

# JUDGMENT / DECISION MAKING

## newsletter

October 1982

Vol. II, No. 2

### JUDGMENT/DECISION MAKING MEETING -- November 13-14 in Minneapolis...

The Third Annual Meeting of the Judgment/Decision Making Group will be held in Minneapolis November 13-14, 1982. The tentative program for the meeting is on pages 7-8 of this issue. A special registration form for the meeting is on page 9. If you plan to attend the meeting, please return the form as soon as possible. A special hotel reservation form is included in the Newsletter.

The meeting will follow the annual meeting of the Psychonomic Society which last through noon Saturday. The Psychonomic Society has a Saturday morning session on Judgments, Decisions, and Choices which is a fitting beginning for the J/DM Meeting.

J/DM'ers are encouraged to come early to the Psychonomic Society Meetings, since the sessions relevant to judgment and decision making begin on Thursday morning. The session on Inference and Problem Solving includes papers by several members of this group. Other relevant sessions include Social-Personality (Thursday A.M.), Cognitive Processes (Thursday P.M.), Context & Personal Memory (Thursday P.M.), and Recognition (Friday P.M.). A survey of the program reveals many papers of direct relevance spread throughout the meeting. Of special interest is a Thursday evening symposium "Applications of Cognitive Psychology" which will explore the inter-relationships between basic and applied experimental psychology. There is no registration fee for the meeting (Programs for non-members cost \$4). For further information about the Psychonomic Society Meeting write to J. Bruce Overmier, Department of Psychology, University of Minnesota, Minneapolis, MN 55455.

Just before the meeting of the Psychonomic Society, the 12th Annual Meeting of the National Conference on the Use of On-Line Computers in Psychology will be held (November 10). This annual meeting embraces state-of-the-art presentations and tutorials on the application of computers in research and teaching in the behavioral and social sciences. For further information, see Page 11.

### A Brief Word About Subscriptions...

We are now into our second year. Would you please check your mailing label to determine whether you have any amount due. If there is an "X" or an "R", your subscription is not paid. Page 13 has a convenient new subscription-renewal-address change form.

### Special Subscription Rates for OBHP...

J/DM group members are eligible to receive a special preferential subscription rate for Organizational Behavior and Human Performance. The special rate for 1983 will be \$48.00 for U.S. subscriptions. This is more than 1/3 less than the regular personal subscription rate. There is a November 30th deadline for these rates. Foreign subscribers should contact Naylor concerning rates. Anyone desiring to subscribe must:

1. Write a check for \$48 made out to Academic Press - OBHP.
2. Indicate your desired mailing address.

This should be sent to James C. Naylor, Editor  
Organizational Behavior and Human Performance  
Department of Psychological Sciences  
Purdue University  
West Lafayette, IN 47907

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**Editor:**

N. John Castéllan, Jr.  
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Indiana University  
Bloomington, IN 47405

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**Addresses & Corrections:**

Gary McClelland  
Center for Research on Judgment  
and Policy  
IBS #3, CB 485  
University of Colorado  
Boulder, Colorado 80309

**FROM THE EDITOR...**

The J/DM Newsletter welcomes submissions from individuals and groups. However, we do not publish substantive papers. See Page 1 for an announcement concerning book reviews.

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

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

**Foreign Subscriptions:** The cost of foreign subscriptions is necessarily higher than domestic subscriptions. Copies will be sent airmail to foreign addresses for \$5.00 (U. S.) per year.

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

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

**HELP WANTED...**

We've begun a research program on the validity effect (Hasher et al., JVLVB, 1977, 16, 107-112; Bacon, JEP: HLM, 1979, 5, 241-252. This effect is manifested in subjects' conferral of validity upon statements as the statements are repeated. I'd appreciate receiving information from others who may have done research in this area. Hal R. Arkes, Ohio University, Dep't of Psychology, Athens, OH, 45701.

