

JUDGMENT / DECISION MAKING

January 1985 **newsletter** Vol. IV, No. 1

J/DM MEETING A SUCCESS...

The annual J/DM Meeting was the biggest ever. There were 81 registered participants for the meeting in San Antonio. The organizers -- John Carroll, Eric Johnson, and Max Bazerman -- deserve a special thanks, as does Lola Lopes who did much of the recordkeeping and other essential work for the meeting. A full report on the meeting from James Shanteau begins on Page 15.

For those who like to plan ahead, the next J/DM Meeting will be held in Boston next November.

GENERAL COMMENTS...

In this issue we have something for almost everyone. There is a review by Jim Shanteau of Feather's Expectations and Actions: Expectancy-Value Models in Psychology. There is information about several meetings and announcements of positions and grant opportunities (to help pay for the meetings).

The success of the J/DM Newsletter depends upon you! We are dependent upon member contributions for each issue. If you have something to contribute, do not hesitate to send it to the editor.

Special 1985 Subscription Rates for OBHDP...

J/DM'ers may obtain a 1985 subscription for volumes 35 and 36 of Organizational Behavior and Human Decision Processes at preferential rates. The member rate is \$50.00 for the year (a savings of \$31.00). There is also a student rate of \$40.50. For subscribers outside the United States and Canada, the member rate is \$62.50 for the year, \$58.50 for students. Anyone desiring to subscribe at these rates must:

1. Write a check for the appropriate amount made out to "Academic Press - OBHDP."
2. Indicate your desired mailing address.
3. Send your check and address to James C. Naylor, Editor, Organizational Behavior and Human Decision Processes, Department of Psychological Sciences, Purdue University, West Lafayette, IN 47907.
4. These special group rates will be available for a limited time, so mail your remittance soon.

A REMINDER ABOUT J/DM SUBSCRIPTIONS...

We are now into our fourth year. Would you please check your mailing label to determine whether you have any amount due. If there is an "X" or an "R" on it, your subscription is not paid or is up for renewal.

In order to streamline our operations, all subscriptions are due on a calendar year basis. The current rate is \$5.00 (U.S.) For details, see Page 2.

Page 17 has a subscription-renewal-address change form for your convenience.

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DEADLINE FOR SUBMISSIONS FOR THE NEXT J/DM NEWSLETTER: March 8, 1985

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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 \$5.00/year. 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 \$7.00 (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.

NSF GRANTS FOR RESEARCH ON THE SOCIAL AND BEHAVIORAL ASPECTS OF
SCIENCE AND MATHEMATICS EDUCATION

Grants from the National Science Foundation for research on the teaching and learning of science and mathematics are available through the multidisciplinary Decision and Management Science Program, and other programs in the Directorate for the Biological Behavioral and Social Sciences (BBS), as well as through the newly established Directorate for Science and Engineering Education. In FY 1985, \$7,000,000 is available to support research on topics that include:

*Interactions between student representations of knowledge in a domain, and processes for acquiring new knowledge;

*Teaching and learning in specific disciplinary domains (e.g., chemistry, physics, biology, computer science);

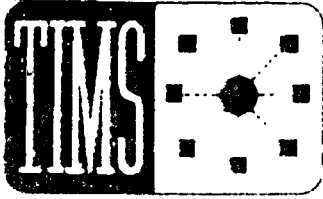
*The quality of instruction, with the eventual aim of developing better teaching techniques and materials;

*Encorporating advanced technologies, especially the computer, into science and engineering education;

*Evaluating artificial intelligence and other information processing models as a basis for improving teaching.

Research resulting from grants funded under this initiative should be clearly applicable to science and mathematics education. However, in keeping with the NSF mission, the research should address fundamental issues. For example, decision models that are based on realistic assumptions about the interdependence and instability of many social phenomena could improve the relevance of mathematics education to precollege students. (Examples are illustrative only.)

The target date for applications for Fiscal Year 1985 funds is February 1, 1985, but this initiative is expected to continue in FY 1986. Applications are prepared in accord with Grants for Scientific and Engineering Research (NSF 83-57). For more information about BBS support for research on mathematics and science education request Program Announcement NSF 84-74 from Forms and Publications, National Science Foundation, Washington, D.C., 20550 (202/357-7861). For more information about the Decision and Management Science Program contact Trudi C. Miller, Director, (202/357-7569).



Departmental Editor
DECISION ANALYSIS

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THE INSTITUTE OF MANAGEMENT SCIENCES

AN INTERNATIONAL SOCIETY TO IDENTIFY, EXTEND AND UNIFY SCIENTIFIC KNOWLEDGE PERTAINING TO MANAGEMENT

MEMORANDUM

TO: Researchers in Behavioral Decision Theory

FROM: Bob Winkler

RE: Behavioral Decision Theory in Management Science

DATE: November 8, 1984

In the past there has been some confusion as to which department in Management Science handled papers in the area broadly defined as behavioral decision theory. Papers in this area have been handled in at least three departments that I know of, and I suspect that many authors have avoided Management Science because of the lack of a coherent policy in this area.

The Editor, Don Morrison, feels that the Decision Analysis Department is the appropriate "home" for work in behavioral decision theory, and I concur. The purpose of this letter, then, is to spread the word that I am very interested in receiving first-rate papers involving behavioral aspects of decision theory and decision making. The Decision Analysis Department is fortunate to have two excellent Associate Editors with behavioral orientations, Robin Hogarth and John Payne, and other Associate Editors also have interests in behavioral decision theory.

My intent is to have a mixture of types of papers (e.g., theoretical, methodological, behavioral, applied) published under the aegis of the Decision Analysis Department. The common denominators should be high quality and a connection to decision making or decision modeling. Therefore, I hope that you'll keep us in mind when you're thinking about where to submit papers. If you have any questions, please don't hesitate to call or write.

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tenth research conference
on subjective probability,
utility and decision making



helsinki, finland

26 — 29 august

Helsinki, November, 1984

CONFERENCE NEWSLETTER TO POTENTIAL PARTICIPANTS

The Tenth Research Conference on Subjective Probability, Utility and Decision Making (SPUDM) will take place in Helsinki, Finland, August 26-29, 1985 at the Swedish School of Economics.

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 way 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 1985 conference. The conference will consist of one special lecture, 6 major (review) papers, some 40 specific papers, 6 parallel working groups, and computer program demonstration sessions as well as a tutorial on decision analysis. In addition to opportunities for informal contacts, there will also be a small social program.

Special lecture: James G. March, Stanford University: Alternative visions of how decisions happen

Major papers. These papers will be circulated before the conference to announce that the following distinguished researchers have agreed to give major papers:

Norman H. Anderson, University of California at San Diego: Psychological versus normative models in decision theory

Jay Christensen-Szalanski, University of Arizona: Towards an understanding of human judgment: Medical Pills for Psychological Ills.

Oswald Huber, University of Salzburg: Decision making as a problem solving process

Patrick Humphreys, London School of Economics and Political Science: Intelligence in decision support

Julius Kuhl, Max Planck Institute, Munich: Motivation and decision making: From cognitive algebra to human information processing

Karl-Erik Wärneryd, Stockholm School of Economics: Similarities and differences in economic and psychological approaches to the study of human behavior

Specific papers should be limited presentations to either theoretical or empirical research. A two-page summary of each paper will be pre-circulated among registered participants. A call for specific papers will be sent out to potential participants in January, 1985.

