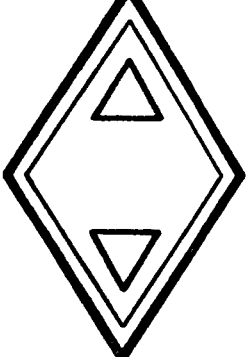
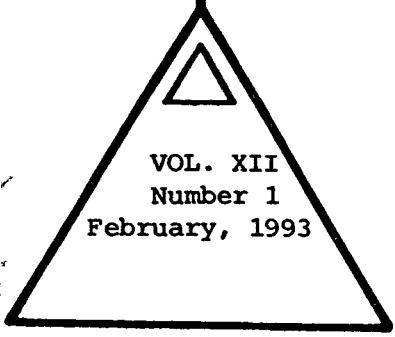


pp 6 & 7 for boards

JUDGMENT / DECISION MAKING



NEWSLETTER

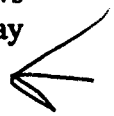


MINUTES

The ever-popular minutes from the 1992 J/DM Executive Committee meeting and from the 1992 J/DM Business meeting appear in this issue on pages 3-6. Take a look and keep informed! The Treasurer's report also appears in this issue, on page 7. Thanks to Terry Connolly for his ongoing efforts as Secretary/Treasurer of the society. And, speaking of Terry, . . .

DUES DUE

If you haven't done so already, now is the time to make your membership current by paying your 1993 dues. Check your mailing label. Unless your label shows 1993 or later in the top right-hand corner, you now owe for 1993. Please pay your dues using the form on page 15 of the newsletter.



DIRECTORY COMING

It is almost time for the 1993 Directory to be assembled. Please check your address and other information from last year's Directory. To make any changes, contact Terry Connolly. You can use the form on page 15 of the newsletter.



TEACHING FORUM

For anyone who wants a copy of any of the handouts from the 1992 Teaching Forum, they are still available. For a listing of available handouts, see the last issue of the newsletter. To order a copy of one or more of the handouts, contact Frank Yates at: Judgment and Decision Laboratory, Department of Psychology, University of Michigan, 330 Packard Road, Ann Arbor, MI 48104-2994 USA. Fax: 313-747-3693. E-mail: usergb1w@umichum.bitnet

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SUBMISSION DEADLINE FOR THE NEXT JIDM NEWSLETTER: April 16, 1993

SOCIETY FOR JUDGMENT AND DECISION MAKING

1993 EXECUTIVE BOARD

Daniel Kahneman, *President*
 J. Frank Yates, *President-Elect*
 Robin Hogarth, *Past President*
 Reid Hastie, *1992-1993*
 Barbara Mellers, *1992-1994*
 Janet A. Sniezek, *1993-1995*
 Terry Connolly, *Secretary/Treasurer*

JIDM NEWSLETTER

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FROM THE EDITOR . . .

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

There are few ground rules for submissions. The best way to send your contribution is via EMAIL or in an ASCII file on a 3.5" or 5.25" diskette. If you must send hard-copy (e.g., if you are using special graphics or do not have computer access), please submit camera-ready copy. This means that the copy should be typed single-spaced on white 8½ by 11 paper. If possible, use a carbon or film ribbon. Please mail flat -- do not fold.

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

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

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

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

Minutes of the J/DM Executive Committee Faust's Restaurant, St. Louis, November 14, 1992

The meeting was called to order at 6:15pm, Robin Hogarth presiding.

1. The Secretary/Treasurer reported on the state of the Society. Membership continues to grow modestly, and now stands at 972 (versus 919 this time last year): 649 Regular members, 182 Student members, 136 Foreign (non-US-resident) members, and 5 Special memberships. Some increase is expected from members joining when registering for the meeting. Preregistrations for the meeting were 188, and another 50 might be expected to register on-site, which would make the meeting close to or a little larger than last year's. Finances are, as usual, unclear at this time of year, since large receipts and expenditures are associated with the meeting. Overall, though, the two appear to be in rough balance, and should not greatly drain our reserves (currently around \$12,000). He proposed no change in membership dues for 1993. Finally he reported the results of the recent election: **Frank Yates** was elected President Elect, and **Janet Sniezek** as Member of the Board (1993-95). **Reid Hastie** has agreed to serve out the remainder of the term left vacant by Frank's election, and will serve as Member of the Board (1992-93). Congratulations were extended to all, and appreciation to those who allowed their names to be placed in nomination.

