

JUDGMENT / DECISION MAKING

newsletter

January 1983

Vol. II, No. 3

This issue of the J/DM Newsletter includes the directory of judgment and decision making researchers. While we cannot claim that this list is inclusive, we have made every effort to identify people doing basic and applied research in the general field of judgment and decision making. Those who peruse the directory will note the wide variety of academic disciplines represented.

If you feel that there are significant gaps in the readership, please send us names and addresses and we shall ensure that copies of the J/DM Newsletter are sent.

Call for submissions: In the first few issues of the J/DM Newsletter, we received many volunteer submissions. While some seasonal fluctuation in contributions is to be expected, we encourage you to send news, notices, reprint lists, book announcements, and meeting announcements to the editor for inclusion in the J/DM Newsletter.

A word about deadlines: The J/DM Newsletter is published quarterly, and our publication schedule will not coincide with that of many meetings. (For example, we received two meeting notices within a week of mailing the last issue--the result was a three month delay in the announcement.) If you are planning a meeting, please send the announcement to the editor as early as possible. Even a rough announcement will do. You can send a 'final' announcement later and if we have not mailed the J/DM Newsletter, we will replace the copy. Finally, each issue of the J/DM Newsletter has the deadline for the next issue. The deadline for copy for the next issue is March 31.

Electronic J/DM: If there is sufficient interest, we shall attempt to set up an electronic communications network for J/DM'ers. We currently have resources to begin such an effort. By electronic communications we mean electronic mail, electronic 'bulletin boards', and computer conferencing. In order to assess the potential for such a resource we would like some comment from the readers. One immediate benefit would be that the J/DM Newsletter would go electronic and people could read the submissions to the next issue as they become available. (We would still mail the J/DM Newsletter.)

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FROM THE EDITOR. . .

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 However, we do not publish substantive papers.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

There are few ground rules for submissions. In order to make the cost of the J/DM Newsletter as low as possible, please submit camera-ready copy. This means that the copy should be typed single-spaced on white 8 1/2 by 11 paper. Please leave good margins--1 inch at the sides and bottom and 2 inches at the top. If possible, use a carbon or film ribbon. Please mail flat--do not fold.

Subscriptions: The current rate for the J/DM Newsletter is \$2.00/year. This should cover the cost of about 4 issues. We are dedicated to keeping the cost at a minimum, but must emphasize that recent increases in postage rates will cause problems unless as many readers as possible pay. Please send your subscription to the editor. If you do not know whether or not your subscription has been paid or is current, check your mailing label. If it has an X or a 0, you have not paid; if it has an R, it is time to renew.

Checks should be made payable to the Indiana University Foundation.

Foreign Subscriptions: The cost of foreign subscriptions is necessarily higher than domestic subscriptions. Copies will be sent airmail to foreign addresses for \$5.00 (U. S.) per year if drawn on a U. S. bank. (If payable in U. S. dollars, but not drawn on a U. S. bank, the cost is \$25.00 per year. Note that many foreign banks have accounts with a U. S. bank and draw checks on that account.)

Address Correction: Please check your mailing label carefully. Because the J/DM Newsletter is sent by bulk mail, copies with incorrect addresses or otherwise undeliverable are neither forwarded nor returned. Therefore we have no way of knowing if copies are delivered. Any changes or corrections in addresses should be reported to Gary McClelland. (Address changes may also be sent to the editor with subscription payments.)

Mailing Labels: Some readers may wish to send reprint lists or other material to people listed in the directory. Gary McClelland has agreed to provide sets of mailing labels for \$5.00 to individuals employed by non-profit institutions.

PREPRINT AVAILABLE. . .