Working groups. Six different working groups are scheduled to take place in parallel sessions during three of the conference days. The general plan for these working groups is to have 1-3 short papers on the topic for the working group in each session but that most of the time should be devoted to discussion among the participants, exchange of findings, ideas and plans for future work. Working group organizers and topics are:

Ward Edwards: Structuring of decision problems in applied settings

Henry Montgomery: Design of decision problems

Bernd Rohrmann: Decision aids: Application and evaluation

Zur Shapira: Individual and organizational decision making

Heikki Summala: Application of decision theory to individual behavior in risky situations

Ola Svensson: Cognitive models of decision making

Tutorial: Larry Phillips, London School of Economics and Political Science, will give a tutorial entitled "The practice of decision analysis". This tutorial is designed to give those who have no personal experience of doing decision analysis some idea of how it is actually done.

Computer demonstrations. We are planning one or two sessions (which will be in parallel with specific paper sessions) which will be devoted to presentations and discussions of computer software for decision analysis, decision aiding, or for research on decision making. Please contact Peter Lourens who is organizing this part of the program.

Conference site. The conference will take place in the Swedish School of Economics, which is conveniently located near the city center of Helsinki.

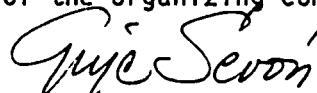
Accommodation. Participants will be accommodated in nearby hotels. We will be able to offer relatively inexpensive accommodation in a student dormitory which serves as a hotel during the summer.

Fee. The conference fee will be approximately 500 Finnish Marks. It will cover conference materials.

Further news will be communicated by way of a more definite Conference Brochure to be circulated in January, 1985.

Recipient 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 members of the organizing committee, will be given serious consideration.

On behalf of the organizing committee



Guje Sevón

RECENT DEVELOPMENTS IN MEDICAL DECISION MAKING

Journal Articles

APPLEBAUM PS, ROTH LH: Patients who refuse treatment in medical hospitals. *JAMA* 250:1296-1301, 1983. Measures the cost of refusing treatment in medical and surgical settings; identifies strains in the modern physician-patient relationship.

BALLA JI, ELSTEIN A, GATES P: Effects of prevalence and test diagnosticity upon clinical judgments of probability. *Methods Inf Med* 22:25-28, 1983. Shows that experienced clinicians rely on the prior probability of diseases and their preconceived ideas when assigning diagnoses.

BERWICK DM, THIBODEAU LA: Receiver operating characteristic analysis of diagnostic skill. *Med Care* 21:876-885, 1983. Assesses diagnostic skill of pediatricians at different stages of training; reports that clinical experience improved physicians' ability to predict chest x-ray results but not their ability to predict throat culture results.

BIENER L: Perceptions of patients by emergency room staff. Substance-abusers versus non-substance-abusers. *J Health Soc Behav* 24:264-275, 1983. Identifies predictors of clinically rewarding patient encounters; indicates that seriousness of illness was the primary predictor with non-substance-abusers and perceived cooperativeness was primary with substance-abusers.

BJERREGAARD B, BRYNITZ S, HOLST-CHRISTENSEN J, ET AL: The reliability of medical history and physical examination in patients with acute abdominal pain. *Methods Inf Med* 22:15-18, 1983. Reports that physicians disagree more on symptoms than on diagnoses; discusses why computer assistance in diagnostics is of limited value.

BLANCHARD CG, RUCKDESCHEL JC, BLANCHARD EB, ET AL: Interactions between oncologists and patients during rounds. *Ann Intern Med* 99:694-699, 1983. Quantifies interactions between patients with cancer and clinicians; reports that physicians spent more time with patients having the poorest prognosis; shows that physicians were unable to estimate accurately the specific behaviors that occurred during these interactions.

BUSHYHEAD JB, WOOD RW, TOMPKINS, RK, ET AL: The effect of chest radiographs on the management and clinical course of patients with acute cough. *Med Care* 21:661-673, 1983. Shows that chest x rays ordered by physicians improved the care of only three per cent of patients with acute coughs.

CAYTEN CG, OLER J, STAROSCIK R, ET AL: Clinical algorithms for pre-hospital cardiac care. *Med Care* 21:147-156, 1983. Evaluates algorithms for the prehospital management of cardiac arrhythmias by paramedics; recommends algorithms as an inexpensive educational aid for paramedics.

DAYRINGER R, PAIVA REA, DAVIDSON GW: Ethical decision making by family physicians. *J Fam Pract* 17:267-272, 1983. Reports on a survey of ethical problems encountered by family physicians; compares results with general practitioners and internists.

DIAMOND GA, FORRESTER JS: Clinical trials and statistical verdicts. Probable grounds for appeal. *Ann Intern Med* 98:385-394, 1983. Reanalyzes several clinical trials according to Bayes' theorem; shows important limitations of classical statistical theory in interpreting clinical trials.

DUDA RO, SHORTLIFFE EH: Expert systems research. *Science* 220:261-268, 1983. Reviews the application of artificial intelligence to medical diagnosis.

EISENBERG JM, KITZ DS, WEBBER RA: Development of attitudes about sharing decision-making. A comparison of medical and surgical residents. *J Health Soc Behav* 24:85-90, 1983. Investigates the evolution of residents' attitudes about the sharing of decision-making; shows that surgical residents change toward a more authoritarian attitude during their training; concludes that the more authoritarian attitude may reflect the task-oriented, hierarchical nature of the surgical residency.

GIVNER N, HYNES K: An investigation of change in medical students' ethical thinking. *Med Educ* 17:3-7, 1983. Investigates the effects of a humanistically oriented course on the ethical thinking of medical students.

GOLDMAN L, MUDGE GH, COOK EF: The changing "natural history" of symptomatic coronary artery disease. Basis versus bias. *Am J Cardiol* 51:449-454, 1983. Reports that attempts to compare patients from different "natural history" studies may greatly overestimate the true improvement in natural history because of lead-time bias, referral bias, and incidence-prevalence bias.

GREEN MS: Use of predictive value to adjust relative risk estimates biased by misclassification of outcome status. *Am J Epidemiol* 117:98-105, 1983. Derives exact and approximate formulae for the adjusted relative risk in terms of the predictive value of a positive test; applies these formulae to studies of coronary artery disease.

GROSSMAN RM: A review of physician cost-containment strategies for laboratory testing. *Med Care* 21:783-802, 1983. Reviews the role of the physician as a contributor to the cost of health care; examines different strategies to control costs of laboratory testing.

GUSTAFSON DH, FRYBACK DG, ROSE JH, ET AL: An evaluation of multiple trauma severity indices created by different index development strategies. *Med Care* 21:674-691, 1983. Compares the validity and reliability of three different trauma severity indices; concludes that an index based on principles of multi-attribute utility theory has several advantages and is a powerful tool for creating severity indices.

