SOCIETY for JUDGMENT and DECISION MAKING

NEWSLETTER

REFERENCE ARCHIVE ON-LINE

A new electronic on-line service is now available. It is a reference archive for chapters and books. For information see pages 5-8 of the *Newsletter*. Try it out!

ADDRESS CHECK

The 1995 Directory will be compiled soon. To assure that it is current and accurate, please check your address and other information from last year's directory. To make any changes, send in the dues form on p. 11 with the new information. If you haven't done so, send in your dues for 1995 using the same form. The form also allows you to sign up for discounted subscriptions to the journals OBHDP and JBDM.

ADS AND LABELS

For those who are interested, two ways are available to send ads and notices to JDM members. You can buy space in the *Newsletter* or you can buy a set of mailing labels from the Society and do your own mailing. Information on these options is on p. 2 of this and all subsequent issues of the *Newsletter*.

SUBMISSION DEADLINE FOR THE NEXT *J/DM NEWSLETTER*: April 14, 1995

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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 However, we do not publish substantive papers.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. 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.

Advertising Rates: Advertising can be submitted to the editor. Inclusion of the ad and the space given to the ad is at the editor's discretion. The current charge is $75 per page to cover production and mailing costs. Contact Shawn Curley for details. Alternatively, you can use--

Mailing Labels: Some readers may wish to send reprint lists or other material to people listed in the

directory. The current charge is $100 for a set of labels. Contact Irwin Levin for details.

Address corrections: 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 Irwin Levin.

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 Irwin Levin.

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 Irwin Levin or include $10 and a note with your next dues payment.

FROM THE PRESIDENT

Dear Colleagues:

Happy New Year! I hope 1995 will be a happy and productive year for the Society and its members. In hopes of fostering our interaction a little, I'd like to start a no-holds-barred discussion of the Annual Meeting: Content, format, frequency, cost, location, everything. It's possible that we currently have the best arrangements we can. It's also possible that we will identify areas for fine tuning, or even radical reform. We should, at least, try a little deliberate choice-making around our own central activities, if only to live up to our name!

The current format reflects various constraints and precedents that interact in non-trivial ways. First, we have met for most of our existence immediately after the Psychonomics meeting, to capitalize on their hotel-rate clout and to save travel expense for members who go to Psychonomics anyway. The hotel-clout argument is probably not too important anymore, given our size, but the tag-on to Psychonomics is. It emphasizes our psychology-department links (compared, say, to business school or normative links); and it severely limits our meeting length--if you attend a Psychonomics preconference, then Psychonomics, then (say) a three-day JDM, you might as well quit working and sign up as a full-time meeting junkie. So the tie to Psychonomics is very important. Something over a third of participants at our recent meetings have also attended the preceding Psychonomics meeting, and others have attended their Sunday morning JDM sessions. Meeting on our own, or with another professional society, would presumably discourage some of these participants, while possibly attracting others.

My guess is that, if we stick with Psychonomics, we can't run past Monday 5pm, giving us a day and a half of program time. So far we've resisted going to parallel sessions, in the interests of focus and community-building, but having parallel tracks is clearly a design option. With air time limited, we have customarily emphasized invited papers. The Program Committee has recently opened up more time for competitive contributed papers (though it's still a tough acceptance): Contributed vs. invited is another tricky balancing act. The Sunday evening poster session has served as the main semi-formal exchange--and even that has been bursting its seams, with up to 100 posters submitted (a non-trivial cost for the Society, by the way: Posterboards run about $50 each!). Splitting posters between Saturday and Sunday evenings eases the pressure somewhat, but edges into Psychonomics' time. And, as always, there's the battle between scheduled program time and schmoozing time, coffee breaks, etc.

That, at least, is my understanding of some of the major constraints and how they interact. There are, no doubt, other important issues. Given the complex tradeoffs, I'm always impressed at what a good job the Program Committee does. (They, by the way, are a three-person committee appointed by the Board for overlapping three-year terms. The possibility of adding a fourth member is currently under consideration.) But they could obviously make different tradeoffs, if we preferred. I'd like to open a debate on the issue. If you'd like to participate, you could e-mail to all subscribers of the JDM mailing list (jdm-society@mellers1.psych.berkeley.edu) or, if you'd rather not broadcast, just to me (below); or, of course, any form of conventional letter, phone call, Newsletter item, or carrier pigeon you may prefer. I'll distribute a summary of responses and discussion later.

