

JUDGMENT / DECISION MAKING

NEW MEMBERSHIP DATABASE . . .

J/DM members' names and addresses have been transferred to a new database which should enable the society to keep better records and serve its members better. This issue of the *J/DM Newsletter* is the first one mailed using the new database. As a result, there may be some errors in names and addresses. We ask that you please take a few moments to check your mailing label carefully for accuracy. If any corrections are necessary, send them to Terry Connolly. (See Page 2 for his address.) We are likely to resume bulk mailing of the newsletter and bulk mail is neither forwarded nor returned.

SUBMISSION DEADLINE FOR J/DM MEETING NEARS . . .

The 1991 J/DM Meeting will be held in San Francisco, November 24-25. On Page 9 you will find a copy of the general call for submissions. The deadline is July 1. You are encouraged to participate in the annual meeting. The Program Committee members are Colin Camerer, Reid Hastie, George Lowenstein (Chair), and Barbara Mellers.

POSTER SESSION DEADLINE FOR J/DM MEETING . . .

This year we will repeat the successful Sunday evening poster session. Presentations on all aspects of Judgment and Decision Making are welcome. At least one of the authors of each poster presentation must be a member of the Society. The required application form is on Page 10 of this issue of the Newsletter. The deadline for receipt is Monday, July 1, 1991.

ERRATA . . .

Two misprints have been reported in the March 1991 *J/DM Newsletter*. The US subscription rate to *Behavioral Decision Making* was in error. The correct information is included in the announcement which we are reprinting on Page 12 of this issue. In *Recent Developments...* the wrong journal was listed for the Lopez, SR. "Patient Variables..." The journal should be *Psychological Bulletin*, 1989;106;184-203. (We're sorry about the errors but are delighted to know that it is read!)

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SUBMISSION DEADLINE FOR THE NEXT J/DM NEWSLETTER: July 15, 1991

BEHAVIORAL
DECISION
MAKING

Vol. X

Number 2

JUNE 1991

SOCIETY FOR JUDGMENT AND DECISION MAKING

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J/DM NEWSLETTER

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FROM THE EDITOR. . .

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 However, we do not publish substantive papers.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

There are few ground rules for submissions. 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 8½ by 11 paper. If possible, use a carbon or film ribbon. Please mail flat -- do not fold. A better alternative is to submit your contribution via EMAIL.

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

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

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Mailing Labels: Some readers may wish to sent reprint lists or other material to people listed in the directory. Contact Terry Connolly for details.

Electronic Mail: The editor may be reached through BITNET at "castellan@IUBACS." [Some users may find it either necessary (or more convenient) to address the editor using only the first 8 characters (castella).] BITNET addresses also can be reached from most of the university and research networks.

J/DM Electronic Mail Directory: The Society maintains an EMAIL directory. To add your name to the *J/DM Electronic Mail Directory* (or to receive a copy of the electronic directory) contact Terry Connolly.

Recent Developments in the Psychology of Judgment and Decision Making

Compiled by JAY CHRISTENSEN-SZALANSKI, PhD, MPH

ANDERSON NH, Zalinski J. Functional measurement approach to self-estimation in multiattribute evaluations. *J Behav Decis Making*. 1988;1:191-221. Uses cognitive algebra to measure self-estimation evaluations.

ARKES HR, Hackett C, Boehm L. The generality of the relation between familiarity and judged validity. *J Behav Decis Making*. 1989;2:81-94. Concludes that familiarity is a basis for the judged validity of statements.

AYTON P, Hunt AJ, Wright G. Psychological conceptions of randomness. *J Behav Decis Making*. 1989;2:221-38. Critiques the concept of randomness as it occurs in the psychological literature; argues that observed biases may be an artifact of experimental situations.

BALZER WK, Doherty ME, O'Connor R Jr. Effects of cognitive feedback on performance. *Psych Bull*. 1989;106:410-33. Reviews the effects of cognitive feedback on multiple measures of performance.

BEACH LR, Strom E. A toadstool among the mushrooms: screening decisions and image theory's compatibility test. *Acta Psych*. 1989;72:1-12. Suggests that people regard an option as acceptable if its various criteria exceed a threshold level of acceptability.