GUTTENTAG DNW, ALBRITTON WL, KETTNER RB: Daytime television viewing by hospitalized children. The effect of alternative programming. *Pediatrics* 71:620-625, 1983. Shows that alternative television programming can greatly reduce boredom and anxiety of hospitalized children.

HAYNES RB, SACKETT DL, TUGWELL P: Problems in the handling of clinical and research evidence by medical practitioners. *Arch Intern Med* 143:1971-1975, 1983. Identifies important problems in the accuracy with which clinicians collect, interpret, communicate, and apply research evidence in the care of patients; discusses how to avoid these problems.

HLATKY MA, LEE KL, BOTVINICK EH, ET AL: Diagnostic test use in different practice settings. A controlled comparison. *Arch Intern Med* 143:1886-1889, 1983. Surveys the diagnostic practices of cardiologists from different settings; shows that physicians in different practice settings recommend costly diagnostic and therapeutic methods differently, even for the same patients.

HORBAR JD: Revising ranked probabilities. A Bayesian approach to incomplete knowledge. *Comput Biomed Res* 16:367-377, 1983. Investigates how physicians can arrive at posterior rankings of disease probabilities given only rank order information about both the patients' prior probabilities of disease and the conditional probabilities of specific clinical findings.

IANSEK R, ELSTEIN AS, BALLA JI: Application of decision analysis to management of cerebral arteriovenous malformations. *Lancet* 1:1132-1135, 1983. Illustrates how decision analysis may be used to balance risks of immediate surgical mortality and morbidity against the delayed risks inherent in conservative management.

KLEIN LE, LEVINE DM, MOORE RD, ET AL: The preoperative consultation. Response to internists' recommendations. *Arch Intern Med* 143:743-744, 1983. Analyzes clinicians' responses to general medical consultations; discloses that preoperative recommendations were less likely to be followed than nonpreoperative recommendations.

KOEPSSELL TD, GURTELL AL, DIEHR PH, ET AL: The Seattle evaluation of computerized drug profiles. Effects on prescribing practices and resource use. *Am J Public Health* 73:850-855, 1983. Examines the effect of a computer generated profile of each patient's active and previously used drugs; concludes that prescribing of interacting or redundant drugs is more often due to inadequate provider knowledge than to inaccessible patient-specific drug data.

LEWIS C, LINET MS, ABELOFF MD: Compliance with cancer therapy by patients and physicians. *Am J Med* 74:673-678, 1983. Reviews the literature on cancer patients' compliance with treatment regimens.

LUDWIG D, HEILBRONN D: The design and testing of a new approach to computer-aided differential diagnosis. *Methods Inf Med* 22:156-166, 1983. Presents an algorithm for making diagnoses that accounts for the presence of conditional non-independence of observations and the presence of multiple diseases in the same patient.

MAISELS MJ, HAYNES B, CONRAD S, ET AL: Circumcision. The effect of information on parental decision making. *Pediatrics* 71:453-455, 1983. Shows that providing written information about circumcision did not alter parents' decisions to circumcise their sons.

MANU P, SCHWARTZ SE: Patterns of diagnostic testing in the academic setting. The influence of medical attendings' subspecialty training. *Soc Sci Med* 17:1339-1342, 1983. Shows that house officers supervised by generalists ordered fewer tests than house staff supervised by subspecialists; attributes this difference to post-residency training and a greater compulsion toward an exhaustive evaluation.

MARGOLIS CZ: Uses of clinical algorithms. *JAMA* 249:627-632, 1983. Describes a representative algorithm in detail; compares the clinical usefulness of algorithms with decision analyses.

MCPHEE SJ, FRANK DH, LEWIS C, ET AL: Influence of a "discharge interview" on patient knowledge, compliance, and functional status after hospitalization. *Med Care* 21:755-767, 1983. Assesses the effectiveness of a discharge interview given to hospitalized patients; suggests that effective inpatient education may require more than a discharge interview.

MÄTTERN WD, WEINHOLTZ D, FRIEDMAN CP: The attending physician as teacher. *N Engl J Med* 308:1129-1132, 1983. Identifies some of the general approaches that characterize the instruction provided by attending physicians.

MIROWSKY J, ROSS CE: Patient satisfaction and visiting the doctor. A self-regulating system. *Soc Sci Med* 18:1353-1361, 1983. Suggests that increasing the visits to a doctor produces lower patient satisfaction.

MURPHY JR: The relationship of relative risk and positive predictive value in 2×2 tables. *Am J Epidemiol* 117:86-89, 1983. Demonstrates the algebraic relationship between relative risk and positive predictive value.

NAKAO MA, AXELROD S: Numbers are better than words. Verbal specifications of frequency have no place in medicine. *Am J Med* 74:1061-1065, 1983. Reports that the degree of imprecision for adjectives used to express frequency is so great as to make their use unacceptable; suggests that verbal expressions of frequency should be eliminated from medical communication.

ORIENT JM, KETTEL LJ, SOX HC JR, ET AL: The effect of algorithms on the cost and quality of patient care. *Med Care* 21:157-167, 1983. Shows that the introduction of algorithms in an ambulatory care facility reduced diagnostic tests costs and improved the documentation in the medical records.

RICE TH: The impact of changing Medicare reimbursement rates on physician-induced demand. *Med Care* 21:803-815, 1983. Examines how changes in Medicare reimbursement rates affect the degree to which physicians induce demand for Medicare services.

ROBERTSON WO: Quantifying the meaning of words. *JAMA* 249:2631-2932, 1983. Reports that the degree of imprecision for adjectives used to express frequency is so great as to make their use unacceptable; suggests that verbal expressions of frequency should be eliminated from medical communication.

SACKS HS, CHALMERS TC, SMITH H JR: Sensitivity and specificity of clinical trials. Randomized vs historical controls. *Arch Intern Med* 143:753-755, 1983. Compares the sensitivity of historical control trials and randomized control trials; reports that historical controls have high sensitivity and low specificity, while randomized controls have low sensitivity and high specificity.

SEARS CL, CHARLSON ME: The effectiveness of a consultation. Compliance with initial recommendations. *Am J Med* 74:870-876, 1983. Reports that compliance with general medical consultations increased for severely ill patients, decreased when more than five recommendations were made, and decreased when recommendations required direct physician and nursing action.

SHARP K, ROSS CE, COCKERHAM WC: Symptoms, beliefs, and the use of physician services among the disadvantaged. *J Health Soc Behav* 24:255-263, 1983. Reports that the attitudes of less-educated people promote medical visits.

SINGER J, SACKS HS, LUCENTE F, ET AL: Physician attitudes toward applications of computer data base systems. *JAMA* 249:1610-1614, 1983. Surveys

internists and surgeons attitudes toward the use of computer data base management; reports that physicians prefer the use of computers for literature summary and patient registry over probability estimation capabilities of a computer data base.

SPIRO D, HEIDRICH F: Lay understanding of medical terminology. *J Fam Pract* 17:277-279, 1983. Examines patients' understanding of common medical terms; discusses the results in terms of patient-clinician communication and patient compliance.

THOMPSON RS, KIRZ HL, GOLD RA: Changes in physician behavior and cost savings associated with organizational recommendations on the use of "routine" chest x rays and multichannel blood tests. *Prev Med* 12:385-396, 1983. Reports on an education intervention that reduced clinicians' use of chest x rays and multichannel blood tests.