## SPECIAL BIBLIOGRAPHY AVAILABLE ...

The Clearinghouse on Health Indexes has published a bibliography which may be of interest to J/DM researchers. Clearinghouse staff routinely search for research on health outcome measures, both developments and applications. Relevant information is published in their annotated bibliography series. Over the past eight years, many of the citations have drawn on concepts and methods used in medical decision making. The scope and services section of the bibliography further explains the Clearinghouse activities. For further information write to

Ms. Pennifer Erickson  
Clearinghouse on Health Indexes  
Division of Environmental Epidemiology: OAEF  
National Center for Health Statistics: DHHS  
Center Building, Room 2-27  
3700 East-West Highway  
Hyattsville, Maryland 20782  
Telephone: (301) 436-7035

## LETTER TO THE EDITOR...

The following is a response to Jim Shanteau's letter in the July 1982 J/DM Newsletter.

Dear Jim,

"Of the making of books there is no end..." -- Ecclesiastes.

Especially when tenure is granted by the weight of publication (in grams-- covers on reprints and off books).

The rôle of reviewing is to help increase the idea to bulk ratio, by decreasing the bulk. Good ideas get published somewhere anyway, or--if in a paper deserving rejection--incorporated into the next, better paper. Reviewers cannot fulfill their role if they adopt the policy that if "you can't say anything helpful, don't say anything at all." (A blank review is not going to carry much weight.) These reviewers are primarily responsible to the journal and the field--i.e. to the readers--not to the author. Clearly their judgments of the elusive quality "quality" are highly flawed, but the best input an editor can have for judging that is a number of forthright reviews.

Signed reviews would vitiate that input. Not only are there people who will avoid saying negative things (or who will modify them) in order to be liked; there are even people who say positive things they don't believe in order to be liked. Even people with Ph.D.'s in psychology. Your letter makes it clear that some of your past manuscripts have been reviewed by people you know (or at least in the JDM area), and there is a high (personal) likelihood that some of these would have modified their reviews were they to have signed them and sent them to you. The problem is not hypothetical. Just look at some of the misleading and insipid nonsense written in letters of recommendation now that we have legally mandated open files. Of course, people shouldn't write such letters, but they do--en masse.

Anonymous hatchet jobs are distasteful, but the alternative you propose is worse.

Sincerely,



Robyn M. Dawes  
Professor and Head  
Department of Psychology

## NEW AND RECENT BOOKS ...

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

Anderson, N. H. Methods of Information Integration Theory. New York: Academic Press, 1982. 464 pp., \$39.50 (tentative) ISBN: 0-12-058102-7

This volume is the first comprehensive treatment of the methodology of information integration theory. Emphasizing experimental procedure and data analysis in cognitive algebra, it covers measurement theory, integration models, goodness-of-fit, monotone analysis, functional measurement of importance and value, and various problems of method, both technical and conceptual.

Brandstatter, H., Davis, J. H., & Stocker-Kreichgauer. Group Decision Making. New York: Academic Press, 1982. 576 pp., \$45.00 ISBN: 0-12-125820-3

The book presents the contributions to an invited conference co-sponsored by the European Association of Experimental Social Psychology and its American counterpart, the Society of Experimental Social Psychologists. The authors give a comprehensive account of some important aspects of group decision making, rather than merely interpreting results from a study or two. Thus, this volume provides an up-to-date survey of theoretical notions as well as methodological approaches and empirical findings related to group decision making that are currently salient both in Europe and North America. Obviously experiment still prevails as the principal method, which can not be substituted but only supplemented by observational methods and archival studies.

Maital, S. Minds, Markets, and Money: Psychological Foundations of Economic Behavior. New York: Basic Books, 1982. \$14.95 ISBN: 0-465-0423-1

Economists have never been genuinely interested in individual behavior; instead, by assuming people "act as if" they are thoroughly rational, even if they do not appear to, economists construct theories about market-level phenomena without concern for the accuracy of descriptions of individual behavior. Maital tries to plug this gap in economic theorizing with a wide range of material from social, cognitive, and developmental psychology. His book is a very welcome attempt at uniting the behavioral sciences of psychology and economics; and while lacking scholarly rigor, the book is chock-full of clever illustrations and shimmering, clear prose.

