

JUDGMENT / DECISION MAKING

newsletter

October 1983

Vol. III, No. 2

JUDGMENT/DECISION MAKING MEETING --

November 19-20 in San Diego...

The Fourth Annual Meeting of the Judgment/Decision Making Group will be held in San Diego November 19-20, 1983. More information about the program will be found on Page 3 and the tentative program for the meeting is on Pages 5-6. A registration form for the meeting is on Page 7. If you plan to attend the meeting, please return the form as soon as possible. A special hotel reservation form is included in this Newsletter. You will also find information concerning special airfare discounts for those traveling to the meeting on Page 4.

The meeting will follow the annual meeting of the Psychonomic Society which lasts through noon Saturday. The Psychonomic Society has two Saturday morning sessions, Decision Making and Problem Solving, which should be of interest to J/DM'ers and which are a fitting beginning for the J/DM Meeting.

J/DM'ers are encouraged to come early to the Psychonomic Society Meetings, since paper sessions relevant to judgment and decision making begin on Thursday. The session on Judgment (Thursday P.M.) includes papers by several members of this group. Other relevant sessions include Discourse Processing (Thursday P.M.), Sensory Function, Psychophysics, & Scaling (Friday A.M.), Classification and Categorization (Friday P.M.), and Recognition (Friday P.M.). A survey of the program reveals many other papers of direct relevance spread throughout the meeting. There is a nominal \$5.00 registration fee for the meeting which may be paid at the registration desk. (Programs for the meeting cost an additional \$5.) For further information about the Psychonomic Society Meeting write to J. Bruce Overmier, Elliott Hall, 75 E. River Rd., Minneapolis, MN 55455. He can also provide copies of the program for \$5.50; \$6.00 foreign.)

Just before the meeting of the Psychonomic Society, the 13th Annual Meeting of the Society for Computers in Psychology will be held (November 16). 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 9.

Special 1984 Subscription Rates for OBHP...

J/DM'ers may obtain a 1984 subscription to Organizational Behavior and Human Performance at the preferential rate of \$48.00 (\$60.00 outside the U. S. and Canada). This covers the cost of Volumes 33 and 34 and is a \$27.00 discount from the regular personal subscription rate. Anyone desiring to subscribe must:

1. Write a check for \$48.00 (or \$60.00) made out to "Academic Press - OBHP."
2. Indicate your desired mailing address.
3. Send your check and address to James C. Naylor, Editor, Organizational Behavior and Human Performance, Department of Psychological Sciences, Purdue University, West Lafayette, IN 47907.
4. The deadline is November 30 for these special group rates.

A REMINDER ABOUT J/DM SUBSCRIPTIONS...

We are now into our third year. Would you please check your mailing label to determine whether you have any amount due. If there is an "X" or an "R" on it, your subscription is not paid or is up for renewal. Page 11 has a convenient subscription-renewal-address change form.

DEADLINE FOR SUBMISSIONS FOR NEXT J/DM NEWSLETTER: December 16, 1983

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Editor:

N. John Castellan, Jr.
Department of Psychology
Indiana University
Bloomington, Indiana 47405

(812) 335-4261

Addresses & Corrections:

Gary McClelland
Department of Psychology, CB 344
University of Colorado
Boulder, Colorado 80309

(303) 492-8122

FROM THE EDITOR. . .

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

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

Subscriptions: The current rate for the J/DM Newsletter is \$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 your subscription has been paid or is current, check your mailing label. If it has an X or a 0, you have not paid; if it has an R, it is time to renew.

Checks should be made payable to the Indiana University Foundation.

Foreign Subscriptions: The cost of foreign subscriptions is necessarily higher than domestic subscriptions. Copies will be sent airmail to foreign addresses for \$5.00 (U. S.) per year if drawn on a U. S. bank. (If payable in U. S. dollars, but not drawn on a U. S. bank, the cost is \$25.00 per year. Note that many foreign banks have accounts with a U. S. bank and draw checks on that account.)

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

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

FINAL CHANCE FOR THE LOGO CONTEST...

Several J/DMers have suggested that we have a logo and/or masthead for the J/DM Newsletter and/or the J/DM Society. Therefore, we are announcing a contest to choose a logo. There are few rules. Anyone may enter, and more than one entry may be submitted. The design may be of any size (up to 8 1/2 by 11). The criteria for judging will be the appropriateness of the design, the extent that the design is based upon sound principles of design derived from applied cognitive psychology. Entrants should realize that the final design will be reduced to a small size (2 inches or less in height) and will be printed in one color. All entries will be judged by a special committee and the results will be announced at the J/DM Meeting. We reserve the right to select no winner from the entries and to alter and/or modify designs to produce a final design. Send entries to John Castellan before November 1.

J/DM PROGRAM NOTES...