VAN BEMMEL JH: A comprehensive model for medical information processing. *Methods Inf Med* 22:124-130, 1983. Proposes a model to organize medical information systems; examines why certain computer applications are used more frequently than others.

VYDARENY KH, HARLE TS, POTCHEN EJ: An algorithmic approach to the roentgenographic evaluation of head trauma. Medical and financial implications. *Invest Radiol* 18:390-395, 1983. Devises an algorithm for the evaluation of patients with acute head trauma that achieves a financial savings of 65% without any missed pathology.

WAGNER DP, KNAUS WA, DRAPER EA: Statistical validation of a severity of illness measure. *Am J Public Health* 73:878-884, 1983. Provides statistical details on the predictive power of a severity of illness scale for intensive care unit admissions.

WARTMAN SA, MORLOCK LL, MALITZ FE, ET AL: Patient understanding and satisfaction as predictors of compliance. *Med Care* 21:886-891, 1983. Reports that compliance was found to be positively correlated with understanding of drug instructions, but negatively correlated with satisfaction with communication during the medical visit; suggests that satisfying clinician-patient interactions do not necessarily reflect effective communications about drug regimens.

WASSERMAN RC, INUI TS: Systematic analysis of clinician-patient interactions. A critique of recent approaches with suggestions for future research. *Med Care* 21:279-293, 1983. Applies communication theory to understand clinician-patient interactions.

WEINSTEIN RM: Labeling theory and the attitudes of mental patients. A review. *J Health Soc Behav* 24:70-84, 1983. Reviews studies of patients' attitudes toward the label of mental illness.

Essays

WESTGARD JO, GROTH T: A predictive value model for quality control. Effects of the prevalence of errors on the performance of control procedures. *Am J Clin Pathol* 80:49-56, 1983. Develops a predictive value model to describe the usefulness of results from quality control procedures; suggests strategies to optimize the performance of quality control tests.

WHEELER MF, WILSON LO, WILSON FP, ET AL: Algorithm-directed care by nonphysician practitioners in a pediatric population. Part II. Clinical outcomes, patient satisfaction, and costs of care. *Med Care* 21:138-146, 1983. Shows that nonphysicians' use of an algorithm for upper respiratory tract infections reduced medical costs and maintained a high level of patient satisfaction and quality of care.

WILSON FP, WILSON LO, WHEELER MF, ET AL: Algorithm-directed care by nonphysician practitioners in a pediatric population. Part I. Adherence to algorithm logic and reproducibility of nonphysician practitioner data-gathering behavior. *Med Care* 21:127-137, 1983. Shows that relatively untrained nonphysician practitioners accurately followed an algorithm for upper respiratory tract infections and made decisions that were the same as those of pediatricians.

WRAY NP, FRIEDLAND JA: Detection and correction of house staff error in physical diagnosis. *JAMA* 249:1035-1037, 1983. Shows how the number of errors in physical examinations by house staff can be reduced by attending physicians emphasizing the physical examination pertinent to the patient's main problem during rounds.

WRIGHT HJ, STANLEY IM, WEBSTER J: The assessment of cognitive abilities in clinical medicine. *Med Educ* 17:31-38, 1983. Examines whether cognitive abilities necessary for clinical practice can be reliably assessed by methods applicable to a large number of students.

YOUNG MJ, BRESNITZ EA, STROM BL: Sample size nomograms for interpreting negative clinical studies. *Ann Intern Med* 99:248-251, 1983. Provides an easy-to-use reference for ascertaining whether an apparently negative study has a sample size adequate to detect clinically important differences.

ZASTOWNY TR, ROGHMANN KJ, HENGST A: Satisfaction with medical care. Replications and theoretic reevaluation. *Med Care* 21:294-322, 1983. Reports on surveys containing measures of satisfaction conducted in community pediatrics research programs; concludes that satisfaction is a multifaceted concept related to short-term and long-term processes.

ASHTON JR: Risk assessment. *Br Med J* 286:1843, 1983. Examines the limitations of risk assessment.

BLENDON RJ, ROGERS DE: Cutting medical care costs. *JAMA* 250:1880-1885, 1983. Suggests a series of yardsticks to tract the effect of national cost-cutting efforts on personal health.

CHURCHILL LR: The place of the ideal observer in medical ethics. *Soc Sci Med* 17:897-901, 1983. Questions the use of the ideal observer in medical ethics; suggests Adam Smith's "impartial spectator" is more useful for appreciating diverse perspectives in ethical choices.

CLEMENTS CD, SIDER RC: Medical ethics' assault upon medical values. *JAMA* 250:2011-2015, 1983. Proposes that the dominant school in medical ethics has been used to subvert values intrinsic to medicine.

DAVIS JA: Ethical issues in paediatric practice. *J R Soc Med* 76:726-733, 1983. Questions whether there is an ethical crisis in medical practice.

DIAMOND GA, FORRESTER JS: Metadiagnosis. An epistemologic model of clinical judgment. *Am J Med* 75:129-137, 1983. Develops a model of judgment that views judgments as existing on three separate dimensions; applies the model to interpret a "positive" ECG test result in an asymptomatic patient.

EVANS RW: Health care technology and the inevitability of resource allocation and rationing decisions. Part I. *JAMA* 249:2047-2053, 1983. Discusses the importance of resource-rationing decisions in medical care.

EVANS RW: Health care technology and the inevitability of resource allocation and rationing decisions. Part II. *JAMA* 249:2208-2219, 1983. Proposes methods to allocate and ration health care resources.

GASPARI KC: The use and misuse of cost-effectiveness analysis. *Soc Sci Med* 17:1043-1046, 1983. Discusses the advantages and disadvantages of cost-effectiveness analysis to determine resource allocation in the health field.

GORLIN R, ZUCKER HD: Physicians' reactions to patients. A key to teaching humanistic medicine. *N Engl J Med* 308:1059-1063, 1983. Discusses how some common difficulties that arise in the clinician-patient relationship are linked to clinicians' emotional responses; describes a program of humanistic medicine.

GRIFFIN A, THOMASMA DC: Pediatric critical care. Should medical costs influence clinical decisions? *Arch Intern Med* 143:325-327, 1983. Questions whether broad theories of social justice should be applied to pediatric critical care; discusses the clinicians' conflicting roles as a gatekeeper of medical resources and as a person who tries to do everything necessary to treat a patient; proposes a general model of the clinician's role in critical care pediatric cases.

HARDISON JE: Uninformed consent and terms without definitions. *Am J*

Med 74:932-933, 1983. Suggests that patients must be given time to adjust to what is wrong with their health before their consent is meaningful; criticizes the prevalence of meaningless terms to identify a patient's health status.

KASSIRER JP: Adding insult to injury. Usurping patients' prerogatives. *N Engl J Med* 308:898-901, 1983. Questions whether decisions made for patients are always in the patients' best interests; proposes the use of decision analysis to incorporate patients' values.

KERR CP: Computers in medicine. A practitioner's comment. *JAMA* 249:2027-2028, 1983. Suggests that computers should be used for auditing a clinician's decision and not for making diagnoses.