Inbar, Michael. IMAGES OR ABERRATIONS? Human Judgment and Insight as Reflected in Current Regression analyses. [This study was sponsored by the National Council of Jewish Women (NCJW) Research Institute for Innovation in Education, under the auspices of the Barbara and Morton Mandel Chair in Cognitive Social-Psychology and Education, the Hebrew University of Jerusalem. The work is part of a study of human judgment generically labelled Project MIBS (Models of Implicit Belief Systems).] Requests for reprints should be addressed to the author at Institute for Middle East Peace and Development, The Graduate School and University Center of the City University of New York, 33 West 42 Street, New York, NY, 10036. After March 1, 1983 request reprints from the author at the Department of Sociology, Hebrew University, Mount Scopus, Jerusalem 91905, ISRAEL.

Draw -
 Please
 order
 for
 JS

Rob

ELECTRONIC J/DM (Continued from Page 1)

In order to proceed, we would like to know whether you are interested and would like to know what resources you have access to, either individually or through your institution. In particular, we would like to know the following:

1. Do you have/have access to a microcomputer with communications capability or a terminal with modem.

2. Do you subscribe to or have access to any of the following networks:

- The Source (commercial)
- CompuServe (commercial)
- BITNET (universities and colleges)
- EDUNET (universities and non-profits)

There are other networks, some of which are not yet in operation, and some, like CSNET are specialized.

3. Would you use the network and do you have any suggestions on organizing the project?

The cost of a network would be relatively small. Assuming we can support the 'baseline' service, users would pay only for the cost of connect time and the cost of communications. The connect time is usually relatively small; communications cost is hard to estimate since it depends on the speed of your modem, time of day, and the communication system you use.

In any event, we would like to receive your comments on this project.

**ANNOUNCEMENT: REQUEST FOR ABSTRACTS
TIMS XXVI INTERNATIONAL MEETING
Copenhagen, Denmark. June 18-20, 1983**

As chairperson of the TIMS College of Measurements in Management I would like to invite any interested members of the J/DM group to submit abstracts for the international meeting to be held in Copenhagen, Denmark, June 1984. The theme of our sessions is "Measurements of Human Judgment in Decision Making."

Normally, these would be invited papers but due to the lack of financial support for speakers, I would like to hear from those of you who could go to Copenhagen without financial support.

Deadline for abstracts is February 28, 1983. Please reply to:

Professor Paul R. Watkins
Graduate School of Business
University of Southern California
University Park
Los Angeles,
California 90089-1421



CHOICES IN HEALTH CARE: DECISION MAKING AND EVALUATION OF EFFECTIVENESS

edited by

Raisa B. Deber and Gail G. Thompson

Based on a symposium held January 5, 1981 at the American Association for the Advancement of Science Annual Meeting, Toronto, Canada

Department of Health Administration, University of Toronto, 1982, 168 pp., \$5.00

These articles introduce a non-specialist or student audience to the new and rapidly expanding field of medical decision making. Like the symposium, the book is organized around two main areas: Decisions in Medical Practice highlights the distinction between the prescriptive (or normative) and descriptive approaches to medical decision making, and Cost Effectiveness Analysis for Health and Medical Practice concentrates on methods for conducting analyses and assessing various types of outcomes. Overviews of general topics in each area are combined with specific applications of various techniques.

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Social and Psychological Outcome Measures

D.L. Streiner

Please send _____ cop(y)(ies) of Choices in Health Care to:

I enclose \$5.00 plus \$2.00 to cover mailing costs for each copy (please make cheques payable to Department of Health Administration)

Return to: Gail Thompson, Department of Health Administration, University of Toronto
McMurrich Building, Second floor, Toronto, Ontario, Canada M5S 1A8

**ninth research conference
on subjective probability,
utility and decision making**



groningen, netherlands

29 august - 2 september

Organizing committee: Katrin Borchering, Mannheim - Berndt Brehmer, Uppsala - Baruch Fischhoff, Eugene (USA) - Pieter Koele, Amsterdam - Peter Lourens, Groningen - Anna Vari, Budapest - Charles Vlek: *Institute for Experimental Psychology, P.O. Box 14, 9750 AA HAREN (Gr.), The Netherlands, phone: 050-116768*

Haren, October 1982.

