

JUDGMENT / DECISION MAKING

EXTENDED SCHEDULE FOR 1994 MEETING

For those planning in advance, the JDM Program Committee is planning to initiate the 1994 meeting in St. Louis with an event on **Saturday evening, November 12**. Details have not been determined, but please plan on being in St. Louis by about 5 p.m. on Saturday for this event. More information about this and other plans for the 1994 meeting will follow in the next issue of the *Newsletter*.

Also, please note the Call for Participants for the **JDM Teaching Forum** on page 5 of this *Newsletter*.

OFFICER NOMINATIONS

Please use the ballot on page 3 to nominate officers for the society: for President-Elect and for the Executive Board. Daniel Kahneman, as Past President, and Barbara Mellers will be leaving the Executive Board at the end of the year. Please contribute to the nominations process and cast your ballot as soon as possible. The deadline for receipt of ballots is **August 19, 1994**.

DIRECTORY

The 1994 Directory of the Society for Judgment and Decision Making is being sent with this newsletter. Please check your entry in the directory for accuracy. If you did not receive a copy or to make any changes, please contact Irwin Levin. You can use the form on page 11 of the newsletter.

CONTENTS

From the Editor	2
J/DM Executive Board Nominations Ballot	3
J/DM Reader: Call for Suggestions	4
1994 J/DM Meeting: Teaching Forum	5
Position Announcement	6
Notices	6
Letter from the President	7
Electronic Mailing List	8
Internet Subject Cooperative	9
Dues and Journal Order Form	11
Upcoming Meetings	12

NEWSLETTER

VOL. XIII
Number 3
July, 1994

SUBMISSION DEADLINE FOR THE NEXT *J/DM NEWSLETTER*: September 2, 1994

SOCIETY FOR JUDGMENT AND DECISION MAKING

1994 EXECUTIVE BOARD

- J. Frank Yates, *President*
- Terry Connolly, *President-Elect*
- Daniel Kahneman, *Past President*
- Barbara Mellers, *1992-1994*
- Janet A. Sniezek, *1993-1995*
- Robyn M. Dawes, *1994-1996*
- Irwin P. Levin, *Secretary/Treasurer*

J/DM NEWSLETTER

Editor:

Shawn P. Curley
 Department of Info. & Decision Sciences
 University of Minnesota
 271 19th Avenue S.
 Minneapolis, MN 55455

(612) 624-6546
 FAX: (612) 626-1316

E-Mail: SCURLEY@csom.umn.edu
 CURLEY@umnacvx.bitnet

Dues, Addresses & Corrections:

Irwin P. Levin
 Department of Psychology
 University of Iowa
 Iowa City, IA 52242

(319) 335-2451

E-Mail: BLAILNWY@uiamvs.bitnet

FROM THE EDITOR . . .

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

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

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

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

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

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

Nominations for J/DM Executive Board Members

The Society bylaws provide for election of two officers each year: the President-Elect (who thereafter becomes President, then Past President, and then leaves the Board); and one member of the Executive Board (who simply serves for three years, and then rotates off). The first step in the process is the nomination of candidates for these posts. This is the task of the membership, i.e., YOU. The election ballot will be mailed to you in September.

Please take a moment to think of people that you would like to see leading our Society. You may nominate up to FIVE for the Board, up to TWO for President-Elect. Note that ex-Presidents are not eligible for reelection as President, though they may serve as Board members. (For your information, a list of the society's presidents is on page 6 of this newsletter.) Any Presidential nominations ineligible by this rule will be counted as Board nominations. Please do nominate at least a few candidates--quite modest numbers of nominations have put candidates on the ballot in past years.

Irwin Levin
 Secretary/Treasurer

Nominate up to FIVE people as candidates for the Executive Board:

1. _____
2. _____
3. _____
4. _____
5. _____

Nominate up to TWO people as candidates for President-Elect:

1. _____
2. _____

Return your nominations to:

J/DM Nominations
 c/o Irwin Levin
 Department of Psychology
 University of Iowa
 Iowa City, IA 52242

or send by e-mail:

BLAILNWY@uiamvs.bitnet

<p>NOMINATIONS MUST BE RECEIVED BY August 19, 1994</p>
--

Help Revise the Reader!