KOPELMAN L: Cynicism among medical students. *JAMA* 250:2006-2010, 1983. Explores why medical students become more cynical than students of other professions.

LEVINE RJ: Informed consent in research and practice. Similarities and differences. *Arch Intern Med* 143:1229-1231, 1983. Surveys the differences between informed consent in research settings and in medical practice.

LEVINSON D: Information, computers, and clinical practice. *JAMA* 249:607-609, 1983. Examines why the medical profession has been slow to recognize the potential of computers.

LINCOLN TL: Medical information science. A joint endeavor. *JAMA* 249:610-612, 1983. Proposes that the products of computer science are still too immature for widespread introduction into medical practice.

LIDZ CW, MEISEL A, OSTERWEIS M, ET AL: Barriers to informed consent. *Ann Intern Med* 99:539-543, 1983. Presents several reasons why patients are not actively involved in medical decision making.

MARSHALL JR: How we measure problem-solving ability. *Med Educ* 17:319-324, 1983. Attempts to identify factors which might discredit the use of patient management problems as a measure of problem solving ability.

MARTIN AR: Exploring patient beliefs. Steps to enhancing physician-patient interaction. *Arch Intern Med* 143:1773-1775, 1983. Presents strategies to help clinicians learn about their patients' attitudes and beliefs.

MATHEWS JJ: The communication process in clinical settings. *Soc Sci Med* 17:1371-1378, 1983. Outlines characteristics of communication in clinical settings; reviews patient and practitioner studies to determine why it is difficult to exchange information in clinical settings.

PERRY C: Ethical issues in choosing treatment plans. *Am J Med* 74:725-730, 1983. Discusses the problems associated with the weighing of

treatments affecting both patient mortality and morbidity against the probability that a patient has a disease different from that being treated.

ROBERTS WN: Learning satisfying medicine. *J Chronic Dis* 36:605-608, 1983. Outlines the elements of a satisfying encounter between the patient and his clinician; describes ways to address anxiety-raising situations which can disrupt the clinician-patient encounter.

STOUDEMIRE A, RHOADS JM: When the doctor needs a doctor. Special considerations for the physician-patient. *Ann Intern Med* 98:654-659, 1983. Presents recommendations on how to care for an ill physician.

WATCHKO JF: Decision making on critically ill infants by parents. *Am J Dis Child* 137:795-798, 1983. Discusses different approaches to making decisions on the treatment of critically ill infants.

ZIPORYN T: Medical decision making. Analyzing options in the face of uncertainty. *JAMA* 249:2133-2141, 1983. Reports on the activities of the Society for Medical Decision Making.

JAY J.J. CHRISTENSEN-SZALANSKI, PH.D., M.P.H.
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EDITOR'S NOTE: Recent Developments in Medical Decision Making prepared by Dr. Christensen-Szalanski will now appear twice a year, alternating with Dr. Christensen-Szalanski's already well received reviews of Recent Developments in the Psychology of Judgment and Decision Making. The editors of **MDM** are pleased to announce that since January of 1984 Dr. Christensen-Szalanski's reviews also appear in the JUDGMENT/DECISION MAKING NEWSLETTER, reprinted from **MDM**.

LBL

Recent Articles in
The Journal of Medical Decision Making
Compiled by Jay J.J. Christensen-Szalanski

Detmer DE, Frieck C: Improved results in acute appendicitis care following areawide review. Med Decis Making 4:217-227, 1984. Presents data that show that physician self-regulation using review studies assures quality and helps contain costs of medical care.

Gray R, Begg CB, Greenes RA: Construction of receiver operating characteristic curves when disease verification is subject to selection bias. Med Decis Making 4:151-164, 1984. Proposes a method to provide an unbiased estimate of an ROC curve under biased sample conditions.

Kottke TE, Feldman RD, Albert DA: The risk ratio is insufficient for clinical decisions. Med Decis Making 4:177-194, 1984. Suggests that single measures of effect such as the risk ratio and life expectancy do not capture all the information necessary to make an informed decision.

Li T, Sherman H, Cook E, et al: The selective impact of a cardiology data bank on physicians' therapeutic recommendations. Med Decis Making 4:165-174, 1984. Reports that access to data bank information encouraged physicians toward less costly therapy.

McNeil BJ, Hanley JA: Statistical approaches to the analysis of receiver operating characteristic curves. Med Decis Making 4:137-150, 1984. Shows how to calculate confidence limits around any point on an ROC curve.

Plante DA, Zimber S, Pauker SG: A ten-year-old boy with cerebral palsy and femoral anteversion. How much does it hurt to break a leg? Med Decis Making 4:228-247, 1984. Uses decision analysis to examine whether a child should be subjected to a procedure that may diminish the disability that the child will face as an adult while at the same time increasing the risk of near-term mortality.

Thompson MB, Read JL, Liang M: Feasibility of willingness-to-pay measurements in chronic arthritis. Med Decis Making 4:195-215, 1984. Describes methods to assess patients' willingness to pay for medical treatment.

Recent Developments in the Psychology of Judgment and Decision Making, and Recent Developments in Medical Decision-Making, prepared by Jay J. J. Christensen-Szalanski, are reprinted from MEDICAL DECISION MAKING with the permission of Birkhauser Boston, Inc.

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The Journal is devoted to the analysis of decision making as it applies to clinical practice, to the establishment of health care policies, and to the administration of health care programs. SMDM annual membership dues of US \$60.00 include a journal subscription. Individual subscriptions are also available for US \$60.00. For libraries, non-SMDM members, etc., the annual subscription rate is US \$78.00.

For information concerning SMDM membership or journal subscriptions, please write to Lee B. Lusted, M.D., Editor-in-Chief, MEDICAL DECISION MAKING, Scripps Clinic & Research Foundation, 10666 North Torrey Pines Road, La Jolla, CA 92037, USA.

BOOK REVIEW...

Norman T. Feather (Ed.), Expectations and Actions: Expectancy-Value Models in Psychology. Hillsdale, N.J.: Erlbaum, 1982. \$39.95, 447 pp.

 The following comments are adapted from a review by James Shanteau and Ann R. Bristow which originally appeared in Contemporary Psychology (1983).

This edited volume contains an overview of the contributions that Expectancy-Value (E-V) models have made to psychology. As defined by Feather, the "distinctive characteristic of this class of models is their attempt to relate action to the perceived attractiveness or aversiveness of expected consequences" (p. 1). The key assumption is that "what a person does ... (bears) some relation to the expectations that the person holds and (to) the subjective value of the consequences that might occur following the action" (p. 1).

The E-V model has appeared in a variety of forms in psychology. In traditional contexts, E-V analyses can be seen in models of risk-taking behavior, level-of-aspiration theory, social-learning theory, and Tolman's approach to goal-directed behavior. In more recent contexts, E-V concepts appear in achievement motivation theory, attribution research, and the subjectively expected utility theory of risky decision making. Each of these models assume that "the behavior that occurred in a given situation could be related to a resultant that maximized the combination of expectations and subjective values" (Feather, p. 5).

