

JUDGMENT / DECISION MAKING

DUES

If you haven't done so already, now is the time to make your membership current by paying your 1994 dues. Check your mailing label. Unless your label shows 1994 or later in the top right-hand corner, you owe for 1994. Please use the form on page 19 and pay now. Use the same form to subscribe to *Organizational Behavior and Human Decision Processes* and/or the *Journal of Behavioral Decision Making* at special J/DM member rates.

DIRECTORY

Also, whether or not your dues are paid, please check your address and other information from last year's Directory. To make any changes, send in the dues form on page 19 with the new information. The 1994 Directory will be compiled soon, and we would like it to be current and accurate.

SURVEY

The Program Committee will soon be soliciting contributions for the 1994 annual meeting. In preparation, the program committee is soliciting comments from you. A pull-out questionnaire is in the middle of this issue of the newsletter (pp. 9-12). Please take the time today to complete this questionnaire and let the program committee know what you think.

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SUBMISSION DEADLINE FOR THE NEXT J/DM NEWSLETTER: April 15, 1994

SOCIETY FOR JUDGMENT AND DECISION MAKING

1994 EXECUTIVE BOARD

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J/DM 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 However, we do not publish substantive papers.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.

N. John Castellan, Jr. (1939-1993)

N. John Castellan, Jr., one of the founding members of JDM, died last December from pancreatic cancer. John was a good friend to all who knew him and an active researcher, dedicated teacher, and seemingly untiring provider of service throughout his career. John's research spanned judgment under uncertainty, mathematical models, computer applications, and statistics. He published 35 refereed journal articles, 9 book chapters, 9 books, and a plethora of proceedings, tech reports, and presentations. He was an inventor of the nonmetric multiple-cue probability learning paradigm. John did such an outstanding job in service roles that he was constantly asked to do them, and he never said no. For example, he was Director of NSF:DRMS for two years, was the editor of BRMIC for four years, was the current Federation president, and was an Associate Graduate Dean at IU. He also served on countless governing boards and editorial boards. In JDM John is probably best known as the person who conceived, gave birth to, and nurtured our newsletter for 11 years as its editor. At the first meeting of JDM we were gathered around a table discussing what JDM should be. John noted that we needed a newsletter. When no one jumped in to take charge, John quickly did by saying that if we each passed him two dollars to cover postage, he would provide us with a newsletter. We did and so did he. N. John, as the graduate students affectionately called him, was a consummate teacher not only in the classroom but also outside it. He was always available for students who needed help with statistics, computers, or whatever; and the students needing help were also always available. They were so often lined up outside his door waiting for him to finish with the student he was then seeing, that it was a standing joke that he needed one of those take-a-number systems. A sign that John had posted over his desk well symbolizes John's life. It said that we could accomplish so much if we did not care who received the credit.

-- Steve Edgell

P.S. The December, 1993 *J/DM Newsletter* featured a notice of a plaque that was sent to John on behalf of the Society. The members might like to know that the plaque reached John before his death, and he was truly thrilled. When I went up to IU for his funeral, the Psychology Department had a memorial display for him. What John and his wife had chosen to display were his picture and the J/DM plaque along with the letter from Frank.

TREASURER'S REPORT

Opening cash on hand, 1/1/93 (adjusted) \$ 15,302

Income

Dues	\$ 12,907
List rentals	\$ 840
Royalties	\$ 427
Interest	\$ 326
Meeting registration	\$ 12,240
TOTAL INCOME	\$ 26,740

Expenditures

Newsletter, printing & mailing	\$ 8,280
Directory, printing & mailing	\$ 2,070
Meeting, total	\$ 16,024
Office expenses	\$ 952
CMU meeting	\$ 111
Federation dues	\$ 4,520
TOTAL EXPENDITURES	\$ 31,957

Closing cash on hand, 12/31/93 \$ 10,085

Terry Connolly
Secretary/Treasurer
1 January, 1994

Membership Status as of 10 December 1993:

	<u>US</u>	<u>Foreign</u>	<u>Total</u>
Regular Members:	604	141	745
Student Members:	249	12	261
	—	—	—
TOTALS:	853	153	1006

HILLEL EINHORN NEW INVESTIGATOR AWARD FOR 1994

The Society for Judgment and Decision Making is soliciting submissions for the Hillel Einhorn New Investigator Award. Eligible individuals either have not yet completed their Ph.D. or have completed their Ph.D. within the last five years (on or after July 1, 1989).

To be considered, submit four copies of a journal-style article on any topic related to judgment and decision making. Submissions should be accompanied by (1) four copies of a summary or extended abstract of the paper not to exceed four pages in length, and (2) a cover letter that includes the name of the investigator's graduate advisor and the date that the Ph.D. degree was awarded (if applicable). If the paper is co-authored with other investigators, the new investigator must be the first author and should be the primary source of the ideas. Submissions in dissertation format will not be considered, but articles based on dissertations are encouraged. Articles that have not yet been published are acceptable.