We are currently undertaking a revision of "The Reader", (aka Arkes & Hammond, (Eds.), Judgment and Decision Making: An Interdisciplinary Reader, Cambridge, 1986). Though this collection has served many of us well in introductory survey courses for seniors and beginning graduate students, it is now approaching its tenth birthday, and many of the papers it contains are showing signs of age. We solicit your ideas as to how it might be most usefully revised.

Comments and suggestions of all kinds are welcome, but we especially seek your thoughts on topics or specific papers (your own included!) you see as (a) candidates for addition, (b) candidates for removal, and (c) candidates for replacement or updating. (Citations are fine, if they are to commonly accessible journals or books, though actual reprints would be especially welcome!) We would also value any thoughts you may have on issues such as balance between theory and application, between classics and recent work, between specific results and reviews, and between depth in topics previously represented and topics that should be added. Obviously, with so many difficult balances to be struck, we cannot guarantee that we will act on every suggestion, but we will certainly consider each carefully. You might also wish to consider, in framing your suggestions, that Bill Goldstein and Robin Hogarth are putting together another reader for the series, sampling more advanced and more theory-oriented papers. We aim to connect with, but not to overlap, this volume.

As you may know, The Reader was the first fruit of the collaboration between the JDM Society and Cambridge University Press. Hal and Ken generously agreed to donate their royalties to the Society, and we intend to continue this practice. The Reader is thus something of a collective property of the Society; we invite you to contribute to its refurbishment.

Please let us hear your ideas.

Terry Connolly
Ken Hammond

Mail ideas (and article reprints, if possible) to:

Terry Connolly
MAP, BPA
University of Arizona
Tucson, AZ 85721

FAX: (602) 621-4171
Email: connolly@ccit.arizona.edu.

JDM 1994--TEACHING FORUM--CALL FOR PARTICIPANTS

One of the major goals of the JDM Society is the promotion of the teaching of judgment and decision making to undergraduate and graduate students in psychology, business, economics, and other areas. JDM Society members can help one another and the field of JDM by sharing ideas and materials for teaching. To facilitate this exchange of ideas, the program committee will again be sponsoring a Teaching Forum at the upcoming annual meeting in St. Louis.

Participating in the Teaching Forum is easy, and we encourage contributions from anyone who teaches courses or parts of courses dealing with JDM topics.

We will provide Teaching Forum participants with poster space for displays and designated times for demonstrations (e.g. of software). Contributions will be listed in the program, in a style parallel to that used for research posters.

Contributions may take various forms:

- You can prepare a poster, similar to a JDM research poster (please bring 25 copies of your materials to hand out, too).
- You can bring software for live, hands-on demonstration (we will endeavor to have an IBM and a Mac available)
- You can merely post a brief one-paragraph description of what you have (in **large print** for easy viewing), and promise to bring 25 copies with you to St. Louis to hand out.

A suitable contribution could be

- A course syllabus / reading list
- A teaching note describing an exercise or a way of explaining or illustrating a principle
- A case to use as the basis for class discussions
- Computer software -- descriptions and/or demonstrations
- Anything else that other teachers of JDM might find useful

Contributions will also be made available by mail after the meetings. In past years, there have been up to 100 post-meeting requests. **We know you have something your fellow JDMers can use!**

Please return the form below, by **FRIDAY, SEPTEMBER 9.**

To: **JDM Teaching Forum, c/o J. Frank Yates, Dept. of Psychology, University of Michigan
330 Packard Rd., Ann Arbor, MI 48104-2994
FAX: 313/763-7480 E-mail: j.f.yates@umich.edu**

From: Name: _____ E-mail: _____

Address _____

Phone: _____

I would like to make the following type(s) of contribution(s):

- A poster (up to 4 by 8 ft. space), plus handouts
- Post a title and brief summary only, and bring 25 handouts
- IBM Software demo Mac software demo

Please attach a page with title and about a 50-word description of each contribution (for the program listing) and, if available now, a copy of the written materials you plan to present.

POSITION AVAILABLE**CARNEGIE MELLON UNIVERSITY****Head, Department of Social and Decision Sciences**

Applications are invited. The Department is a strong research and teaching center with both graduate and undergraduate programs and is located in the College of Humanities and Social Sciences. The current faculty (15 FTE) have backgrounds in economics, history, information systems, political science, psychology and sociology. Major research areas include behavioral decision theory, organizational behavior, and technological change. Candidates should be recognized scholars of professorial rank or equivalent with demonstrated administrative experience. They should have the intellectual breadth and openness needed to understand and nurture the diverse talents in the department and the initiative to leverage its strengths. Applications will be accepted at least until October 15, 1994. Carnegie Mellon is an EO/AA/ADA employer. To apply send a letter containing names of three references and a current curriculum vitae to Chair, Search Committee, Department of Social and Decision Sciences, Carnegie Mellon University, Pittsburgh, PA 15213.