...Colin F. Camerer

Packel, E. W. The Mathematics of Games and Gambling. New Math. Library, Vol. 28, Mathematical Association of America, 1981. 141 pp., \$8.75 (paper) ISBN: 0-88385-628-X

A beautiful blend of game lore and elementary probability, introducing expectation, permutations, binomial distribution, game theory and power indices via examples from backgammon, craps, poker, blackjack, and lotteries. Developed as a text for an experimental freshman seminar, it eschews general theory in favor of specific examples, and uses only elementary high school algebra.

Swets, J. A. & Pickett, R. M. Evaluation of Diagnostic Systems: Methods from Signal Detection Theory. New York: Academic Press, 1982. 272 pp., \$29.00 ISBN: 0-12-679080-9

This book adapts the methods and measures of modern detection theory to the evaluation of diagnostic systems. The authors extensively evaluate one of the more complex diagnostic systems: pattern recognition by humans or machines in which the patterns are formed of images, numbers, or text. The authors present the only available methods and measures that provide a valid and reliable index of system accuracy, independent of its decision bias. These methods and measures yield a separate index of decision bias, which aids in assessing the system's cost-benefit relationships. The principal technique employed is the Relative Operating Characteristic (ROC) curve. This concept is extended to deal with classification, as well as detection and performance.



SUITE 421, 7700 LEESBURG PIKE. FALLS CHURCH, VIRGINIA 22043 (703) 790-0510

Cohen, M.S. Decision Support for Attack Submarine Commanders: Target Range Pooling and Attack Planning (Technical Report 82-1). Falls Church, VA: Decision Science Consortium, Inc., April 1982;  
Cohen, M.S. Quantitative Validity of Objective and Subjective Inputs for a Target Range Pooling Decision Aid. To appear in the Proceedings of the 49th MORS Symposium.

DSC is in the third year of a project, sponsored by the Office of Naval Research (ONR) with the collaboration of the Naval Underwater Systems Center (NUSC), to analyze decision support requirements and develop interactive aids for the Command staff of attack submarines. One product of this work is a probabilistic aid which helps the Commander evaluate noisy and sometimes inconsistent information about target range, through a Bayesian range pooling algorithm. Two key characteristics of the aid are that it displays evidence (e.g., specific range estimates) as well as conclusions (the pooled solution), accommodating user requests for information at any level of detail; and it allows the Commander to interpose his own assessments of the validity of estimates being pooled in place of default values. Quantitative testing using at-sea data from submarine exercises confirmed the efficacy of the basic interactive approach: pooling improved range accuracy whether with objective inputs, user-supplied subjective inputs, or a mix of the two; the degree of accuracy achieved corresponded to the amount of information (objective or subjective) that was integrated. DSC is currently participating in the software implementation of this aid on military hardware by Navy programmers at NUSC. Subsequent phases of the work will involve hands-on demonstrations of the aid for potential Fleet users at NUSC and in at-sea testing.

Cohen, M.S., Bromage, R.C., Chinnis, J.O., Jr., Payne, J.W., and Ulvila, J.W. A Personalized and Prescriptive Attack Planning Decision Aid (Technical Report 82-4). Falls Church, VA: Decision Science Consortium, Inc., July 1982.

This report describes the development of a computer-based display and analysis system which caters to the personal decision-making styles of users while providing safeguards against potential errors or biases. The general conceptual design brings together descriptive research in cognitive psychology on individual strategies in judgment and choice, and prescriptive theories which constrain optimal solutions while accommodating differences in judgment and ways of structuring the problem. A demonstration prototype aid, incorporating an advanced user interface, was designed and partially implemented to support attack planning by the Command staff of an attack submarine. The current system provides a relatively effortless user interface, consisting of high resolution color display, a joystick, and a single function key. The design accommodates individual differences in beliefs, values, and preferred level of problem structure, in search organization and decision rule, and in features of "cognitive style" (number of options focused on, number of dimensions utilized, and time span of planning).