Submissions will be judged by a committee chaired by Don Kleinmuntz. To be considered, submissions must be received by July 1, 1994. The committee will announce the results by September 15, 1994. The award will be presented at the 1994 Annual Meeting of the Society for Judgment and Decision Making. The winner will be invited to give a presentation at that meeting. If the winner can not obtain full funding from his or her own institution to attend the meeting, an application may be made to the Society for supplemental travel funds.

Material should be submitted by **July 1, 1994** to:
Professor Don N. Kleinmuntz
Department of Accountancy
University of Illinois at Urbana-Champaign
1206 South Sixth Street
Champaign, IL 61820 USA
Phone: 217-333-0694
Fax: 217-244-3118 Email: dnk@uiuc.edu

Call for Nominations
New Investigator Research Award

The Society for Mathematical Psychology is soliciting nominations for an award to be given for exceptional published research in the field of mathematical psychology by a new investigator. "New investigator" is intended to include individuals who are either students or no more than six years beyond the Ph.D. at the time of nomination. Publications dated 1989 or later will be considered. The award is to be given for a single research contribution. Single-authored publications are given most weight, but the committee may consider nominees who have been first author on more than one publication. The person nominated need not be a member of the Society.

The winner will be selected by a special committee appointed by the Executive Committee; the selection committee normally is chaired by the Society's President. The winner will be announced at the Annual Meeting in 1994. The recipient will receive a \$250.00 tax-free award, plus up to \$1,000 in travel costs, and will be invited to make a presentation at a future meeting of the Society.

Nominations should include three copies of the published work, brief biographical information concerning the nominee, and a one-page summary of the significance of the research. Self-nominations will not be considered.

Nomination materials should be sent by **April 1, 1994** to: Robert L. Stout, Secretary-Treasurer, Society for Mathematical Psychology, Butler Hospital, 345 Blackstone Boulevard, Providence, RI 02906, USA.

NEWS from the Federation

of Behavioral, Psychological and Cognitive Sciences, extracted from the Federation's 12/93 - 2/94 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

N. John Castellan, Jr., President (in memoriam)
Dorothy H. Eichorn, Past-President
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Cynthia Null, Secretary-Treasurer
Stephen Link
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WILL RUSSIAN SCIENCE SURVIVE?

With their government in upheaval and their economy near complete collapse, Russian scientists face obstacles unimaginable in this country. The amount of funding the government is able to allocate to science has fallen by approximately two-thirds the level in 1990. The remaining money is consumed mostly by salaries, leaving little to nothing for the expenses of conducting research. Furthermore, the salaries given scientists are not enough to sustain themselves. With foreign aid only now beginning to make a small difference, the scientific effort in the country is near collapse.

Recently, the Russian government appealed to the Organization for Economic Cooperation and Development (OECD) to examine what can be done to save their science. According to a recent article in *Science*, the conclusions of the OECD have not gone over well with the Russian government. The OECD calls for a reduction by 50% of the scientific workforce, something the government is loath to do. Though many scientists, especially the younger ones, are beginning to leave the country through a massive "brain drain," there still remains a huge scientific infrastructure.

Of foreign aid sources, the largest endowment remains that of the Soros Foundation. Through one of its granting agents, the International Science Foundation (ISF), Soros is seeking to distribute \$100 million within two years time. The main mechanism for distributing the funds is through large research grants to individual scientists, awarded through the peer-review process. Anticipating funding approximately 1000 grants, the ISF has been flooded with over 8000 grant applications. The overload and the rapidly dwindling funds have caused the ISF to consider closing down after the initial endowment is spent unless other sources can be found. For now, the ISF has limited itself to funding only the life sciences, explicitly excluding psychological research from its program. If the ISF were to remain in operation following this initial granting round, the behavioral science community would need to actively work on changing this decision.

Efforts to assist behavioral scientists in Russia are beginning to get underway. The American Psychological Association's Committee on International Relations in Psychology is considering several different means of assisting these scientists. And as an outgrowth of its Forum on Research Management meeting that addressed the problems of behavioral scientists in Russia, the Federation is beginning to examine several mechanisms for fostering collaboration between researchers in this country and Russia. The Federation has formed a special ad hoc group, headed by Stephen Porges of the University of Maryland, to look into this problem. For more information on these activities, please contact the Federation.