SOFTWARE SURVEY

In the April 1993 issue of *OR/MS Today*, a joint publication of ORSA and TIMS, Dennis Buede surveyed a number of decision analysis software packages. This survey has been updated in the June 1994 issue of *OR/MS Today*. Dennis presents information for 30 titles of decision analysis software. (The article is NOT a review.) Those who are interested but are not members of ORSA/TIMS might contact Dennis who is a member of the J/DM Society. His address: Dennis M. Buede, Department of Systems Engineering, George Mason University, Fairfax, VA 22030-4444, <dbuede@sitevax.gmu.edu>.

PRESIDENTS*Society for Judgment and Decision Making*

James C. Shanteau	1986-1987
Kenneth R. Hammond	1987-1988
Robyn M. Dawes	1988-1989
Lola L. Lopes	1989-1990
Baruch Fischhoff	1990-1991
Robin M. Hogarth	1991-1992
Daniel Kahneman	1992-1993
J. Frank Yates	1993-1994
Terry Connolly	1994-1995

From the President

Colleagues:

Much of the judgment and decision literature is published in authored or edited books. My impression is that, for various reasons, this mode of publishing is becoming increasingly popular. One problem this poses is that books and book chapters are harder for researchers to find than are journal articles. For instance, I have never seen an index for book chapters, and publishers have told me that no such index exists. This limited accessibility is hard on both readers and authors. Readers miss the opportunity to learn from scholarship that could advance their own work. (I have often stumbled on highly insightful book chapters solely by chance, and have been left wondering how many equally good chapters I have missed.) And many chapter authors are disappointed that their contributions enjoy less visibility than they should.

I am delighted to announce that, to address this access problem, the Society is offering a new initiative, an electronic "SJDM Book and Chapter Index." Alan Cooke and Alan Schwartz at Berkeley have generously volunteered to manage the network aspects of this new service. Paul Price of Michigan has been kind enough to serve as the moderator or "editor" of the index. In the next Newsletter, Paul, Alan, and Alan will give you details about how you can use the index as well as contribute entries. (We anticipate that the SJDM membership will be a major source of the items that will comprise the index.) In its essentials, however, the index will work much the way typical journal indexes do, e.g., the American Psychological Association's PsychINFO, except that you will be able to gain access to it via regular electronic mail connections. That is, the index will describe authored and edited books about all aspects of judgment and decision behavior. This includes books produced by standard publishing houses as well as conference proceedings and book-length technical reports. The index will also list judgment and decision chapters, not only from books devoted to our field exclusively, but to more general topics as well, e.g., cognitive psychology, artificial intelligence, or behavioral economics. Besides citations, listings will include brief abstracts, access information (e.g., persons to contact for copies of proceedings and technical reports), and keywords that can be used for searches.

I am very excited about this new index. There is every reason to expect that, in its own small way, the SJDM Book and Chapter Index will prove to be a significant tool in efforts to advance our understanding of judgment and decision behavior.

All the best,

J. Frank Yates
Judgment and Decision Laboratory
Department of Psychology
University of Michigan
330 Packard Road
Ann Arbor, MI 48104-2994

J.FRANK.YATES@ um.cc.umich.edu
fax: 313-763-7480
phone: 313-763-2092

SJDM ON-LINE

The following electronic services are currently available to all society members. In addition, see page 7 of this newsletter for information about an upcoming Book and Chapter Index.

Electronic Mailing Lists

Response to the electronic mailing lists set up last month has been tremendous. There are currently 83 subscribers to the JDM-SOCIETY mailing list, and another 56 subscribers to the JDM-GRADS mailing list. Both lists have received a fair amount of traffic, and after fixing a few bugs, both are now serving as an easy means of communicating hot results and burning questions. These mailing lists allow a person to send e-mail to all of the current subscribers of the list with just one e-mail message.

There are two different mailing lists: One is for graduate students interested in J/DM named

jdm-grads@mellers1.psych.berkeley.edu

and one is for the members of the society in general, named

jdm-society@mellers1.psych.berkeley.edu

Graduate students interested in receiving J/DM e-mail should subscribe to the first list. All other people interested in receiving Society e-mail should subscribe to the second list.