2. In an annual ritual, the question was raised as to whether or not we should meet next year with the Psychonomic Society. It was agreed that we should. The Secretary/Treasurer, in another annual ritual, grumbled about our inability to make this commitment for a longer period, given the lead time for hotel reservations and the perils of delay. Assuming contracts can be negotiated, we will meet next year in Washington, D.C. at the Omni Shoreham Hotel, November 7-8.

3. The President raised the general question of the Society's strategy, both in content and growth, given that we have grown without much planning to a membership of close to 1,000. After discussion, a Strategic Planning Group comprising past, present and future Presidents (Hogarth, Kahneman, and Yates) was appointed to look into alternatives for the Society's future directions, consult with the membership, and report back at our next meeting.

4. The question was raised as to whether our current level of registration fees and services was appropriate. It was generally felt that we should continue to charge at about the present level and provide breakfast, lunch, breaks and reception, but that upward creep should be resisted.

5. Noting that 50% of our current \$20 annual membership fee is transferred directly to the Federation of Behavioral, Psychological and Cognitive Sciences (FBPCS), the President introduced Dave Johnson, Executive Director of the Federation, and invited him to

describe the Federation's activities over the past year. Dave touched first on the issue of multiple contributions generated from members active in several professional societies, and noted that no very good solution had been found to this. A weak justification could be made that such active members benefit disproportionately from the Federation's activities, but the main view seemed to be that this was an accounting imperfection with which we could live. He described the main activities of the Federation in terms of (1) The Federation Newsletter, (2) educational efforts aimed at Congress and staff (especially important this year, with 25% Congressional turnover), and (3) direct lobbying in funding, regulation and other areas affecting research and teaching. He described especially the Federation's role both in last year's restructuring of NSF, and in heading off threatened defunding of some 30 grants in legislative infighting. John Castellan spoke in support of these latter claims. The sense of the meeting was that we saw JDM involvement with the Foundation as valuable, but that more could perhaps be done to inform our members of what they are getting for their contributions. One suggestion was that Shawn Curley scan the Federation Newsletter for items to be included in our own Newsletter. FBPCS encourages such republication.

6. The President moved a vote of thanks to Shawn Curley, the new Editor of the Newsletter, for the excellent quality of the first two issues he has prepared. The vote was enthusiastically approved.

7. John Castellan reported briefly on his attendance at a meeting last year on the Human Capital Initiative, which stressed increases in US productivity.

8. Danny Kahneman reported briefly on his involvement with NIMH seeking research ideas. He will prepare an announcement for the Newsletter.

9. George Loewenstein completed his term this year on the Program Committee, and was warmly thanked. Josh Klayman was proposed as a possible replacement (joining Barbara Mellers and Colin Camerer), and it was agreed that his name would be put forward to the membership, despite the obvious threat of a Chicago coup d'etat.

10. John Carroll, reporting for the Book Committee, noted that the first book (Reid Hastie's Jury Decision Making book) was about to appear, and that the Mellers/Baron volume on justice was in production, with an expected publication date of April next year. A book by Ashton & Ashton on JDM in accounting and auditing, and a Hogarth & Goldstein replacement for the Arkes/Hammond reader were at earlier stages of development. Cambridge University Press, the series publishers, have expressed some concern about the slow growth in titles, and there was some discussion of how this might be speeded up. Modification of the existing contract to award some small split to the editors, and perhaps provide more help in process with such chores as indexing and in-progress incentive payments, was discussed and generally approved. John is stepping down from the Committee, and will be replaced, subject to

membership approval, by Hal Arkes, joining Don Kleinmuntz and Jim Shanteau.

11. John Castellan reported on developments at NSF. Robin Cantor is the new Program Director at DRMS, and John will be returning to Indiana next year. They are looking for a replacement in this rotating, two-year role. The new Directorate (Social, Behavioral and Economic Sciences) resulting from the reorganization is now in place, its internal structure still in flux. Budgets are uncertain, but likely a little below this year's.

12. Danny Kahneman reported on discussion of the Psychonomics board about starting a new journal with a JDM component. Some modest enthusiasm seemed to have been generated there. After extensive discussion, the sense of the meeting was that we not get involved in new journal efforts at this time. A need was identified for some systematic way of giving the members a continuing survey of the field, given rapid growth in a diversity of outlets. Baruch Fischhoff proposed that he could work with an undergraduate group at CMU to explore the possibilities of providing such a survey function electronically. Since he mentioned no budget, his proposal was enthusiastically accepted.

