

JUDGMENT / DECISION MAKING

NEW DIRECTORY. . .

With this issue of the *J/DM Newsletter* you will receive the 1991 membership directory. Please take a few moments to check your entry for accuracy. If any corrections are necessary, send them to Terry Connolly. Also included at the end of the directory are the Bylaws for the Society.

ROBYN DAWES WINS WILLIAM JAMES BOOK AWARD. . .

Dr. Florence Denmark, President of the Division of General Psychology of APA, has announced the winner of the fifth annual William James Book Award. Professor Robyn M. Dawes, of Carnegie-Mellon University, was honored for his book *Rational Choice in an Uncertain World*. The Award is made to the author of a recent integrative work in psychology that successfully attempts to create conceptual coherence among a number of psychology's disparate subfields and related disciplines. The Award was announced at the annual convention of the American Psychological Association in Boston.

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LARICHEV HONORED. . .

We recently received word that Oleg Larichev, a long-time member of *J/DM* has been elected as a correspondent member of the USSR Academy of Sciences. It is a fitting tribute to his outstanding contributions -- both basic and applied -- to the field of judgment and decision making over the years.

ABOUT THE DELAYED NEWSLETTER. . .

A number of circumstances conspired to delay this issue of the *J/DM Newsletter*. We do not expect these circumstances to arise again, so the next issue of the newsletter should arrive in a more timely fashion.

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SUBMISSION DEADLINE FOR THE NEXT *J/DM NEWSLETTER*: May 1, 1991

NEWSLETTER

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SOCIETY FOR JUDGMENT AND DECISION MAKING

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J/DM NEWSLETTER

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FROM THE EDITOR. . .

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 However, we do not publish substantive papers.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

There are few ground rules for submissions. 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.

Mailing Labels: Some readers may wish to send 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.

FROM THE PRESIDENT'S DESK. . .

Dear Colleague:

Over the past year, Lola set a high standard for messages to the membership. I hope that I can use the space equally well. This time, I'd like to raise some thoughts about the professional standing of the study of judgment and decision making. The fact that we have a Society means, at the least, that we feel a need for easier communication with one another. That need is served most clearly through our meetings, newsletter, and book series. We all must be grateful to people like Ken Hammond, John Carroll, John Castellan, Lola Lopes, and Jim Shanteau (a partial list) who have made it happen.

However, a Society can be a vehicle to external recognition, as well as for internal communication. Some of our current activities suggest that we want more than just smoother conversation. About half of our dues go to the Federation of Behavioral, Psychological, and Cognitive Sciences, for lobbying efforts on behalf of people like us. The Hillel Einhorn Memorial Award (for the best dissertation in each biennium) serves an important internal function, but also may help draw talented scientists into the discipline and help advertise our best to the outside world. When we invite outsiders to address our meetings, it is partly to learn, but also partly to demonstrate our relevance.

Thus, such actions might be taken as at least weakly revealing a preference for having the Society advance our interests in the larger world. In the thought that this might be the case, let me open a discussion on what else the Society could be doing as a professional organization, and not just a scientific forum. Our membership in the Federation contracts out one vital function, keeping the research money coming. Two roles that are left to us are education and employment, that is, bringing people into our programs as students and getting them out as scholars, teachers, consultants, and so on.

Here are some initiatives that the Society might undertake in each domain. I would be happy to hear anyone's thoughts on the viability of each (or of others that I have missed). I will try to summarize what I hear from you in future columns (preserving the anonymity of my correspondents, where appropriate). If anyone thinks that one of these initiatives (or any other that I have missed) is such a great idea that it merits immediate action, please let me know and we can discuss how to bring it to the membership and make it happen. If anyone thinks that we should stick to our science and avoid professional activities, I am interested in hearing that, too.

Education

Our Texts. One pleasing development in recent years is the increasing flow of texts devoted to judgment and decision making, which could serve as the basis of courses. The texts are quite varied, suggesting that they work rather differently with students in different disciplines and at different levels. If we want our courses to be successes with students, then we should strive to get the chemistry right. As a result, we should exploit one another's experience. One way of doing that is publishing, in the Bulletin, a list of courses and texts used in them. Then members thinking about a particular text could contact others who have tried it already and might have comments, advice, exercises, tests, supplementary exercises, etc. We could, I suppose, publish reports of experience. However, I am not certain that we want the Bulletin to publish negative comments on other members. Moreover, when a text does not work, it may have been used with the wrong class (or by the wrong teacher).