The prototype aid consists of a data base, a flexible general-purpose Planning Module, and a set of relatively specialized routines for customizing the aid. The Planning Module enables the user to sample information from any preferred level of aggregation from a variety of hierarchically arranged prescriptive models: e.g., prioritization of tactics in terms of overall utility or with respect to specific subgoals, forecasts of critical events which influence the achievement of subgoals, and basic level data or inputs. Customizing modules allow the user to efficiently organize his search of the data base according to a preferred pattern, to set cutoffs on evaluative dimensions as a basis for action-selection and for real-time alerting, and to replace default values at any level of aggregation by subjective judgments. An important feature of the aid is a "devil's advocate" module, which monitors information not requested by the user and advises him when that information appears to have prescriptive implications different from the information he has observed. The user sets his own "tolerance" for disconfirming information, thus determining the nature and frequency of advisory prompts.

A study of individual data-gathering and decision-making styles among submarine officers suggests that pronounced differences do exist to which a personalized aid might cater. A preliminary demonstration of the functioning prototype suggests that it will cater effectively and acceptably to those differences.

**SYMPOSIUM ON AUDIT JUDGMENT**

Sponsored by the

Center for Accounting Research  
School of Accounting

In cooperation with the  
Social Science Research Institute  
University of Southern California

February 14 and 15, 1983

**SYMPOSIUM OBJECTIVES**

. Create a synergistic, interdisciplinary approach to audit judgment research by bringing together academic audit researchers, behavioral science experts, and audit firm representatives

. Generate relevant and methodologically feasible audit research ideas and projects

. Update some of the promising new methodologies and research techniques

. Investigate funding opportunities for audit judgment research

**INTERESTED IN PARTICIPATING?**

Those interested in attending the symposium and/or summarizing research which has relevance to audit judgment should contact:

. Ted Mock or Paul Watkins  
School of Accounting  
Bridge Hall 306  
University of Southern California  
Los Angeles, CA 90089-1421  
(213) 743-2426

. Ward Edwards  
Social Science Research Institute  
University of Southern California  
Los Angeles, CA 90089-1421  
(213) 743-6955

**NOTE:** The Bayesian Conference organized by Ward Edwards will be held the previous Thursday and Friday at the Valley Hilton in Los Angeles. Please contact Ward Edwards for further details.



**TUFTS UNIVERSITY**

School of Medicine

Division of  
Clinical Decision Making

Department of Medicine

New England Medical Center

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**THE PERSONAL MICRO-COMPUTER DECISION ANALYSIS SYSTEM**

- \* Version 3.0 now available including detailed manual and sample analyses
- \* Efficient tree entry by recursive context reformulation along each strategy;
- \* Probability and utilities can be expressed as constants, variables, or arbitrary mathematical expressions;
- \* Variables can be recursively redefined during tree evaluation with automatic return of prior definitions at appropriate contexts;
- \* Repetitive portions of the tree need be entered only once, as a subtree;
- \* Subtrees can be associated with variables so that the expected utilities become a function of those variables, much as a computer subroutine or function might do;
- \* Tables of data can be stored for retrieval during expression evaluation, with linear interpolation for points between specified entries;
- \* Sensitivity analyses can be performed on one, two or three variables simultaneously;
- \* Graphic display of sensitivity analyses;
- \* Automatic calculation of thresholds (breakeven points);
- \* Trees are stored as text data and can be edited using the Pascal editor.
- \* Logical variables and boolean nodes allow complex tree logic
- \* Automatic calculation of risk profiles

**DECISION-MAKER 3.0** is available for use on the APPLE II, APPLE III, DEC PDP-11(03), and Heath/Zenith Z-89/Z-90 computers, with the USCD Pascal language (version II) available. Each registered diskette is available for \$A00, including documentation and one year of program updates.

Contact: Stephen G. Pauker, M.D.  
Division of Clinical Decision Making  
New England Medical Center  
171 Harrison Avenue  
Boston, Massachusetts 02111

171 Harrison Avenue  
Boston, Massachusetts 02111  
(617) 956-5910

**Tentative Program Schedule****Judgment/Decision Making Meeting**

November 13 and 14, 1982

Hyatt Regency - Minneapolis  
1300 Nicollet Mall**Friday, November 12**

8:00 - 12:00 p.m. Hospitality Room  
There will be an open bar (free for those who have paid their registration fee) in the hospitality suite (under Lola Lopes' name) at the Hyatt Regency.