(1) We are looking for one or two people who would like to stay in the Hospitality Suite at the hotel. JDM will cover the difference in cost between an ordinary room and the suite for November 18 and 19. You will, of course, get a nicer room this way. But, you also ending up acting as host or hostess for the JDM hospitality hours. If you are interested, please contact Lola Lopes or James Shanteau (see the addresses at the end of the program) for more details.

(2) There have been lots of questions about getting names on the program to justify travel funding. Based on previous experience, the easiest way to do that is through the Conversation Hour discussions listed for Saturday evening. If you would like to have your name on the program for this purpose, either indicate this on the Registration Form or contact Richard Ettenson (see the address at the end of the program). Keep in mind that this is not a structured part of the program.

(3) Several people have asked about how the program topics, speakers, etc., are organized and selected. To begin, many of this years program topics were suggested at last years meeting. Also, several ideas were received by mail last winter. By late spring, most of the program structure was pretty much in place. Moderators were then selected for each session. These moderators, in conjunction with the program committee, then selected the speakers. ~~The summer was spent in~~ contacting and getting commitments from various people to be on the program. The emphasis is on selecting speakers who are relevant to the topic, are good communicators, and who have something new and interesting to say. For these reasons, we have purposely stayed away from short contributed papers. If you would like to deliver such a paper, then the best thing to do is to submit it to the Psychonomic Society session on decision and choice behavior. If you have any comments, good or bad, about the program please feel free to contact the organizing committee (Chuck Gettys, Lola Lopes, and James Shanteau).

(4) We will be looking to select new members of the program committee for the 1984 meeting. We are also interested in suggestions for possible program topics. If you have any ideas, please let us know at the meeting. (For those who can't attend this years meeting, write a letter indicating your ideas or interests).

Report from James Shanteau for the Organizing Committee

IMPORTANT!

-- and J/DM MEETING --

1983 PSYCHONOMIC SOCIETY MEETING
SAVE 30% OR MORE ON AIRFARE
NOVEMBER 15-20, 1983
SAN DIEGO, CALIFORNIA

UNITED AIRLINES HAS JOINED WITH THE PSYCHONOMIC SOCIETY TO OFFER UNITED'S SUPER SAVER FARE WITH THE SEVEN DAY MINIMUM STAY RESTRICTION WAIVED. THIS CAN PROVIDE YOU WITH SAVINGS OF 30% AND MORE OFF OF THE NORMAL COACH(Y) FARE. THE DISCOUNT FARE APPLIES ON UNITED AIRLINES FLIGHTS ROUND TRIP TO SAN DIEGO OR LOS ANGELES.

TO TAKE ADVANTAGE OF THIS SPECIAL OFFER, SIMPLY FOLLOW THESE EASY STEPS:

1. Call United toll-free at **800 521-0810**. (In Michigan, call **800 482-0243**). Ask for the Convention Desk and give the special account #**8335**.
2. United's specialists will provide information on all schedules and fares including the special Super Saver fare, and make your reservations.
3. United will mail tickets directly to your home or office. Have a major credit card number for them when you call.
4. If you prefer to use the services of a local travel agent, have them call United's Convention Desk to take advantage of this special program. The agent is still eligible for their commission.

CALL TODAY TO BOOK YOUR SEAT

RESERVE EARLY

Tentative Program Schedule
Judgment/Decision Making Meeting

November 19 and 20, 1983

Sheraton Harbor Island Hotel
San Diego

Friday, November 18

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 -- ask at the front desk for the Judgment/Decision Making suite.

Saturday, November 19

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 Sheraton Harbor Hotel.

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

Clyde Coombs (University of Michigan) will talk on:

"Some Cumulative and Not So Cumulative Research on Decision Making."

Introductions will be provided by Gary McClelland (University of Colorado). A Discussant will be announced later. (Clyde's talk is the third in a series of talks at JDM meetings by the founders of judgment/decision research -- Ward Edwards presented the Keynote Address two years ago and Ken Hammond presented last year. These and all other talks are recorded and copies will be made available later upon request.)

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

Saturday, November 19

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

There will be an open bar (free to those who have paid their registration fee) in the hospitality suite. During this time, several JDM members will be available for special Conversation Hour discussions. If you are interested in participating as a Discussant, please indicate on your Registration form or contact Richard Ettenson (University of Maryland, see address below). Note -- For those who need to have their names on the program for travel-funding purposes, this is the easiest way to do that.

Sunday, November 20

8:30 - 10:15 a.m. Major Address

Norman Anderson (University of California, San Diego) will present:

"Judgment and Decision Making as Goal-Directed Action."

Lola Lopes (University of Wisconsin) will serve as moderator. Commentaries will be provided by Jerry Busemeyer (Indiana/Purdue University) and two other discussants to be named later. (There is one major address scheduled each year, with commentaries from investigators reflecting a variety of views.)