(Continued on next page)

FROM THE PRESIDENT'S DESK. . . (continued from Page 3)

Other's Texts. If we want to get students to take our specialized courses (or to apply to our graduate schools), then we need to get their attention. One obvious opportunity is in introductory courses. Not sitting in a psychology department, I have little idea what sort of presence we have in texts for entry-level courses in psychology, cognitive psychology, social psychology, statistics, or whatever. Other things being equal, we would prefer texts that do us justice. Is there a problem here? Would there be a point in publishing brief summaries of the quality and quantitative coverage of judgment and decision making in different texts currently on the market? Might we interview some publishers on how they view us, and what it would take to make us more attractive?

Graduate School. Every year, APA publishes a list of accredited graduate programs, which provides a convenient reference. Might there be value to publishing a list of programs that offer either an explicit program in judgment and decision making or a concentration within another kind of program? We could devise a standard format with items like, application date, contact person, number of faculty, number of students, and specializations. It seems a little late for this year's application and recruiting season, but we might get in gear for next year.

Employment

Advertisements. If your department or company has a position which might suit a student completing a graduate or undergraduate program in judgment and decision making, why not advertise it in the *J/DM Newsletter*? The response time is fast and we should be able to come up with some reasonable rates. It should be convenient and encouraging to have the ads there.

Placements. Reading our membership directory (great cast, weak plot) shows the diverse set of addresses. It might be interesting to survey the membership to get a better feeling for the sort of settings where we make our living. More immediately pertinent might be a study of where our most recent graduates have gotten jobs. That could be done in a fairly mechanical fashion, by soliciting lists of placements from either the graduates or their advisors.

More interesting, but also more difficult, would be getting a feeling for the texture of the job market. For example, I think that there is a steady increase in the number of employment ads which include "decision making" as a possibility. Are they serious? Do they really know what sort of work we do? Are there some hidden barriers to entry? Are there some job categories which have proven surprisingly receptive to our graduates? This is the sort of intelligence that it would be nice to share, but which would require considerable discretion. If members had some thoughts, then synthesizing them might be an appropriate chore for a President.

Again, maybe we should be doing all these things, maybe none. The President's mail box is open for comment.

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**Minutes of the Executive Board Meeting
Society for Judgment Decision Making**

The Executive Board convened Seb's Restaurant on November 17, 1990. In attendance were Lola Lopes (president), Robyn Dawes (past president), Baruch Fischhoff (president-elect), Robin Hogarth (new president-elect), Tom Wallsten (executive board), Daniel Kahneman (executive board), John Castellan (newsletter editor), and Gary McClelland (secretary/treasurer), Paul Slovic (executive board) was unable to attend. Attending to make reports were Reid Hastie, Frank Yates, and George Loewenstein (the program committee) and John Carroll (representing the publications committee). The meeting was chaired by Lola Lopes.

Reports:

Publications Committee: Current members are John Carroll (chair), Jim Shanteau, and Don Kleinmuntz. An edited volume by Reid Hastie is almost through the publication process. The abstracts for another volume are currently being considered. Approximately 12-20 projects are in various stages. Cambridge University Press sometimes forwards unsolicited manuscripts for consideration. The committee decided that such book, if appropriate, could be included in the Society's series. However, it is unlikely that any authors submitting unsolicited manuscripts to Cambridge University Press would be willing to assign their royalties to the Society as is required for participation in the series.

Program Committee: Current members are Frank Yates, Reid Hastie, and George Loewenstein. Frank Yates will rotate off the committee and be replaced by Barb Mellers. Possibly a fourth member will be added this year. Some possible changes in meeting format were discussed for later consideration by the program committee for next year's meeting. The next meeting of the Society will be at the San Francisco Hyatt Hotel on November 24-25, 1991, following the Psychonomic Society as in previous years.

There was discussion of the cost of the poster session. The current charge for having the poster display boards delivered, assembled, and removed after the meeting is approximately \$25 per poster. With over 50 posters, this has become a significant expense of the annual meeting. After discussing alternatives such as charging poster presenters a fee, the Executive Board decided to continue to subsidize the poster session.