CONFERENCE NEWSLETTER TO POTENTIAL PARTICIPANTS

The Ninth Research Conference on Subjective Probability, Utility and Decision Making is planned to take place between August 29th and September 2nd, 1983 at the University of Groningen, The Netherlands. In this Newsletter the organizing committee gives information about intended design and program of the conference.

Conference description. 'SPUDM' is an international, interdisciplinary conference committed to improving the theory and practice of decision making. It is open to those who believe that schemes prescribing how people should make decisions need to incorporate knowledge about the ways people actually do make decisions. Conversely, descriptive studies are believed relevant in so far they offer suggestions for making better decisions. The increased demand for practical methods to tackle complex decision problems requires careful examination of theoretical conceptions and hypotheses employed for justifying any method. The SPUDM conference attempts to do this in meetings held every second year in a different European city.

Design of the 1983 conference. Built on accumulated experience the next conference will consist of 6 major (review) papers, some 40 specific papers, a number of parallel workshops, 2 guest lectures, a panel discussion, and a computer program demonstration session. Next to opportunities for informal contact there will also be a small social program.

Major (review) papers to be pre-circulated and discussed at the conference are planned to be written by the following persons on the topics mentioned:

- Maya Bar-Hillel (Jerusalem, Israel): Probabilistic reasoning in law;
- Hillel Einhorn (Chicago, U.S.A.): Models of causal inference for decision making;
- John Fox (London, U.K.): Analytic versus knowledge-based medical decision making;
- Spyros Makridakis (Fontainebleau, France): Judgmental aspects of forecasting;
- Lawrence Phillips (London, U.K.): Towards a requisite model of decision making;
- Paul Slovic (Eugene, U.S.A.): Implications of behavioral decision theory for understanding problems of risk and safety.

Specific papers are meant to be well-defined, limited presentations of either theoretical or empirical research. A two-page summary of each paper will be pre-circulated among registered participants. Individual proposed papers are solicited in the beginning of 1983.

Guest lectures. Evening lectures will be held by:

- Willem Hofstee (Groningen, Netherlands): Decision models for research policies;
- Leon Rapoport (Manhattan, Kansas, U.S.A.): Alternative perspectives on human decision making.

These invited speeches will be of a more informal and speculative nature than the sort of papers discussed above. Discussion time will be available.

Panel discussion. Especially those engaged in decision-aiding practice regularly face critical questions regarding the concept of 'a good decision'. This question is variously answered by different disciplines and sometimes depending upon the kind of problem considered. In view of this a full conference afternoon will be

--continued on next page--

devoted to a discussion on "What constitutes 'a good decision'?" among a small panel of experienced decision theorists and practitioners. Panelists are asked to present their positions and to engage in a thorough discussion amongst themselves, whereupon a plenary discussion will conclude the session.

Workshops. Various workshops are scheduled to convene on three consecutive mornings in parallel two-hour sessions. Topics and workshop organizers are:

- Multiple goal analysis (Helmut Jungermann, Berlin, Germany)
- Models of dynamic decision making (Robin Hogarth, Chicago, U.S.A.)
- Juridical decision making (Robert Goldsmith, Lund, Sweden)
- Structuring ill-defined decision problems (Patrick Humphreys, London, U.K.)
- The judgment of risk and safety (Ola Svenson, Stockholm, Sweden)
- Medical decision making (organizer invited)
- Decision versus attitude theories and methods (Ralph Schaefer, Mannheim, FRG).

The idea of a workshop meeting is that one or two leading papers are presented whereupon a large part of the meeting is devoted to extensive discussion, exchange of findings, plans, criticisms and the like. The final workshop meeting should result in a summing-up which forms the basis for a state-of-affairs report to be incorporated into the conference proceedings.

Computer demonstrations. An extended session is planned to be devoted to a presentation and discussion of computer programs for decision making. Among the participants are:

- Peter Lourens and Pieter Terlouw of the Groningen Department of Social Sciences;
- Vlado Rajkovič of the Ljubljana, Yugoslavia, School of Organisational Science;
- Patrick Humphreys and Ayleen Wishuda, Decision Analysis Unit, London School of Economics.