Again, best wishes for a happy and productive 1995.

Terry Connolly, President
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MEETING

IEEE CAIA 1995 Conference

IEEE Conference for AI Applications (CAIA) 1995 will be held in Los Angeles, February 20-22. Plenary talks will be given each day of the conference.

The first day of the conference includes discussions by Judea Pearl (UCLA) (graphical models), Mario Schkolnick (head of IBM's efforts on knowledge discovery) and an editor panel, including Steve Cross (CMU & IEEE Expert) and Ramesh Patil (USC-ISI & AI Magazine).

The second day of the conference focuses on the use of AI at JPL (Usama Fayyad) and ISI (Herb Schorr), with particular emphasis on applications. The second day continues, with a discussion on subjective probability, with a plenary talk by Amos Tversky (Stanford). The final day of the conference focuses on knowledge discovery and soft computing. Se June Hong (IBM) presents a talk on using contextual information. Most of the morning will be spent on a panel discussing AI and Soft Computing. The panel, chaired by Bernadette Bouchon-Meunier, includes Lotfi Zadeh (UC - Berkeley), I. R. Goodman (Naval Ocean Systems Center), Abraham Kandel (USF), Hung Nguyen (New Mexico State), Anca Ralescu (University of Cincinnati, and LIFE, Japan), Enrique Ruspini (SRI), Ronald Yager (Iona College), and John Yen (Texas A&M).

Each day of the conference also will include submitted papers each afternoon. The conference is preceded, on February 19 with tutorials and workshops.

If you have questions contact either Dan O'Leary (oleary@rcf.usc.edu) or John Mee (j.mee@computer.org). Information is available at url gopher:// cwis.usc.edu:70/ 11/ University_Information/ Academic_Departments/ Business_Administration/ Research/ IEEE_CAIA

ON LINE

Internet Subject Cooperative

This service allows researchers to fill out each other's questionnaires and surveys, for pilot studies or real data. Instructions for this service are detailed in the July 1994 issue of the *Newsletter*. For copies of the issue, contact Shawn Curley, the Newsletter Editor (see p. 2 for information). To join the cooperative or if you have any questions, contact Jon Baron, the moderator of the effort:

baron@cattell.psych.upenn.edu

Federation News

The monthly newsletter of the Federation of Behavioral, Psychological and Cognitive Sciences is available electronically. The Federation is offering this service as a way to expand access in the research community to science and education issues from Washington. Let them know which issues you are interested in receiving or if you would like to receive the newsletter electronically each month on an ongoing basis. Contact the Federation at:

federation@apa.org

Electronic Mailing Lists

To suscribe, send a message of the form:
   subscribe *mailing-list* YOUR FULL NAME
to the following address:
   listproc@mellers1.psych.berkeley.edu
where *mailing-list* is
   jdm-society   for members of the society in general
   jdm-grads   for graduate students (Note: This is a sublist of the entire mailing list. Graduate students receive messages to both lists.)

To send a message to all subscribers (including graduate students), send the message to:
   jdm-society@mellers1.psych.berkeley.edu
To send a message only to graduate students, send the message to:
   jdm-grads@mellers1.psych.berkeley.edu

To cancel your subscription, send a message of the form:
   unsubscribe *mailing-list* YOUR FULL NAME
to the same address as for subscriptions.

If you want more information, see the July 1994 issue of the *Newsletter*.

NEW SERVICE: Reference Archive

Contents: 1. Overview of the SJDM Reference Archive
               2. Submitting a Reference
               3. Searching the Archive
               4. Requesting Help
               5. Miscellaneous Commands, etc.
               6. Questions, Comments, and Suggestions

1. Overview of the SJDM Reference Archive

A reference archive has been set up for the JDM Society. The system allows users to store and retrieve book and chapter references related to the fields of Judgment and Decision Making. The system currently has 758 references (238 books and 520 chapters). The system is independent of the society mailing list. You need not be a subscriber of the mailing list to use the archive. Please give the system a try. (I'm sure there will be difficulties at first, but we can't fix them if we don't know what they are.)