10:15 - 10:30 a.m. Coffee Break with Breakfast Rolls

10:30 - 12:30 p.m. Workshop on Expertise

This special session will be on "Learning, Judgment, and Expertise" with Joshua Klayman (University of Chicago) serving as moderator. The talks will be by:

Eric J. Johnson (Carnegie-Mellon University) on "Expertise in Decision Under Uncertainty: Process and Performance."

Joshua Klayman (University of Chicago) on "Expertise from Imperfect Feedback."

Micheline T. H. Chi (University of Pittsburgh) on "Tracking Learning."

Hillel J. Einhorn (University of Chicago) will serve as a Discussant.

This session will provide an opportunity for some newer investigators to describe their research.

12:30 - 1:30 p.m. Lunch

Lunch in a restaurant in or around the Sheraton is encouraged so that we can begin the afternoon session promptly.

J/DM Meeting -- Tentative Program

Saturday, November 13

3:15 - 5:15 p.m. Workshop on Past, Present, and Future Trends

This workshop is titled "Judgment Research and Psychology: What Was, Is, and Will Be Unique?" with Charles Gettys (University of Oklahoma) serving as moderator. The presentations will be by:

Charles Gettys (University of Oklahoma) on
"Will Decision Research Survive Decision Theory?"

Jay Christensen-Szalanski (University of Arizona) on
"Time for a Tune-Up: The Bias Bandwagon in Applied Settings."

Lola Lopes (University of Wisconsin) on
"Can Positive Roots Bear Psychological Fruits?"

Robin Hogarth (University of Chicago) on
"Hindsight and Foresight in Judging Judgment Research."

Following the presentations, there will be an opportunity for open discussion of the issues raised. (This session is part of our continuing emphasis on the history and trends of decision making and judgment research.)

5:30 - 6:00 p.m. Business Meeting

There are a number of organizational and other questions which need to be addressed. For instance, should we start collecting dues to pay for the ongoing expenses of the society? If so, how much and how should the dues be collected? Who will be the program planners for the next JDM meeting? Is there any interest in starting a JDM Chautauqua-type meeting in the summer where, for instance, we could have extended discussions of a single issue or two? Is there any interest in an JDM-sponsored textbook for use in teaching courses on decision making? (If you know of other topics which might be discussed, please contact James Shanteau, see address below).

As an additional item, James Shanteau (Kansas State University) will present the results of a JDM survey on some reactions to journal outlets. A sample of researchers were asked for their opinions as to whether the present journals are adequate, whether any changes should be made, and whether a new journal is needed. Following a summary of these survey results, there will be an open discussion of the role that JDM can play in resolving this issue.

6:00 - 7:00 p.m. Social Hour

An open bar will be available in the hospitality suite.

7:00 - 9:00 p.m. Dinner

Ray Hershman (Navy Personnel Research and Development Center) and others from San Diego will be available to offer suggestions about restaurants in the harbor area.

Sunday, November 20

1:30 - 3:00 p.m. The Funding Picture

This invited session will be on
"Judgment and Decision Making Research Support in the 80's."

Charles Gettys (University of Oklahoma) will serve as moderator. Short presentations will be provided by:

Trudi C. Miller (Program Director, Decision and Management Science, National Science Foundation)

Bill Vaughan (Director, Engineering Psychology Programs, Office of Naval Research)

Following the presentations, there will be an opportunity for questions and answers about policy, priorities, future funding trends, etc. (While we would certainly encourage a general discussion of the funding situation, we would request that questions concerning specific research projects be saved for a more appropriate occasion.)

3:00 p.m. Departure

If you have any questions about either the program or other aspects of the JDM Society, please contact the appropriate person below:

Charles Gettys: Program Coordinator
Department of Psychology, University of Oklahoma, Norman, OK 73019
(405/325-3227)

Lola Lopes: Hotel/Conference Coordinator
Department of Psychology, University of Wisconsin, Madison, WI 53706
(608/262-9945)

James Shanteau: Coordinator for the JDM Society
(Department of Psychology, Kansas State University, Manhattan, KS 66506
913/537-0526)

Richard Ettenson: Conversation Hour Coordinator
Department of Textiles and Family Economics, University of Maryland, College Park, MD 20742 (301/454-6494)

John Castellan: JDM Newsletter Editor
Department of Psychology, Indiana University, Bloomington, IN 47405
(812/337-4261)

Gary McClelland: JDM Mailing List
Department of Psychology, University of Colorado, Boulder, CO 80309
(303/492-8122)

COMPUTERS in PSYCHOLOGY

Formerly the National Conference on the Use of On-Line Computers in Psychology

*Thirteenth Annual Meeting
Sheraton Harbor Island Hotel, San Diego, California*

*Wednesday, November 16th, 1983
The day before the Psychonomic Society meeting; same hotel*

Addresses

- 11:00 am Improving Learning of Complex Skills: Using Computer tools to Overcome the Effects of Automation. *Presidential address.* Alan Lesgold.
- 3:00 pm Visual Sensing by Humans and Computers. *Invited address.* Brian Wandell.
- 4:00 pm MINERVA: A Simulation model of Human Memory. *Invited address.* Douglas Hintzman.

