JUDGMENT / DECISION MAKING

newsletter

J/DM CONFERENCE SET FOR NOVEMBER 10-11. . .

The annual J/DM Meeting will take place on November 10-11 at the Hilton Palacio del Rio in San Antonio, Texas. This is a great conference site and there is a wonderful program planned. We hope to see you all there. The program and conference registration materials are included in this issue of the J/DM Newsletter Please return the form to Lola Lopes with your conference fee pronto! Hotel reservations should also be made as soon as possible directly with the hotel using the postcard enclosed.

As always, we will have a hospitality suite at the hotel both Friday and Saturday nights with drinks and munchies for conference attendees. John Carroll, Eric Johnson, and Max Bazerman (our program organizers) will be the keepers of the suite. Ask at the hotel desk for their room number. See you in San Antonio! Ole!.

...Lola Lopes

OTHER RELEVANT MEETINGS IN SAN ANTONIO. . .

As in past years, the annual meetings of the Society for Computers in Psychology and the Psychonomic Society will preceed the J/DM Conference. A thumbnail sketch of the SCP meeting (to be held on Wednesday, November 7th) and a registration form are included in this newsletter (Pp. 7-8). Also included is an address from which to obtain the full program. The Psychonomics meeting will be held Thursday through Saturday. As we go to press, the full Psychonomics program is not available. However, you may be assured that there will be sessions of particular interest to J/DM'ers.

CHANGES IN THE NEWSLETTER. . .

As most of you now know, the J/DM Newsletter is about to commence publication on an annual basis. Therefore all renewals and new subscriptions will be on an annual basis. If your address label is marked with an X or an R, your subscription should be renewed. See Page 2 for more information. There are several changes planned for the newsletter, so renew now!

DEADLINE FOR SUBMISSIONS FOR NEXT J/DM NEWSLETTER: December 15, 1984

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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 However, we do not publish substantive papers.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 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 $5.00/year. This should cover the cost of about 4 issues. (Please see Page 1 about rates for the remainder of 1984.) 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 $7.00 (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 forwared 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.

The Society for Medical Decision Making
Sixth Annual Meeting

The Sixth Annual Meeting of the Society for Medical Decision Making will be held at the National Institutes of Health, Bethesda, Maryland, November 28–30, 1984. Prior to the meeting, a short course on medical decision making will be held on November 27, 1984.

John R. Clarke, MD
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The Medical College of Pennsylvania
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Further information on the Sixth Annual Meeting may be obtained from:

FUNCTIONAL MEASUREMENT COMPUTER PROGRAMS

(1) FM#1 for Apple II microcomputer. This program contains a set
routines which will perform almost all of the analyses associated
th Functional Measurement (Anderson. 1982, 1983), including:

(a) Input of data and data parameters; also data correction
(b) Selection of data transformations (if desired)
(c) Computation of cell means for both individuals and group
(d) Computation of marginal means for both individuals and group
(e) Estimation of scale values for both individuals and group
(f) Estimation of % variance for both individuals and group
(g) Computation of orthogonal bilinear trend coefficients
(h) Computation of orthogonal non-bilinear trend coefficients
(i) Computation of individual-subject Anovas (if desired)
(j) Computation of group Anova (if desired)
(k) Estimation and tests of all bilinear terms
(l) Estimation and tests of part or all non-bilinear terms
(m) Creation of screen and printer plots (with Epson printers)

FM#1 runs interactively, which permits the user to customize the
ata analysis to suit a particular problem. It is also possible to
estart the program at any of seven points; this lets the user conduct
elected reanalyses (e.g., involving transformations) without having
o start the program over. Because of the limitations of a
icrocomputer, however, the program is quite slow.

MANUAL. FM#1 comes with a 68 page FM#1 MANUAL (Shanteau, 1984)
hich describes the features of the program as well as the basics of
ow to conduct a Functional Measurement analysis. However, the program
s screen-prompted and a knowledgeable user can run FM#1 without
eferring to the MANUAL.

CONFIGURATION. FM#1 was written in Applesoft BASIC assuming a
tandard configuration for the Apple II+/IIe/IIc microcomputer.
pecifically. FM#1 was designed to run with the following setup:

@ A 48K Apple II+ with a 16K language card, or an Apple IIe/IIc
@ A standard printer interface card in Slot 1 (optional)
@ A 80-column card in Slot 3 (optional, but strongly recommended)
@ Two disk drives, with a disk controller in Slot 6

FORMAT. FM#1 is supplied on a 5 1/4 diskette, with a sample data
et included; this data set set is used for illustration in MANUAL.
n the reverse side of the disk, a set of instructions and routines
re provided to incorporate a high speed DOS system (DIVERSI-DOS); the
.ser is responsible for sending $30 to DSR, Inc. to use this system.