The individual components within the E-V model have been referred to by a variety of names. The expectancy concept has been variously interpreted as subjective probability, expectation, and perceived likelihood. The value concept overlaps with the concepts of utility, subjective value, valence, and reinforcement value. The resultant of the two has been variously labeled as subjectively expected utility (SEU), weighted valence, resultant motivation, behavior potential, performance vector, and choice potential. This variety of terms reflects not only the ubiquitousness of the E-V approach, but also the relative isolation in which the ideas have been applied.

Book Contents

The chapters are organized into seven substantive areas: The first area includes four chapters by Atkinson, Feather, Raynor, and Kuhl on achievement motivation. The second area contains a chapter by Weiner on attribution theory. In the third area, the role of information feedback within an attributional framework is explored by Janoff-Bulman and Brickman. The fourth area contains a chapter by Rotter on extensions of the social learning theory of personality. In the fifth area, Feather presents a chapter on values and attitudes. The sixth area of the book explores the role of E-V models in organization psychology in a chapter by Mitchell. The seventh area contains three chapters (by Fischhoff, Goitein, and Shapira; Mann and Janis; and Beach and Beach) which explore current developments in the SEU model of decision making. The first and last chapters contain Feathers insights and observations on the book as a whole.

As can be seen from the contents, there is considerable variety in how E-V concepts have been used. The application of E-V concepts to three traditional areas of psychology deserves further discussion.

Achievement Motivation and Attribution Theory

E-V concepts have been central to the development of theories of social motivation. As pointed out by Kuhl, "there seems to be implicit consensus ... that E-V theory is for motivation theory what evolution theory is for biology; a firm, universally accepted foundation for all theories" (p. 125). It is interesting that Kuhl questions "whether motivation theory should confine itself to the two basic dimensions suggested by the E-V framework" (p. 126). He suggests a third dimension, action vs state orientation, to address the energizing aspect of motivation.

The applications of E-V to attribution theory seem to revolve around the question: Whose actions in what context are best predicted by which E-V model? Janoff-Bulman and Brickman, for instance, note that there are several ways to explain how people respond to failure. Specifically, attribution theory can be used as well as a learned helplessness model, dissonance theory, and research on test anxiety. To distinguish between these accounts, there is a need for greater discrimination in model analysis.

Decision Making

As reviewed in the chapter by Fischhoff, Goitein, and Shapira, there has long been an interest in probabilities and payoffs in risky decision making. Only in the past 30 years, however, have psychologists become seriously interested in decision-making processes. The initial contribution of psychologists was to propose the SEU model. As noted by Fischhoff et al., the SEU model appears at a surface level to be formally equivalent to the basic expectancy-value model. In contrast to the continuing development of E-V, however, the SEU model has remained more-or-less unchanged over the years. Of course, this has not been for lack of critical evidence; indeed, there is an impressively large catalogue of demonstrated failures of SEU.

Nonetheless, SEU has remained a dominant force in decision making for three reasons: First, there have been no widely accepted theoretical alternatives proposed for risky decision making; thus, SEU survives because of a lack of competition. Second, the SEU model has served as a convenient base for investigators interested in behavioral deviations from optimality. Third, as demonstrated in the chapter by Beach and Beach, SEU is often a useful heuristic for guiding research on applied problems.

Based on the lack of advancement of SEU, Fischhoff et al. conclude that the "story of SEU research has in some senses been a tale of deadends and hard-earned lessons" (p. 335). They go on to suggest that people may be "sensitive to factors that have no representation in SEU" (p. 322). It is precisely at this level that E-V research has much to offer. For instance, E-V researchers have conducted analyses of of past experience, response-outcome contingencies, perceived task difficulty, and so forth.

The potential value of this emphasis is nicely illustrated in the chapter by Mann and Janis. They focus on the pressure that environment and psychological stress place on the decision maker, and go on to describe five strategies for "how people actually cope with the stresses of decision making" (p. 361). Although much of this appeared in Janis and Mann's 1977 book, there are a number of recent informative examples included.

Shortcomings

E-V models have been central to research on social motivation, attribution theory, and decision making. It is important, nonetheless, to point out some of the limitations of this research. First, the application of E-V concepts in different areas has taken place in relative isolation. For instance, several social researchers have independently developed schemes for incorporating Person x Situation parameters. Moreover, research in SEU would benefit from greater awareness of such developments.

Second, these chapters share an absence of attention to individual differences, such as sex differences. In achievement motivation, for example, findings that are applicable to men have not been found to replicate with women; this finding was not cited anywhere in this volume. This failure to attend to individual differences points to the limited perspective of many E-V researchers.

Third, as demonstrated in these chapters, the E-V framework has been expanded to include a multiplicity of factors. However, the integration of these various factors was not resolved. In his discussion of the multiple-determined nature of behavior, Feather concludes: "The final action will therefore depend upon complex sets of instigating and inhibitory forces whose rules of combination have (yet) to be specified" (p. 279).

Finally, it should come as no surprise that E-V models do best in laboratory environments characterized by limited situational influences. The E-V approach has proved most successful when careful, rational thought is assumed to the precursor of behavior. Although acknowledged by Feather, this was not recognized by most of the other authors.

Final Comments

This volume provides a state-of-the art account of the varieties of E-V applications in psychology. Several of the chapters are particularly useful in summarizing previous research and/or laying out new research directions. Although few readers are likely to be attracted to all chapters, there are significant contributions in every area of the book. As such, this is likely to become the sourcebook for application of E-V models.

NOTES ON THE J/DM BUSINESS MEETING (11/11/84) . . .

From James Shanteau

A special lunch meeting was scheduled on Sunday, November 11, to discuss an unusually large number of business items. The following is a summary of the major points of discussion.

1. The Psychonomic Society will be having its 1985 meeting in Boston. But unlike previous years, the Psychonomics meeting will be held over a weekend. This creates a problem for J/DM because we have scheduled all our previous meetings on the weekend following Psychonomics. The question then was whether we should continue to tie our meeting to Psychonomics or whether we should seek our some alternate arrangement for 1985.

Several alternatives were presented: (a) J/DM could continue to meet right after (or before) Psychonomics, (b) we could connect to some other meeting, such as Mathematical Psychology, Society of Medical Decision Making, Ward Edwards' Bayesian Conference, or ORSA/TIMS, and (c) we could meet by ourselves on a campus. There was extensive discussion of the advantages and disadvantages of each of these alternatives.

The general consensus was that we should continue to schedule our meeting to follow (or precede) the Psychonomic Society meeting. Some of the arguments were as follows: (a) The officers of Psychonomics have been very cooperative in helping us set up our meetings. This has allowed us, with minimal effort, to take advantage of the same room rates, hotel fees, etc., negotiated by the much larger Psychonomics group. (b) Psychonomics has greatly expanded the number of J/DM relevant sessions within their meeting; there were three full sessions devoted to J/DM research at San Antonio. This provides an outlet for many J/DMers to present contributed papers. (c) The tie to Psychonomics emphasizes the psychological thrust of the Judgment/Decision Making Society, while at the same time allowing us to maintain our separate identity. Part of the uniqueness of the J/DM meeting, and a major reason for the founding of the group, has been its behavioral emphasis. A connection with any other group might change this emphasis. (d) There are an increasing number of psychologists and other behavioral researchers who have become interested in J/DM research. By scheduling our meeting contiguous to Psychonomics, we are encouraging interaction with mainstream experimental psychologists. (e) For financial reasons, many attendees need to attend two meetings on a single trip. And there was a strong desire to make Psychonomics the "other" meeting. (f) Officials of the Psychonomic Society have informed us that they may revert to meetings on Thursday, Friday, Saturday morning after 1985. They apparently had not realized the possible consequences of their shift in meeting days; consequently, they are reconsidering their future plans in view of the effects on other groups such as J/DM. Thus, the 1985 arrangement may be only temporary. (g) The other options did not offer the combination of advantages found by maintaining our present arrangement with Psychonomics.