The committee is open for suggestions about (other) participants and/or items for this session.

Conference site. The conference will take place in the old, majestic Academic Building of the University of Groningen, situated in the very center of town.

Accommodation. Participants will be accommodated in nearby hotels and (some) in private homes of colleagues. A central lounge for informal gatherings will be available.

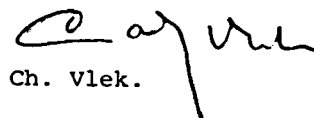
Fee and potential support. The conference registration fee will amount to approximately Dfl. 225,-. This covers all paper work, first evening reception, lunches, refreshments and some social fringes. Those potential participants anticipating evident financial problems may try to appeal to the committee's modest emergency budget.

Selected Proceedings from the Budapest-1981 SPUDM-conference will be published early in 1983 by both Akadémia Kiado, Budapest and North Holland, Amsterdam. The editors, Patrick Humphreys, Ola Svenson and Anna Vari, have arranged a special discount price for (potential) participants in SPUDM-conferences. To be able to profit from it, you will be sent a special order form at the end of 1982. Publication of selected proceedings of the SPUDM-1983 conference is similarly envisaged.

Further news will be communicated by way of a more definite Conference Brochure to be circulated in January, 1983.

Recipients of this Newsletter are kindly requested to spread this information, and to notify the organizing committee about other potential participants. Comments and suggestions on the above plans, directed at the address given above, will be given serious consideration.

For the Organizing Committee,



Ch. Vlek.

MEMORANDUM TO: Scientists interested in Bayesian research, inference, decision making, evaluation, decision support systems, and the like

FROM: Ward Edwards

DATE: September 28, 1982

SUBJECT: 21st Annual Bayesian Research Conference

Since this is the 21st such get-together, even old fogies like me must agree that the meeting has come of age. Surely this entitles it to indulge in an adventurous liaison. And in fact it is doing so. In concert with the School of Accounting, the Social Science Research Institute is co-sponsoring a Conference on Behavioral Accounting on February 14, 15, and 16 at USC. This memo is going to both groups. Obviously, we think it likely that some will enjoy talking decision at the Valley Hilton on the 10th and 11th, then spending a weekend in LA, and then talking behavioral accounting, an intimately related topic, on Monday through Wednesday of the following week. Lots of you, we hope.

For the Bayesian Conference, the ground rules are as usual. If you indicate on the accompanying questionnaire that you must talk or want to talk, you should assume that you are on the program unless you hear otherwise. If you check the block that says "schedule me if time permits" you should assume that you will not talk, unless you hear otherwise. We do sometimes have last minute cancellations, so bring your viewgraphs with you anyhow. As I do every year, I will rewrite the title of your talk, usually into something outlandish and unrecognizable, unless the one originally proposed at least makes me smile. Your best way of avoiding the consequences of my lack of imagination, love of puns, and generally flagging sense of humor is to give your talk a funny title yourself.

Information about how to get to the Valley Hilton is enclosed. For those flying in to Los Angeles International, you can take an airport service bus directly to the hotel. However, this bus is available only at 9:55 am. The Van Nuys Flyaway bus, which leaves LAX every half hour, terminates in Van Nuys where either a shuttle or cab can be taken to the hotel.

Our hospitality room will be Room 412; it will be open on Wednesday and Thursday nights. The registration fee this year will be \$20 per person. But, as usual, the facilities (e.g. liquids) of the hospitality room will be free, as will be the coffee during the meeting.

I hope you can respond both soon and by saying yes. In any case, please get your responses to me by January 10; late responses or late changes produce hassles with the hotel. Also, if other appropriate invitees whom I didn't manage to list occur to you, please get their names and addresses to me soon, so that I can send them invitations.

I look forward to seeing you in Room 412 of the Valley Hilton about 6:30 pm on February 9--or else in the meeting room the following morning.

To past attendees: Bear with me; this memo will be going to some new colleagues who have not seen its previous-year predecessors.

