

JUDGMENT / DECISION MAKING

1988 DIRECTORY AVAILABLE. . .

The 1988 J/DM Directory is being sent to all J/DM members. We hope that you find it to be a valuable resource for our members. If you find an error in the Directory, please notify Steve Edgell.

DUES ARE DUE AGAIN. . .

It is time to pay your 1988 dues if you have not already done so. How do you tell if you have paid? Look at the mailing label on this newsletter.

If the number in the upper right hand corner is a 7 then you have NOT paid for 1988. If your number is an 8 then you are O.K. Dues are \$10.00 (\$5.00 for students) this year. Please include the form in the newsletter when paying your dues. Address, telephone, and E-MAIL changes can be reported at the same time. Please note: checks MUST be payable in US funds and be drawn on a US bank. Sorry about that but it costs more than \$10.00 to cash it otherwise. Foreign members may wish to consider pooling so that they spend less in obtaining such a check. Also the board is now allowing FOREIGN members to pay up to five years dues at one time to avoid having to pay each year to obtain such a check.

-- Steve Edgell

FROM THE CHAIR. . .

In my view, one of the most important activities for the J/DM Society to undertake is education -- of ourselves and others -- with regard to our activities. Therefore I will urge the Executive Committee to set up an Education Committee at its next meeting. What should an Education Committee (EC) do? And why?

An EC should undertake to educate the members of J/DM with regard to our knowledge, theories, methods, and applications thereof. The field of judgment and decision making covers such a wide variety of

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

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Vol. VII
Number 1
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SOCIETY FOR JUDGMENT AND DECISION MAKING

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J/DM NEWSLETTER

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FROM THE EDITOR. . .

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 However, we do not publish substantive papers.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

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

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

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

Mailing Labels: Some readers may wish to 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.

FROM THE CHAIR. . . (Continued from Page 1)

topics and substantive disciplines that any one member of J/DM is not apt to be aware of -- let alone expert in -- more than a small part of those widespread activities. The fact that the librarian at our Center for Research on Judgment and Policy found articles on J/DM in nearly 1000 different journals in 1987 documents the wide range of these activities. One way to educate ourselves -- and our students -- is through the publication of books that make that wide variety of effort directly accessible. Hal Arkes and I tried to do that when we brought 43 articles together under eleven topics in the anthology *Judgment and Decision Making: An Interdisciplinary Reader*. The Reader apparently met a need; as of January 1987, three months after publication, 601 copies were sold; the royalties from that sale brought \$1321 into the treasury of the J/DM Society.

The purpose of the Education Committee would be to expand and direct this effort. For example, there are very few books in our field, and they tend to occupy only thin slices of our varied intellectual terrain. I have already proposed to the Executive Committee that the J/DM Society sponsor a series of books that would better encompass the work in our field. In this plan, each book would represent one of the 11 topics included in the Reader. Thus, under the direction of a General Editor, one Editor would take responsibility for encouraging specialists in a given topic, say, law, or economics, or risk, or expert judgment, etc. (see the Reader for further topics) to prepare original articles for inclusion in a book, which, in turn, would become one of a general series. The series could, of course, expand indefinitely as new topics are brought within the scope of J/DM, as they surely will.

Not only would such a series -- a shelf, if you will -- of books educate our membership, and add to the cohesiveness of our Society, but it would, of course, provide an excellent means of educating members of the substantive disciplines that have received the benefits of J/DM research and application. As a result there would be increased interest in the important work you are doing. And not only would this activity result in our doing good, we could do well; the royalties from these books would go to the treasury of the J/DM Society (as do the royalties from the Reader) and thus increase our capacity to undertake other activities.

I would appreciate receiving letters from readers of the Newsletter commenting on both suggestions. Many of these letters would, I hope, indicate a willingness to serve as an Editor of a specific volume, and/or a willingness to prepare an article for a volume, or a willingness to serve on an Education Committee. Let me hear from you. I will report the results at our annual meeting in November at Chicago.

-- Ken Hammond

HELP WANTED. . .

Anyone with a copy of the Ohio State Correlated Score Generation Method computer program for generating score profiles or information about its availability, please contact:

Charles Jackson
 Department of Applied Psychology
 The University of Wales Institute of Science and Technology
 Llwyn-y-Grant
 Penylan
 Cardiff Wales CF3, 7UX

He indicates that he would be very grateful for a copy of the program listings or information about how to obtain it, and will gladly reimburse postage costs.

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 I am willing

FEDERATION REPORT. . .

Report of the 12/12/87 annual council meeting of the Federation of Behavioral, Psychological and Cognitive Sciences.

I was there to learn; consequently, as usual, I said very little -- despite being encouraged by my ignorance to have strong opinions. It is a high morals group of very eminent, senior people. In part due to the lack of expressed doubts -- or discussion of uncertainties, problems or failures -- I cannot on the basis of the meeting make any assessment of whether their research accomplishments are matched by the impact of their communication and lobbying efforts.

Clearly, the Federation is engaged in two very valuable activities: (i) sponsoring its research seminars, (ii) sponsoring speakers covering concerns vital to research funding ("Forum on Research Management", or FORM) All members can receive copies of the addresses, and people at meetings can convey the message of those speaking.

One issue that arose concerned continued funding for the research seminar series. The original funding source has requested a proposal with a theme and coherence. That will be supplied.

(My own opinion is that this seminar series was particularly valuable because the topics were so disparate, thereby providing information from articulate leaders in fields about which one knows little. I held this opinion in check, but someday we should seriously discuss the social traps and dilemmas involved in yielding on a case-by-case basis to the preconceptions -- largely schematically based verbal superstructures--of funding sources.)

Finally, we were addressed by Alan Leshner, Director of NSF's Office of Science and Technology Centers Development, concerning the new science and technology centers program. Below, I am quoting a synopsis of his talk that appeared in the December Federation News. Let me preface it with a few notes I took at the time.

1. If all 890 proposals outlined in the letters of intent were funded, the total would come to approximately \$10 billion. The amount budgeted is \$30 million, enough for 10-15 "buckets."

2. The amount of money spent on making the choice may -- when professional time and ancillary costs of proposers as well as of NSF are considered -- come to \$35 million. (At least that's the estimate of one member of the rather large "blue ribbon panel" charged with the final choice.)