**Saturday, November 13**

8:00 - 12:00 a.m. Paper Session  
There will be a session within the Psychonomic Society meeting devoted to papers on judgment, decision making, and choice behavior.

12:00 - 1:00 p.m. Lunch  
JDM attendees are encouraged to have lunch in small groups at one of the restaurants in or close to the Hyatt Regency.

1:00 - 1:30 p.m. Welcoming Remarks  
Introductory comments and the plans for the JDM meeting will be presented by Charles Gettys (University of Oklahoma), Lola Lopes (University of Wisconsin), and James Shanteau (Kansas State University).

1:30 - 3:00 p.m. Keynote Address  
Kenneth Hammond (University of Colorado) will talk on "To Whom Does the Future Belong: Is You Is or Is You Ain't My Baby." Introductions will be provided by Gary McClelland (University of Colorado) and Lola Lopes (University of Wisconsin) will be a Discussant. (Ken's talk is the second in a series of historical talks at JDM meetings by the founders of judgment/decision research -- Ward Edwards presented a talk at last years meeting. We plan to record these talks and make them available upon request.)

-continued on Page 8-

Sunday, November 14

Saturday, November 13

3:00 - 3:15 p.m. Coffee Break

3:15 - 5:00 p.m. History of Evidence.

This session will be on "Source Credibility: History, Theory, and Evidence" with Michael Birnbaum (University of Illinois) serving as moderator. The participants will include Brown Grier (Rush-Presbyterian-St.Lukes Medical Center) who will present "History of the Theory of Testimony" and Michael Birnbaum (University of Illinois) who will present "Mathematical Models of Source Credibility." Other contributors will be announced later. (These talks are part of our continuing emphasis on the historical underpinnings of decision research.)

5:00 - 5:30 p.m. Business Meeting

There are a number of questions which need to be answered. For instance, should we collect dues to pay for the ongoing expenses of the group? How should we select officers? What are the reactions to the Judgment/Decision Making Newsletter and can it be enlarged? What suggestions are there for the next meeting (tentatively scheduled for San Diego in November, 1983)? What else should we be doing to advance judgment/decision research?

5:30 - 6:30 p.m. Social Hour

There will be an open bar in the hospitality suite.

6:30 - 8:30 p.m. Dinner

William Wright will provide us with a list of suggested restaurants in the vicinity of the Hyatt Regency.

9:00 - 12:00 p.m. Hospitality Room

There will be an open bar in the hospitality suite.

8:30 - 10:30 a.m. Major Address

Daniel Kahneman (University of British Columbia) and Amos Tversky (Stanford University) will present "Intentional Reasoning and The Conjunction Fallacy in Probability Judgments." Commentaries will be provided by Lee Beach (University of Washington), John Payne (Duke University), and Nancy Pennington (University of Chicago). Hillel Einhorn (University of Chicago) will be moderator. (There is one major address each year, with commentaries by investigators reflecting a variety of views.)

10:30 - 10:45 a.m. Coffee Break

10:45 - 12:15 p.m. Role of Experience

This special session will be on "Role of Experience in Judgment and Decision Making" with Jerry Busemeyer (Indiana University/Purdue University) serving as moderator. Participants will be Jerry Busemeyer (Indiana University/Purdue University) presenting "Serial Averaging Model of Prototype Learning," Gary Gaeth (Kansas State University) presenting "Training as a Form of Structured Experience," Barbara Mellers (University of California, Berkeley) presenting "Role of Experience in Different Stimulus Contexts," and Colleen Surber (University of Wisconsin) presenting "Developmental Aspects of Judgment." (This session will provide an opportunity for some younger investigators to describe their ongoing research.)