To everyone: This is an invitation to come and be a part of the 21st Annual Bayesian Research Conference. The dates are February 10 and 11, 1983; we hope that a February date will seem like an attractive one to visit Los Angeles. The place is the Valley Hilton Inn; more later about that.

The agenda is to give papers to one another, to argue a bit about research inference, evaluation, and decision processes and problems, and to hear about successes and failures in decision making system design: In recent previous years, the blend has covered both basic research and applications, with basic research perhaps somewhat more heavily represented. It has also been a rather psychologist-dominated meeting in the past; this year may be a bit different. In any case, I am confident that we will have papers on multiattribute utility, on acceptability of risks, on decision support systems, on applications of fuzzy-set ideas, and on hierarchical or cascaded inference. I am sure that some applications in auditing will be covered, and hope for applications to medicine as well. Military applications have been a relatively constant feature of these meetings, and the recent resurgence of interest in Command and Control (now renamed C³I, for Communications, Command, Control, and Intelligence) should ensure that the topic will come up. If we are lucky, we might get some applications to intelligence system problems as well.

As always, the atmosphere will be informal, the discussion will have plenty of give-and-take, and much of the serious thinking will go on in the hospitality suite in the evenings. (Yes, old attendees, I could have used "dr" instead of "th" in the previous sentence without misrepresenting past experience; the two are quite compatible.)

QUESTIONNAIRE
CONFERENCE ON BAYESIAN RESEARCH

February 10 and 11, 1983

NAME: _____

AFFILIATION: _____

PLEASE FILL OUT AND RETURN TO:

Ward Edwards, Director
Social Science Research Institute
University of Southern California
University Park - DRC 101
Los Angeles, CA 90007

RETURN BY JANUARY 10

5. Will you speak? About what?

1. Will you attend:

Yes, for sure

Yes, if I can talk my employer into financing the trip

No

6. Check one:

I must speak to have trip financed

I must speak

I would like to speak

Schedule me only if time permits

2. What accommodations would you prefer:

Valley Hilton Inn

I will make my own accommodations

7. Please add any other comments you have (Other appropriate invitees, please include address, special arrangements, etc.)

3. Valley Hilton Inn:

Single Room: \$56.00

Double Room: \$66.00

4. What nights would you like these reservations:

Wednesday and Thursday (nights of Feb. 9 and 10)

Wednesday, Thursday, and Friday (nights of Feb. 9, 10, and 11)

Thursday and Friday (nights of Feb. 10 and 11)

Wednesday night only (Feb. 9)

Other (please specify)

PLEASE NOTE THAT ONCE AGAIN IN ORDER TO HOLD BLOCK RESERVATIONS, THE QUESTIONNAIRE MUST BE RETURNED NO LATER THAN JANUARY 10. A TOTAL COUNT OF RESERVED ROOMS MUST BE GUARANTEED TO THE HOTEL TWO WEEKS PRIOR TO THE MEETING. YOUR PROMPTNESS WILL BE GREATLY APPRECIATED.

REGISTRATION FEE FOR THIS YEAR WILL BE \$20.00. PLEASE RETURN WITH THIS FORM--MAKE PAYABLE TO: Dr. Ward Edwards.

Receipts will be available at the conference.

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INVITATION TO PARTICIPATE IN CONFERENCE. . .

I shall greatly appreciate your informing me that you might like to present a paper or be a discussant on one or more of the following relevant panels:

1. "Management Science/Operations Research Applied to the Public Sector" at the April 25-27 annual joint meeting in Chicago of the Institute of Management Science and the Operations Research Society of America.
2. "Management Science with Difficult to Measure Variables" at the April 16-19 annual meeting in New York of the American Society for Public Administration.
3. "Methods of Legal Policy Evaluation" at the June 2-5 annual meeting in Denver of the Law and Society Association.