2. John Carroll (MIT) volunteered to make hotel, etc., arrangements for the 1985 J/DM meeting in the Boston area. Although there was much discussion of whether we should meet before or after Psychonomics, it was decided to let John arrange the meeting in whatever way would work best.

3. Ken Hammond described an offer received from the Dean at the University of Colorado to help defray the costs of starting a new J/DM type journal. Before proceeding, however, the Dean wanted some indication of interest for such a journal.

In the discussion that followed, Jim Shanteau summarized the findings of a survey conducted prior to last year's meeting. The results revealed discontent with the overall journal situation. But, there was a near 50/50 split among respondents as to whether there should be a new J/DM journal. (Note: As a partial result of this survey, several changes have been made in OBHP, including a name change to Organizational Behavior and Human Decision Processes.)

Based on a recommendation from the J/DM Executive Board (consisting of John Carroll, John Castellan, Chuck Gettys, Lola Lopes, Gary McClelland, and Jim Shanteau), it was decided that J/DM should not become officially identified with any journal. However, a show of hands at the meeting indicated a widespread interest in the proposed new journal. The consensus was that Ken should be encouraged to proceed in his discussions with the Dean at Colorado.

4. The Executive Board announced that an effort will be made to formalize the structure of the J/DM Society. There was unanimous agreement among board members that it is necessary to replace the present ad-hoc system with something more structured. In particular, there needs to be a systematic way to pass on responsibilities so that those who work for J/DM can step down after a reasonable period of time.

Another reason to formalize is that there are financial problems, tax liabilities, etc., that may arise if we don't have any legal status. Although the earlier J/DM meetings involved very little money, the size of our yearly meeting budget has grown considerably. Yet all monetary arrangements are still handled in an informal way. In addition, the Society will be receiving additional funds from a new book (see the announcement below). The Board felt that with the increases in financial involvement of the group, it was necessary to give J/DM some legal standing.

Over the upcoming year, the Board (and any other interested members) will explore various legal organizational possibilities. In particular, the Bylaws and structures of similar groups will be examined. The goal will be to propose a formal structure for the J/DM Society at the 1985 meeting. Any suggestions or comments from J/DM members (addressed to any Executive Board member) are welcome.

5. There were several announcements about upcoming meetings. These are described elsewhere in the Newsletter.

List of cassette tapes available from J/DM meetings.

* * * 1984 * * *

- (17) Howard Raiffa's Keynote Address, "Behavioral Insights for Prescriptive Analysis," with commentaries by Gerrit Wolf and Robin Hogarth
- (16) Workshop on "Unasked Questions in Decision Research," with presentations by Terry Connolly, Kent Norman, and James Shanteau
- (15) Session on "Teaching Judgment and Decision Making," with presentations by Ken Hammond, Berndt Brehmer, Mike Doherty, Arthur Elstein, John Payne, and James Shanteau
- (14) Symposium on "Consumer Behavior," with presentations by Jay Russo, Daniel Kahneman, Richard Thaler, and Stephen Hoch
- (13) Major Address by Sarah Lichtenstein, "Comparable Worth as Multiattribute Utility," with comments by John Payne and Lola Lopes

* * * 1983 * * *

- (12) Clyde Coombs' Keynote Address, "Some Cumulative and Not So Cumulative Research on Decision Making," with Commentaries
- (11) Symposium on "Judgment Research and Psychology: What Was, Is and Will Be Unique," with presentations by Charles Gettys, Jay Christensen-Szalanski, Lola Lopes, and Robin Hogarth
- (10) Major Address by Norman Anderson, "Judgment and Decision Making as Goal-Directed Action;" comments by Jerry Busemeyer and John Carroll
- (9) Workshop on "Learning, Judgment, and Expertise," with talks by Eric Johnson, Joshua Klayman, Michelene Chi, & comments by Hillel Einhorn

* * * 1982 * * *

- (8) Kenneth Hammonds' Keynote Address, with commentaries
- (7) Symposium on "Source Credibility," with presentations by Brown Grier, Michael Birnbaum, and David Schum
- (6) Major Address by Daniel Kahneman, with commentaries
- (5) Workshop on "Development of Judgment," with talks by Jerry Busemeyer, Colleen Surber, Barbara Mellers, Gary Gaeth, and Kent Norman
- (4) Workshop on "Auditing Judgment," given by Univ of Minnesota faculty

* * * 1981 * * *

- (3) Ward Edwards' Keynote Address, with commentaries
- (2) Symposium on "History of Risk;" talks by Brown Grier & Lola Lopes

* * * 1980 * * *

- (1) Brown Grier's Keynote Address on the early history of decision making

6. Hal Arkes and Ken Hammond announced that they have nearly completed arrangements for publication of a book of readings. The book is intended for graduate-level courses and will contain a selection of significant J/DM research. The proceeds from the book will go to the J/DM Society.

Hal and Ken were congratulated for their efforts and a call was put out for others to begin work on other texts. Various possibilities included a how-to-do workbook of J/DM techniques, a book aimed at undergraduates, and books organized around specific content-area applications of J/DM techniques. Anyone interested should contact Hal or Ken for information on how they put their book together.

7. Those who contributed to the meeting and other activities of J/DM were identified and given recognition. In particular, a special thanks went to John Carroll, Max Bazerman, and Eric Johnson for organizing the excellent program at the meeting. Since John will be handling local arrangements at the 1985 meeting, Mike Birnbaum volunteered to join the program committee in organizing the next meeting.

Lola Lopes received a special thanks for her efforts in making hotel arrangements for this and previous meetings. 1984 is the last year for her involvement in making these arrangements.

The efforts of John Castellan and Gary McClelland in putting out the J/DM Newsletter were recognized. John announced that, in an effort to make the Newsletter more timely, it will come out more frequently. There continues to be a need for a greater number of submissions to the Newsletter. In response to questions from the audience, John said there will be a new Newsletter logo in 1985. Gary also pointed out the need to keep Newsletter addresses current; any changes or corrections should be sent to Gary at the University of Colorado.

FOR THOSE WHO MISSED THE CONFERENCE . . .

Cassette tape recordings are available for each of the major sessions and workshops at the 1984 J/DM meeting. In addition, selected tapes are available from previous meetings. The tapes are listed on the next page.

To obtain copies of these tapes, send \$5 for each cassette wanted to:

James Shanteau
Department of Psychology
Bluemont Hall
Kansas State University
Manhattan, Kansas 66506

Please allow 4-6 weeks for the copies to be made.