CAREER OPPORTUNITY AT NSF

Deputy Director
Division of Social, Behavioral and Economic Research

NSF is seeking candidates for the position of Deputy Director, Division of Social, Behavioral and Economic Research (SBER). The Deputy Director participates with the Division Director in the planning, implementation, and management of the Division's research support programs and assists the Division Director in carrying out Division-wide responsibilities. In addition, the Deputy will assume the Division Director's role in his absence. Women and minorities are strongly encouraged to apply. This is a Senior Executive Service position. To receive the vacancy listing, contact George Pittmon, Jr., Division of Human Resource Management, NSF, Executive Personnel and Development Branch, Room 315, ATTN:EP 94-6, 4201 Wilson Blvd., Arlington, VA 22230, (703) 306-1187. To discuss duties of the job, call John Yellen, Acting Deputy Director, at (703) 306-1759. **Application closing date is April 22, 1994.**

NIMH ANNOUNCES NEW FUNDING MECHANISM FOR SUPPORTING THE ENTRY OF NEW BEHAVIORAL SCIENTISTS INTO THE FIELD

For some years now, the behavioral science community has grown increasingly concerned about the decline in numbers of new behavioral scientists entering academia. With hopes of facilitating the entry of new researchers into the field, the National Institute of Mental Health (NIMH) has created a new award, the Behavioral Science Track Award for Rapid Transition (B/START).

According to the program announcement, B/START "is intended for the initiation of research careers by providing rapid review and funding decisions of applications." Grants will support: "preliminary data acquisition or pilot work; relatively new or novel research approaches; and the enhancement of the capability of new investigators in behavioral science research."

In order to expedite the awarding procedure, B/START awards will use the already existing Small Grant mechanism (designated RO3). As opposed to other sources of funding, the application is only 5 pages long and review procedures are completed within 3 months of submission. Applications should be submitted on the regular research grant submission dates of **February 1, June 1, and October 1**. Granting periods will not exceed one year, with a maximum support amount of \$25,000.

To be eligible for the B/START program, the principle investigator must be "independent of a mentor at the time of award but be at the beginning stages of her/his research career." Those still within a training program may apply for the award if the funding period begins following the completion of training. The principle investigator also cannot have served as principle investigator on any previous Public Health Service grant, unless the grant was administered through a program specifically designed for training (for example, the National Research Service Award).

NIMH has set aside between \$800,000 and \$1,600,000 for the B/START program in FY94, to fund anywhere from 20 to 40 grants. For more information concerning the B/START program, contact:

Diane S. Trunnell, Assistant Chief
Grants Management Branch, NIMH
5600 Fishers Lane, Room 7C-15
Rockville, MD 20857
(301) 443-3065
fax: (301) 443-6885

MORE FUNDING NEWS

From
Hal Arkes,
Program Director NSF: Decision, Risk, and Management Science

Topic #1:

NSF has just announced its 1994 instrumentation competition. The deadline for proposal submission is **March 15, 1994.**

This competition will allow only two instrumentation proposals per academic insitution. Since J/DM folks typically have a tough time competing against the physicists, chemists, and engineers within their institution, the following information will be exceptionally good news to those who are not chosen as one of the two proposers by their institution. If your university does not choose your proposal as one of the lucky two, send your proposal directly to Hal R. Arkes, National Science Foundation, Program in Decision, Risk, and Management Science, 4201 Wilson Blvd., Room 995, Arlington, VA, 22230.

There is a decent chance that the relatively cheap instrumentation proposals by J/DM and other social science people can be funded from a pot of funds set aside for this purpose.

To get the instrumentation announcement (#93-172), use the STIS service. Send an e-mail message to <stisserv@nsf.gov>. The text of the message should be:

get-index ----- 93-172 ----- JIDM

You will then get a list of all NSF documents on STIS and instructions on how to receive them. If this doesn't work, just call me (703-306-1757) or <harkes@nsf.gov>, and I'll stuff an envelope with the announcement and mail it to you.

Topic #2

I want to assess the magnitude of the instrumentation need out there in the J/DM research community. Even if you do not intend to submit an instrumentation proposal, if you have some instrumentation need, write me a one-paragraph letter about the desired equipment, its purpose, and its cost. This letter will not get you a dime, but it may have an important long-term influence on future instrumentation funding in the field.

From
Department of Health & Human Services

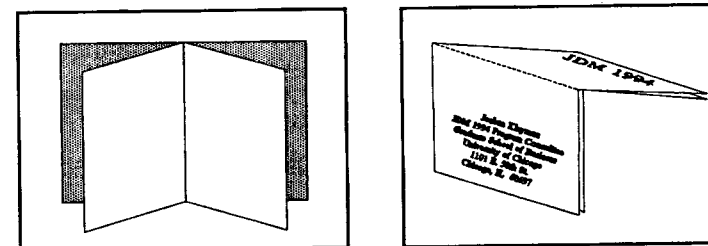
For the most up-to-date funding information, such as the B/START program [Editor's note: described on p. 7 of this newsletter], consult regularly the NIH GUIDE for Grants and Contracts. The GUIDE is published weekly and is available at most universities' offices of grants and contracts. The GUIDE also is available electronically. For details, contact Dr. John James at (301) 594-7270.