There being no further business, the meeting was adjourned at 10:05pm.

Respectfully submitted
Terry Connolly,
Secretary/Treasurer

Minutes of the General Business Meeting of the Society
Adam's Mark Hotel, St. Louis
November 15, 1992

The meeting came to order at 5:30 pm, Robin Hogarth presiding.

(Secretary's note: Much of the business conducted consisted of reports to the membership of business conducted during the Board's meeting of 11/14/92 and summarized in the previous Minutes. The notes here are of additional business not covered there).

1. The Secretary/Treasurer reported on the Society's membership (in some detail), its finances (in spirit only: "Seems ok") and on the election results. He also thanked those who have written to him with requests and instructions addressed to "Members of the JDM Staff". These requests are preserved carefully in a file marked "Attention: JDM Staff", and will be attended to in the order received if and when the Society decides to hire any staff.

2. Robin Hogarth reviewed the planning and strategy issues discussed by the Board, and urged members with thoughts on the

matter to contact him or other members of the ad hoc Strategy Group (Frank Yates and Danny Kahneman). The Group will work on these issues this year, and will poll the membership, with a view to presenting some alternative proposals for discussion at the next meeting.

3. Julia Hough, our editor at Cambridge University Press, reminded the meeting that CUP offers a 20% discount to JDM members on the Society's books. She also proposed having a CUP books table at the next meeting.

4. The President introduced David Johnson, Federation Executive Director, and his new Assistant Director, Marina Volkoff.

5. The meeting approved the Board's appointments of Hal Arkes to the Books Committee (replacing John Carroll), and of Josh Klayman to the Program Committee (replacing George Loewenstein).

6. John Castellan reviewed the NSF picture along the lines summarized in the Board Minutes, above. He urged the members to check the new GRESE guidelines, since they have been revised. He also testified to the value of the Federation's activities to his work at NSF. Joe Young, also NSF, added some thoughts on Cognitive Science funding at NSF.

7. In closing the President extended the Society's thanks to Shawn Curley for his fine work with the Newsletter; to John Castellan for his work at DRMS and with the Foundation; to John Carroll for his work with the Books Committee; to George Loewenstein for his work with the Program Committee; to Irwin Lewin for his work on the New Investigator Award; and to the Secretary/Treasurer for handling the chores.

There being no further business, the meeting adjourned at 6:30 and retired to the Reception and Poster Session.

Respectfully submitted
Terry Connolly
Secretary/Treasurer

RECENT PHILOSOPHICAL LITERATURE

John Broome (1992). Counting the cost of global warming. White Horse Press (10 High St., Knappwell, Cambridge CB3 8NR, UK). Pp. 147. [pounds] 24.95 hard; [pounds] 9.95 paper.

Practical problems generate new scholarship, which then acquires a life of its own, until it fails the next test. The prospect of global warming is providing economics, philosophy, and psychology with new problems that will affect these disciplines for decades. Broome's book is a concise, accessible review of the basic philosophical (and economic) issues involved in carrying out cost-benefit analyses of policies for dealing with global warming (such as computing the optimal carbon tax). It is also an excellent introduction to the parts of philosophy that are most relevant to policy decisions in general, including Broome's own extensive contributions as well as those of others. Broome takes (and defends) the

perspective of teleology, the view that decisions should maximize the amount of good that is done. (He elaborates this view in his other recent, but more difficult, book, *Weighing Goods* [Blackwell]).

Of primary interest is the effect of current decisions on people not yet born. Nonteleological views --contractualism, rights, and "rigid egalitarianism"--either fail to speak to the issue or lead to untenable conclusions.

Much of the book concerns the question of how future benefits of a project undertaken now should be discounted. Clearly they should be discounted for uncertainty. Beyond that, traditional cost-benefit analysis discounts the future at prevailing interest rates. Broome points out that two different methods are possible here, and both may be seen as shortcuts to complete estimation of future good. One is to discount at the interest rate that consumers get, on the assumption that projects force saving by delaying consumption. This rate, however, is likely to be too high, because it does not sufficiently reflect the consumer preferences of future people. The second shortcut is to discount direct effects at the (higher) interest rate that producers must pay to borrow, on the assumption that projects will displace investment, so they must be compared to alternative investments. But this rate is not sufficiently sensitive to costs of externalities such as CO2 emission, because these are not subtracted from the rate of return on private investment. Broome then considers and rejects a number of arguments for discounting, concluding that he favors the utilitarian assumption of zero discounting of expected good.