The SJDM Reference Archive is a system set up for the Society for Judgment and Decision Making for the archiving of references that are not available through the standard on-line databases. Users submit references to the archive and retrieve references from the archive via e-mail. The archive is located at
   <references@mellers1.psych.berkeley.edu>
Searches and requests for information are received by the system, and a response is mailed to your e-mail address. Reference submissions are checked for format consistency, and then mailed to the archive moderator. The moderator checks for reference repetitions, and adds the reference to the archive.

In the below, items enclosed in square braces [ ] refer to required arguments. Parentheses ( ) refer to optional arguments.

2. Submitting A Reference

To submit a reference to the archive, send mail to the archive at
　　<references@mellers1.psych.berkeley.edu>
No subject is required. The first line of the message body should say
　　submit [format_type]
where format_type is the name of an available reference format.
Currently available format types are chapter and book. Other format types may be added. You can get help on the available format types from the system (see Requesting Help below). The reference information should begin on the next line, and should be entered one data field per line. Only the abstract is allowed to take up more than one line. (Titles, addresses, etc. can extend beyond one line on the screen, but cannot contain any newline characters--"return"s.) The order of data fields does not matter, except that the abstract must be the last field in the message. More information about the format of information within data fields is included at the end of this file. Help on specific reference formats is available using the help command (see Requesting Help below).

The format type specified on submission tells the system what reference fields to expect. The system checks the submission for the required fields. If required information is missing, or the submitted reference does not meet other requirements, the e-mail will be returned to the sender with a note about what requirements were not met. Otherwise, the submission is sent to the archive moderator who provides another level of format checking, and insures that no duplicate references exist. Submittors will be sent e-mail telling them that their submission has been passed on to the archive moderator.

If the archive moderator accepts the submission, the submission is added to the reference archive. The moderator will send the submittor an acknowledgment of acceptance. If the moderator has questions about the submission, he or she will contact the submittor directly.

3. Searching the Archive

To retrieve references from the archive, send e-mail to the following address
　　<references@mellers1.psych.berkeley.edu>
No subject is required. The first line of the message should say
　　search [data_field_name] [search_string] (logical op.[data_field_name] [search_string])
where data_field_name is the name for a valid data_field for the type of reference one wants to find, and search string is the text string one wants to find. If you want to search for the search string in all data fields, substitute the word "all" for [data_field_name].

Logical operators can be used to combine different types of search strings. The allowed operators are NOT, AND, and OR. Parentheses may be used to group sets of logical operators. When parentheses are not present, it is assumed that NOT has the highest precedence and OR has the lowest precedence. WHEN IN DOUBT, USE PARENTHESES! Logical operators MUST appear in all capital letters! However, abbreviations are available: you may abbreviate AND with either '&' or '&&', you may abbreviate OR with either '|' or '||', and you may abbreviate NOT with either '~' or '!'. Search commands may span more than one line.

Searches of data fields that may occur multiple times search all possible fields. For example, the command
　　search author Foobar

would return all records in which Foobar was the name of the author, regardless of whether Foobar was first or fourth author, and regardless of whether "Foobar" was a first or last name. The same is true for the data field "editor". However, the above search will NOT return any records for which Foobar was an editor, but not an author.

"Good" searching examples:
　　search author Foobar AND NOT title Fun with sillystring
would retrieve any record having "Foobar" in any of the author fields and not having the title "Fun with sillystring".
　　search author Foobar || author Barfoo
would return any record having either "Foobar" or "Barfoo" in any of the author fields.
　　search keyword judgment AND keyword decision making
would retrieve any record having the phrases "judgment" and "decision making" in the keyword field, appearing in any order.