JDM 1994

From the Program Committee

The program committee for the 1994 JDM meetings would appreciate receiving feedback, suggestions and comments from JDM members to help us in putting together next year's program. So, we have prepared a questionnaire for that purpose (*another* questionnaire?), but we would also be happy to receive partial responses, freeform comments, e-mails (to joshk@uchicago.edu), or whatever.

In order to allow us to get an early start on the 1994 meetings, we'd be especially grateful if you would respond within **the next two weeks**. To return this questionnaire, remove this whole double-size page from the Newsletter, and fold it in half vertically, and again horizontally, so that the address below shows on the outside. Then staple or tape it closed, add postage (29¢ will do, if you're in the U.S.), and mail it.



OPTIONAL BUT APPRECIATED: We'd like to know who you are. If you don't mind, please fill in the return address spot below. *Thanks!*

fold here-----fold here-----fold here

From: _____

FIRST CLASS MAIL

Joshua Klayman
JDM 1994 Program Committee
Graduate School of Business
University of Chicago
1101 East 58th Street
Chicago, IL 60637

About JDM meetings in general...

A typical, recent JDM meeting looks something like this (with variations):

- Psychonomics sessions of related interest on Saturday afternoon and Sunday morning; JDM conference begins on Sunday at 1:30
- Sunday: An invited speaker with discussant, 1½ hrs.; a ½ hr. break; three individual, submitted papers of about 25 min each; a 1-hr. business meeting, followed by a combination social-hour and poster session from 6-8 p.m., with hors-d'oeuvres, a cash bar, and 75-100 posters.
- Monday: Starting at 8:30 a.m., a symposium on a theoretical/research topic, with three or four speakers and perhaps a discussant; a ½-hr break, another invited speaker for 1½ hrs., then an on-site lunch; Presidential Address during or after lunch; several more individual papers, closing with a second workshop on a more applied topic, ending about 4:45 p.m.

What do you think of this basic program structure?

I wish the total program were [shorter > 1 2 3 4 5 6 7 < longer].

Any ideas about alternatives to the midday-Sunday to late-afternoon-Monday plan?

If the quality of each type of presentation were about the same as in the past few years, how would you adjust the proportion of meeting time devoted to different types of programs?

	reduce	same	increase
Invited addresses	1 2 3 4 5 6 7		
Symposia	1 2 3 4 5 6 7		
Individual papers	1 2 3 4 5 6 7		
Posters	1 2 3 4 5 6 7		

Comments:

About the last JDM meeting...

Did you attend the 1993 meeting in Washington? Yes No

If you did attend, please describe briefly below what you recall from that meeting:

What do you remember as valuable, interesting, enjoyable?

What do you remember as disappointing, boring, annoying, or in need of improvement?

Is there anything you conspicuously can't remember about the meeting?

What steps might the program committee have taken, or take in the future, to make the meetings better?

Program Suggestions

The program committee is always eager to receive ideas about possible topics and participants for symposia and invited talks, and the earlier we can start pursuing a lead, the more likely it is to happen. Any suggestions? If you would be willing to help organize a symposium, please tell us and fill in the return address information on the cover page.

We'd also appreciate hearing your ideas on any or all of these perennial issues, plus any other comments you have concerning the annual JDM meetings.

- Topics/people you would like to hear in future symposia and invited talks
- Pros and cons of introducing parallel sessions
- Size, format, layout, and timing of the poster session
- Pros and cons of keeping the meeting attached to Psychonomics, and alternatives
- Amount of free time and social events included with the program

NEW BOOKS

Brams, Steven J. (1994). *Theory of moves*. Cambridge University Press.

[from the book:] Steven J. Brams' *Theory of moves*, though based on the classical theory of games, proposes major changes in its rules to render it a truly dynamic theory. By postulating that players think ahead not just to the immediate consequences of making moves, but also to the consequences of countermoves to these moves, counter-countermoves, and so on, it extends the strategic analysis of conflicts into the more distant future. It elucidates the role that different kinds of power--moving, order, and threat--may have on conflict outcomes, and it also shows how misinformation, perhaps caused by misperceptions or deception, affects player choices. Applied to a series of cases drawn from politics, economics, sociology, fiction, and the Bible, the theory provides not only a parsimonious explanation of their outcomes but also shows why they unfolded as they did. This book, which assumes no prior knowledge of game theory or special mathematical background, will be of interest to scholars and students throughout the social sciences as well as individuals in the humanities and the natural sciences.