The final chapter concerns the tradeoff between population and average utility (good). Here, the same sort of reasoning seems to lead to the conclusion that total good should be maximized, if necessary by allowing the population to increase despite decreasing average utility. Alternative proposals can be rejected on the basis of implausible conclusions (e.g., that it matters when people live, all else constant). Broome is not happy with this conclusion, and he allows that some way might be found out of it, but there the book ends. This issue and others will be on the table for a while.

Treasurer's Report

1/1/92-12/31/92

Opening cash on hand, 1/1/92		\$15,402
<u>Income</u>		
Dues	\$ 9,976	
Royalties	\$ 638	
List rentals	\$ 720	
Interest - Service	\$ 427	
Miscellaneous donations	\$ 200	
Meeting registration	\$12,080	
TOTAL INCOME	\$24,041	
<u>Expenditures</u>		
Meeting, total	\$12,111	
Directory, printing & mailing	\$ 3,570	
Newsletter, printing & mailing	\$ 2,640	
Federation dues	\$ 4,740	
Einhorn Award expenses	\$ 446	
Travel expenses	\$ 494	
Office expenses	\$ 183	
TOTAL EXPENDITURES	\$24,184	
Closing cash on hand, 12/31/92		\$15,259
(estimate--some transactions outstanding)		

Terry Connolly
Secretary/Treasurer
1/1/93

CALL FOR PAPERS

Probability Forecasting

The *International Journal of Forecasting* is planning a special issue on probability forecasting. We solicit papers that deal with the generation and use of probability distributions (as opposed to point estimates) for forecasting purposes. Topics of interest for this issue include, but are not limited to:

- Methods and models for generating probability forecasts, including discussions of theoretical and applied, empirical estimation, simulation and subjective judgment.
- Techniques for interpreting and reporting probability forecasts.
- The evaluation, comparison, and combination of probability forecasts.
- The relationship between probability forecasts and decisions.
- Applications and case studies.

Authors wishing to discuss possible topic areas or interested in additional information should contact one of the editors of the special issue:

Bruce Abramson
University of Southern California
Social Science Research Institute
Los Angeles, CA 90089-1111
USA
E-mail: bda@pollux.usc.edu

Robert T. Clemen
College of Business Administration
University of Oregon
Eugene, OR 97403-1208
USA
E-mail: bclemen@oregon.uoregon.edu

Draft papers should be received by one of the editors by 15 June, 1993, to be considered for inclusion in the special issue.

European Journal of Operational Research

Special Issue on "Decision Technology: The Interface of Decision Support and Knowledge-Based Systems"

In 1994 the *European Journal of Operational Research* is proposing to publish a special issue on the theme of knowledge-based technology and its impact upon the methodologies of decision analysis and decision support. This issue is intended to feature current developments in the practice of decision modelling, knowledge engineering and intelligent decision systems. Applications are solicited from a wide range, for example, from strategic mapping to medical expert systems; and interesting techniques may span, for example, influence diagrams, expert-critiquing systems, interactive multicriteria aids, and object-oriented programming. Within this broad interpretation, the emphasis should be upon the modelling process and the way that technology is enhancing human-computer interaction capabilities.

Papers should be submitted in triplicate to either:

Derek Bunn
Decision Sciences
London Business School
Sussex Place
Regent's Park
LONDON NW1 4SA
UK

Barry Silverman
Institute for Artificial Intelligence
School of Engineering
George Washington University
2021 K St. NW, Suite 710
Washington DC 20006
USA

Deadline for papers is July 1993.

NEWS from the Federation

of Behavioral, Psychological and Cognitive Sciences, extracted from the Federation's 12/92 and 1/93 newsletters:

The Federation is a coalition of 17 scientific societies and approximately 150 affiliate members--university graduate departments, APA divisions and regional psychological associations.

Executive Committee

Dorothy H. Eichorn, President
N. John Castellan, Jr., President-Elect
William T. Greenough, Vice-President
Cynthia Null, Secretary-Treasurer
Stephen Link
Frank Farley
Frances K. Graham
Elizabeth F. Loftus

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Report of the Commission on the Future of NSF

Recommendations of the report delivered to the National Science Board (NSB), November 20, 1992:

General Recommendations

1. U.S. needs a stronger national science and technology policy that applies to all the science, engineering and technology agencies of government and that offers a vision of how science and engineering can contribute more fully to America's strength.
2. Society as well as scientists must define the goals of the National Science Foundation. Accordingly, NSF should have two resource allocation goals: "to support first-rate research at many points on the frontiers of knowledge, identified and defined by the best researchers." And to have a "balanced allocation of resources in strategic research areas in response to scientific opportunities to meet national goals."
3. Merit review by experts remains the best way to assure that the highest quality proposals are funded, but the process of review should be examined periodically and improved.
4. NSF must equip itself to give fair consideration to research proposals that do not fit within traditional boundaries.
5. The NSB should "involve the private sector more fully than heretofore in the decisions which affect the classes of research allocation as well as some evaluation of the effectiveness of the expenditures."