BECKER JL, Sarin RR. Decision analysis using lottery-dependent utility. *J Risk Uncertain*. 1989;2:105-17. Shows how the lottery-dependent expected utility model can be used in decision analysis.

BETTMAN JR, Johnson EJ, Payne JW. A componential analysis of cognitive effort in choice. *Organ Behav Hum Decis Proc*. 1990;45:111-39. Suggests that the cognitive effort required to use a decision strategy is a weighted sum of elementary information processes.

CAMERER C, Kunreuther H. Experimental markets for insurance. *J Risk Uncertain*. 1989;2:265-300. Reports that subjects seem to realize that losses are statistically independent in insurance markets.

CARLSON BW, Yates JF. Disjunction errors in qualitative likelihood judgment. *Organ Behav Hum Decis Proc*. 1989;44:368-79. Provides support for a signed combination model of qualitative likelihood judgment.

CREYER E, Bettman JR, Payne JW. The impact of accuracy and effort feedback and goals on adaptive decision behavior. *J Behav Decis Making*. 1990;3:1-16. Examines the impact of accuracy feedback and effort feedback on decision processes.

DUBE-RIOUX L, Russo JE. An availability bias in professional judgment. *J Behav Decis Making*. 1988;1:223-37. Concludes that availability is a major cause of the underestimation bias.

EISENHARDT KM. Making fast strategic decisions in high-velocity environments. *Acad Manage J*. 1989;32:543-76. Observes that fast decision makers use more information and develop more alternatives than do slow decision makers.

EREV I, Cohen BL. Verbal versus numerical probabilities: ef-

iciency, biases, and the preference paradox. *Organ Behav Hum Decis Proc*. 1990;45:1-18. Observes no difference between the efficiencies of verbal and numerical assessments.

FISHBURN PC. Retrospective on the utility theory of von Neumann and Morgenstern. *J Risk Uncertain*. 1989;2:127-58. Clarifies aspects of von Neumann and Morgenstern's conception of utility.

GARLING A. Parents' heuristics for judging children's accident risk. *Scand J Psych*. 1989;30:134-45. Observes no relationship between judged likelihood of an accident and the number of such incidents that could be recalled by mothers.

HA Y-W, Hoch SJ. Ambiguity, processing strategy, and advertising—evidence interactions. *J Cons Res*. 1989;16:354-60. Investigates how ambiguity of the evidence influences the interpretation of the evidence.

HENDRICKX L, Vlek C, Oppewal H. Relative importance of scenario information and frequency information in the judgment of risk. *Acta Psych*. 1989;72:41-63. Observes that the presentation of possible ways in which an activity might lead to an accident influences subjects' perceived riskiness of the activity.

HOGARTH RM, Kunreuther H. Risk, ambiguity, and insurance. *J Risk Uncertain*. 1989;2:5-35. Observes that the Einhorn-Hogarth model of ambiguity accounts for how people price insurance premiums.

KAPLAN MF. Judgments of murder mysteries as a means of studying juror cognition. *Basic Appl Soc Psych*. 1989;10:299-310. Observes that people are more affected by motives than by abilities and use simpler strategies in combining evidence than they claim.

KRUGLANSKI AW. The psychology of being "right": the problem of accuracy in social perception and cognition. *Psych Bull*. 1989;106:395-409. Outlines a conceptual framework for the study of human accuracy.

KUHN D. Children and adults as intuitive scientists. *Psych Rev*. 1989;96:674-89. Suggests that processes of scientific thinking differ in children, lay adults, and scientists.

LIPSHITZ R. "Either a medal or a corporal": the effects of success and failure on the evaluation of decision making and decision makers. *Organ Behav Hum Decis Proc*. 1989;44:380-95. Examines how people's evaluation of a decision process are affected by the quality of the outcome resulting from the decision.

LORD RG, Maher KJ. Alternative information-processing models and their implications for theory, research, and practice. *Acad Manage Rev*. 1990;15:3-28. Develops a taxonomy of information-processing models.