Steven J. Brams is professor of politics at New York University. He is the author, co-author, or co-editor of twelve previous books that involve applications of game theory or social choice theory to voting and elections, international relations, and the Bible and theology.

Svenson, Ola and Maule, A. John (eds.). (1993). *Time pressure and stress in human judgment and decision making*. New York: Plenum.

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Theoretical and empirical approaches	
to behavioral decision making and their relation to time constraints	A. John Maule, Ola Svenson
<i>Judgment and decision making under time pressure: Studies and findings</i>	Anne Edland, Ola Svenson
On the psychobiology of stress and health	Ulf Lundberg
<i>The impact of time perception processes on decision making under time stress</i>	Dan Zakay
Time pressure and task adaptation: Alternative perspectives on laboratory studies	Donald MacGregor
<i>State, stress and time pressure</i>	A. John Maule, G. Robert J. Hockey
Adapting to time constraints	Eric J. Johnson, John W. Payne, James R. Bettman
<i>Time pressure in negotiation and mediation</i>	Peter J. Carnevale, Kathleen M. O'Connor, Christopher McCusker
Framing and time pressure in decision making	Ola Svenson, Lehman Benson III
<i>The effects of time pressure on choices and judgments of candidates to a university program</i>	Anne Edland
On experimental instructions and the inducement of time pressure behavior	Ola Svenson, Lehman Benson III
<i>Time pressure and payoff effects on multidimensional probabilistic inference</i>	Thomas S. Wallsten
Violations of the speed-accuracy tradeoff relation:	
Decreases in decision accuracy with increases in decision time	Jerome R. Busemeyer
<i>The effects of time pressure in multiattribute binary choice tasks</i>	Ulf Böckenholt, Keith Kroeger
The interactions among time urgency, uncertainty, and time pressure	Helen Rastegary, Frank J. Landy
<i>Information processing in decision making under time pressure:</i>	
<i>The influence of action versus state orientation</i>	Joachim Stiensmeier-Pelster, Martin Schürmann
Time pressure and information integration in social judgment:	
The effect of need for structure	Martin F. Kaplan, L. Tatiana Wanshula, Mark P. Zanna
<i>The effects of stress</i>	
<i>on pilot judgment in a MIDIS simulator</i>	Christopher D. Wickens, Alan Stokes, Barbara Barnett, Fred Hyman
Environmental stressor effects on creativity and decision making	James Shanteau, Geri Anne Dino
<i>Assessing components of judgment in an operational setting:</i>	
<i>The effects of time pressure on aviation weather forecasting</i>	Cynthia M. Lusk
Concluding remarks	A. John Maule, Ola Svenson

Call For Papers

*Special Issue of the International Journal of Intelligent Systems
in Accounting, Finance and Management*

*Artificial Intelligence and Expert Systems Applications
in the Era of Total Quality Management*

The International Journal of Intelligent Systems in Accounting, Finance and Management (IJISAFM) is a rigorously refereed journal published by John Wiley & Sons and edited by Daniel E. O'Leary (oleary@mizar.usc.edu) of the University of Southern California. A special issue on 'Artificial and Expert Systems Applications in the Era of Total Quality Management,' is being co-edited with Professors Michael Goul (atkmg@acvax) and Andrew Philippakis (iacasp@asuacad), Department of Decision and Information Systems, Arizona State University, Robert Plant (RPlant@umiami.miami.edu), University of Miami, and Daniel E. O'Leary, Graduate School of Business, University of Southern California. Questions regarding the issue may be directed to any of the co-editors.

Topics of interest include, but are not limited to, the following:

Applications of the utilization of artificial intelligence/expert systems in planning, implementing, and maintaining total quality management programs

Applications of total quality management to artificial intelligence/expert systems project lifecycles

Assessments of the impacts of total quality management on the nature of artificial intelligence/expert systems projects within industries

The use of artificial intelligence/expert systems in 'real-time' total quality management

The impacts of organizational modeling using artificial intelligence/expert systems techniques on total quality management

Models and applications of real and artificial agents to support customer oriented service organizations

Impact of TQM on Verification and Validation

A broad base of research approaches are appropriate for consideration.

The Due Date For Submissions is March 31, 1994.

As with all papers for the journal, four copies should be submitted to:

*Daniel E. O'Leary, Editor-in-Chief,
International Journal of Intelligent Systems in Accounting,
Finance and Management
School of Business
University of Southern California
Los Angeles, CA 90089-1421*

CALL FOR PAPERS

Third Annual Research Workshop on AI/ES in Accounting, Auditing and Tax

The Third Annual Research Workshop on AI/ES in Accounting, Auditing and Tax will be held Tuesday, August 9, 1994 in New York, NY. The workshop is sponsored by the AI/ES Section in conjunction with the Annual Meeting of the American Accounting Association.

