\*" below.

Selected tapes are also available from previous meetings.

To obtain copies of these tapes, send \$5 for cassettes alone or \$7 for cassettes plus overheads (available for "\*" talks) to:

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Please allow 4-6 weeks for the copies to be made and shipped.  
 List of cassette tapes available from J/DM meetings:

\* \* \* 1987 \* \* \*

- (34) Amnon Rapoport's Major Address, "Provision of Step-Level Public Goods: Theory & Experiments," introduced by Dave Messick \* (Overheads Available)
- (33) Symposium on "Behavioral Economics," with presentations by Colin Camerer, Maya Bar-Hillel (written paper), and Richard Thaler \* (Overheads)
- (32) Symposium on "Psychological and Economic Perspectives on Choices Between Present and Future Outcomes" with talks by George F. Loewenstein, John Miyamoto, Hersh Shefrin, and Mary Kay Stevenson-Busemeyer \* (Overheads)
- (31) Glenn Shafer's Major Address, "The Problem of Small Worlds," with an Introduction by Daniel Kahneman \* (Overheads Available)
- (30) James Shanteau's Chairman's Address, "But What About Experts?" with Introductory Comments by Kenneth Hammond \* (Overheads Available)
- (29) Symposium on "Cognitive in Judgment and Decision Making" with Eric Johnson and John Payne, Joshua Klayman, and Henry Montgomery

\* \* \* 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 Thomas Wallsten; commentaries by Lola Lopes and Greg Oden

(Continued on next page)

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

- (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 Politser, 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 "Unmasked Questions in Decision Research" by Terry Connolly, Kent Norman, and James Shanteau, with discussion by Michael Boherty
- (15) Session on "Teaching Judgment and Decision Making" with presentations by Ken Hammond, Berndt Brehmer, Michael Boherty, 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

- (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, Micheline 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

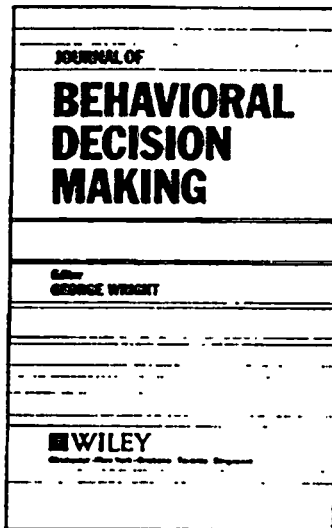
\*\*\* 1981 \*\*\*

- (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 \* (Overheads Available)

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

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

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## Journal of Behavioral Decision Making

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### Aims and Scope

The *Journal of Behavioral Decision Making* is a multidisciplinary journal with a broad base of content and style. It will publish original empirical reports, critical review papers, theoretical analyses and methodological contributions. The Journal will also feature book, software and decision aiding technique reviews, abstracts of important articles published elsewhere and teaching suggestions.

The objective of the Journal is to present and stimulate behavioral research on decision making and to provide a forum for the evaluation of complementary, contrasting and conflicting perspectives. These perspectives include psychology, management science, sociology, political science and economics. Studies of behavioral decision making in naturalistic and applied settings are encouraged.

Articles on specialist topics should aim for wider readability by including fully referenced introductions on the background to a particular study and, where possible, should discuss the broader implications of the work.

The Journal especially welcomes manuscripts that deal with issues that have cross-disciplinary impact. Such manuscripts will be considered for publication together with a selection of commentaries from members of the editorial board.

Papers published in the *Journal of Behavioral Decision Making* will encompass, but not be limited to, the following areas:

- individual decision making
- management science and decision aids, emphasizing the role of judgment and behavioral factors in the implementation of decision technologies
- interpersonal and small group decision making
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## CLASSIFICATION SOCIETY OF NORTH AMERICA

## 1988 ANNUAL MEETING CALL FOR PROPOSALS

New York City, NY  
June 16 - 18

Co-Chair, Program Committee:  
Stephen Hirtle & Sharon Weinberg

The 1988 CSNA Annual Meeting will be held June 16 - 18 at the Greenwich Village campus of New York University in New York City.

Proposals for papers and/or symposia should be submitted as soon as possible, and must be received by March 1, 1988. Each proposal should consist of three copies (8 1/2 X 11 paper) of a single spaced summary for use in judging the merits of the ~~proposed paper and/or symposium~~. The amount of time required should be indicated (15-20 minutes recommended for papers); and, each paper should be classified into one of the following areas: Applications, Classification, Data Analysis, Factor Analysis, Pattern Recognition, Scaling, Statistical Methods, Other (Specify).