"Bad" searching examples:
　　search author Foobar AND Barfoo
is not a valid search request because no data field name is specified between the AND and "Barfoo".
　　search keyword judgment and keyword decision making
is a poorly formatted search request because "and" is not capitalized. As it stands, this search request will retrieve any references having the phrase "judgment and keyword decision making" in the keyword field, in all likelihood producing a null result.
　　search title Caffeine induced seizures && (author Zippy || author Javahead
is not a valid search request because the number of left and right parentheses are not equal.

Successful searching tips:
　　a. Be sure you know the data field name. Spell it correctly. Underscores __ are meaningful.
　　b. Narrow your searches. If you know the reference type of the reference for which you are looking, include it in your search, as in
　　search Reference_type book & editor Newbar
Long searches eat up machine time, making lab use of the computer more difficult.
　　c. Keep search strings themselves relatively general. The command
　　search author Foobar, J.H.
will retrieve all records having the string "Foobar, J.H." as one of the author fields, but will NOT retrieve a record having an author "Foobar, Jesus H.". When searching names, you would be wise to stick with last names only, unless the last name is likely to be common.
　　d. For those that know how to use them, search_string can be any regular expression. See "man reg_exp" on most UNIX systems.

4. Requesting Help

Help is available for a variety of archive commands. To request help, send e-mail to
　　<references@mellers1.psych.berkeley.edu>
The subject does not matter. The first line of the message should say
　　help [command]
where command is one of the available archive commands (e.g., search or submit). The message "help search" will result in a general overview of how to search the archive being e-mailed to you. The message "help submit" followed by a valid format type (see Submitting References above) will result in a message outlining specific information (e.g., required and unrequired data fields) for submissions

of that format type. The message "help submit" not followed by anything will result in a general message outlining how to submit a reference to the archive. The message "help FAQ" will mail you a listing of the most Frequently Asked Questions regarding the archive. The message "help" not followed by anything will result in a copy of this document being e-mailed to you.

5. Miscellaneous Commands, etc.

One other command is available. The command

    list keywords

will return a list of all the keywords used in the archive. Other functions may be added to the archive depending on interest.

Commands and data field names need not always be spelled out in their entirety. Below are some abbreviations. Abbreviations of data field names are only available to those performing searches. ALL DATA FIELD NAMES MUST BE COMPLETE FOR THE SUBMISSION OF A REFERENCE.

logical operators:

AND	'&'	'&&'
OR	'!'	'!!'
NOT	'!'	'~'

commands:

search	'sea'
submit	'sub'

format types:

Chapter	'chap'

data fields:

Reference_type	'ref'
Author	'aut'
Editor	'ed'
Title (of any type)	'title'
(for specific types of titles, use 'title_x' where 'x' is the first letter of the format type.)	
Publisher	'pub'
Year published	'year'
Keywords	'key'
Abstract	'abs'

6. Questions, Comments, and Suggestions

The reference archive will probably have many bugs at first. The only way to detect some of these bugs is to test the system in normal use. Please bear with us if there are problems at first.

Let us know what you think of the system. All questions, comments, and advice are gratefully accepted!

Paul Price	\<pprice@cog.psych.umich.edu\>	- archive moderator
Alan Cooke	\<acooke@garnet.berkeley.edu\>	- archive administrator
Alan Schwartz	\<alansz@cogsci.berkeley.edu\>	- archive administrator

Thanks for using the SJDM Reference Archive!

GRANT INFORMATION

National Science Foundation
Division of Social, Behavioral, and Economic Research
The Human Capital Initiative:
Opportunities for Human Capital Research

The National Science Foundation invites proposals for human capital research, defined as research which advances basic understanding of the causes of the psychological, social, economic and cultural capacities for productive citizenship. The proposed research should add to the store of fundamental theoretical knowledge about human behavior. The eventual intent of the program is that public policies may be better informed by social and behavioral science research.