TOPICS: Papers should be related to education or research and both a financial topic and an artificial intelligence topic. Financial topics appropriate to this workshop include: accounting, auditing, and other financial domains. Artificial intelligence topics appropriate for this workshop include: organizing research issues related to expert systems, task selection and feasibility analysis, knowledge acquisition and explanation, knowledge representation and processing, use of uncertainty representation, integration, intelligent databases, machine learning, case-based reasoning, rule induction, neural networks, validation and verification, impact of expert systems on organizations, management and implementation of intelligent systems for business applications, the legal implications of expert system use, deeper understanding of financial domains, and cognitive modeling.

MANUSCRIPT GUIDELINES: Papers published elsewhere will not be considered. Papers submitted elsewhere will be considered. Papers submitted to this workshop will be considered for a special issue of the International Journal of Intelligent Systems in Accounting Finance & Management. If you wish to be notified that your manuscript has been received please enclose a stamped, self-addressed post card.

SUBMISSION DEADLINE: Items submitted for consideration must be received (not just postmarked) by **Monday June 6, 1994**. Please do not FAX papers. We expect to inform individuals of accept/reject decisions for the workshop by July 8.

Send four copies of research paper to: Rajendra P. Srivastava, University of Kansas, Division of Accounting, School of Business, Lawrence, KS 66045-2003, (913) 864-7590.

CALL FOR PAPERS

*Special Issue of Psychology and Marketing
on Experimental Economics
and its Implications to Psychology and Marketing*

Experimental economics has direct implications for both psychologists and marketers. Theoretical issues which address advertising, brand space, coupons, discounting, price matching, etc. are ripe for testing using experimental methods. This special issue is intended to broaden the audience of those who presently use experimental methods in economics research.

Papers should direct attention to the marketing literature and the importance of experimental economics to the psychological aspects in marketing. Some possible topics are evolution, coordination, price discovery, learning dynamics, and information. However, papers are not limited to the above topic areas.

Articles should be no longer than 25 double-spaced pages. Manuscripts must adhere to the instructions on reference citations, preparation of tables and figures, and manuscript format as described in the *Publication Manual of the American Psychological Association* (3rd ed.). All articles are subject to editorial review. Journal policy prohibits an author from simultaneously submitting a manuscript for consideration to another journal while that manuscript is under consideration for publication in *Psychology and Marketing*.

Please submit five copies of your manuscript to the special issue editor: Richard O. Beil, Jr., Department of Economics, 415 W. Magnolia, Room 203, Auburn University, Auburn, AL 36849-5242.
Deadline for receipt of manuscripts is August 31, 1994.

Recent Developments in the Psychology of Judgment and Decision Making

Compiled by JAY CHRISTENSEN-SZALANSKI, PhD, MPH

JOURNAL ARTICLES

BRANDEAU ML, OWENS DK, SOX CH, WACHTER RM. Screening women of childbearing age for human immunodeficiency virus: a model-based policy analysis. *Manage Sci.* 1993;39:72-92. Concludes that the primary benefit of screening women of childbearing age is the prevention of infection in their adult contacts.

BREHMER B. Dynamic decision making: human control of complex systems. *Acta Psychol.* 1992;81:211-41. Proposes a control-theory approach to model decision making in conditions that require a series of dependent decisions.

CAMERER C, WEBER M. Recent developments in modeling preferences: uncertainty and ambiguity. *J. Risk Uncertain.* 1992;5:325-70. Reviews theoretical explanations and applications of research on ambiguity and subjective expected utility.

CARLSON BW. The accuracy of future forecasts and past judgments. *Organ Behav Hum Decis Proc.* 1993;54:245-76. Shows how accuracy of components of the Brier score can examine the accuracy of future and past judgments.

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KAHNEMAN D, LOVALLO D. Timid choices and bold forecasts: a cognitive perspective on risk taking. *Manage Sci.* 1993;39:17-31. Argues that people are excessively prone to treat problems as unique, neglecting both the statistics of the past and the multiple opportunities of the future.

LOWENSTEIN GF, PRELEC D. Preferences for sequences of outcomes. *Psychol. Rev.* 1993;100:91-108. Presents a model of sequential choice that incorporates people's preference for improvement and preference for spreading good outcomes evenly over time.

McKENNA FP. It won't happen to me: unrealistic optimism or illusion of control? *Br J Psychol.* 1993;84:39-50. Suggests that people's tendency to underestimate their personal probabilities of encountering a negative event is the illusion that they have personal control over the expected outcome.

REILLY BA, DOHERTY ME. *Organ Behav Hum Decis Proc.* 1992;53:285-309. The assessment of self-insight in judgment policies. Suggests that people do have a good understanding of the weighting, schemes, they use to make holistic judgments.