After the reports, the members of the publications and program committees left the meeting.

Treasurer's Report: Considering the healthy state of the Society's finances and that no new major expenses were expected, the dues were maintained at their current annual rates of \$20 for regular members and \$5 for student members. The Executive Board wishes to compensate the Secretary/Treasurer because that job involves considerable amounts of continuing work. A salary or direct compensation did not seem appropriate and would create tax and other problems for the Society. In lieu of such compensation, the Executive Board decided that the Society should reimburse the Secretary/Treasurer for reasonable travel expenses to the annual meeting.

There was an extensive discussion of the Society's participation in the Federation of Behavioral, Psychological and Cognitive Sciences. The Executive Board decided to continue our participation but to continue to monitor the benefits of membership to the Society in coming years.

Robin Hogarth and Gary McClelland rotate off the Einhorn New Investigator Award Committee. Irwin Levin will remain on the committee and serve as chair. Barbara Mellers and Elke Weber were added to the committee. The next competition for the Einhorn Award will be in 1992.

There was an extensive discussion of whether the Society should take a formal position with respect to the proposal to create a separate Behavioral Science Directorate at the National Science Foundation. It was decided that the Society would not take a formal position.

There being no further business, the meeting adjourned.

Respectfully submitted,
Gary McClelland, Secretary/Treasurer

**Minutes of the Business Meeting
Society for Judgment Decision Making**
Hyatt Regency Hotel, New Orleans, Louisiana
November 18, 1990

Lola Lopes, outgoing president of the Society, chaired the meeting. After the welcoming remarks, Gary McClelland presented the treasurer's report (copy attached). Membership totals are now 466 regular U.S. members, 141 regular international members, 117 student members, and 178 inactive members (dues have expired) for a total of 902 members (724 active). There were 185 registrants at this year's meeting. The new secretary/treasurer will be Terry Connolly.

John Carroll presented the report of the Publications Board (see minutes of Executive Meeting). Members for book ideas for the J/DM series are encouraged to contact John Carroll.

John Castellan presented a newsletter report. The newsletter is now published whenever the editor has 16 pages of material because that is an ideal amount for mailing charges. All members are encouraged to submit material to the newsletter.

David Johnson described recent activities of the Federation of the Federation of Behavioral, Psychological and Cognitive Sciences and the Society's participation in the Federation. Robert Bordley and Robin Keller described the Decision Research and Management Science program that they direct at the National Science Foundation.

Old Business:

1. There was a discussion of the Society's continued participation in the Federation of Behavioral, Psychological and Cognitive Sciences. Lola Lopes presented a summary of the Executive Board discussion and decision to maintain the Society's membership.

2. On behalf of the Society, Lola Lopes thanked the people who had organized the meeting and served the society on various committees.

3. The election results were announced. The new president-elect is Robin Hogarth. The new member of the Executive Committee is Frank Yates.

4. The winner of the Einhorn New Investigator Award was announced. The winner is Yechiel Klar of Tel Aviv University. Unfortunately, travel complications from Israel prevented him from attending this year's meeting to make a presentation and accept his award. Plans are being made for the presentation and award at next year's meeting.

New Business:

1. There was a discussion of ideas about format changes for the program committee to consider to next year's meeting.

2. There was a discussion of the proposal for a separate Behavioral Science Directorate at the National Science Foundation. After hearing both pros and cons, the membership did not take a formal position.

3. There was a discussion of the state of the field of judgment and decision making. Ideas were presented as to how the field might be popularized and integrated into school curricula.

There being no further business, the meeting adjourned.

Respectfully submitted,
Gary McClelland, Secretary/Treasurer

ROBYN DAWES WINS WILLIAM JAMES BOOK AWARD. . . (continued from Page 1)

Professor Dawes' book was published by Harcourt Brace Jovanovich, Inc. in 1988. The book presents analyses of rational approaches to the making of alternative choices and discusses, from the standpoint of the experimental psychological literature, the reasons for the frequent failure of humans to behave rationally in choice situations. Making use of the probability theory and the findings of contemporary cognitive psychology, Professor Dawes blames "automatic" or habitual thinking and the demonstrated tendency of the human mind to be overloaded by relevant information for less-than-rational human choices. The book contains prescriptions that should enable people to make decisions more effectively.