Research Recommendations

1. The key role of the Foundation remains to support research in science and engineering.
2. Interdisciplinary work is to be encouraged.
3. In fact, science and technology converge with each enhancing the other. NSF must recognize the fact and work to create a synergy between science and technology.
4. Grant size should be sufficient to do the work described. NSF should examine whether its current grant sizes meet this goal.
5. NSF should periodically reexamine its directorates and their make-up to assure that the NSF structure is responsive to scientific and managerial needs.
6. While means for diffusion and dissemination of knowledge are fairly effective, they should be improved in a variety of ways including increased personnel exchanges between university and industry and further development of electronic communications.
7. NSF needs to be more aggressive in "communicating the 'case' for science and engineering, which deserve a high priority in the mind of public officials and citizens alike."
8. NSF should set an example and encourage others to participate in international cooperation.
9. NSF should continue to fund graduate fellowships and traineeships, to promote undergraduate involvement in faculty research, and to aid the entry of women and members of minority groups into research careers.
10. NSB should monitor the state of instrumentation and facilities and work to develop a national plan to "keep them adequate for the conduct of pioneering science and engineering."

Education Recommendations

1. NSF should be at the "leading edge of ever-emerging improvements in curricula, and methodologies of teaching and training for research."
2. NSF should encourage development of joint science, engineering, and management education programs.
3. While NSF has responsibility for improving education from K-graduate school, the most urgent needs are K-12 and undergraduate education. NSF should work with other Federal agencies to improve K-12 education, and should work with scientists to improve undergraduate science and mathematics. Introductory courses are in special need of improvement.

Structural Recommendations

1. "Measurement of systems generates improved quality of operations. We speak here of something more than accounting and accountability. All reasonable measurements of the quality of the output of research, the quality of research allocation and the other principal functions of the Foundation should be subject to rigorous and common sense metrics for the evaluation and increase in the quality of its activities."
2. NSF should continue to support shared, common use facilities because they are economical and essential to the research infrastructure. For a copy of the report "A Foundation for the 21st Century" write: NSF; 1800 G St., NW; Washington, DC 20550; Attn: OLPA; Bitnet: stisserv@nsf; Internet: stisserv@nsf.gov

Preparation of Students for Psychological Science

Increasingly urgent concern is being expressed by faculty members in psychology across the country about the lack of preparedness in scientific methods and in mathematics of college undergraduates. The Commission on the Future of NSF has as one of its recommendations a renewed effort to improve the quality of undergraduate science education. Within psychology, Neal Miller argued in the July 1992 issue of *American Psychologist* ("Introducing and Teaching Much-Needed Understanding of the Scientific Process") that introductory psychology classes generally fail to give students a firm grounding in the scientific process. We have been informed that the American Psychological Association is attempting to develop four responses to the growing concern. The Science Directorate plans a symposium on the state of quantitative training of undergraduate and graduate students in psychology at its convention in Toronto in August of 1993 as a means to focus discussion on the topic. The Directorate is also working with the American Psychological Foundation to identify funds to create an award to recognize excellence in undergraduate teaching. A high school textbook in psychology is in the works at the APA Books department, and a task force on undergraduate education has been formed by the APA Education Directorate. Given that this issue is one that concerns many of our members, the Federation would appreciate hearing from our membership about other measures that are being taken or that should be taken to address the problem of inadequate preparation of students for careers in psychological science.

NIMH Behavioral Science Task Force

In order to develop a plan for basic behavioral research, NIMH has established the Behavioral Science Task Force. The goal of the task force is to identify and highlight especially promising programs and methodologies within basic psycho-social research. The plan will further spell out the associated budget for specific funding mechanisms to support these programs and methodologies. By articulating the goals of NIMH-funded behavioral research, the document may be used for determining future funding directions. It will also be effective in increasing public awareness of the content of the behavioral sciences.