ROBINS RW, CRAIK KH. Is there a citation bias in the judgment and decision literature? *Organ Behav Hum Decis Proc.* 1993;54:225-44. Questions the existence of a citation bias in the judgment and decision-making literature.

SCHOEMAKER PJH. Determinants of risk-taking: behavioral and economic views. *J. Risk Uncer.* 1993;6:49-73. Examines the obstacles that make the link between observed behavior and intrinsic risk attitudes difficult to assess.

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WALLSTEN TS, BUDESCU DV, ZWICK R. Comparing the calibration and coherence of numerical and verbal probability judgments. *Manage Sci.* 1993;39:176-90. Presents a method for obtaining and quantitatively evaluating verbal judgments of uncertainty.

ZAKAY D, TSAL Y. The impact of using forced decision-making strategies on post-decisional confidence. *J. Behav Decis Making.* 1993;6:53-68. Concludes that post-decisional confidence is a function of an internal cost-benefit analysis that includes both cognitive and motivational factors.

Recent Developments in Medical Decision Making

Compiled by JAY CHRISTENSEN-SZALANSKI, PhD, MPH

JOURNAL ARTICLES

AROCHA JF, PATEL VL, PATEL YC. Hypothesis generation and the coordination of theory and evidence in novice diagnostic reasoning. *Med Decis Making.* 1993;13:198-211. Focuses on directionality of reasoning and use of confirmation and disconfirmation strategies in generating hypotheses.

BENBASSAT J, ZAJICEK G, VAN OORTMARSEN GJ, BEN-DOV I, ECKMAN MH. Inaccuracies in estimates of life expectancies of patients with bronchial cancer in clinical decision making. *Med Decis Making.* 1993;13:237-44. Concludes that the assumption of a constant average cancer-specific mortality over time from diagnosis may result in inaccurate estimates of life expectancy.

BRENNAN TA. An ethical perspective on health care insurance reform. *Am J Law Med.* 1993;19:37-74. Sketches an ethical framework for evaluating health policy.

CHRISTENSEN C, LARSON JR Jr. Collaborative medical decision making. *Med Decis Making.* 1993;13:339-46. Reviews research on group decision making that concerns the type of information that is discussed among various decision makers.

DANIEL BL, DANIEL TM. Graphic representation of numerically calculated predictive values: an easily comprehended method of evaluating diagnostic tests. *Med Decis Making.* 1993;13:355-358. Presents a program that calculates positive and negative predictive values from the known sensitivity and specificity of a test.

DAWSON NV, CONNORS AF Jr, SPEROFF T, KEMKA A, SHAW P, ARKES HR. Hemodynamic assessment in managing the critically ill: is physical confidence warranted? *Med Decis Making.* 1993;13:258-66. Concludes that physicians should not use their levels of confidence in their subjective estimates of cardiac function in deciding whether to base therapy on these estimates.

DEBER R. Canadian Medicare: can it work in the United States: will it survive in Canada. *Am J Law Med.* 1993;19:75-93. Reviews the market-based approaches to health care.

DE VET HCW, KESSELS AGH, LEFFERS P, KNIPSCHILD P. A randomized trial about the perceived informativeness of new empirical evidence. *J. Clin Epidemiol.* 1993;46:509-17. Shows that the belief in a certain hypothesis is influenced by the quality of the empirical evidence in the study.

GUYATT GH, FEENEY DH, PATRICK DL. Measuring health-related quality of life. *Ann Intern Med.* 1993;118:622-9. Evaluates different approaches to measuring health-related quality of life.

GOLAN EH, SHECHTER M. Contingent valuation of supplemental health care in Israel. *Med Decis Making.* 1993;13:302-310. Finds that the willingness-to-pay estimates for a change in the health care system were reasonable.

HAZEN GB. Factored stochastic trees: a tool for solving complex temporal medical decision models. *Med Decis Making.*

1993;13:227-36. Introduces the notion of factoring a large stochastic tree into simpler components.

HERSH WR, HICKAM DH. A comparison of two methods for indexing and retrieval from a full-text medical database. *Med Decis Making.* 1993;13:220-6. Identifies alternative to MEDLINE searches for retrieving medical information.

JOHANNESSEN M, PLUSKIN JS, WEINSTEIN MC. Are healthy-years equivalents an improvement over quality-adjusted life years? *Med Decis Making.* 1993;13:281-286. Concludes that healthy-years equivalents do not incorporate patients' attitudes toward risk and thus are less suitable for decisions under uncertainty than QALYs.

JOST TS, TANENBAUM SJ. Selling cost containment. *Am J Law Med.* 1993;19:95-119. Examines ways to mobilize support for health care reform.