Professor Robyn M. Dawes is Head of the Department of Social and Decision Sciences and Professor of Psychology at Carnegie-Mellon University. He received a Ph.D. in mathematical psychology from the University of Michigan in 1963 and taught at the University of Oregon, where he also served as Head of the Department of Psychology. The author of many papers in research design and applied statistics, he has three books to his credit, including one on attitude measurement and the book on decision making for which he has been recognized by the William James Book Award of the Division of General Psychology.

The Division of General Psychology, with 5000 members, has for its purpose the consideration of all aspects of psychology and the promotion of integrative efforts. The William James Book Award of the Division represents an attempt to pull together the pieces of a rapidly growing and specializing science and profession. The Award carries with it a stipend of \$1000.

For further details contact: Professor C. Alan Boneau, Department of Psychology, George Mason University, Fairfax, VA 22030, (703) 323-2203.

**DAVID HECKERMAN WINS THE FIFTH ANNUAL
DECISION ANALYSIS STUDENT PAPER COMPETITION**

Dr. David Heckerman won the fifth annual Operations Research Society of America (ORSA) Decision Analysis Special Interest Group's Student Paper Competition with his paper, "Probabilistic Similarity Networks." Dr. Heckerman received his Ph.D. in Medical Information Sciences at Stanford University. His dissertation advisor was Professor Ron Howard.

Dr. Dennis Buede was the Chair of the 1990 Student Paper Competition. Other judges for the competition were Hutton Barron, Frederick Buoni, Charles Harvey, Benjamin Hobbs, Bruce Judd, Anne Martin, and Allan Murphy. Eleven papers were received for the 1990 competition and the quality of the papers was very high.

The winner was announced at the ORSA/TIMS meeting in Philadelphia, October 29, 1990. Inquires about the competition may be addressed to Dr. Dennis M. Buede, Decision Logistics, 2139 Golf Course Drive, Reston, VA 22091 (703) 860-3678.

NOMINATIONS FOR WILLIAM JAMES BOOK AWARD FOR 1991. . .

The Division of General Psychology of the American Psychological Association announces the competition for the sixth Annual William James Book Award of the Division. Carrying a prize of \$1000, the Award is given for a submitted work, published within the past five years, that best serves to provide an integration of the diverse subfields of psychology. The purpose of the award is to encourage attempts to build bridges among the increasingly disparate areas of psychology and to promote the development of common denominators that may vitiate the fractionation occurring as specialty areas continue to evolve in our field.

A variety of publications will be considered, but an emphasis in judging will be given to breadth or comprehensiveness, to the integrative power of the concepts proposed, and to general readability. The Division is not looking for analytic reviews or biographies but for efforts at synthesis, at building novel linkages or structures that reach for an integral whole that did not exist before. Previous winners have been *Mind and Body* by George Mandler, *The Mind's New Science* by Howard E. Gardner, *The Nature of the Child* by Jerome Kagan, *Notebooks of the Mind* by Vera John-Steiner, and *Rational Choice in an Uncertain World* by Robyn M. Dawes.

Those wishing to enter the competition must submit three copies of the publication to be considered; a one-page statement that explains the strengths of the publication as a meritorious, integrative work; and a vitae of the author or authors. Authors should be willing to present an address based upon their work at the APA Convention following the announcement of their award and to permit the Division to print the address in the Division Newsletter. To be considered, the work must bear a publication date of 1986 to 1991 inclusive. Deadline for submission is April 15, 1991. Materials should be sent to William James Book Award, Department of Psychology, George Mason University, Fairfax, Virginia 22030. Additional information and a list of criteria may be obtained by writing to the above address or by calling Professor C. Alan Boneau at (703) 323-2203.

RECENT EPA PUBLICATIONS ON RISK COMMUNICATION. . .

The Risk Communication Program of the EPA announces two publications which may be of interest to J/DMers:

Hazardous Substances in Our Environment: A Citizens Guide to Understanding Health Risks and Reducing Exposure. This publication is available through the Public Information Center (PM-211B, 382-2080 or 475-7751) for distribution to a wide public audience (ask for publication number: EPA-230-09-90-081). There is also a highlights brochure (publication number EPA-230-0990-082) for distribution which interested parties can use to order the more extensive publication. (Be sure to differentiate between the two titles and the publication number depending upon which copy you want -- the complete publication or the highlights brochure.)