The task force is headed by Dr. Gordon Bower. The committee is further broken down into six subcommittees, each assigned to examine a specific focus within the behavioral sciences. Within each subcommittee, two expert scientists serve as subcommittee chairs, with four additional scientists as members. The six areas and the subcommittee chairs heading each are:

1. basic behavioral processes (sensory perception, developmental psychobiology, homeostatic mechanisms, adaptive and regulatory mechanisms): Drs. Charles Gallistel and Charles Snowdon.
2. lower level cognition (perception, memory and learning): Drs. Irving Biederman and Carolyn Rovee-Collier.
3. higher level cognition (language, thinking and decision making): Drs. Daniel Kahneman and Patricia Carpenter.
4. intra-individual processes (personality, emotion, psychosocial development): Drs. Anne Peterson and Robert Levenson.
5. inter-personal and family processes (social networks, families, school): Drs. Diane Ruble and Rand Conger.
6. socio-cultural and environmental processes (cultural, societal influences): Drs. James House and Sidney Sue.

The task force has set December 1, 1993 as the deadline for the final report to the NIMH advisory council.

PCAST Report

On December 21st, the President's Council of Advisors on Science and Technology (PCAST) released its long-awaited report entitled *Renewing the Promise: Research-Intensive Universities and the Nation*. For the purposes of the report, research-intensive universities were defined as "the approximately 150 institutions that conduct a significant share of our country's basic research and that produce our country's leading scientific and engineering talent." The report describes what PCAST considers serious signs of stress in the relationship between the American public and universities and makes several recommendations to correct specific areas of deterioration.

- A. Research-intensive universities must adapt quickly and responsibly to a constrained resource environment. To do so:
 1. eliminate or downsize departments and specialties that are less than world class,
 2. share instructional and research facilities between institutions,
 3. build facilities and programs only when there is a strong long-term prospect of sustaining them, and
 4. develop strategic planning mechanisms that will balance resources and activities.
- B. Universities must reemphasize teaching in all its aspects. To do so:
 1. increase direct senior faculty involvement in teaching,
 2. balance teaching contributions with that of research contributions when evaluating and rewarding faculty,
 3. place less reliance on graduate student teaching assistants and improve their preparation,
 4. increase involvement of undergraduate students in research activities, and
 5. place a greater emphasis on foreign language requirements for graduate students.

C. To restore public trust in universities, beyond doing the above, measures must be established to eliminate misconduct, fraud and waste within university communities.

D. Suggested principles to guide the relationship between federal agencies that support research and universities:

1. the continuation of investment in basic research to sustain world class accomplishments,
2. the maintenance of a healthy partnership between federal agencies and universities aided by,
3. recognition by federal officials that federal investments purchase not just research results but also new knowledge and talent,
4. government must pay the full costs of research and not attempt cost-sharing programs,
5. funds should be allocated through competition, not through congressional earmarking, and
6. criteria must be developed for federal and other investments that are appropriate to long-range goals.

E. Technology transfer between universities and industry must be conducted quickly. Universities and industry should exchange scientists at all levels for substantial time periods and repeatedly.

F. Need to tap the nation's talent base, to identify and encourage interest in science and engineering. To do so:

1. develop a government program to award undergraduate scholarships and graduate fellowships in science and engineering,
2. an end to all taxation of scholarships, fellowships and stipends,
3. greater emphasis within universities on education of precollege teachers of science and mathematics, and
4. establish government scholarships or service-repayable loans for students in precollege teaching careers in science or mathematics.

To receive a copy of *Renewing the Promise: Research Intensive Universities and the Nation* and the FCCSET companion report *In the National Interest: The Federal Government and Research-Intensive Universities* call the NSF Information Center at (202) 357-5000 and ask for publication number 92-223. Or else write to the Office of Science and Technology Policy, 744 Jackson PL, Washington, DC 20500.

NSF Allocations FY 1993

In distributing its FY 1993 appropriation, NSF followed closely the recommendations made by the Commission on the Future of NSF [see above]. A major emphasis was placed upon cross-directorate strategic initiatives as opposed to the standard core activities of individual directorates. This, together with the fact that Congress's appropriation for NSF's research programs was less than last year, resulted in a decrease, or only slight rise, in funding for many of the core programs.

Given this atmosphere, the Social, Behavioral and Economic Sciences (SBES) directorate fared fairly well in receiving a \$4 million increase in funding, to a total of \$89.5 million, an increase of 4.7%. In comparison, the Biological Sciences directorate lost 0.7% (to \$271.3 million), Geosciences lost 0.2% (to \$401.8 million), Engineering received an increase of 1.2% (to \$261 million), and Computer and Information Science received an increase of 1.4% (to \$215 million). The SBES directorate is still funded at a level well below that of other directorates.