If you are interested in presenting a paper, please send a copy of the paper or as detailed a summary or abstract as you can prepare to Stuart Nagel, 361 Lincoln Hall, University of Illinois, Urbana, Illinois 61801. In choosing discussants, a preference will be shown for those whom we are not able to schedule as paper presenters, although we welcome people who would like to volunteer to be constructive critics. If we get enough good papers, we may try to develop some of them into a symposium that could be published as a special journal issue or as a book on one or more of the above topics.

I look forward to the possibility of including readers of the *Judgment / Decision Making Newsletter* on one or more of the above panels. Thank you for your help. Best wishes for the stimulus these panels may provide in encouraging more applications of rational decision making to important problems in public policy, public administration, and public law.

...Stuart Nagel

NEW AND RECENT BOOKS. . .

Note: Unless otherwise noted, the comments are from promotional literature from publishers.

Behr, R. D. and Vaupel, J. W. Quick Analysis for Busy Decision Makers.

(See review on Page 19.) New York: Basic Books, 1982. ISBN: 0-465-06787-5, \$18.95.

Minix, D. A. Small Groups and Foreign Policy Decision-Making. An investigation designed to measure, compare, and evaluate differences between individual and small group decisional units within the foreign policy process, utilizing the social-psychological findings from recent small group dynamics research to formulate a series of experiments on the degree of risk each unit would select in relation to protecting the U.S. interests in several international crises. The author's findings support the group polarization thesis found in group dynamics literature which states that groups will be more risky or more conservative depending on the cultural values imported into the group. A valuable contribution to the research on decision-making as related to a nation's foreign policy machinery.

Washington (DC): University Press of America, 1982, Pp 282. Paper, \$11.50, cloth, \$23.25.

Schoemaker, P. J. H. Experiments on Decisions under Risk: The Expected Utility Hypothesis. Contents: 1--Introduction, 2--Expected Utility Theory, 3--Alternative Descriptive Models, 4--A Positivist Test for EU Theory: Preferences for Information, 5--An Experimental Study of Insurance Decisions, 6--Statistical Knowledge and Gambling Decisions: Moments vs Risk-Dimensions, 7--Risk Taking and Problem Context in the Domain of Losses, 8--Epilogue, Appendices.

Boston: Kluwer-Nijhoff, 1980, Pp. 192. ISBN: 0-89838-035-9. Cloth, \$25.00.

Behn, Robert D. and Vaupel, James W., Quick Analysis for Busy Decision Makers. New York: Basic Books, 1982.
ISBN: 0-465-06787-5, \$18.95

From the authors' preface:

"In addition to making decision analysis available to a much wider audience, we attempt in this book to make some contributions to the field of decision theory. In reality, there are two such fields, and thus two such theories. The prescriptive theory of the mathematical field concerns how people might make better decisions. The descriptive theory of the psychological field concerns how people actually do make their decisions. In this book, we have attempted to reformulate the basic principles of mathematical decision theory and the methods for applying it in ways that mesh with what psychological decision theory tells us about human cognitive processes.

This book also attempts to define the most fundamental models of decision theory--the basic building blocks from which all the other, more complex models used in decision theory are constructed. The usual research in decision analysis has concentrated on defining more complex problems and developing new techniques (or expanding old ones) to solve such decision problems. We have attempted to move in the opposite direction--to define what features of a decision problem make it a dilemma and to codify the key steps necessary to resolve each of these basic prototypes.

Finally, this book attempts to apply decision theory to a new set of problems. Usually, the applications of decision theory have concerned problems for which it was necessary to make complex calculations from large data sets and for which there was adequate time to make such calculations. We have devoted our attention to an entirely different class of problems--ones for which either the necessary data do not exist or there is not enough time to make the requisite calculations or both. Although this class of problems contains most of the important decisions faced by executives in business and government, it has been virtually ignored in the decision analysis literature.

We believe that the prospects for better decision making depend not so much on the refinement of complex analytical techniques as on the extension of analysis to real life decision problems. That is why we have devoted our research, thinking, and writing to the quick analysis branch of decision analysis. Our objective has been to develop and explain some ideas that will be helpful to practicing decision makers and, at the same time, stimulate the thinking of decision theorists.

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