3. There are no a priori decisions concerning the broad category of research to be considered; Leshner and other have resisted considerable pressure in order to follow their policy of remaining "open."

4. The emphasis on funding what otherwise might not be is a serious one. Well-known researchers who devise "foci" at meetings to explain why they really constitute a center will be at a decided disadvantage in the competition.

LESHNER BRIEFES COUNCIL ON STATUS OF CENTERS INITIATIVE

Alan Leshner, Director of NSF's Office of Science and Technology Centers Development, briefed Council members on the latest information available regarding the initiative. The letter of intent stage is now completed--890 were received, 40 in the behavioral sciences. The substance of the letters is being used to determine the general areas or "buckets" (as they are called in official parlance), around which the initial mail review groups will be formed. Leshner said a sufficient number of cognitive science letters had been received to suggest that one of the buckets should be dedicated to the cognitive sciences. It is possible that another will contain all the other behavioral science proposals.

(Continued on Page 5)

FEDERATION REPORT (Continued)

Leshner was asked directly whether behavioral science proposals would be seriously entertained; he assured the group they would be. He did note that the letters of intent from behavioral scientists appeared somewhat modest in their scope compared to letters of intent from other sciences, and that one factor on which the proposals will be judged is whether the proposal is of sufficient scope to warrant funding at the level of a center. Prospective applicants were encouraged not to self-limit their vision but rather to include in the proposal everything that will be needed to carry out the planned work. Leshner noted that in the peer review process, behavioral scientists, as opposed to other scientists, are known for the severity of their reviews. In the case of centers funding, where proposals from all eligible scientific disciplines will be drawing from the same pot of funds, the ultimate success of behavioral science proposals may depend on behavioral scientists themselves.

-- Robyn M. Dawes

[Editor's Note: According to recent reports, the Science and Technology Centers funding has been deferred to the next fiscal year. Further information will be forthcoming in the *J/DM Newsletter*.]

MCDM WORLDSKAN NEWSLETTER. . .

MCDM WorldScan, formerly called FACET, is the new name of the newsletter of the International Special Interest Group on Multiple Criteria Decision Making (MCDM).

The Special Interest Group is an international association of researchers and practitioners that share an interest in how multiple criteria can be formally incorporated into the decision making process. MCDM, broadly defined, includes multiple objective programming, goal programming, vector optimization, the analytic hierarchy process, outranking relations, multi-attribute utility theory, other discrete alternative methods, interactive procedures, and behavioral issues.

MCDM WorldScan is edited by Ralph E. Steuer and is published three times a year, in February, June, and October. The newsletter is distributed free-of-charge under grants from the University of Georgia and Erasmus University Rotterdam (The Netherlands). The newsletter's circulation is currently over 1100 to over 50 countries.

In addition to usual newsletter material, MCDM WorldScan features reviews of all books and proceedings volumes on MCDM and a comprehensive worldwide bibliography on all recently published MCDM articles. Also, once a year, MCDM WorldScan publishes an MCDM Directory which lists the addresses, telephone numbers, and electronic mail addresses of everyone in the MCDM WorldScan mailing list.

To receive issues of MCDM WorldScan and be included on the mailing list, contact Ralph E. Steuer, Department of Management Science & Information Technology, Brooks Hall, University of Georgia, Athens, Georgia 30602.

RECENT PHILOSOPHICAL LITERATURE. . .

Parfit, D. (1984) **REASONS AND PERSONS**. Oxford: Clarendon Press. Pp. 543.

The main concerns of this important book are the nature of personal identity and its relation to rationality and morality. Parfit attacks the "Self-interest Theory," which holds that rational people pursue their own interest (including their altruistic goals, if any, and their long-term interest). This theory is contrasted with two others: "Morality" says that one should pursue the interests of others as well as oneself; the "Present-aim Theory" says that one should pursue one's CURRENT ends. Parfit argues that the Self-interest Theory occupies an unstable position between the two others, in that it says that one should be concerned with one's "own" future ends, but not (otherwise) with the ends of others.

Parfit seeks to break down the idea of personal identity as something that gives special significance to the future of the person inhabiting one's own body. In the most interesting part of the book (Part III), he uses science-fiction examples involving such devices as teletransportation (exact replication of one's body and brain through radio transmission) to convince the reader that our concerns with our own futures are just a matter of connection through common experiences, goals, plans, etc. Ultimately, he advocates a Buddhist-inspired view that the importance of personal identity is something of an illusion. Utilitarians are often criticized for "neglecting the separateness of persons." Parfit would claim that this neglect is a virtue.

Parfit's view implies that more temporal discounting may be rational than would be justifiable by impartiality among all parts of our lives. Alternatively, if we insist on TEMPORAL impartiality, it is peculiar not to be impartial INTERPERSONALLY as well. Such a link between temporal and interpersonal impartiality suggests that those who neglect their own future may be immoral, not just irrational.

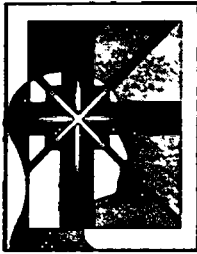
The book covers many side topics that are as interesting as the main argument. For example, a chapter on "Five mistakes in moral mathematics" might well inspire empirical research (as might many of Parfit's science-fiction stories, which could be given to subjects verbatim as dilemmas to discuss). The final part concerns the question of total versus average utility and its relation to the population problem. Parfit struggles in vain to avoid the "repugnant conclusion" that the population should continue to increase as long as total utility increases. The struggles, along the way, might suggest an axiomatic defense of the total-utility view.

-- Jonathan Baron

JUDGMENT VISITED UPON TELEVISION. . .

The BBC recently completed filming of its "Professional Judgment" series which will be shown in England February through September 1988. Kenneth Hammond will present the initial lecture "The Challenge of Judgment." The following programs are scheduled for viewing.