Communicating Environmental Risks: A Guide to Practical Evaluations. (EPA-230-01-91-001) This guide has been adapted to several types of evaluation to server the goal of evaluating risk communication programs. The Guidebook explains how to plan a practical, cost-effective evaluation strategy that can be integrated with your risk communication effort. The five-phase framework has been adopted to facilitate thinking about where and when various evaluation techniques and activities are most effective.

For more information on these publications contact the Office of Policy, Planning and Evaluation, Environmental Protection Agency, (PM-221), 401 M Street S.W., Washington, DC 20460

thirteenth research conference on subjective probability, utility and decision making

fribourg, switzerland
1991
18-23 august

The Research Conference on Subjective Probability, Utility and Decision Making (SPUDM) is a biennial conference interested in research in all areas of decision making and decision aiding, and in applications of decision research.

SPUDM-13 in 1991 will be held in Fribourg (Switzerland) from August 18 to 23. Fribourg is a small town to the south of Bern. There is a direct intercity-train connection to the international airports of Zürich and Genève. Trains depart every hour, travel time is about 2 hours.

In the scientific program there will be major papers, workshops, papers and demonstrations.

MAJOR PAPERS will be:

- B.BREHMER (Sweden): Dynamic decision making: Human control of systems.*
W.B.G.LIEBRAND (The Netherlands): Recent developments in the study of group decision making.
H.MOSHKOVICH (USSR): Qualitative methods of decision making.
J.PAYNE (USA): Multiple strategies in models in judgment and choice: A constructive process view of decision making.
C.VLEK (The Netherlands): Behavioral decision theory and environmental risk management: Assessment and control of ambiguous long-term risks for multiple stakeholders.
S.R.WATSON (England): The presumptions of prescription.

WORKSHOPS and their organizers will be:

- R.BROWN (USA) & A.VARI (Hungary): Prescriptive decision science.*
J.MAULE (England): The effects of time pressure and stress on judgment/decision making.
B.ROHRMANN (Germany): Risk communication.
J.E.RUSSO (USA): Adaptive and constructive decision making.
F.SCHMALHOFER (Austria): Knowledge acquisition.
J.SHANTEAU (USA): Decision making perspectives on experts.

The conference fee will be sFr. 200.--.

If you are interested in further information, please contact

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We hope you will decide to come to SPUDM-13 and we will meet in Fribourg!

November 30, 1990

The Organizing Committee of SPUDM-13

ENVIRONMENTAL PROTECTION AGENCY

RISK COMMUNICATION PROGRAM. . .

Cooperative Agreements in the Risk Communication Program funded by the Environmental Protection Agency (EPA), for fiscal year 1990: Continuation Award: **COMMUNITY INTERPRETATION OF HAZARDOUS MATERIALS RISK INFORMATION**, Virginia Polytechnic Institute: David Conn, William Owens, Richard Rich (economics, law, political science and sociology).

New Projects: **INCREASING AWARENESS OF WASTE DISPOSAL METHODS AMONG JUNIOR HIGH SCHOOL STUDENTS USING SELF-PRODUCING VIDEO PROGRAMS**, University of Hartford: Rodney Carveth, Roger Desmond (communication)

RISK COMMUNICATION, RECYCLING, AND YOUNG PEOPLE, University of Oklahoma/University of California-Riverside: David Holtgrave, Barbara Tinsley (quantitative psychology, educational psychology)

PRESS COVERAGE OF RISKS FROM ENVIRONMENTAL CONTAMINANTS, Marquette University/University of Wisconsin: Robert Griffin, Sharon Dunwoody (mass communication)

PERCEPTIONS OF CHEMICAL RISKS AMONG YOUNG PEOPLE, Columbia University: Vincent Covello, Elaine Arkin, David McCallum (social psychology and quantitative sociology, economics, biomedical engineering)

INDUSTRY RESPONSE TO SARA TITLE III RELATING TO POLLUTION PREVENTION, RISK REDUCTION, AND RISK COMMUNICATION, Columbia University: Susan Santos, Vincent Covello (civil engineering and public health, social psychology and quantitative sociology)

A number of products are available from the Cooperative Agreements that have been funded over the past several years. For more information about the Risk Communication Library or any of the projects on this list, please call Ernestine Thomas on the Risk Communication Hotline at (202)382-5606.