The agenda for the Human Capital Initiative (HCI) is based on "Investing in Human Resources: A Strategic Plan for the Human Capital Initiative," a report to the Foundation from working groups convened at NSF in 1994. The groups were composed of invited experts on human resource issues from the social and behavioral sciences. NSF charged the working groups to develop research agendas for high priority areas in response to a call for research from professional behavioral science associations. The principal objective was to create a strategic plan for basic research in human capital that encompassed the perspectives of the entire social and behavioral science community. Based on this report, NSF seeks to support fundamental research in six social contexts that affect the development and utilization of human capital: Workplace, Education, Families, Neighborhoods, Disadvantage, and Poverty.

This research opportunity is a coordinated initiative among the research programs within the Division of Social, Behavioral, and Economic Research (SBER). SBER anticipates making about sixty new awards for this special research opportunity in fiscal year 1995. Awards are expected to average about $100,000 with a typical duration of three years; the budget for HCI totals $7 million. Support for future competitions will be contingent on the availability of funds. In addition to reserch projects, proposals for pilot projects, research planning grants and workshops that will further define significant research issues, concepts, methodologies and theories to advance understanding of the causes of human capital are invited. Such activities should be primarily steps towards major interdisciplinary research projects in human capital. NSF may share proposals with other Federal agencies interested in providing additional funds to support this research.

Information on SBER programs including the telephone numbers of individual programs can be obtained from the SBER Program Announcement NSF 94-64 or by contacting

Bonney Sheahan   Daniel H. Newlon
bsheahan@nsf.gov   dnewlon@nsf.gov
(703) 306-1733   (703) 306-1753
Coordinators for Human Capital Research
National Science Foundation
4201 Wilson Boulevard
Arlington, VA 22230
fax: (703) 306-0485/0486

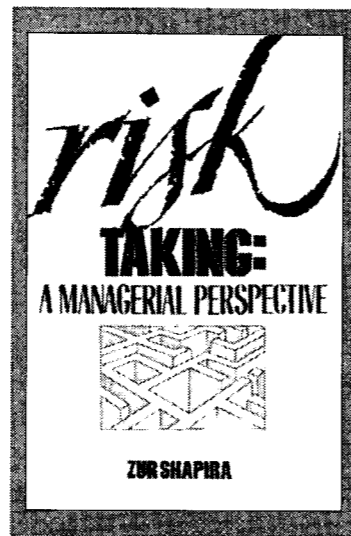Target Dates: **January 15 and August 15**

NEW BOOK

SPECIAL 20% DISCOUNT FOR JDM MEMBERS

Please send _____ copies of **Risk Taking** (RITAKI) in hardcover at $19.96 each.

Subtotal: _____

Postage: _____

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TOTAL: _____

All orders must be prepaid. U.S. customers add postage costs of $3.00 for the first book, $.50 for each additional book. Customers outside the U.S. add postage costs of $4.00 for the first book, $1.00 for each additional book. New York state residents add 8% sales tax; Canadian residents add 7% GST.

Please include check, money order, or necessary credit card information (account #, expiration date, telephone #), and your ship-to address; then mail your order to:
Publications Department, Russell Sage Foundation, 112 East 64th Street, New York, NY 10021

POSITIONS AVAILABLE

QUANTITATIVE PSYCHOLOGY

The **University of Illinois at Chicago**, Department of Psychology, invites applications for a tenure-track Assistant Professor position in quantitative psychology, pending the availability of funds. Duties include teaching both graduate and undergraduate courses in statistics and methodology. Candidates must have a PhD and a research interest in one of the major divisions of the department: Biopsychology, Clinical, Cognitive, Community and Prevention Research, Developmental, or Social. Submit letter of aplication, curriculum vitae, and three letters of reference to Prof. James R. Larson, Jr., Chair, Quantitative Psychology Search Committee, Department of Psychology, m/c 285, University of Illinois at Chicago, 1007 W. Harrison St., Chicago, IL 60607-7137. To insure full consideration, applications should be received by **March 15, 1994**. UIC is an AA/EOE.

DUES AND JOURNAL SUBSCRIPTIONS

You can now pay your membership dues and order the journals *Organizational Behavior and Human Decision Processes* and the *Journal of Behavioral Decision Making* using the single form below. If you want to subscribe to either journal for 1995, just check the appropriate space(s) below. **Do NOT send your journal fees, you will be billed for the amount by the publishers. Please DO send your Society membership dues.**

For your dues status, please check your label. The date next to your name is the last year for which the database shows you as having paid dues.