MAZEN AM. The moderating role of social desirability, age, and experience in human judgment: just how indirect is policy capturing. *Organ Behav Hum Decis Proc*. 1990;45:19-40. Discusses the effect of social desirability on policy-capturing techniques.

Recent Developments. . . (continued)

MCGILL AL. Context effects in judgments of causation. *J Pers Soc Psych*. 1989;57:189-200. Hypothesizes that causal explanations for an event vary as a function of the causal background against which the event is considered.

McKIRNAN DJ, Peterson PL. AIDS-risk behavior among homosexual males: the role of attitudes and substance abuse. *Psych Health*. 1989;3:161-71. Reports that fear of future exposure and perceived control over behavior are strongly related to behavioral changes among male homosexuals.

MİYAMOTO JM, Eraker SA. Parametric models of the utility of survival duration: tests of axioms in generic utility frameworks. *Organ Behav Hum Decis Proc*. 1989;44:166-202. Formulates and tests axiomatic characterizations of power and exponential utility models.

NELSON TO. Comparable measurement scales in task-comparison experiments. *J Exp Psych (General)*. 1990;119:25-9. Illustrates advantages of comparable measurement scales for task-comparison experiments.

NORMAN GR, Brooks LR, Allen SW. Recall by expert medical practitioners and novices as a record of processing attention. *J Exp Psych (Learn)*. 1989;15:1166-74. Concludes that intentional memory is a misleading measure of expertise.

O'KEEFE MK, Nesselhof-Kendall S, Baum A. Behavior and prevention of AIDS: bases of research and interventions. *Pers Soc Psych Bull*. 1990;16:166-80. Reviews social psychological research that has implications for the prevention of AIDS.

PENNINGTON N, Hastie R. Practical implications of psychological research on juror and jury decision making. *Pers Soc Psych Bull*. 1990;16:90-105. Reviews behavioral science research on jurors and jury decision making.

PETERS JM, Lewis BL, Dhar V. Assessing inherent risk during audit planning: the development of a knowledge based model. *Account Organ Soc*. 1989;14:359-78. Presents a model of inherent risk assessment by auditors.

POLISTER PE. Cognitive guidelines for simplifying medical information: data framing and perception. *J Behav Decis Making*. 1989;2:149-65. Describes psychological guidelines for simplifying medical information.

RAPOPORT A, Eshed-Levy D. Provision of step-level public goods: effects of greed and fear of being gyped. *Organ Behav Hum Decis Proc*. 1989;44:325-44. Finds that both greed and fear motivate noncooperative behavior.

SAILE H, Burgmeier R, Schmidt LR. A meta-analysis of studies on psychological preparation of children facing medical procedures. *Psych Health*. 1988;2:107-3. [Commentary and reply follow—Eiser, C. Do children benefit from psychological preparation for hospitalization. *Psych Health*. 1988;2:133-8. Saile H, Burgmeier R, Schmidt LR. Under what conditions do children benefit from psychological preparation for medical procedures. Comment on Eiser's critique. *Psych Health*. 1989;3:143-4.] Reports that preparation measures have a larger effect size when they are done in conjunction with major medical operations, series of treatments, or children in poor health.

SCHOEMAKER PJH. Preferences for information on probabilities versus prizes: the role of risk-taking attitudes. *J Risk Uncertain*. 1989;2:37-60. Reports that subjects appear to use probability in a nonlinear manner and attend to second-order probability.

SCHKADE DA, JOHNSON EJ. Cognitive processes in preference reversals. *Organ Behav Hum Decis Proc*. 1989;44:203-31. Conducts process-tracing techniques to examine the cognitive mechanisms behind preference reversals.

SCHUM DA. Knowledge, probability, and credibility. *J Behav Decis Making*. 1989;2:39-62. Uses cascaded inference to study the perceived credibility of evidence.

SCHWARTZ JP, NORMAN KL. Separating cue relevance from cue importance within models of judgment and decision making. *Organ Behav Hum Decis Proc*. 1989;43:355-84. Applies information integration theory to separate the effects of cue relevance from cue importance.