12:15 - 1:15 p.m. Lunch

1:15 - 3:00 p.m. Accounting and Auditing Judgment

This invited session will be on "Judgment and Decision Making Research in Accounting and Auditing" with William Wright (University of Minnesota) serving as moderator. Participants (all from the University of Minnesota) will be John Dickhaut presenting "Experimental Economics," Edward Joyce presenting "Process Tracing Research," and William Wright presenting "Expertise and Auditing Judgment." (This session will allow JDM investigators to learn more about the research opportunities in accounting and auditing judgment.)

3:00 p.m. Departure



# NATIONAL CONFERENCE on the use of on-line computers in psychology

Wednesday, November 10, 1982

Hyatt Regency Minneapolis

--THE DAY BEFORE THE PSYCHONOMIC SOCIETY MEETING--

\*\*\*\*\*

### Abbreviated Program

- \* 9-10:30      Computer-assisted instruction in quantitative methods
- \* 9-10:30      The Plato IV CAI system in Psychological research
- \* 9-10:30      Technical issues in system designs
- \* 11-12         Presidential address: Russell Church  
The involvement of on-line computers in Psychological research;  
a case study
- \* 1-2:30        Teaching Experimental Psychology with micro computers
- \* 1-3:15        Human factors in computing
- \* 1-3:15        An introduction to the theory and application of fast fourier  
transforms
- \* 3:15-5        Users' experience with computer-assisted instruction
- \* 3:15-5        Simulation systems for Cognitive Psychology
- \* 3:45-4:45    An introduction to two-dimensional fast fourier transforms
- \* 5-6           Business meeting

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### Registration Form

Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

#### Registration Fees:

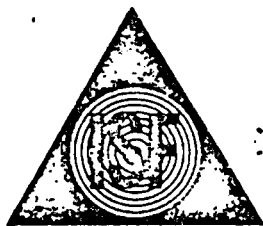
Member (as of November 1, 1982), \$7.00 \_\_\_\_\_; SPECIAL - Psychonomic Members,  
 \$10.00 \_\_\_\_\_; Non-member, \$15.00 \_\_\_\_\_; Student member, \$3.50 \_\_\_\_\_; Student  
 non-member \$7.00 \_\_\_\_\_; Conference Proceedings, \$10.00 \_\_\_\_\_; Late Registration  
 (after November 1), \$3.00 \_\_\_\_\_. TOTAL AMOUNT ENCLOSED: \$ \_\_\_\_\_

Make Check to: Computers in Psychology

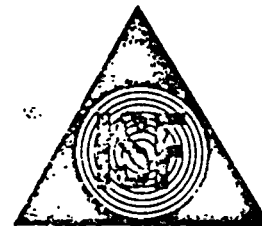
Mail to: Dr. Cynthia H. Null, Psychology Department, College of William and  
Mary, Williamsburg, Virginia 23185

## THE THIRD INTERNATIONAL SYMPOSIUM ON FORECASTING

Theme: "Pragmatic Research"  
PHILADELPHIA, PA.  
June 5-8, 1983



Sponsored by  
**The International Institute of Forecasters**  
in collaboration with the Wharton School, U. of Pennsylvania



### CALL FOR PAPERS

Over One Hundred Sessions Covering Research On:

- NEW FORECASTING METHODS
- HOW TO EVALUATE FORECASTING METHODS
- IMPLEMENTING NEW METHODS INTO ORGANIZATIONS
- USE AND ABUSE OF FORECASTS IN DECISION MAKING
- ASSESSING UNCERTAINTY IN FORECASTS
- WHICH METHOD TO USE WHEN

Send abstracts to  
Prof. J. Scott Armstrong  
Wharton School, U. of Pennsylvania  
Philadelphia, PA 19104  
Abstracts are assured of being in the program  
only if received at the Wharton School by Feb. 1, 1983

ABSTRACTS MUST NOT EXCEED 100 WORDS

The symposium will have no proceedings. Papers presented at the symposium will be considered (with consent of authors) for publication in the *JOURNAL OF FORECASTING*, published quarterly by John Wiley & Sons.

### OBJECTIVE

As at our previous meetings in Quebec and Istanbul, the objective is to unify the art and science of forecasting by bringing together researchers and practitioners from different countries, different organizations (academic, government and business), and different disciplines (social, behavioral, management and engineering sciences).