If your label shows "1995" or later, you are fully paid. THANK YOU!

If it is "1994" then you owe dues of $20 for 1995.

If it is "1993" or earlier then you owe back dues ($20 per year) and $20 for 1995. Please act soon, or you will be dropped from the mailing list.

Members residing outside the United States who incur expenses in getting checks written in U.S. funds have the privilege of paying in advance for multiple years. The label date should indicate if you have done this. Members residing in countries where getting checks written in U.S. funds is impractical or illegal may apply to the Society for a free membership. Such members will find a "*" next to their names on the label.

SOCIETY FOR JUDGMENT AND DECISION MAKING:
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Address _____   EMAIL _____

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City _____ State _____ ZIP _____

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

> Irwin Levin
> Department of Psychology
> University of Iowa
> Iowa City, IA 52242

| **1995 Dues:** |
| Member $20 |
| Student $5* |

*Students must have endorsement of a faculty member:

Faculty Signature: _____ Date: _____

Printed Name: _____ Institution: _____

I wish to subscribe to the following for 1995:
[The journal will bill you later for the price of subscription at the special Society rates shown]

_____ *Organizational Behavior and Human Decision Processes* (12 issues, $125 US & Canada, $151 elsewhere)

_____ *Journal of Behavioral Decision Making* (4 issues, 1994 price was $65)

SOME UPCOMING MEETINGS (also see page 4)

TIMS/ORSA: will be at the Westin Bonaventure Hotel & Suites, Los Angeles CA, April 23-26, 1995. For information contact: Mary Magrogan, ORSA, 1314 Guilford Ave, Baltimore MD, 21202, (800) 887-6772 or (410) 528-8581, fax: (410) 361-8044, <meetings@jhuvms.bitnet>

International Audit Judgment Symposium: will be at the Mandalay Beach Resort, Oxnard, CA, May 22-23, 1995. For information contact: Ted Mock, School of Acctg, Univ of S Cal, LA CA, 90089-1421, (213) 740-4861, fax (213) 747-2815, <tmock@sba.usc.edu> or Steven Maijoor, Univ of Limburg, PO Box 616, 6200 MD Maastricht, The Netherlands, (31-0) 43 88 37 19, fax (31-0) 43 25 85 20, <s.maijoor@marc.rulimburg.nl>

American Psychological Society: will be at the Sheraton New York Hotel & Towers, June 29-July 2, 1995. Abstract deadline is January 25, 1995. For information contact: American Psychological Society, 1010 Vermont Ave, NW, Suite 1100, Washington, DC 20005-4907, (202) 783-2077.

TIMS International Marketing Science Conference: will be at The University of New South Wales, Sydney, Australia, July 2-5, 1995. For information contact: John Roberts, Australian Graduate School of Management, UNSW or Pam Morrison, School of Marketing, UNSW, <mktsc95@agsm.unsw.edu.au>, fax: (61-2) 662 7621, phone: (61-2) 931 9255.

Society for Mathematical Psychology: will be at the Univ of California, Irvine, August 3-6, 1995. Abstract deadline is April 30, 1995. For information contact: Dee Yox, School of Social Sciences, University of California, Irvine CA, 92717, (714) 824-6336, <dyox@orion.oac.uci.edu>

Subjective Probability, Utility, and Decision Making: will be at the Shalom Jerusalem Hotel, Israel, August 20-24, 1995. Abstract deadline is February 15, 1995. For information contact: Maya Bar-Hillel, Center for Rationality, The Hebrew University, Jerusalem 91904, Israel, 972-2-586253 or 972-2-883401, fax: 972-2-513681, <msmaya@pluto.mscc.huji.ac.il>

The Psychonomic Society: Los Angeles, CA, November 10-12, 1995.

Judgment/Decision Making Society: Los Angeles, CA, Nov 11-13, 1995. Information is upcoming in the newsletter's April issue.

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