Increases in core program funding do not necessarily mean gains for base programs. Extra funds may go to special activities. On the other hand, relatively large increases in funding were seen in areas involved with "strategic research." Manufacturing research and education received an increase of \$17 million, advanced materials and processing \$38 million, biotechnology \$17 million, and there was an increase of \$25 million for high-performance computing and communications. These allocations seem to signal the beginning of efforts to channel research funds to areas of national industrial and economic needs.

NSF POSITION AVAILABLE

DIRECTOR

Division of Social, Behavioral and Economic Research

NSF's Directorate for Social, Behavioral and Economic Sciences is seeking qualified candidates for the position of Director, Division of Social, Behavioral and Economic Research. NSF is inviting nominations (including self-nominations) of persons who might be interested in coming to the Foundation on either a two-to-three year Senior Executive Service (SES) appointment or an Intergovernmental Personnel Act (IPA) assignment. A statement of duties for the position and a list of qualification requirements are on the next page of this newsletter.

• **SES Limited Term Appointment.** The SES covers managerial positions above Grade 15 in the Federal Service. Persons appointed to the SES are eligible for Federal benefits (i.e., health benefits, life insurance coverage, social security, retirement, thrift savings plan, annual and sick leave).

• **IPA Assignment.** Initial assignment under the IPA may be made for a period of up to two years. Individuals eligible for an IPA assignment with a Federal agency include employees of State and local government agencies or institutions of higher education, Indian tribal governments, and other eligible organizations in instances where such assignments would be of mutual benefit to the organizations involved. The individual remains an employee of the home institution and cost-sharing arrangements are generally negotiated between NSF and the home institution.

Please submit nominations (including self-nominations), along with a curriculum vitae to:

Mr. Jeff Fenstermacher
Executive Officer,
Directorate for Social, Behavioral and Economic Sciences
National Science Foundation
1800 G Street, N.W., Room 538
Washington, DC 20550
(202) 357-7571

The closing deadline for receipt of nominations is March 1, 1993.

EQUAL OPPORTUNITY EMPLOYER

Director, Division of Social, Behavioral and Economic Research
Directorate for Social, Behavioral and Economic Sciences

Statement of Duties: Manages the NSF Division responsible for funding research in the areas of social, behavioral and economic science. Assesses research needs and trends, presents plans for future development, determines funding requirements, prepares and justifies budget estimates, balances program needs, allocates resources, oversees the evaluation of proposals and recommendations for awards and declinations, supervises staff, and represents NSF to relevant external groups.

EXECUTIVE/MANAGERIAL

Essential

1. Demonstrated ability to achieve organizational objectives through the supervision and management of subordinates. Includes knowledge and ability relating to the recruitment, selection, supervision and development of professional and support staff involved in diverse endeavors.
2. Knowledge of and ability to plan multidisciplinary research programs in the social, behavioral and/or economic sciences; to present and advocate program plans or recommendations to peer groups or higher level decision-making groups; and to allocate resources within broad budgetary limitations.
3. Ability to coordinate effectively with representatives of scientific, and engineering communities, both nationally and internationally, including industrial and/or academic researchers and the administrators of research and educational institutions.
4. Demonstrated ability, at the decision-making level, to prepare long-range and annual plans, conduct periodic reviews to determine progress and, if necessary, initiate remedial action.

Desirable

1. Skill in changing and balancing complex and diverse program demands with available resources, in response to major advances or needs in scientific research and technological developments.
2. Demonstrated ability to exercise sound professional judgement in recommending the initiation of research in the social, behavioral and economic sciences.
3. Skill in the management or administration of a large-scale research activity including implementation of resource allocation plans.

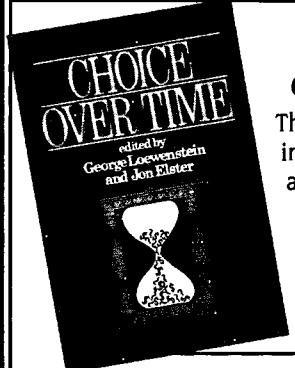
PROFESSIONAL/TECHNICAL

Essential

1. Ph.D. or equivalent professional experience or a combination of education and equivalent experience in anthropology, economics, geography, linguistics, political science, psychology, sociology, or other social or behavioral sciences.
2. Substantial research contributions and strong evidence of scholarship in a social, behavioral, or economic science field, as evidenced in publications, or innovative leadership in research administration.
3. Demonstrated knowledge of relevant academic community and recognized professional standing in the scientific community as evidenced by publications and/or professional awards.