Subscribing is easy. Just send e-mail to the following address:

listproc@mellers1.psych.berkeley.edu

The e-mail does not need to have a subject. It only needs to have the following line somewhere in the body of the message:

subscribe mailing-list YOUR FULL NAME

where *mailing-list* is either **jdm-society** or **jdm-grads**, depending on the list to which you are subscribing. Subscription occurs automatically and will be verified by an e-mail welcoming you to the list and telling you how to do additional mailing list functions. To cancel your subscription to the list, send to <listproc@mellers1.psych.berkeley.edu> the following message:

unsubscribe mailing-list YOUR FULL NAME

You need not contact us unless you have questions or problems.

It is easy to send mail to each other. Just send the e-mail that you want posted to the relevant mailing list. (You need not be subscribed to the list to send mail to it.) It will automatically be sent to all current subscribers of the list. The list JDM-GRADS is a sublist of the JDM-SOCIETY mailing list, so grads will receive all society mailings. If a message is posted to JDM-GRADS, however, only the subscribers to JDM-GRADS will receive the mailing.

One note of caution: People replying to mail sent through the mailing lists should be careful to reply in the appropriate manner. Replies may be sent to either the original sender only, or to all members of the list. Please be careful when replying to list mail, and make certain that your reply will be sent to the appropriate recipients. Initially, there was a bug in the setup of the mailing lists such that all replies were sent to all of the list subscribers. This problem has been fixed. Here is a list of how some of the more popular mail programs work:

elm: Press 'r' to reply to the sender, 'g' to reply to the group

pine: Press 'r' to reply. The program will prompt you as to whether you want to reply to all recipients.

UNIX Mail: Press 'r' to reply to the sender, and 'R' (upper-case r) to reply to the group.

CMS Mail: Edit the "To:" line to send to either the sender or the mailing list.

If you have questions, or your preferred mail program is not included in this list, contact your local systems administrator.

We are interested in feedback from subscribers. What problems have you encountered? What are the good and bad features of the mailing lists? What ideas do you have for electronic services for the Society? You can contact us at the following addresses:

Alan Schwartz

alansz@cogsci.berkeley.edu

Alan Cooke

acooke@garnet.berkeley.edu

Internet Subject Cooperative

Following a proposal by Gerhard Holt and after some discussion over the electronic mailing list, I have volunteered to moderate an Internet Subject Cooperative. The idea is for researchers to fill out each other's questionnaires and surveys, for pilot studies or real data. Initially, it will be for members of the JDM list. In explaining how it works, I will speak of "members" of the cooperative group. Each member is a subject and a researcher.

1. Members will send questionnaires to me by email. If the questionnaire has more than one form, I will divide up the forms among the members without bias. (I will keep the list in order of volunteering, then allocate forms alternately, occasionally rearranging the list haphazardly.) I will send the questionnaires to the members by email.

2. Questionnaires should be returned to their designers, not to me (although I will deal with errors). Thus, I will not keep track of who responds, and I will require that a RETURN ADDRESS be included in each questionnaire. This is the largest departure from Gerhard's original idea, but anything else is just too much work for me. I hope that the cooperative spirit will keep the thing going without explicit enforcement. I can monitor general compliance if you tell me how many responses you get.

3. I will keep the list of members just as a simple list of addresses. Thus, I cannot deal with notes like "in August, I can be reached only at clavus@moon.mil."

4. This list will be confidential, EXCEPT that I do not promise to keep it forever, and I will turn it over to anyone who wants to take over as moderator (especially if they are able to improve on my methods), and:

5. If this plan is at all successful, I may want to expand it by joining together with other groups aside from JDM members, e.g., readers of sci.psychology.research, or readers of such local newsgroups as upenn.psych.general. I will send notices of such mergers either to the jdm list or to all the members, but I will not wait forever for people to object and ask that their names be removed. I assume that there will be few such objections anyway. (Conversely, if the plan fails, e.g., because only 5 people volunteer by the end of June, or if it is too much work, I will notify the members that I am giving up.)

6. I ask that each questionnaire indicate at the beginning the NUMBER OF QUESTIONS. (I have found this to be helpful in reducing the number of missed items.) Members should feel obliged to fill out all short questionnaires, but their degree of felt obligation should fall off as the length increases. Questionnaires with different forms should ask respondents to IDENTIFY THE FORM in some way. Also, remember that something that looks like an ordinary printed questionnaire is not necessarily the easiest thing to fill out in emacs: for example, "___" for responses is pretty useless. (I put things in CAPS when an answer is required.) Finally, please include a DUE DATE.