SHILOH S, Saxe L. Perception of risk in genetic counseling. *Psych Health*. 1989;3:45-61. Indicates that subjective interpretations of recurrence risks are better predictors of people's reproductive intentions than the "objective" risks.

SNIEZEK JA, Henry RA. Revision, weighting, and commitment in consensus group judgment. *Organ Behav Hum Decis Proc*. 1990;45:66-84. Observes that group judgments were more accurate than individual judgments.

SONDAK H, Bazerman MH. Matching and negotiation processes in quasi-markets. *Organ Behav Hum Decis Proc*. 1989;44:261-80. Concludes that negotiators deviate from rationality when deciding with whom to negotiate.

SWANN WB JR, Pelham BW, Krull DS. Agreeable fancy or disagreeable truth? Reconciling self-enhancement and self-verification. *J Pers Soc Psych*. 1989;56:782-91. Considers how conflicting motives to obtain good news vs accurate news interact to control behavior.

TAYLOR SE. Health psychology. The science and the field. *Am Psych*. 1990;45:40-50. Reviews scientific and professional trends in the field of health psychology.

THURING M, Jungermann H. The conjunction fallacy: causality vs. event probability. *J Behav Decis Making*. 1990;3:61-74. Suggests that a mental model be used to examine causal reasoning processes.

TINDALE RS. Group vs. individual information processing: the effects of outcome feedback on decision making. *Organ Behav Hum Decis Proc*. 1989;44:454-73. Observes that the amount of feedback affects individuals differently than groups.

VISCUSI WK. Prospective reference theory: toward an explanation of the paradoxes. *J Risk Uncertain*. 1989;2:235-64. Develops a variant of expected utility called prospective reference theory.

YORK KM. Defining sexual harassment in workplaces: a policy-capturing approach. *A Manage J*. 1989;32:830-50. Examines equal employment opportunity officers' judgments of sexual harassment.

1992 AUDIT JUDGMENT SYMPOSIUM. . .

CALL FOR PAPERS

THE TENTH ANNUAL USC/D&T AUDIT JUDGMENT SYMPOSIUM
AUDIT JUDGMENT RESEARCH: PROGRESS AND PROSPECTS

On February 17 & 18, 1992, the Center for Accounting Research at USC will host the 10th annual Audit Judgment Symposium. The symposium, which is supported by a grant from the Deloitte & Touche Foundation, will consider research which focuses on cognitive and decision support aspects of audit judgment research. For our tenth symposium, we are particularly interested in the progress (or lack of progress) which has occurred and prospects for research concerned with auditor judgment. As has been our tradition, we are interested in behavioral science, cognitive science, artificial intelligence, and expert systems research. Papers of particular interest this year might evaluate research developments over the last ten years and research prospects for particular lines of audit judgment research such as audit risk models, group decision-making, expertise, and particular methodological approaches.

This symposium will again be on the Monday and Tuesday following the Bayesian conference. Please contact Ward Edwards for details on the 1992 Bayesian Conference.

SUBMISSION DEADLINE:

Completed papers submitted for the plenary sessions of the 10th Symposium must be received by October 1, 1991. Work in progress and suggestions for panels also will be considered. Thus, anyone interested in participating in the Symposium should send a copy of their paper, abstract, or presentation idea by **October 1, 1991** to:

Professor Theodore J. Mock
Center for Accounting Research
School of Accounting
University of Southern California
Los Angeles, CA 90089-1421

(213) 740-4861
(213) 747-2815 (FAX)

NEW SPECIAL INTEREST GROUP. . .

A new Interest group called "**Managerial and Organizational Cognition Interest Group**" was created in the Academy of Management. The group's domain is the study of how organizational members model reality and how such models interact with behaviors. Topics in this domain include: attribution, decision making, information processing, learning, memory, mental representations and images, perceptual and interpretive processes, social construction and symbols.

The program of the Interest Group in the annual meeting of the Academy in Miami, Florida (August 12-14, 1991) includes sessions dealing with "Theoretical issues for understanding cognition," "cognition and performance," as well as symposia on "Approaches to the study of negotiation: a cognitive sampler," "Decision as process: how decisions interact with action," and "Managerial cognition and strategic action".