Desirable

1. Demonstrated broad knowledge of diverse fields of the social, behavioral and economic sciences.
2. Knowledge of grant and contract administration, fiscal management, and budget preparation with experience in scientific research support.

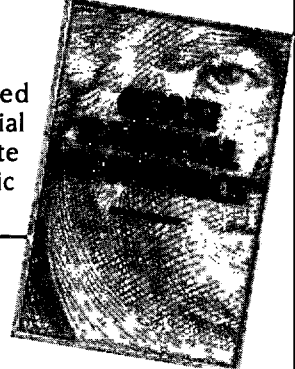


CHOICE OVER TIME
George Loewenstein and Jon Elster, editors

This book offers a rich sampling of original research on intertemporal choice from a broad range of theoretical and methodological perspectives in philosophy, political science, psychology, and economics, offering new models for time preference patterns—and their aberrations—and presenting a diversity of potential solutions to the problem of “temporal myopia”.
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THE PSYCHOLOGY OF JUDGMENT AND DECISION MAKING

Scott Plous, Wesleyan University

An informative and engaging introduction to this book begins with an innovative reader survey in which readers have a firsthand opportunity to respond to many of the problems discussed throughout the book. Focusing on the social aspects of the decision making process and highlighting the role of psychological experimentation, this book will help your students to better understand the decisions made by other people, and be better able to avoid decision biases, errors, and traps. Additional features for your students include brain teasers and research problems, examples and applications, illustrations, graphs, and charts.

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AFTERWORD: Taking a Step Back

THE PSYCHOLOGY OF JUDGMENT AND DECISION MAKING is a part of the McGraw-Hill Series in Social Psychology. Test questions written by the author are available from McGraw-Hill Publishers at (212) 512-4212.

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NOTE! NEW SERVICE: Newsletters to non-US addresses are normally sent as printed matter air mail. For an additional \$10 per year, non-US subscribers can have the newsletters sent letter class air mail. To obtain this service, add \$10 for each year of dues and briefly note this on your dues form.

-- Terry Connolly

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Faculty Signature: _____ Date: _____

Printed Name: _____ Institution: _____

SOME UPCOMING MEETINGS

TIMS/ORSA will be at the Chicago (IL) Hilton and Towers, May 16-19, 1993. For information, contact: Wallace Hopp, IE/MS Dept, Northwestern Univ, Evanston, IL 60208, (708) 491-3669, hopp@iems.nwu.edu or Mark S. Daskin, Civil Engineering Dept, Northwestern Univ, Evanston, IL 60208, (708) 491-8796, msdaskin@nuacc.bitnet

International Symposium on Forecasting will be at the Pittsburgh (PA) Hilton at Gateway Center, June 9-12, 1993. For information, contact: Anne B. Koehler, Dept of Decision Sciences, Miami Univ, Oxford, OH 45056. isf93@miamiu.acs.muohio.edu

Making Statistics More Effective in Schools of Business will be at the Univ of Minnesota, June 10-12, 1993. For information, contact: P. George Benson, Carlson School of Mgmt, Univ of Minnesota, Minneapolis, MN 55455, (612) 624-0568, fax: (612) 626-1316

Intelligent Systems in Accounting, Finance and Management will be at Stanford Univ, June 23-25, 1993. For information, contact: Ingrid McClendon, School of Acctg, Univ of Southern California, Los Angeles, CA 90089-1421, (213) 740-4838, fax (213) 747-2815

American Psychological Society will be at the Sheraton Chicago (IL) Hotel & Towers, June 25-28, 1993. For information, contact: Andrew S. Baum, Program Committee Chair, (301) 295-3270, baum@usums.bitnet or Scott Brown, Poster Subcommittee Chair, (203) 486-0181, sbrown@uconnvm.bitnet

Society for Mathematical Psychology will be at the Univ of Oklahoma, August 14-17, 1993. Paper submission deadline is March 31, 1993. For information, contact: Stephan Lewandowsky, Dept of Psychology, Univ of Oklahoma, Norman, OK 73019-0535, smp93@oucog1.psy.uoknor.edu

Judgment/Decision Making Society: Washington, D.C., November 7-8, 1993.

JIDM NEWSLETTER

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