Symposia and Workshops

- 9:00 am Innovative Use of Computers in Reading Research.
- 1:00 pm (a) Getting Started with Microcomputers in Undergraduate Education. (b) Computers in the Analysis of Language and Personal Interaction.
- 8:00 pm (a) Standardizing Courseware Development. (b) Use of Computers at the Navy Personnel Research and Development Center. (c) Computers in Psychology: Tool and Topic.

Paper Sessions

- 9:00 am (a) Applications: Software. (b) Applications: Human Factors.
- 1:00 pm Applications: Hardware.

Registration Form

Name

Address

.....

.....

		Before	After	
		Nov. 1	Nov. 1	
Registration	Member (as of 11/1/83) of SCP	\$15.00	\$20.00	\$.....
	Member (as of 11/1/83) of Psychonomic Society	20.00	25.00
	Non-Member	25.00	30.00
	Student	10.00	10.00
	Conference Proceedings	10.00	10.00

Amount enclosed (payable to Society for Computers in Psychology) \$.....

Mail to: Society for Computers in Psychology
516 LRDC Building
University of Pittsburgh
Pittsburgh, PA 15260

NEW AND RECENT BOOKS. . .

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

Beard, R. E., Pentikäinen, T., & Pesonen, E. Risk Theory (3rd Edition). New York: Chapman & Hall, 1984. Pp. c 230, c \$24.95. ISBN: 0-412-24260-5

...provides an introduction to risk theory in a form accessible to senior actuaries and actuaries in different countries with varying mathematical backgrounds. Adhering to the same clear textual style and structure as previous editions, the new edition takes into account the many recent developments in risk theory and the increased use of computers in actuarial work.

Bronner, R. Decision Making Under Time Pressure. Lexington (MA): Lexington Books, 1982. Pp. 208, \$21.95. ISBN: 0-669-04696-5

In this comprehensive analysis of managerial behavior, Bronner isolates the time-stress factor by testing hypotheses against empirical evidence. His findings provide practical insights into decision making for the behavioral scientist and the organizational theoretician. Contents: 1. Decision making under time pressure as a problem for overcoming stress; 2. The theory of decision making under time pressure; 3. Method and concept of investigation; 4. Verification of the theory; 5. Consequences of the theory of decision making under time pressure.

French, S., Hartley, R., Thomas, L. C., & White, D. J. (Eds.) Multi-Objective Decision Making. New York: Academic Press, 1983. Pp. 344, \$33.00. ISBN: 0-12-267080-9

Hooke, R. How to Tell the Liars From the Statisticians. New York: Marcel Dekker, Inc., 1983. Pp. 152, \$15.95. ISBN: 0-8247-1817-8

In 76 succinct, self-contained, enlightening essays on such topics as smoking and cancer ... risk taking in industry ... unemployment ... cost of living ... science and statistics--and many more!--this unparalleled book ranges across a wide variety of areas, pointing out statistically incorrect arguments and dubious inferences. Simple and informative vignettes use real-life situations that run the gamut from everyday living to sports, business, and technology, and feature entertaining illustrations that highlight key points.

Kotz, S., & Stroup, D. F. Educated Guessing: How to Cope with an Uncertain World. New York: Marcel Dekker, Inc., 1983. Pp. 224, \$15.95. ISBN: 0-8247-7000-5

Developments in the 20th century have made life in our generation unusually unpredictable. Efforts to control our environment--through such means as general technological and medical advances, energy conservation, and wildlife restriction--enhance the anxiety that surrounds uncertainties. Only by understanding the mathematics in the principles governing chance can we ease this apprehension. Taking a close look at laws of probability as well as spotlighting games of chance, real-life examples throughout the book clearly illustrate the impact and importance of probability on our lives.

Lloyd-Bostock, S., & Clifford, B. R. (Editors), Evaluating Witness Evidence. New York: J. Wiley, 1982. Pp. 352, \$43.95. ISBN: 0-471-10463-9

...the most comprehensive coverage of the field of eyewitness psychology currently available. It features new empirical findings, improved methodologies, theoretical advances and new directions--as well as totally new approaches to the subject from a lawyer's point of view. Contributions ... are organized into four key areas: common sense appraisals by jurors and other decision makers; techniques for maximizing and assessing the validity of information from witnesses; factors affecting the accuracy of witness statements; future trends.