TV1	The Challenge of Judgment	Wed	10 Feb	BBC2
TV2	Policy-Capturing Models	Sun	6 March	BBC2
TV3	Data-Based Aids	Sun	27 March	BBC1
TV4	Knowledge-Based Systems	Sat	23 April	BBC2
TV5	Structuring Decisions	Sat	14 May	BBC2
TV6	Assessing Chances	Sat	4 June	BBC2
TV7	Evaluating Outcomes	Sun	26 June	BBC2
TV8	Resource Constraints	Sat	16 July	BBC2
TV9	Ethical Principles	Sat	6 Aug	BBC2
TV10	Legal Standards	Sat	22 Aug	BBC2
TV11	The Getting of Judgment	Sun	18 Sep	BBC2



Society for MEDICAL DECISION MAKING

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European Society for Medical Decision Making Second Biannual Conference Copenhagen ♦ 1-4 June 1988.

Papers invited in:

Clinical decision making	Computational and graphic tools
Quality of life & utility assessment	Evaluation of clinical decision aids
Resource allocation	Regional variations in practice
Quality of care	Clinical behavior
Ethics and choice in medicine	

For further information, contact:

Annelise Nielsen
Panum Institute
Blegdamsvej 3,
DK 2200 Copenhagen N, Denmark

The Third Conference will be held in 1990, probably during late June, and jointly with SMDM, in Glasgow Scotland or Marburg, West Germany. To get onto the ESMDM mailing list write:

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Rijswijk, Netherlands

Note: Eventual annual subscription unlikely to be more than \$15.00 (mode \$10).

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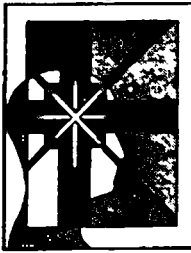
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TENTH ANNUAL MEETING
OCTOBER 17-19, 1988 • RICHMOND, VIRGINIA



Society for MEDICAL DECISION MAKING

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Tenth Annual Meeting Society for Medical Decision Making Richmond, Virginia October 17 - 19, 1988

The Society for Medical Decision Making proudly announces that the 10th Annual Meeting will be held in Richmond, Virginia on October 17 - 19, 1988. The Annual Meeting will include scientific presentations as well as symposia dedicated to the advancement of medical decision making. Papers will include the following subjects:

- [1] Clinical decision analyses
- [2] Health policy analyses
- [3] Cognition
- [4] Methods of medical decision making
- [5] Ethical considerations
- [6] Legal issues
- [7] Artificial intelligence
- [8] Predictions derived from data bases

We will send a call for abstracts in early spring. The deadline for abstracts will be June 1, 1988.

The Society will also sponsor several short courses on October 16, 1988. These courses will include an introduction to medical decision making course as well as several advanced courses. We will announce details of these courses later this year.

For further information please contact:

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TENTH ANNUAL MEETING
OCTOBER 17-19, 1988 • RICHMOND, VIRGINIA

UNIVERSITY OF SOUTHERN CALIFORNIA
INSTITUTE OF SAFETY AND SYSTEMS MANAGEMENT



December 1987

TO: COLLEAGUES INTERESTED IN DECISION ANALYSIS

FROM: Richard John, Ralph Keeney, and Detlof von Winterfeldt

Attached is a list of recent reprints/technical reports from our Decision Analysis Group at USC's Institute of Safety and Systems Management.

If you wish to obtain copies of reprints and/or technical reports, simply circle the relevant numbers listed below and send this form to Detlof von Winterfeldt at the address below. *Please limit your selection to 5 per order.* If you wish more than 5, there will be a photocopy charge of 3 cents per page, payable by check (accompanying your request) to the University of Southern California.

Detlof von Winterfeldt	01	02	03	04	05	06	07	08	09	10
University of Southern California	11	12	13	14	15	16	17	18	19	
ISSM, Decision Analysis Group	20	21	22	23	24	25	26	27	28	
University Park, MC 0021										
Los Angeles, CA 90089										

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DECISION ANALYSIS PUBLICATIONS

In Press

- [28] Keeney, R.L., and von Winterfeldt, D. (In press). "The Analysis and It's Role for Selecting Nuclear Repository Sites." In G.K. Rand (ed.), *Proceedings of the IFORS '87 Conference*, 16 pp. Amsterdam: North-Holland.
- [27] von Winterfeldt, D., Eppel, T., and Ford, C. (In press). An experimental investigation of plural analysis: Estimating the market share of compact disc players in 1990. *Behavioral Science*, 24 pp.
- [26] Weber, M., Eisenfuhr, F., and von Winterfeldt, D. (In press). The effects of splitting attributes on weights in multiattribute utility measurement. *Management Science*, 37 pp.
- [25] Edwards, W. and von Winterfeldt, D. (1987). Public values in disputes about risky technologies. *Risk Analysis*, 7:141-158.
- [24] Keeney, R.L. (1987). "Value-Driven Expert Systems for Decision Support." In J.L. Munpower, L.D. Phillips, O. Renn, and V.R.R. Uppuluri (eds.), *Expert Judgment and Expert Systems*, 155-171. Berlin: Springer.
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- [11] Keeney, R.L. (1984). Ethics, Decision Analysis, and Public Risks. *Risk Analysis*, 4:117-129.
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Recent Developments in the Psychology of Judgment and Decision Making