### KEYNOTE SPEAKERS

**Lawrence R. KLEIN**, U. of Pennsylvania, Nobel Prize Winner in Economics  
"The Importance of the Forecast in the Implementation of Economic Policy"

**Robert U. AYRES**.....Carnegie-Mellon.....Technological Forecasting  
**Robert G. BROWN**.....Materials Management Systems.....Operations Forecasting  
**Baruch FISCHHOFF**.....Decision Research.....Judging Forecasts & Forecasting Judgments  
**Rudolf E. KALMAN**.....Swiss Federal Inst. of Technology.....Problems with Statistical Forecasting  
**Spyros MAKRIDAKIS**.....INSEAD.....Factors Affecting Forecast Accuracy  
**Robert L. WINKLER**.....Indiana University.....Combining Forecasts

### PANELS ON FORECASTING TOPICS

**ECONOMETRIC METHODS:** F. Gerard Adams, U. of Pennsylvania; Rosanne Cole, IBM; Otto Eckstein, DRI; Ray Fair, Princeton; Stephen McNees, Federal Reserve Bank of Boston.

**SEASONAL ADJUSTMENTS:** Peter Burman, Bank of England; William Cleveland, Bell Labs; Estela Dagum, Statistics Canada; David Pierce, Federal Reserve Board; Allan Young, U.S. Dept. of Commerce.

**UNIVARIATE TIME SERIES:** Alan Cameron, State Space Systems; Robert Carbone, U. Laval; Robert Fildes, Manchester Business School; Lynwood Johnson, Georgia Tech.; David Pack, Union Carbide; Emanuel Parzen, Texas A&M.

**FORECASTING FOR STRATEGIC PLANNING:** Spyros Makridakis, INSEAD; Robert McLaughlin, Micrometrics; Sidney Schoeffler, Strategic Planning Institute; Thomas Naylor, Duke; Louis Tanguay, Bell Canada.

**MULTIVARIATE TIME SERIES:** Robert Carbone, U. Laval; Raman Mehra, Scientific Systems; Douglas Montgomery, Georgia Tech.; Emanuel Parzen, Texas A&M; Allen Spivey, U. of Michigan.

**JUDGMENTAL FORECASTING:** David Dreman, Dreman Associates, New York; Robih Hogarth, U. of Chicago; F. Thomas Juster, U. of Michigan; Ellen Langer, Harvard; Sarah Lichtenstein, Decision Research.

### COMMENTARY

**Julian L. Simon**, "How To Forecast Natural Resources" with comments by William Ascher, Johns Hopkins; Robert Ayres, Carnegie-Mellon; Gordon Kaufman, M.I.T.; and Hans Landsberg, Resources for the Future.

### EXHIBITS

- Publishers' Displays
- Demonstrations of Computer Forecasting Packages

TIMS/ORSA Session Announcement

TIMS/ORSA Conference

Chicago, April 25, 1983

Session Title: Expert Judgment in Decision Analysis

Session Chairman: ~~David Seaver~~

Speakers: Robin Hogarth, University of Chicago  
Richard John, University of Southern California  
Marvin Cohen, Decision Science Consortium, Inc.  
David Seaver, The MAXIMA Corporation

Additional information is available from:

David A. Seaver  
The MAXIMA Corporation  
7315 Wisconsin Avenue, Suite 900N  
Bethesda, Maryland 20814  
301/652-6366

J/DM NEWSLETTER SUBSCRIPTION FORM...

This form is attached for your convenience. The subscription cost of the J/DM Newsletter is \$2.00 per year (U.S.) and \$5.00 (Foreign). Please make checks payable to Indiana University Foundation. See Page 2 for details.

If the address label on the cover is marked "X", you have not paid.  
If the address label is marked "R" it is time to renew.

Please return this form and note any corrections to your address.  
(This form may be used for address change or correction as well.)

Name \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_  
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Be sure to include  
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THE NEXT ISSUE OF THE NEWSLETTER WILL BE THE DIRECTORY ISSUE.

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