LEVINSON W, STILES WB, INUI TS, ENGLE R. Physician frustration in communicating with patients. *Med Care.* 1993;31:285-95. Compares the levels of frustration felt by different groups of physicians.

LITTENBERG B, MOSES LE. Estimating diagnostic accuracy from multiple conflicting reports: a new meta-analytic method. *Med Decis Making.* 1993;13:313-321. Presents a method to summarize disparate reports of diagnostic accuracy.

MA D, HALL WJ. Confidence bands for receiver operating characteristic curves. *Med Decis Making.* 1993;13:191-7. Presents a method to calculate confidence bands for ROC curves.

MAZUR DJ, HICKAM DH. Patient preferences: survival vs quality-of-life considerations. *J Gen Intern Med.* 1993;8:374-7. Shows that people can weigh risk comparisons involving mortality and quality of life.

MIDGETTE AS, STUKEL TA, LITTENBERG B. A meta-analytic method for summarizing diagnostic test performances: receiver-operating-characteristic-summary point estimates. *Med Decis Making.* 1993;13:253-7. Devises a meta-analytic method to summarize diagnostic test performances.

POSES RM, WIGTON RS, CEBUL RD, CENTOR RM, COLLINS M, FLEISCHLE GJ. Practice variation in the management of pharyngitis: the importance of variability in patients' clinical characteristics and in physicians' responses to them. *Med Decis Making.* 1993;13:293-301. Identifies variables related to variability in physicians' management of pharyngitis.

REDELMEIER DA, HELLER DN. Time preference in medical decision making and cost-effectiveness analysis. *Med Decis Making.* 1993;13:212-7. Suggests that the conventional exponential discount model may not characterize the time preferences held by individuals.

REINHARDT UE. Reforming the health care system: the universal dilemma. *Am J Law Med.* 1993;19:21-36. Surveys approaches to providing universal access to health care and controlling the cost of health care.

RIEDELMAN R, SCHROTH WS. Adjusting the number needed to treat: incorporating adjustments for the utility and timing

of benefits and harms. Med Decis Making. 1993;13:247-52. Describes an adjusted number needed to treat that allows for the inclusion of multiple harms and benefits.

VON ROENN JH, CLEELAND CS, GONIN R, HATFIELD AK, PANDYA KJ. Physician attitudes and practice in cancer pain management. Ann Intern Med. 1993;119:121-6. Finds that most physicians regard poor assessment of pain as the most important barrier to adequate pain management.

SOMOZA E, SOMOZA JR. A neural-network approach to predicting admission decisions in a psychiatric emergency room. Med Decis Making. 1993;13:273-280. Concludes that a neural

network can be trained to make clinical decisions that are in substantial agreement with those of experienced clinicians.

SONNENBERG FA, BECK JR. Markov models in medical decision making: a practical guide. Med Decis Making. 1993;13:322-338. Explains the basics of Markov models and Markov-cycle decision trees.

YOUNG MJ. Two cultures revisited: continuously improving in a dichotomous world. Med Decis Making. 1993;13:177-81. Proposes the use of different philosophical approaches to improve the quality of health care.

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SOME UPCOMING MEETINGS

Behavioral Decision Research in Management: will be at the MIT Sloan School of Management, May 20-22, 1994. For information contact: John Carroll, MIT Sloan School, 50 Memorial Drive, Cambridge, MA 02139-4307, (617) 253-2617, fax: (617) 253-2660, <jcarroll@sloan.bitnet><jcarroll@sloan.mit.edu>

International Symposium on Forecasting: will be at the Stockholm School of Economics, Stockholm, Sweden, June 12-15, 1994. For information contact: Sune Karlsson, Dept of Econ Stats, Stockholm School of Economics, P.O. Box 6501, S-113 83 STOCKHOLM, Sweden, Intl+46-8-7369239, fax: Intl+46-8-302115, <isf94@hhs.se>

Conference on Naturalistic Decision Making: will be at the Dayton Marriott, Dayton, OH, June 13-15, 1994. For information contact: Laura Militello, Klein Associates, (513) 873-8166, <76360.3035@compuserve.com>

American Psychological Society: will be at the Sheraton Washington Hotel, Washington, DC, June 30-July 3, 1994. For information contact: American Psychological Society, 1010 Vermont Ave, NW, Suite 1100, Washington, DC 20005-4907, (202) 783-2077.

Society for Mathematical Psychology: will be at the University of Washington, Seattle, August 12-14, 1994. Paper submission deadline is March 31, 1994. For information contact: Richard Gonzalez, Dept of Psych NI-25, Univ of Washington, Seattle, WA 98195. <smp94@u.washington.edu>

The Psychonomic Society: St. Louis, MO, November 11-13, 1994.

Judgment/Decision Making Society: St. Louis, MO, November 13-14, 1994.

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