Compiled by JAY CHRISTENSEN-SZALANSKI, PhD, MPH

Journal Articles

- ADELMAN L, Sticha PJ, Donnell ML: An experimental investigation of the relative effectiveness of two techniques for structuring multiattribute hierarchies. *Organ Behav Hum Decis Proc* 37:188-196, 1986. Reports that bottom-up and top-down approaches yield equally accurate hierarchy structures.
- ARKES HR, Dawes RM, Christensen C: Factors influencing the use of a decision rule in a probabilistic task. *Organ Behav Hum Decis Proc* 37:93-110, 1986. Reports that those who think they have expertise tend to use a helpful decision rule less than do those with less expertise.
- BASSETT GW JR: Expected utility with perturbed lotteries. *Theor Decis* 20:79-96, 1986. Illustrates how slight variations in the descriptions of lotteries can affect choice behavior.
- BIRNBAUM MH, Hynan LG: Judgments of salary bias and test bias from statistical evidence. *Organ Behav Hum Decis Proc* 37:266-278, 1986. Identifies factors that judges use to measure group-related bias in salaries and in test scores.
- BREHMER B, Alm H, Warg L-E: Learning and hypothesis testing in probabilistic inference tasks. *Scand J Psychol* 26:305-313, 1985. Shows that having the correct hypotheses before learning an inference task was neither a sufficient nor a necessary condition for learning the task.
- BRYN E, Eeckhoudt L: Relative risk aversion in comparative statics. *Am Econ Rev* 75:281-283, 1985. Suggests that partial relative risk aversion should be used when defining utility in terms of final wealth.
- BUCKLEY JJ: Entropy principles in decision making under risk. *Risk Anal* 5:303-313, 1985. Examines the usefulness of entropy principles for selecting probability distributions in decision problems.
- BURGER JM: Desire for control and the illusion of control. The effects of familiarity and sequence of outcomes. *J Res Personality* 20:56-76, 1986. Observes that people with a high desire for control bet more when gambling and were more susceptible to having an illusion of control over events.
- CERVONE D, Peake PK: Anchoring, efficacy, and action. The influence of judgmental heuristics on self-efficacy judgments and behavior. *J Pers Soc Psychol* 50:492-501, 1986. Proposes that judgments of self-efficacy are subject to the same biases that characterize judgments of factual information.
- DAVIS MA, Bobko P: Contextual effects on escalation processes in public sector decision making. *Organ Behav Hum Decis Proc* 37:121-138, 1986. Discusses the importance of decision context, framing influences, and individual differences on escalation conflicts.
- EINHORN HJ, Hogarth RM: Judging probable cause. *Psychol Bull* 99:3-19, 1986. Reviews and integrates various theories of causality; argues that people use systematic rules for assessing cause.
- GALOTTI KM, Baron J, Sabini JP: Individual differences in syllogistic reasoning. Deduction rules or mental models? *J Exp Psychol (General)* 115:16-25, 1986. Observes that people use both mental models and deductive rules when reasoning deductively.
- GETTYS CF, Mehle T, Fisher S: Plausibility assessments in hypothesis generation. *Organ Behav Hum Decis Proc* 37:14-33, 1986. Reports that people evaluating their confidence toward hypotheses were overconfident for specified hypotheses and conservative for unspecified hypotheses.
- GORMAN ME: How the possibility of error affects falsification on a task that models scientific problem solving. *Br J Psychol* 77:85-96, 1986. Observes that when people tested hypotheses and received feedback which they knew could be erroneous they classified disconfirmatory results as errors and spent so much time replicating experiments to make sure that there was no error that they failed to adequately test their hypotheses.
- GOSLAR MD, Green GI, Hughes TH: Decision support systems. An empirical assessment for decision making. *Decis Sci* 17:79-91, 1986. Indicates that DSS availability, DSS training, and data availability on dependent variables all affected the number of alternatives considered by people during decision-making processes.
- HIDI S, Baird W: Interestingness—A neglected variable in discourse processing. *Cogn Sci* 10:179-194, 1986. Argues that value-triggered interest plays an important role in discourse processing.
- HIRT ER, Sherman SJ: The role of prior knowledge in explaining hypothetical events. *J Exp Soc Psychol* 21:519-543, 1985. Shows that knowledgeable subjects given information that was easily integrated with past knowledge did not give biased likelihood estimates for future events when explaining the events.
- KARNI E, Schmeidler D: Self-preservation as a foundation of rational behavior under risk. *J Econ Behav Organ* 7:71-81, 1986. Derives an expected utility theorem from the principle of maximization of the probability of survival in a finite time horizon.
- KESSIDES IN: Advertising, sunk costs, and barriers to entry. *Rev Econ Stat* 68:84-95, 1986. Shows that advertising can impede entry by raising the sunk cost of entry, but can also enhance entry by increasing the likelihood of success in markets where advertising is important.
- KISIELIUS J, Sternthal B: Examining the vividness controversy. An availability-valence interpretation. *J Consum Res* 12:418-431, 1986. Introduces the availability-valence hypothesis to explain the effects of vividness on attitudinal judgments and to account for the frequent observation of a null effect.

LEWICKI P: Processing information about covariations that cannot be articulated. *J Exp Psychol (Learn)* 12:135-146, 1986. Presents evidence that supports the two-stage question answering model of information processing.

MANIS M, Paskewitz J, Cotler S: Stereotypes and social judgment. *J Pers Soc Psychol* 50:461-473, 1986. Reports that the introduction of correlated cues often produced contrast and assimilation effects in social judgments.

MCGRAW KM: Subjective probabilities and moral judgments. *J Exp Soc Psychol* 21:501-518, 1985. Examines various aspects of the relationship between subjective probability estimates and moral judgments.

McKoon G, Ratcliff R: Inferences about predictable events. *J Exp Psychol (Learn)* 12:82-91, 1986. Examines variables that govern the inference processes that occur during reading.

METCALFE J: Feeling of knowing in memory and problem solving. *J Exp Psychol (Learn)* 12: 288-294, 1986. Concludes that insight problems involve sudden illumination that cannot be predicted in advance.

NEURINGER A: Can people behave "randomly?" The role of feedback. *J Exp Psychol (General)* 115:62-75, 1986. Shows that people can learn to produce a random series of responses.

NICHOLSON N, West M, Cawsey TF: Future uncertain. Expected vs. attained job mobility among managers. *J Occup Psychol* 58:313-320, 1985. Reports that managers had an inaccurate perception of their short-term career future.

RACHLIN H, Logue AW, Gibbon J, Frankel M: Cognition and behavior in studies of choice. *Psychol Rev* 93:33-45, 1986. Compares cognitive models of human choice with behavioral models of animal choice; proposes that the concept of probability is comparable to the concept of delay.

ROOK DW: The ritual dimension of consumer behavior. *J Consum Res* 12:251-264, 1985. Introduces the ritual construct as a method for interpreting consumer behavior.

SAMUELSON CD, Messick DM: Alternative structural solutions to resource dilemmas. *Organ Behav Hum Decis Proc* 37:139-155, 1986. Reports that a high variance among group members' gains increased subjects' preferences for changes in the manner of allocating resources.

SCHWENK CR: Information, cognitive biases, and commitment to a course of action. *Acad Manage Rev* 11:298-310, 1986. Models the process by which executives can encourage commitment in contributors through the promotion of specific cognitive heuristics and biases.

SHAVEK KG, Drown D: On causality, responsibility, and self-blame. A theoretical note. *J Pers Soc Psychol* 50:697-702, 1986. Argues that researchers should distinguish among causality, responsibility, and blameworthiness when studying a person's "self-blame" for illness.