7. I remind all members that questionnaires sent out on the Internet are usually subject to approval by institutional review boards for protecting human subjects. Members are responsible for securing such approval for their own studies. I will do it only for my own. I will also reserve the right to return questionnaires that seem to me to be inappropriate in some way, although I cannot now imagine what that would be. (Try not to think too hard about it.)

If you are interested, just send me a message saying so. No need for any particular format. All I will keep is your email address. If you send me a questionnaire and you are not on the list, that will get you on it. Let's hope this works. It will not only be a good source of data (at least for those, like me, who think that researchers are people too) but also a good way of starting discussions of research issues.

Jon Baron

DUES AND JOURNAL SUBSCRIPTIONS

You can now pay your membership dues and order the journals *Organizational Behavior and Human Decision Processes* and the *Journal of Behavioral Decision Making* using the single form below. If you want to subscribe to either journal for 1994, just check the appropriate space(s) below. **Do NOT send your journal fees, you will be billed for the amount by the publishers. Please DO send your Society membership dues.**

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

If your label shows "1994" or later, you are fully paid. THANK YOU!

If it is "1993" then you owe dues of \$20 for 1994.

If it is "1992" or "1991" then you owe back dues (\$20 per year) and \$20 for 1994. Please act soon, or you will be dropped from the mailing list.

Members residing outside the United States who incur expenses in getting checks written in U.S. funds have the privilege of paying in advance for multiple years. The label date should indicate if you have done this. Members residing in countries where getting checks written in U.S. funds is impractical or illegal may apply to the Society for a free membership. Such members will find a "*" next to their names on the label. Also note that for an additional \$10 per year, non-US subscribers can have the newsletters sent letter class (instead of as printed matter). To obtain this service, add \$10 for each year of dues and briefly note this on your dues form.

SOCIETY FOR JUDGMENT AND DECISION MAKING: DUES/ADDRESS CORRECTION/JOURNAL ORDERS FORM

Name _____ Phone _____

Address _____ EMAIL _____

City _____ State _____ ZIP _____

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

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

1994 Dues:
Member \$20
Student \$5*

*Students must have endorsement of a faculty member:

Faculty Signature: _____ Date: _____

Printed Name: _____ Institution: _____

I wish to subscribe to the following for 1994:

[The journal will bill you later for the price of subscription at the special Society rates shown]

_____ *Organizational Behavior and Human Decision Processes* (12 issues, \$112 US & Canada, \$135 elsewhere)

_____ *Journal of Behavioral Decision Making* (4 issues, \$65)

SOME UPCOMING MEETINGS

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

Society for Medical Decision Making: will be at the Marriott Society Center, Cleveland, OH, October 16-19, 1994. For information contact: Maria Gorrick, Society for Medical Decision Making, George Washington Univ, Office of CME, 2300 K St., NW, Washington, DC 20037, (202) 994-8929, <smdm-office@camis.stanford.edu>

ORSA/TIMS: Joint national meeting will be at the Westin Renaissance Center, Detroit, MI, October 23-26, 1994. For information contact: Kenneth Chelst, Wayne State Univ, Detroit, MI 48202

Society for Computers in Psychology: will be at the Adam's Mark Hotel, St. Louis, MO, November 10, 1994. Typically the program includes papers, symposia, and tutorials dealing with the use of computers in all areas of psychology including research, education, clinical practice, and industry. For information contact: Robert Allan, Dept of Psych, Lafayette College, Easton, PA 18042, (610) 250-5291, <ar#5@lafibm.lafayette.edu>

The Psychonomic Society: will be at the Adam's Mark Hotel, St. Louis, MO, November 11-13, 1994. For information contact: Randi C. Martin, Dept of Psych, P.O. Box 1892, Rice Univ, Houston, TX 77251-1892, (713) 527-8101 ext. 3417, <rmartina@RICEVM1.rice.edu>

Judgment/Decision Making Society: will be at the Adam's Mark Hotel, St. Louis, MO, November 12-14, 1994.

JIDM NEWSLETTER

Department of Information & Decision Sciences
Carlson School of Management
University of Minnesota
271 19th Avenue S.
Minneapolis, MN 55455