The current chair of the interest group is Professor Alan Meyer of the School of Management at the University of Oregon in Eugene. His E-Mail address is ameyer@OREGON.UOREGON.EDU.

--Zur Shapira

NEWS RELEASE

**Expert Choice, Inc., announces
a Seminar on
"Making Complex Decisions Using Expert Choice"**

Expert Choice, Inc. is holding a seminar on their PC based Expert Choice decision support software at the Holiday Inn in the Oakland Area of Pittsburgh, Pennsylvania, August 1-2, 1991. Expert Choice can help the decision maker arrive at the best possible decision and allocate resources accordingly. Thought and intuition are organized in a logical way using a hierarchy and judgments are entered based on the understanding and experience of the user. Both tangible and intangible factors can be included. This approach tolerates uncertainty and allows for revision so that individuals and groups can grapple with all their concerns. Expert Choice has been applied by hundreds of universities, businesses and governmental organizations in the United States and abroad. For more information about the Expert Choice Seminar please contact Expert Choice, Inc., 4922 Ellsworth Avenue, Pittsburgh, PA 15213, Phone/FAX: (412) 682-3844.

NEWS RELEASE

**Expert Choice, Inc., announces
ISAHP - II, the SECOND INTERNATIONAL SYMPOSIUM
on
THE ANALYTIC HIERARCHY PROCESS**

The Second International Symposium on the Analytic Hierarchy Process will be held in Pittsburgh, Pennsylvania, August 12-14, 1991. It is sponsored by The Joseph M. Katz Graduate School of Business of the University of Pittsburgh. Expert Choice will be contributing support for this event. The Analytic Hierarchy Process is the multicriteria decision analysis theory on which the Expert Choice decision support software package, is based. The First International Symposium on the Analytic Hierarchy Process was held in Tianjin, China, in 1988, and was sponsored by Tianjin University. The program will cover a broad range of topics of the AHP on the theoretical and applied contributions from academics and practitioners in the areas of business, government, social change, environmental quality, education, and others. The symposium will provide an interdisciplinary environment for participants to exchange views and ideas, and discuss the likely impact of the AHP on decision science during the next decade. The technical program will consist of papers by prominent invited speakers, submitted papers, panel discussions and exhibitions of general and applied software of the AHP. For further information you may contact Expert Choice, Inc., at (412) 682-3844 or Professor Luis Vargas, or Professor Shubo Xu, Mervis Hall, Joseph M. Katz Graduate School of Business at the University of Pittsburgh, Pittsburgh, PA 15260, USA. You may contact either professor by FAX at (412) 648-1693, or by E-Mail (BITNET) at SNX@PITTVMS for Xu, or VARGAS@PITTVMS for Vargas.

NATIONAL RESEARCH COUNCIL APPOINTMENTS. . .

Four new individuals have been appointed to three-year terms on the **Committee on Human Factors** of the National Research Council:

Paul S. Goodman, Ph.D.
Graduate School of Industrial Administration
Carnegie Mellon University
Pittsburgh, PA 15213

Robert Helmreich, Ph.D.
Department of Psychology
University of Texas at Austin
Austin, TX 78712

Roberta L. Klatzky, Ph.D.
Department of Psychology
University of California at Santa Barbara
Santa Barbara, CA 93106

Joyce L. Shields, Ph.D., President
Hay Systems, Inc.
2000 M Street, N.W., #650
Washington, DC 20036

The Committee on Human Factors is chaired by Douglas H. Harris and sponsored by nine federal agencies. It conducts studies on the relationships of individuals, organizations and technology that are deemed by the Committee and its sponsors to be of national importance. The goals of these studies are to identify critical problems related to human and organizational performance and training and complex technologies and work environments; disclose gaps in the current knowledge base relevant to these problems; and recommend the research and policies needed to arrive at the basis for problem solutions. For a Committee brochure or further information about the Committee on Human Factors, its projects and publications, contact Dr. Harold P. Van Cott, Study Director, Committee on Human Factors, National Research Council, 2101 Constitution Avenue, N.W., Washington, DC 20418.