SCHMALHOFFER F, Albert D, Aschenbrenner KM, Gertzen H: Process traces of binary choices. Evidence for selective and adaptive decision heuristics. *Q J Exp Psychol* 38A:59-76, 1986. Postulates that information processing of a choice pair continues until the accumulated amount by which one alternative is perceived to be better than the other exceeds a certain criterion.

SNOWBALL D: Accounting laboratory experiments on human judgment. Some characteristics and influences. *Account Organ Soc* 11:47-69, 1986. Assesses the characteristics of accounting experiments on human judgment.

TEIGEN KH: Preferences for news as a function of familiarity. *Scand J Psychol* 26:348-356, 1985. Reports that interest in information reaches a maximum when something novel is predicted about a well-known subject.

WEIDNER G, Archier S, Healy B, Matarazzo JD: Family consumption of low fat foods. Stated preferences versus actual consumption. *J Appl Soc Psychol* 15:773-779, 1985. Finds that preferences of mothers and children were unrelated to each other, and that both were unrelated to actual consumption; reports that the best predictor of the food being served to the entire family was what the father liked to eat.

WELLS GL, Wrightsman LS, Miene PK: The timing of the defense opening statement. Don't wait until the evidence is in. *J Appl Soc Psychol* 15:758-772, 1985. Suggests that defense attorneys should make their opening statements before the presentation of evidence by the prosecution.

WILSON JG: Subjective probability and the Prisoner's Dilemma. *Manage Sci* 32:45-55, 1986. Provides a simple algorithm for determining an optimal strategy to Prisoner's Dilemma games that incorporates the decision maker's subjective probabilities.

YATES JF, Carlson BW: Conjunction errors. Evidence for multiple judgment procedures, including "signed summation." *Organ Behav Hum Decis Proc* 37:230-253, 1986. Identifies a model that can predict when people make conjunction errors.

Recent Developments in the Psychology of Judgment and Decision Making

Compiled by JAY CHRISTENSEN-SZALANSKI, PhD, MPH

Journal Articles

ABDOLMOHAMMADI M, Wright A: An examination of the effects of experience and task complexity on audit judgments. *Account Rev* 62:1-13, 1987. Provides evidence that the complexity of a task can mask existing differences in the judgment skills of expert and non-expert subjects.

ABRAHAM IL: Mode of client contact, prior information, and the clinical inference of mental health. *J Soc Behav Pers* 1:121-132, 1986. Speculates that clinical inference is determined by the substantiality of the information presented to the provider.

ABRAHAM IL: Diagnostic discrepancy and clinical inference. A social-cognitive analysis. *Genetic Soc Gen Psych Mono* 112:41-102, 1986. Presents a model of clinical inference that is based on the effect of cognitive and environmental influences and the application of cognitive strategies.

ALDAG RJ, Power DJ: An empirical assessment of computer-assisted decision analysis. *Decis Sci* 17:572-588, 1986. Reports that the use of a computerized decision-analysis program resulted in positive user affect and heightened decision confidence without corresponding improvements in decision quality.

ALEMI F: Explicated models constructed under time pressure. Utility modeling versus process tracing. *Organ Behav Hum Decis Proc* 38:133-140, 1986. Compares three methods of constructing procedures to evaluate the severity of heart problems.

ANGUS-LEPPAN P, Fatseas V: The forecasting accuracy of trainee accountants using judgmental and statistical techniques. *Account Bus Res* 63:179-188, 1986. Investigates the accuracy with which non-specialist forecasters can employ and combine various judgmental and statistical techniques.

ARGOTE L, Seabright MA, Dyer L: Individual versus group use of base-rate and individuating information. *Organ Behav Hum Decis Proc* 38:65-75, 1986. Suggests that group discussion amplifies the tendency of individuals to judge by representativeness when assessing category membership.

ARKES HR, Christensen C, Lai C, Blumer C: Two methods of reducing overconfidence. *Organ Behav Hum Decis Proc* 39:133-144, 1987. Shows that feedback and anticipation of a discussion of one's answers can reduce a person's overconfidence.

ASHTON RH: Combining the judgments of experts. How many and which ones? *Organ Behav Hum Decis Proc* 38:405-414, 1986. Provides evidence for a model that prescribes the number and type of experts to include in a "staticized" group.

BEACH LR, Barnes V, Christensen-Szalanski JJJ: Beyond heuristics and biases. A contingency model of judgmental forecasting. *J Forecast* 5:143-157, 1986. Proposes a model that attempts to resolve the conflicting viewpoints about the quality of judgmental forecasts.*

BOUWMAN MJ, Frishkoff PA, Frishkoff P: How do financial analysts make decisions? A process model of the investment screening decision. *Account Org Soc* 12:1-29, 1987. Produces a descriptive model of the process used by professional financial analysts to screen prospective investments.

BREHMER B, Hagafors R: Use of experts in complex decision making. A paradigm for the study of staff work. *Organ Behav Hum Decis Proc* 38:181-195, 1986. Presents a general experimental paradigm for the study of staff decision making based on social judgment theory.

BURGER JM: Increasing compliance by improving the deal. The that's-not-all technique. *J Pers Soc Psychol* 51:277-283, 1986. Presents a series of studies that attempt to explain the effect on a person of offering a product at a high price, and then offering a better deal before the person has an opportunity to respond to the initial offer.

BUSEMEYER JR, Swenson KN, Lazarte A: An adaptive approach to resource allocation. *Organ Behav Hum Decis Proc* 38:318-341, 1986. Investigates how individuals learn to improve their resource allocation policies from outcome feedback.

CARTER WB, Beach LR, Inui TS: The flu shot study. Using multiattribute utility theory to design a vaccination intervention. *Organ Behav Hum Decis Proc* 38:378-391, 1986. Used MAU profiles to design an informational brochure that increased recipient's tendency to obtain vaccines.

CECI SJ, Liker JK: A day at the races. A study of IQ, expertise, and cognitive complexity. *J Exp Psychol (General)* 115:255-266, 1986. Concludes that IQ is unrelated to skilled performance at the racetrack and to real world forms of cognitive complexity.