The heading of the summary should use the following format. In the upper left corner, type the title of the paper, author(s), institution(s). In the upper right corner, state the name of presenting author and the mailing address. Please include one self-addressed, stamped, business-size envelope for notification of acceptance and scheduling. Proposals should be submitted to Stephen C. Hirtle, Information Science Department, 752 LIS Building, University of Pittsburgh, Pittsburgh, PA 15260, USA; 412-624-9434. Notification of acceptance and scheduling will be mailed soon after April 1, 1988.

Information on registration will be sent to all members of CSNA. If you are not a member and would like registration information and/or other information related to the meeting, please notify Sharon L. Weinberg, Program of Educational Statistics, 933 Shimkin Hall, New York University, New York, NY 10003, USA; 212-998-5206.



UNIVERSITY OF SOUTHERN CALIFORNIA  
SOCIAL SCIENCE RESEARCH INSTITUTE  
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December 2, 1987

Memorandum to: Scientists and practitioners interested in Bayesian research, inference by people, machines, or a blend, decision making by the same, decision support systems, and the like

From: Ward Edwards

Subject: 27th Annual Bayesian Research Conference

This is your invitation to come and participate in the 27th Annual Bayesian Research Conference. The dates this year are February 11 and 12, 1988. After years of being (in my view) ripped off by the Valley Hilton Hotel, I finally not only reached the conclusion that something had to be done, but, thanks to Letty Baz, who now keeps my professional life in order, was actually able to do it. We will be meeting (once again, for the benefit of old Bayesian Conference hands) at the Sportsmen's Lodge, at the intersection of Ventura Boulevard and Coldwater Canyon Boulevard in Studio City.

For almost everyone driving, get to the Ventura freeway, turn East from the San Diego Freeway or West from the Hollywood Freeway, exit at Coldwater Canyon Boulevard, drive South to Ventura Boulevard, and you are there; it is on the NE corner of that intersection.

Those not driving have various options. If you fly into Burbank Airport and have a reservation, simply phone the Sportsmen's Lodge and they will send a van to pick you up, if it is before 10 pm. If you fly into LAX, one possibility is to take the Sheraton Universal Courtesy Shuttle, thus getting to the Sheraton Universal Hotel, which is where the Universal Studios Tour is, and then phone Sportsmen's Lodge for a van to pick you up. Primetime and Super Shuttle will, for a price, take you from LAX to the Sportsmen's Lodge. Flyaway Bus Service will get you to Van Nuys, which is pretty close; from there you can take a cab or call the Sportsmen's Lodge to be picked up.

By moving out of the snooty Hilton and raising the registration fee to \$35 per person, I will be able to make the Conference self-sustaining once again, after having subsidized it heftily for years. The amenities will be as before--that is, a hospitality room with no charges Wednesday and Thursday nights. And no bartender, thank goodness. Also free coffee during the meetings. Those who choose to stay over Friday evening will find other colleagues who do the same; we usually have a good time.

The basic format and purpose remains what it has always been. We will give papers to one another about research on inference, evaluation, decision processes and problems. We always strive for a blend of basic research and applications. A blend of behavioral and normative interests has characterized us in the past. In recent years, this has tilted in the behavioral direction. In part to restore the balance and in part to familiarize us with an exciting and quite new line of thought, I seized on my somewhat

adventitious introduction to the new blend of AI-flavored work that comes out of Stanford and the Bay area and that focuses on influence diagrams, formal ways of incorporating both deterministic and probabilistic reasoning into AI systems, and emerging applications. I asked Jack Breese to put together 1/4 of the program to bring us up to date, and he did a wonderful job.

In addition, Ron Howard and I have agreed to hone our biases a bit by debating with each other the topic of the nature of rationality. Has either of us mellowed any as the years have passed? Come and find out.

As old hands know, the atmosphere is informal, the discussion is often intense, and many of the best debates take place in the hospitality suite. This Conference is a great place to try out your latest, wildest set of ideas on a kindly, knowledgeable, and critical audience. It is not a good place to make once again the speech for which you have been receiving plaudits during the past two years.

Our liaison with the behavioral accountants continues. Many of you (not all, because this year I am using an expanded mailing list) will have heard from Ted Mock about the Audit Judgment Symposium. This year, its theme is "Audit Judgment in the Year 2000," and its dates are February 15 and 16. If you want an invitation and haven't gotten one, a good strategy would be to call Ted Mock at 213-743-8725, or write him at Center for Accounting Research, School of Accounting, University of Southern California, Los Angeles, CA 90089-1421. They plan a heavy AI-expert system emphasis in that meeting this year.