Recent Developments in the Psychology of Judgment and Decision Making

Compiled by JAY CHRISTENSEN-SZALANSKI, PhD, MPH

CHI MTH, Lewis MW, Reinmann P, Glaser R. Self-explanations: how students study and use examples in learning to solve problems. *Cog Sci.* 1989;13:145-82. Identifies differences between the self-generated explanations that "good" and "poor" students produce.

COX JC, Epstein S. Preference reversals without the independence axiom. *J Econ Rev.* 1989;79:408-26. Shows that a substantial proportion of subject responses violate the asymmetry axiom of expected utility theory.

DANOS P, Holt DL, Imhoff EA Jr. The use of accounting information in bank lending decisions. *Account Organ Soc.* 1989;14:235-46. Suggests that loan officers reach a high level of confidence early in the lending process and then discount evidence that disconfirms their original positions.

DAWES RM. Statistical criteria for establishing a truly false consensus effect. *J Exp Soc Psych.* 1989;25:1-17. Explains that it can be rational for people to use their own beliefs to yield an overestimate of the probability that others share the same belief.

HILTON JL, Fein S. The role of typical diagnosticity in stereotype-based judgments. *J Per Soc Psych.* 1989;57:201-11. Concludes that the typical diagnosticity of individuating information is an important, although overlooked, factor in social perception.

HOCH SJ, Loewenstein GF. Outcome feedback: hindsight and information. *J Exp Psychol [Learn].* 1989;15:605-19. Explains how people can extract diagnostic information from feedback despite overestimating what they would have known in foresight.

JEFFERY RW. Risk behaviors and health. Contrasting individual and population perspectives. *Am Psychol.* 1989;44:1194-202. Argues that an appreciation of both the individual and the population perspectives of risk is important to developing effective action strategies for reducing these behaviors as public health problems.

JOHNSON JT. Disposition prevalence and causal strength. The effect of prevalence on the estimated causal importance of conjunctive dispositions. *J Exp Soc Psych.* 1989;25:36-58. Concludes that the perceived importance of conjunctive causes may be based more upon attributional tendencies activated by specific causal cues than upon analysis of covariation.

KANODIA C, Bushman R, Dickhaut J. Escalation errors and the sunk cost effect. An explanation based on reputation and information asymmetries. *J Account Res.* 1989;27:59-77. Questions the position that the sunk cost effect is an inappropriate response.

KOZIELECKI J. Towards a theory of transgressive decision making: reaching beyond everyday life. *Acta Psych.* 1989;70:43-63. Analyzes complex decisions whose outcomes may cause significant personal and social change. [Comments follow: Hogarth RM: Transgressive action and inaction: the need to

study both. *Acta Psych.* 1989;70:65-9. Van der Plight J: Transgressive decision making; prospects and boundaries. *Acta Psych.* 1989;70:71-5.]

LAU RR, Bernard TM, Hartman KA. Further explorations of common-sense representations of common illnesses. *Health Psych.* 1989;8:195-219. Defines five components for measuring people's representations of common illnesses.

LAWRENCE M, Makridakis S. Factors affecting judgmental forecasts and confidence intervals. *Organ Behav Hum Decis Proc.* 1989;42:172-87. Reports on people's abilities to make forecast judgments from viewing graphic representations of time series.

LOEWENSTEIN GF, Thompson L, Bazerman MH. Social utility and decision making in interpersonal contexts. *J Pers Soc Psych.* 1989;57:426-41. Examines preferences for outcomes to self and codisputants by estimating social utility functions from judgments of satisfactions with alternative outcomes.

LOPEZ SR. Patient variable biases in clinical judgment: conceptual overview and methodological considerations. *Psych Rev.* 1989;106:184-203. Explains why previous research has been unable to show that patient demographic characteristics can bias psychotherapists' judgments.

MCFARLAND C, Ross M, DeCourville N. Women's theories of menstruation and biases in recall of menstrual symptoms. *J Pers Soc Psych.* 1989;57:522-31. Shows that women's recollections of their menstrual state were biased so as to be consistent with their theories of menstrual distress.

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

NORTHCRAFT GB, Earley PC. Technology, credibility, and feedback use. *Organ Behav Hum Decis Proc.* 1989;44:83-96. Demonstrates that self-generated feedback significantly influenced credibility of feedback but that technology-based feedback sources did not foster "technomindlessness."