CONDELLI L: Social and attitudinal determinants of contraceptive choice. Using the Health Belief Model. *J Sex Res* 22:478-491, 1986. Reports that the choice of contraceptive procedures was consistent with the Health Belief model.

COHEN M, Jaffray J-Y, Said T: Experimental comparison of individual behavior under risk and under uncertainty for gains and losses. *Organ Behav Hum Decis Proc* 39:1-22, 1987. Reports data that disprove the "reflection effect" hypothesis of prospect theory.

CONLON EJ, Gallagher DG: Commitment to employer and union. Effects of membership status. *Acad Manage J* 30:151-162, 1987. Examines the relationship between an employee's commitment to representing unions and employing organizations.

Received from the Department of Management Sciences, University of Iowa, Iowa City, IA 52242.

DAVIS HL, Hoch SJ, Ragsdale EKE: An anchoring and adjustment model of spousal predictions. *J Consum Res* 13:25-38, 1986. Reports that people are not very accurate in predicting spousal preferences.

FALK R: Of probabilistic knights and knaves. *Coll Math J* 17:156-164, 1986. Examines two probabilistic models of the evolution of one's faith in the truth of an uncertain claim that is subject to multiple testimonies throughout time.

FALK R: Misconceptions of statistical significance. *J Struct Learn* 9:83-96, 1986. Discusses reasons that people misinterpret the meaning of statistical significance.

FISCHER GW, Kamlet MS, Fineberg SE, Schkade D: Risk preferences for gains and losses in multiple objective decision making. *Manage Sci* 32:1065-1086, 1986. Develops a model that predicts a person's behavior in multiattribute risk and gain conditions; argues against any direct generalization of the "reflection effect" to a multiattribute context.

FONG GT, Krantz DH, Nisbett RE: The effects of statistical training on thinking about everyday problems. *Cogn Psychol* 18:253-292, 1986. Reports that people possess an abstract inferential rule system that is an intuitive version of the law of large numbers and that can be improved with formal training.

FUNDER DC: Errors and mistakes. Evaluating the accuracy of social judgment. *Psych Bull* 101:75-90, 1987. Concludes that judgment errors in laboratory settings are not the same as mistakes in real-world settings and that accuracy issues can not be addressed by research that concentrates on demonstrating error in relation to artificial stimuli.

GAVANSKI I, Hoffman C: Awareness of influences on one's own judgments. The roles of covariation detection and attention to the judgment process. *J Pers Soc Psychol* 52:453-463, 1987. Suggests that some form of privileged self-knowledge contributed to the accuracy of a person's causal self-report.

GETTYS CF, Pilske RM, Manning C, Casey JT: An evaluation of human act generation performance. *Organ Behav Hum Decis Proc* 39:23-51, 1987. Confirms that subjects fail to generate important high-utility actions.

GINOSSAR Z, Trope Y: Problem solving in judgment under uncertainty. *J Pers Soc Psychol* 52:464-474, 1987. Presents a problem-solving approach to judgment under uncertainty; suggests that the application of statistical rules and nonstatistical rules depends on the same general problem-solving factors.

HAMMOND KR, Hamm RM, Grassia J: Generalizing over conditions by combining the multitrait-multimethod matrix and the representative design of experiments. *Psych Bull* 100:257-269, 1986. Proposes an analytic method for generalizing results over conditions; applies the methodology to a study of expert judgment.

HARKINS SG, Petty RE: Information utility and the multiple source effect. *J Pers Soc Psychol* 52:260-268, 1987. Concludes that the power of multiple sources to enhance issue-relevant thinking lies in their perceived informational independence and the divergent perspectives they are presumed to represent.

HASTIE R, Park B: The relationship between memory and judgment depends on whether the judgment task is memory-based or on-line. *Psychol Rev* 93:258-268, 1986. Contrasts

the types of information processing models that relate memory for evidence to judgments based on the evidence.

HOBBS BF: What can we learn from experiments in multiobjective decision analysis? *IEEE Trans Sys Man Cyber* 16:384-394, 1986. Summarizes the results from a comparison of MOA methods in power plant siting.

Hoch SJ, Ha Y-W: Consumer learning. Advertising and the ambiguity of product experience. *J Consum Res* 13:221-233, 1986. Examines the influence of advertising on how and what consumers learn from product experience.

HOLT CA: Preference reversals and the independence axiom. *Am Econ Rev* 76:508-515, 1986. Explains the preference reversal phenomenon in a manner that does not abandon the transitivity assumption.

HUBER GP, McDaniel RR: The decision-making paradigm of organizational design. *Manage Sci* 32:572-589, 1986. Presents a decision-making paradigm of organizational design that is applicable when the organizational environments are hostile, complex, and turbulent.

HUNT E, Lansman M: Unified model of attention and problem solving. *Psychol Rev* 93:446-461, 1986. Presents a model of information processing that combines concepts from the study of attention and the study of problem solving.

KARNIOL R: What will they think of next? Transformation rules used to predict other people's thoughts and feelings. *J Pers Soc Psychol* 51:932-944, 1986. Presents a rule-based approach to making predictions about other people's psychological experiences.

KEREN G: Facing uncertainty in the game of bridge. A calibration study. *Organ Behav Hum Decis Proc* 39:98-114, 1987. Suggests that quality of calibration is largely determined by the extent to which the cognitive processes required for repeated probability assessments are similar: reports that experts were almost perfectly calibrated whereas amateurs were overconfident.

KRISTIANSEN CM: A two-value model of preventive health behavior. *Basic Appl Soc Psychol* 7:173-183, 1986. Examines the effects of value "availability" and "relevance" on the relation between people's values and their direct-risk and indirect-risk behavior.

KUNDA Z, Nisbett RE: Prediction and the partial understanding of the law of large numbers. *J Exp Soc Psychol* 22:339-354, 1986. Observes that people possess a partial understanding of the law of large numbers.

LAWRENCE MJ, Edmundson RH, O'Connor MJ: The accuracy of combining judgmental and statistical forecasts. *Manage Sci* 32:1521-1532, 1986. Examines empirically the improvement in accuracy which can be gained from combining judgmental forecasts with other judgmental or quantitatively derived forecasts.