UNIVERSITY OF SOUTHERN CALIFORNIA
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(213) 743-6988

Memorandum to: Scientists and practitioners interested in Bayesian research, inference, decision making, evaluation, decision support systems, and the like

From: Ward Edwards

Date: November 20, 1984

Subject: 23rd Annual Bayesian Research Conference

This is an invitation to come and be a part of the 23rd Annual Bayesian Research Conference. The dates this year are February 14 and 15, 1985. As has been usual for some years, the place is the Valley Hilton.

Past attendees know the agenda. We will give papers to one another about research on inference, evaluation, decision processes and problems. We will talk about successes and failures in decision making system design. As usual, we will strive for a blend of basic research and applications. We will surely have papers on multiattribute utility, on risk, on decision support systems, and on inference. Recent work on multiattribute utility as an approach to conflict resolution will be presented. With luck, there will be more to say about the structuring task than has been the case in previous years. Military applications should be represented, and medical ones as well. And, once again, auditing applications will be represented.

Old hands know that the atmosphere is informal, the discussion has plenty of give-and-take, and there will be a hospitality suite for post-session deep thinking and relaxation.

Our liaison with the behavioral accounting profession is by now so well established that it isn't even an item for gossip. In concert with the Social Science Research Institute, the School of Accounting of USC is sponsoring a Symposium on Audit Judgments. This will occur on the USC campus (accommodations at the University Hilton). The accounting meeting will be prior to the Bayesian Conference -- February 12 and 13. As before, we think it likely that a number of you will want to attend both. I enclose information about the Symposium; if you want to attend, send in a registration, and if you want to speak, get in touch with Ted Mock.

Bayesian Research Conference
Page Two
November 20, 1984

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. I will, as usual, rewrite the title of your talk, in my own effort to make it amusing, unless you forestall me by doing so yourself. I urge that you do so yourself; my sense of humor can get pretty feeble after about the 15th title.

Information about how to get to the Valley Hilton is enclosed. For those flying in to Los Angeles International, the only service available is the Van Nuys Flyaway bus which leaves LAX every half hour between 5:30 AM and midnight. This bus terminates in Van Nuys where either a cab or a shuttle 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 \$25 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 come. Please let us know as soon as you can. In any case, please get your responses to me by January 23; late responses or late changes produce problems with the hotel. Also, if appropriate invitees occur to you, please either send a Xerox of this invitation to them or get their names and address 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 13 -- or else in the meeting room the following morning.

POSITIONS AVAILABLE...

Illinois

CENTER FOR DECISION RESEARCH, UNIVERSITY OF CHICAGO: The Center, which is part of the Graduate School of Business, is primarily interested in filling a position at the Assistant Professor level although outstanding senior scholars will also be considered. Whereas the Center's primary activities are in Behavioral Decision Theory, we are very interested in candidates who can provide intellectual links with areas such as cognitive science, artificial intelligence, behavioral economics, and others. Applicants should have a strong research orientation and be willing to teach and develop courses related to decision making. All interested applicants will receive serious consideration without regard to race, sex, age, religion, or national origin. Applicants should send a current vita, one written example of recent research, and the names and telephone numbers of three references. Do not send letters of reference. Send application materials to R. M. Hogarth, Center for Decision Research, University of Chicago, 1101 East 58th Street, Chicago, IL 60637. An Equal Opportunity Affirmative Action Employer.

Colorado

A senior-level, distinguished psychologist is being sought for the directorship of the Center for Research on Judgment and Policy in the Institute of Cognitive Science, University of Colorado, Boulder. The position involves appointment to a half-time research position in the Institute and, simultaneously, to a tenured academic position in the Psychology Department in the College of Arts and Sciences. A person with a national reputation and a strong and continuing record of research accomplishment is desired. The director will be responsible for the administration of a research program, for strengthening the resources of CRJP, for providing leadership and programmatic direction to other faculty in the program, and for maintaining the national prominence of the Center.

The Center for Research on Judgment and Policy is an interdisciplinary research unit concerned with the judgment and decision-making processes involved in the formation of public policy, and with developing ways to facilitate and improve the policy-making process. Research includes basic theoretical studies of judgment and decision processes, the development of techniques--such as values assessment, or the codification of judgment strategies--that can serve as formal aids to decision-making, and actual applications in policy formulation by public agencies.

Interested applicants should write to: Dr. Lyle Bourne, Chair, Department of Psychology, University of Colorado, Campus Box 345, Boulder, Colorado 80309. Please indicate the relevance of your background for the position, and include an up-to-date curriculum vita with the names of a least four persons familiar with your work.

The University of Colorado is an affirmative action/equal opportunity employer. All applications must be postmarked no later than April 1.

POSITIONS AVAILABLE (Cont)...

Virginia

POSITION FOR COGNITIVE PSYCHOLOGIST
WITH INTERESTS IN HUMAN-COMPUTER INTERACTION AND DECISION ANALYSIS

Decision Science Consortium, Inc., is a small firm specializing in decision analysis, the development of computerized decision aids, and research on human-computer interaction. In the latter area, current or recent projects include the design of systems which are personalized to cognitive styles of users, the allocation of cognitive tasks between human and computer, human factors guidelines for the design of decision aids, and principles for the display of uncertainty information. We are looking for talented experimental psychologists with an interest in research of this type in applied settings. DSC will consider filling this position at a variety of levels, including senior researcher, recent Ph.D., or junior researcher. U.S. Citizenship is required.

Contact:

Dr. Marvin S. Cohen
Decision Science Consortium, Inc.
7700 Leesburg Pike, Suite 421
Falls Church, Virginia 22043

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Send completed form and check to N. John Castellan, Jr., Editor
Department of Psychology
Indiana University
Bloomington, Indiana 47405

Copies of this page may be given to interested colleagues for their use.

FORTHCOMING MEETINGS...

The Symposium on Audit Judgment and Evidence Evaluation will be held February 12-13, 1985 at the University Hilton, Los Angeles, CA. The Symposium is sponsored by Deloitte Haskins & Sells. For information contact Ted Mock or Gary L. Hoffman, School of Accounting, University of Southern California, Los Angeles, CA 90089-1421. (213) 743-8727.

The 23rd Annual Bayesian Research Conference, (the daddy of 'em all) will be held February 14-15, 1985 at the Valley Hilton, Sherman Oaks, CA. This meeting is for scientists and practitioners interested in Bayesian research, inference, decision making, evaluation, decision support systems, and the like. For information contact Dr. Ward Edwards, Director, Social Science Research Institute, University of Southern California, Los Angeles, CA 90089-1111. (213) 743-6955. (SEE PAGE 17)

The 10th Research Conference on Subjective Probability, Utility, and Decision Making will be held August 26-29, 1985 at the Swedish School of Economics in Helsinki, Finland. (SEE PAGE 5)

The 5th International Symposium on Forecasting will be held in Montreal, Canada, June 9-12, 1985. Contact Robert Carbone, Faculty of Management, McGill University, Montreal, PQ, Canada H3A 1G5. (514) 392-4251. (SEE J/DM Newsletter, August 1984, Page 18)

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