Center for Research on Judgment and Policy
University of Colorado

The following recent publications are available from the Center for Research on Judgment and Policy. The first three reprints are free; each additional reprint is \$1.00. If you wish to have the articles sent by First Class Mail, the cost will be \$1.50 for each additional paper. Please make checks payable to the University of Colorado.

322 Hastie, R. (1991). Comment on McGuire and McGuire's "thought systems." In T. K. Srull & R. S. Wyer, Jr. (Eds.), *Advances in social cognition: Vol. 4. The content, structure, and operation of thought systems* (pp. 143-146). Hillsdale, NJ: Erlbaum.

321 Tyler, T., & Hastie, R. (1991). The social consequences of cognitive illusions. *Research on Negotiation in Organizations, 3*, 69-98.

319 Hastie, R. (in press). A review from a high place: The field of judgment and decision making as revealed in current textbooks. *Psychological Science*.

318 Stewart, T. R. (1990). A decomposition of the correlation coefficient and its use in analyzing forecasting skill. *Weather and Forecasting, 5*, 661-666.

317 Hastie, R., & Park, B. (1986). The relationship between memory and judgment depends on whether the judgment task is memory-based or on-line. *Psychological Review, 93*, 258-268.

316 Pennington, N., & Hastie, R. (1986). Evidence evaluation in complex decision making. *Journal of Personality and Social Psychology, 51*, 242-258.

315 Pennington, N., & Hastie, R. (1990). *Explaining the evidence: Further tests of the story model for juror decision making*. Center Report No. 315.

314 Hastie, R., & Hammond, K. R. (in press). Rational analysis and the lens model. *Behavioral and Brain Sciences*.

313 Hastie, R. (1991). Is attorney-conducted voir dire an effective procedure for the selection of impartial jurors? *American University Law Review, 40*, 703-726.

312 Pennington, N., & Hastie, R. (in press). A theory of explanation-based decision making. In G. Klein & J. Orasanu (Eds.), *Decision making in complex worlds*. Norwood, NJ: Ablex.

311 Hastie, R. (1990). Social judgment theory and its accomplishments [Review of *Human judgment: The SJT view*]. *Contemporary Psychology, 35*, 959-960.

310 Doyle, J. K., McClelland, G. H., Schulze, W. D., Elliott, S. R., & Russell, G. W. (1991). Protective responses to household risk: A case study of radon mitigation. *Risk Analysis, 11*, 121-134.

309 Fisher, A., Doyle, J. K., McClelland, G. H., & Schulze, W. D. (1990). *Radon risk communication: The effectiveness of an integrated media campaign versus communicating when a house is being sold*. Paper presented at the 83rd Annual Meeting and Exhibition of the Air and Waste Management Association. Pittsburgh, PA.

308 Hammond, K. R. (1990). Functionalism and illusionism: Can integration be usefully achieved? In R. M. Hogarth (Ed.), *Insights in decision making: A tribute to Hillel J. Einhorn* (pp. 227-261). Chicago: University of Chicago Press.

307 Thompson, L., & Hastie, R. (1990). Judgment tasks and biases in negotiation. *Research on Negotiation in Organizations, 2*, 31-54.

322 321 319 318 317 316 315 314 313 312 311 310 309 308 307

Send requests to: Mary Luhring
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1991 J/DM MEETING PROGRAM -- FINAL CALL

SYMPOSIA AND PAPER SUBMISSION DEADLINE: JULY 1, 1991

Anyone interested in participating in the program of the J/DM meeting in San Francisco on November 24-25 should submit a proposal for a panel or symposium presentation by June 1. Symposia should aim to introduce members to a new or growing field of J/DM research, or to a new methodology or area of application. Descriptions of possible 90-minute symposia should include: (a) a short introductory section describing the theme and format of the session; (b) names, addresses, and telephone numbers of participants; and (c) brief descriptions of the talks nested within the panel. Preference will be given to more complete proposals.