LEVIN IP, Johnson RD, Deldin PJ, et al: Framing effects in decisions with completely and incompletely described alternatives. *Organ Behav Hum Decis Proc* 38:48-64, 1986. Concludes that the way stimuli are framed affects their subjective scale values and that these values determine both how they are responded to in an absolute sense and how they are compared with other stimuli.

LOWE R, Howard J, Dawson R: Choice of psychologist based on prior knowledge of fees and level of rebate. *Aust Psychol*

21:299-306, 1986. Reports that people tend to choose more expensive providers when more of their health costs would be covered by insurance, but that regardless of insurance coverage, people rarely choose the provider charging the highest fee.

MCALLISTER HA, Bregman NJ: Plea bargaining by prosecutors and defense attorneys. A decision theory approach. *J Appl Psychol* 71:686-690, 1986. As the severity of sentence and probability of conviction increased, prosecutors became less willing to plea bargain whereas defence attorneys became more willing.

MCCAIN BE: Continuing investment under conditions of failure. A laboratory study of the limits to escalation. *J Appl Psychol* 71:280-284, 1986. Documents the existence of a de-escalation process in conditions of continuing investment.

MELLERS B: Test of a distributional theory of intuitive numerical prediction. *Organ Behav Hum Decis Proc* 38:279-294, 1986. Investigates models that describe how subjects combine uncertain information to arrive at an intuitive prediction of a criterion.

MEYEROWITZ BE, Chaiken S: The effect of message framing on breast self-examination attitudes, intentions, and behavior. *J Pers Soc Psychol* 52:500-510, 1987. Reports that a pamphlet stressing the negative consequences of not performing breast self-examination was more persuasive than a pamphlet emphasizing positive consequences of breast self-examinations.

MOSKOWITZ H, Bunn D: Decision and risk analysis. *Eur J Oper Res* 28:247-260, 1987. Reviews the fields of decision and risk analysis and provides a perspective on potential future research directions.

NEALE MA, Northcraft GB: Experts, amateurs, and refrigerators. Comparing expert and amateur negotiators in a novel task. *Organ Behav Hum Decis Proc* 38:305-317, 1986. Identifies similarities and differences between experts' and non-experts' susceptibility to influences of the framing effect.

NORTHCRAFT GB, Neale MA: Experts, amateurs, and real estate. An anchoring-and-adjustment perspective on property pricing decisions. *Organ Behav Hum Decis Proc* 39:84-97, 1987. Reports that experts used an anchoring-and-adjustment value estimation strategy in information-rich, real-world settings.

OWEN N, Lee C: Toward more rigorous evaluation of health promotion programmes. *Aust Psychol* 21:79-91, 1986. Outlines conditions for enhancing the strength of inferences from the evaluation of health behavior-change programs.

PENNINGTON N, Hastie R: Evidence evaluation in complex decision making. *J Pers Soc Psychol* 51:242-258, 1986. Argues that an adequate model of decision making for complex decision tasks must include descriptions of the cognitive representations of evidence.

RACHLIN H, Logue AW, Gibbon J, Frankel M: Cognition and behavior in studies of choice. *Psychol Rev* 93:33-45, 1986. Compares a cognitive model of human choice and a behavioral model of animal choice; argues that nonlinear subjective weighting of amounts or probabilities and the sharp discounting of delayed rewards are two competing descriptions of a single process.

READ SJ: Constructing causal scenarios. A knowledge structure approach to causal reasoning. *J Pers Soc Psychol* 52:288-302, 1987. Presents a model of causal reasoning based on an analysis of knowledge structures.

REIFENBERG RJ: The self-serving bias and the use of objective and subjective methods for measuring success and failure. *J Soc Psychol* 126:627-631, 1986. Reports that a group of successful students had higher internal attributions for their performance than did the failure group.

SCHNEIDER SL, Lopes LL: Reflection in preferences under risk. Who and when may suggest why. *J Exp Psychol (Human)* 12:535-548, 1986. Suggests a general inability of weighted value theories such as prospect theory to adequately describe the pattern of risk preferences over individuals and over different lottery types.

SCHUL Y: The effect of the amount of information and its relevance on memory-based and stimulus-based judgments. *J Exp Soc Psychol* 22:355-373, 1986. Examines how the relevance and the amount of knowledge affect the time needed to make stimulus-based and memory-based judgments.

SHEDLER J, Manis M: Can the availability heuristic explain vividness effects? *J Pers Soc Psychol* 51:26-36, 1986. Reports that vividness affected both availability and judgment but that availability did not play a role in the judgment process.

SJOBERG L, Winroth E: Risk, moral value of actions, and mood. *Scand J Psychol* 27:191-208, 1986. Reports that acceptability of risk was most strongly related to moral value of the activity responsible for the risk.

SKOV RB, Sherman SJ: Information-gathering processes. Diagnosticity, hypothesis-confirmatory strategies, and perceived hypothesis confirmation. *J Exp Soc Psychol* 22:93-121, 1986. Reports that people seeking information predominantly used a diagnosing strategy while also tending to ask hypothesis-confirming questions.

SNIEZEK JA: The role of variable labels in cue probability learning tasks. *Organ Behav Hum Decis Proc* 38:141-161, 1986. Proposes a model to account for the positive effect of variable labels on cue probability learning performance.

SPEARS R, van der Pligt J, Eiser JR: Generalizing the illusory correlation effect. *J Pers Soc Psychol* 51:1127-1134, 1986. Reports that people perceive an illusory correlation between attitude positions similar to their own and that of a source of infrequently cited information.

SUMMERS TP, Betton JH, Decotiis TA: Voting for and against unions. A decision model. *Acad Manage Rev* 11:643-655, 1986. Develops a model of voting behavior in union representation elections.

SVENSON O, Karlsson G: Attractiveness of decision alternatives characterized by numerical and non-numerical information. *Scand J Psychol* 27:74-84, 1986. Reports that numerical representation of information had a greater impact on attractiveness judgments than verbal descriptions.

TANFORD S, Penrod S: Jury deliberations. Discussion content and influence processes in jury decision making. *J Appl Soc Psychol* 16:322-347, 1986. Reports that initial jury vote distribution was a good predictor of the final verdict; suggests that when judging multiple offences in a trial, the decisions on the initial charge were based on the content of the deliberations and on the group vote distribution, while decisions on later charges were based largely on normative pressures.