O'CONNOR RM JR, Doherty ME, Tweney RD. The effects of system failure error on predictions. *Organ Behav Hum Decis Proc.* 1989;44:1-11. Reports that a system failure condition was more predictable than measurement error.

PINTO RP, Hollandsworth JG Jr. Using videotape modeling to prepare children psychologically for surgery: influence of parents and costs versus benefits of providing preparation services. *Health Psych.* 1989;8:79-95. Shows that surgery preparation videotapes reduced preoperative arousal of patients and could reduce individual and overall medical costs.

REILLY BA, Doherty ME. A note on the assessment of self-insight in judgment research. *Organ Behav Hum Decis Proc.* 1989;44:123-31. Suggests that people have better self-insight than previously believed, but cannot adequately express that insight by the experimental procedures that have been commonly used.

Recent Developments. . . (continued)

SALOVEY P, Birnbaum D. Influence of mood on health-relevant cognitions. *J Pers Soc Psych.* 1989;57:539-51. Reports that probability estimates of future negative health-relevant events were sensitive to people's moods.

SANSONE C. Competence feedback, task feedback, and intrinsic interest: an examination of process and context. *J Exp Soc Psych.* 1989;25:343-61. Suggests that competence information can affect interest through several processes simultaneously.

WATSON D, Pennebaker JW. Health complaints, stress, and distress: exploring the central role of negative affectivity. *Psych*

Rev. 1989;96:234-54. Indicates that self-report health measures reflect a pervasive mood disposition of negative affectivity that is unrelated to actual, long-term health status.

WEBER EU. A descriptive measure of risk. *Acta Psych.* 1988:185-203. Presents a conjoint measurement of perceived riskiness of choice alternatives.

YATES JF, Zhu Y, Ronis DL, Wang D-F, Shinotsuka H, Toda M. Probability judgment accuracy: China, Japan, and the United States. *Organ Behav Hum Decis Proc.* 1989;43:145-71. Reports on the similarities and differences of probabilistic judgment accuracy among several different countries.

JOURNAL OF BEHAVIORAL DECISION MAKING**Special Rates for J/DM Members**

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NSF-FUNDED COLLABORATION
BETWEEN DECISION SCIENTISTS AND EDUCATORS

Decision scientists can take pride, through their work in industry and government, in helping generate thousands of quality decisions. But these accomplishments can only make us more conscious of the billions of non-quality decisions that have been made and continue to be made (like students dropping out of school or taking drugs). Why are so many non-quality decisions made? While part of the answer stems from cognitive limitations that can only be overcome by good decision support techniques, a larger part of the answer may stem from the fact that society doesn't teach elementary and high school students how to make good decisions. Hence introducing decision making courses into the pre-college curriculum or making them part of existing courses in that curriculum could have a major positive effect on society. It would also, of course, further solidify the position of decision sciences as a major scientific discipline.

The education community has begun to emphasize the need to make math and science courses relevant. Spurred by these concerns, the American Chemical Society, with NSF funding, wrote a high school chemistry textbook called CHEMCOM, published by Kendall Hunt, which opens with the following decision problem:

Some children discover dead fish near the town lake and inform the town council. The council must decide whether to close the lake (because of the possibility of the lake being polluted) at the risk of losing income.

The textbook then goes through a step-by-step process of teaching the chemistry required to make this decision. Preliminary studies indicate that students learn at least as much chemistry through this course as through the standard textbooks. These studies also indicate that students become better decision makers. CHEMCOM has now been taught to over 100,000 students. Apparently CHEMCOM was constructed without the active help of the decision science community. Please call Alan McClelland, an NSF Education Program Director, at (202) 357-9527, for further details.

CHEMCOM provides a dramatic illustration of how decision sciences could help motivate science and mathematics education. The NSF Instructional Materials Development Program is generally interested in funding the development of instructional materials which:

- (1) apply decision analysis to problems of science and technology; e.g. which of several solutions to a technology problem should be 'manufactured.'
- (2) use decision analysis to motivate the learning of considerable mathematics and statistics; e.g. determine how the uncertainties in the input data affect the predicted outcomes.

- (3) develop decision problems that require students to learn science to solve them; e.g. CHEMCOM or reliability problems.