For the Bayesian Conference, the ground rules continue. There are fewer unfilled slots on the program than has been true in past years. But 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 "schedule me if time permits," bring your viewgraphs but don't be hurt if time doesn't permit. I will, as usual, rewrite the title of your talk, in my own effort to make it funny, unless you save me effort and others my sometimes pawky sense of humor by doing it yourself.

Please let us know as soon as you can if you think you can come. In any case, please get your responses to me by January 18. The Sportsmen's Lodge is giving us a good deal, and I want if possible to make them glad they did by giving them adequate warning about how many rooms we need.

If I have perhaps missed someone who should have been invited, by all means take the matter into your own hands. Simply Xerox a copy of this invitation and pass it on. Or, if you wish, chide me for my error, and I'll chide Letty, and Letty will send out another copy.

I look forward to seeing you in our Hospitality Suite at the Sportsmen's Lodge on Wednesday evening, February 10, at 6:00 pm or any time thereafter. Do come Wednesday evening. On Thursday morning, when someone calls attention to an obvious flaw in your thinking that you had missed, it helps if you can identify that person by his or her first name. It helps even more if you know where they are coming from, intellectually and personally.

Questionnaire  
Bayesian Research Conference  
February 11 and 12, 1988

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

Affiliation: \_\_\_\_\_

PLEASE FILL OUT AND RETURN BY JANUARY 18 TO:

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

1. Will you attend:  
 Yes  
 Yes, if I can talk my employer into financing the trip  
 No
2. What accommodations would you prefer:  
 Sportsmen's Lodge Hotel  
 I will make my own accommodations
3. Sportsmen's Lodge Hotel:  
 Single Room \$68.00  
 Double Room \$78.00
4. Reservation request:  
 Wednesday and Thursday (nights of Feb. 10 and 11)  
 Wednesday, Thursday, & Friday (nights of Feb. 10, 11, 12)  
 Thursday and Friday (nights of Feb. 11 and 12)  
 Wednesday night only (Feb. 10)  
 Other (please specify)

5. Will you speak? Topic?

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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. Additional Comments: (Other appropriate invitees, please include address, special arrangements, etc.)

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Please note that once again in order to hold block reservations, the questionnaire must be returned no later than JANUARY 18. 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 is \$35.00. Please return checks made payable to Ward Edwards along with this form.

Receipts will be available at the conference.

TREASURER'S REPORT

7/1/86 - 6/30/87

INCOME

Dues (1987)	\$4090.00
Meeting Registration	3420.00
Dues (1988)	10.00
Mailing Labels	15.00
Contributions (royalties)	1321.02
Contributions (other)	<u>10.00</u>
TOTAL INCOME	\$8866.02

EXPENDITURES

Newsletter	\$2310.00
Meeting Expenses	2331.25
Mailing Labels	34.02
Stationery	74.93
Postage	192.45
Xeroxing	4.95
Incorporation Costs	36.00
Checking	29.87
Chairperson's Expenses	<u>204.96</u>
Total Expenses	\$5218.43

BALANCE

Opening Balance	+	Income	-	Expenditures	=	Closing Balance
\$1425.92	+	\$8866.02	-	\$5218.43	=	\$5073.51

- Notes:
1. The fiscal year was chosen to run from July 1 to June 30 because that is the time of least financial activity for the Society. However, it should be noted that dues are for the calendar year. Hence there are another 6 months of expenses such as the newsletter to be paid from the cash on hand.
  2. Newsletter costs include all expenses paid through the IU Foundation (which is all costs of the newsletter except for mailing labels) and may include a balance in that account.
  3. Opening cash resulted from surpluses from past meetings which were being held by various individuals.

-- Steve Edgell

SOCIETY FOR JUDGMENT AND DECISION MAKING

1988 DUES FORM

Please check your mailing label. If it has a "?" in the upper left-hand corner, we have not received your dues for 1988. (If you sent your dues in the last three weeks, we may not have had time to record your payment.)

If your name and/or address on the mail label is incorrect, please make corrections below:

Name \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_ BITNET \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

1988 Dues: Member \$10.00, Student \$5.00\*

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

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

\*- Students must have endorsement of a faculty member:

Faculty Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Printed Name: \_\_\_\_\_ Institution: \_\_\_\_\_

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Bloomington, Indiana 47405

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**TIME-DATED MATERIAL**

Rob Hann  
Institute of Cognitive Sci  
Box 345  
University of Colorado  
Boulder, CO 80309-0345