This year, on a trial basis, we will also include a limited number of short (20-25 minute) research presentations that do not fit into symposia. If you are currently working on research that you are interested in presenting, please submit a short (approximately 4 page) description of the research. If you would like to present your research as a poster session if it is not included in the program as a talk, please indicate this in your proposal and also complete a poster session application.

We are generally interested in your ideas concerning panel topics, speakers, other events, the general format of the meeting, complaints, etc.. These can be conveyed to any member of the program committee: Colin Camerer, Reid Hastie, George Loewenstein or Barbara Mellers (all addresses in JDM directory).

Submit symposium and presentation proposals to:

George Loewenstein
Department of Social and Decision Sciences
Carnegie Mellon University
Pittsburgh, PA 15213-3890
(412) 268-8787
E-mail: gl20+@andrew.cmu.edu

POSTER PRESENTATION APPLICATION (PLEASE TYPE)

Society for Judgment and Decision Making
Annual Meeting, San Francisco, California
Sunday-Monday, November 22-24, 1991

1. Author 1: _____ Author 2: _____
Institution: _____ Institution: _____
Member?: Yes _____ No _____ Member?: Yes _____ No _____

Author 3: _____ Author 4: _____
Institution: _____ Institution: _____
Member?: Yes _____ No _____ Member?: Yes _____ No _____

2. Title of Presentation (10 words or less):

3. Abstract (75 words or less):

4. Person to whom correspondence should be addressed:

Name: _____ Address: _____

Phone: _____

5. Mail application to: Reid Hastie, Center for Research on Judgment and Policy, University of Colorado, Boulder, CO 80309-0344, U.S.A.

DEADLINE for receipt of application: Monday, July 1, 1991.

IMPORTANT DUES NOTICE. . .

Please check the number in the upper right hand corner of your mailing label. This number reflects your dues status as of May 1, 1991.

If it is "1" then you are a fully paid member of the Society. THANK YOU!

If it is "0" then you owe dues of \$20 for 1991. Please send your payment promptly as we must soon pay our Society's dues to the Federation.

If it is "9" then you owe back dues of \$20 for 1990 and \$20 for 1991 for a total of \$40.

If it is "8" then you owe back dues of \$30 and current dues of \$20 for a total of \$50. If we don't receive your payment soon, 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. Those who have done so will find a "1", "2", etc. on their mailing label indicating the last year in the 1990's for which they are credited for dues. 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 "*" in the upper right hand corner of their mailing labels.

A majority of the membership has already paid dues for 1991. Please don't be a free rider. Pay your current dues promptly. Thank you.

-- Terry Connolly

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SOCIETY FOR JUDGMENT AND DECISION MAKING

1991 DUES FORM

Please check your mailing label. If it does not have a "1" in the upper left-hand corner, we have not received your dues for 1991. (If you sent your dues in the last three weeks, your payment may not have been recorded.)

If your name and/or address on the mail label is incorrect, please make corrections below:

Name _____ Phone _____

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1991 Dues: Member \$20.00, Student \$5.00*

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

Terry Connolly, Secretary/Treasurer
Management and Policy Department
Business and Public Administration
University of Arizona
Tucson, AZ 85721

*Students must have endorsement of a faculty member:

Faculty Signature: _____ Date: _____

Printed Name: _____ Institution: _____

JOURNAL OF BEHAVIORAL DECISION MAKING

Special Rates for J/DM Members

Privileged personal subscription rates for the *Journal of Behavioral Decision Making* are available to members of the J/DM Society. The rates are UK £25, Elsewhere US \$45. Personal subscriptions must be prepaid by personal check or credit card.

Institutional subscription rates for Volume 4 (1991) are UK £75, Elsewhere US \$135.

Please send your order to either of the following addresses:

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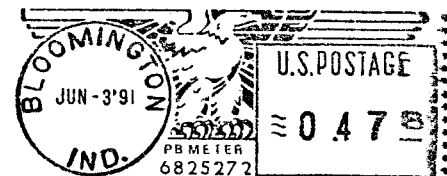
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1991 J/DM MEETING FINAL CALL FOR SYMPOSIA, PAPERS, & POSTERS

See details inside the Newsletter

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