Other kinds of decision analysis proposals will, of course, be considered, but since the NSF Education Directorate has a mandate to improve current pre-college science and mathematics education, decision science courses should be tied to that mandate.

All interested decision analysts are encouraged to call Gerhard Salinger at (202)357-7066 to discuss possible proposals for incorporating decision analysis in pre-college curriculum. Those interested in doing research in decision sciences (as opposed to developing curricula for decision making in education), should feel free to call Bob Bordley at (202)357-7417.

Thanks for your help in furthering the good of both the decision analysis and the education profession.

Gerhard Salinger
Program Director
Instructional Materials
Development Program

Bob Bordley
Program Director
Decision, Risk and
Management Science Program

**Newtech Expert Choice: A Decision Support
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**The Operations Research Society of America
Special Interest Group on Decision Analysis**

Announces the Sixth Annual

Decision Analysis Student Paper Competition

For the sixth consecutive year, the ORSA Special Interest Group on Decision Analysis solicits entries in a competition among papers written by students in Decision Analysis. In the past, submissions have spanned a wide range of decision analysis topics and research methods, including both theoretical and applied work. We encourage entries from all aspects of Decision Analysis, as reflected in the sessions sponsored by the Special Interest Group at recent ORSA/TIMS meetings.

To enter: send five (5) copies of your written paper to

Dr. Dennis M. Buede
Decision Logistics
2139 Golf Course Drive
Reston, VA 22091-3833
Phone: (703) 860-3678

The deadline for submissions is July 16, 1991. A cover letter should provide the student's current address, telephone number, and current employer. Also list the academic institution at which the work was performed, degree, graduation date, and major Professor.

The paper should be less than thirty (30) double-spaced, typewritten or word-processed pages. It must be based on work done while a student. Papers coauthored with Faculty members will be considered as long as they are based on an earlier sole-authored paper by the student (such as a dissertation or thesis); and the student is listed as the first author and has contributed at least half of the basis of the paper. Individuals who graduated in or before June, 1990 are not eligible.

Judging: Dr. Buede is Chair of the panel that will judge the papers. The criteria used will be the same as those described in the editorial policy of *Operations Research*. If none of the papers submitted is judged to be an excellent contribution to Decision Analysis, the panel of judges may elect not to award the prize. The results of the judging will be announced to the competitors around September 20, 1991.

Presentation and Award: The winner will be scheduled to present his or her paper at the ORSA/TIMS Joint National Meeting in Anaheim, CA, November 3-6, 1991. The winner will also receive a \$500 cash award. It is hoped that the winner's employer will provide travel funds for the winner's attendance at this meeting. The winner will also be invited to join representatives of the Special Interest Group Council for a celebratory dinner at the meeting.

Any questions? Contact Dr. Buede by mail or phone.

START THINKING ABOUT THE 1991 J/DM MEETING. . .

The 1991 J/DM meeting will be in San Francisco, November 24-25. Anyone interested in presenting at the next annual J/DM meeting should start planning now. Please submit proposals that include: (a) a short introductory section describing the theme and format of the session; (b) names, addresses and telephone numbers of participants; and (c) notes on the content of talks nested within the panel. In general, the most complete proposals are the most likely to be included in the final program.

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

The deadline for symposium proposals is June 1, 1991. The deadline for poster session applications will be July 1, 1991. The next issue of the *J/DM Newsletter* will include further information about poster session applications.

For information contact:

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Pittsburgh, PA 15213-3890
(412) 268-8787
gl20+@ANDREW.CMU.EDU

UNDERGRADUATE PAPER COMPETITION. . .

Center for Decision Research
University of Chicago

The Center for Decision Research at the University of Chicago announces a competition for the best undergraduate paper on behavioral decision making.

A prize of \$100 will be awarded to the winning entry.

If you are teaching courses or supervising undergraduate students in the area of decision making, would you please alert them to this opportunity?

The paper can be an integrative review of existing work or an original theoretical or empirical contribution. Papers previously submitted for courses, independent studies, or honors theses are appropriate. The papers will be judged by a panel of researchers at the Center for Decision Research.

The deadline for submissions is May 31, 1991.

Please send entries to Professor Elke Weber, Undergraduate Paper Contest, Center for Decision Research, University of Chicago, 1101 East 58th Street, Chicago, IL 60637.