VERTINSKY P, Kanetkar V, Vertinsky I, Wilson G: Prediction of wins and losses in a series of field hockey games. A study of probability assessment quality and cognitive information-

processing models of players. *Organ Behav Hum Decis Proc* 38:392-404, 1986. Reports that players in a competitive team sport attained a high level of calibration in assessing win/loss probabilities.

WAGENAAR WA, Keren GB: The seat belt paradox. Effects of adopted roles on information seeking. *Organ Behav Hum Decis Proc* 38:1-6, 1986. Shows that societal decision makers make different decisions than individual decision makers because their adopted roles lead them to frame the decision problem in a different way.

WALLSTEN TS, Budescu DV, Rapoport A, et al: Measuring vague meanings of probability terms. *J Exp Psychol (General)* 115:348-365, 1986. Concludes that vague meanings of probability terms can be expressed as membership functions over the 0-1 probability interval.

WEINSTEIN ND, Grubb PD, Vautier JS: Increasing automobile seat belt use. An intervention emphasizing risk susceptibility. *J Appl Psychol* 71:285-290, 1986. Identifies variable effects of increasing the salience of the link between risk of injury and seat belt use on people's actual seat belt use.

WILLIAMS KW, Durso FT: Judging category frequency. Automaticity or availability? *J Exp Psychol (Learn)* 12:387-396, 1986. Suggests that sensitivity to categorical frequency was more likely a result of availability than of automatic processing.

WILSON JG: Subjective probability and the prisoner's dilemma. *Manage Sci* 32:45-55, 1986. Provides an algorithm for determining an optimal strategy to the prisoner's dilemma once the decision maker's subjective probabilities have been specified.

WINKLER RL: Expert resolution. *Manage Sci* 32:298-303, 1986. Discusses some current issues in the combination of probabilities and introduces a series of papers on an axiomatic approach to expert resolution; papers follow [Lindley DV: Another look at an axiomatic approach to expert resolution. *Manage Sci* 32:303-306, 1986. Schervish MJ: Comments on some axioms for combining expert judgments. *Manage Sci* 32:306-312, 1986. Clemen RT: Calibration and the aggregation of probabilities. *Manage Sci* 32:312-315, 1986. French S: Calibration and the expert problem. *Manage Sci* 32:315-321, 1986. Morris PA: Observations on expert aggregation. *Manage Sci* 32:321-328, 1986.]

WRIGHT G, Ayton P, Whalley P: A general purpose computer aid to judgmental forecasting. Rationale and procedures. *Decis Support Sys* 1:333-340, 1985. Describes the rationale, procedures, and use of a general purpose computer aid to judgmental forecasting.

YATES JF, Curley SP: Contingency judgment. Primacy effects and attention decrement. *Acta Psychol (Amst)* 62:293-302, 1986. Concludes that an observed primary effect was due to attention decrement, in which the subject's attention to relevant information diminishes after the subject is exposed to only a small portion of the available information.

ZUCKERMAN M, Eghrari H, Lambrecht MR: Attributions as inferences and explanations. Conjunction effects. *J Pers Soc Psychol* 51:1144-1153, 1986. Observed that explanation-set instructions produced stronger conjunction effects than inference-set instructions.

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The paper should be less than thirty double-spaced typewritten pages. It must be based on work done while a student. Papers co-authored with faculty members will be considered, as long as they are based on an earlier sole-authored paper by the student (such as the dissertation or thesis). Those who graduated in June 1987 or earlier are not eligible. Contact Professor Kleinmuntz by mail, electronic mail (DKLEIN@SLOAN.BITNET), or telephone (617-253-2430) with any questions.

PRESENTATION:

The winner is scheduled to present the winning paper at the Joint National Meeting of the Operations Research Society of America and the Institute of Management Sciences in Denver, October 24-26, 1988. (It is hoped that the winner's university will provide travel funds to attend the meeting.) The winner will also be invited to join representatives of the Special Interest Group Council for a celebratory dinner at the meeting.

JUDGING:

Professor Kleinmuntz is the chair of a panel that will judge the papers. The criteria used in the judging are the same as those described in the editorial policy of *Operations Research*. (If none of the submitted papers are judged to be excellent contributions to decision analysis, the prize will not be awarded.) The results of the judging will be announced to the competitors around September 1, 1988, so that the winner will be able to make travel plans to present the paper at the meeting.

**COLLEGE ON MANAGERIAL
PROBLEM SOLVING. . .**

A College on Managerial Problem Solving has been established within the Institute of Management Science (TIMS). As stated in its bylaws, the College strives "to encourage the advancement of descriptive and prescriptive scientific research concerning the following domains: the conceptual and psychological foundations of human thought and goal-directed activity; the cognitive processes involved in formulating and modeling managerial problems; the cognitive processes involved in interacting with structured problem solving methodologies, including the provision of subjective inputs required by such methodologies; and the thinking which humans do when confronted by ill structured problems, those for which existing formal methodologies are inappropriate."

Ward Edwards is serving as the College's first chairperson. Membership is open to all. Annual dues are \$3 for TIMS or ORSA members, \$5 for others. The College's quarterly newsletter informs members of its activities and facilitates communication among researchers interested in managerial problem solving. Members are encouraged to present papers in College-sponsored sessions at national TIMS/ORSA conferences. For further information, or to join, call or write Jerry Smith (612-624-9806), Department of Management Science, Carlson School of Management, University of Minnesota, 271 19th Avenue South, Minneapolis, MN 55455.

Post-Doctoral Position at Carnegie Mellon University: Cognitive experimental psychologist needed for position in NSF-funded project on risk perception and communication. The project involves an interdisciplinary team of social and physical scientists concerned with how laypeople understand technological hazards and how that understanding can be improved. The work aims to explore basic psychological processes within the context of concern for various applied problems, including carcinogenic chemicals, domestic radon, dam safety, and motor vehicle accidents. Applicant should have experience with varied psychological methodologies, familiarity with the research literature in judgment and decision making, and a concern for research with public policy implications. Position is available immediately and can continue until Summer 1990. Please submit vita, statement of research interests, reprints, and references. Send to: Prof. Baruch Fischhoff, Department of Engineering and Public Policy, Carnegie Mellon University, Pittsburgh, PA 15213.

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