AVAILABILITY. The FM#1 program including the Manual is available
or $50. This "at cost" price includes licensing fees paid for
·arious subroutines. reproduction costs, and supply costs; users will
·utomatically receive all future updates. The FM#1 Manual alone is
·vailable for $10; this price will be deducted if the FM#1 program is
·urchased later. To obtain copies, contact James Shanteau, Department
·f Psychology. Bluemont Hall, Kansas State University, Manhattan,
·ansas 66506 (913/532-6850).

Page 1

(2) POLYLIN for mainframe computer. This FORTRAN program
(Shanteau, 1977) will perform a set of analyses to compute the
multilinear components in single-subject data for up to a four-factor
design, including:

(a) Computation of individual subject cell means
(b) Computation of marginal means for both individual and group
(c) Estimation of scale values for both individual and group
(d) Computation of orthogonal multilinear trend coefficients
(e) Estimation of multilinear sum-of-squares for all interactions
(f) Punched output of multilinear sum-of-squares (optional)

POLYLIN runs as a batch program, which means that all parameter
values and options must be specified in advance. The program is
intended as a supplement, so that the same data must also be run
through an ordinary Anova program to estimate main effects, error
terms, etc. The results of the two programs are then combined (by
hand) to produce the final analysis of the multilinear terms.

INSTRUCTIONS. POLYLIN comes with a 6 page set of instructions on
how to set up cards/files for data entry, parameter values, etc. The
instructions also identify various parameter codes in the program,
which is useful if any modifications are made.

CONFIGURATION. POLYLIN was written in FORTRAN IV for an IBM 370
computer; it has been successfully run on a variety of other mainframe
computers with minimal changes. The program requires 120K of memory
and completes a full four-factor analysis in a few seconds.

FORMAT. POLYLIN is available on punched cards, with a sample
data set also included on cards. A listing of the program is
provided, along with output for the sample data.

AVAILABILITY. The POLYLIN source deck, sample data deck, source
listing, sample output, and instructions are available for $20. This
"at cost" price covers computer costs, reproduction, and other
expenses. The program listing and instructions alone, without punched
cards, is available for $5; this price will be deducted from any
future purchase of the card deck. For copies, contact James Shanteau,
Department of Psychology, Bluemont Hall, Kansas State University.
Manhattan, Kansas 66506 (913/532-6850).

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(3) POLYLIN modifications. Two modified versions of POLYLIN are
available as listings. The first version (3a) includes changes made
at the University of Colorado to produce a cleaner, more informative
output from the original POLYLIN program. The second version (3b)
includes modifications made by James Zalinski to perform a group
analysis of bilinear data. Both versions incorporate relatively minor
changes and additions to the POLYLIN source code. However, both
modified version remove capabilities in the original program; e.g..
the Zalinski modifications restrict POLYLIN to a two-factor analysis.

AVAILABILITY. Listings for both modified versions will be
included in orders for the complete POLYLIN package (available for $20
under #2 above). If requested separately, at-cost listings are
available for $5 (or $2.50 each) from James Shanteau (address above).

Page 2

(4) Group-Individual POLYLIN. This is a completely reprogrammed version of POLYLIN by David Weiss (1982) designed to perform both individual and group analyses. Group-Individual POLYLIN is an extension that allows a group analysis when several subjects have judged the same set of stimuli. The extension supplants the technically incorrect procedure proposed for group designs by Graesser and Anderson (1974) and recommended with the original POLYLIN.

The program is entirely conversational, with data input either from the keyboard or from a file. Optional outputs include cell means, marginal means, and trend coefficients for each subject. The trend tests can be conducted for some or all of the components or for the multilinear component and pooled remainder of each interaction.

Factorial designs with from two to four factors (not including subjects or replicates) may be analyzed. Dimensioned for eight subjects with up to 400 scores/subject, these parameters may be simply adjusted via dimension statements.

CONFIGURATION. Group-Individual POLYLIN is written in BASIC-PLUS for a PDP-11/70, although system-dependent features have been avoided. Any machine of comparable size (the 11/70 allows 16 KB for a program) should be able to accommodate the program. However, the program occupies sufficient space to require chaining into two subroutines and considerable use of virtual arrays. Virtual storage slows execution a great deal and users with larger machines may not need it.

FORMAT. Group-Individual POLYLIN is available as a 700-line listing. The program has also been successfully transferred by modem. A sample data set, along with a sample listing, is available.

AVAILABILITY. The program listing may be obtained at cost from David J. Weiss, Department of Psychology, California State University, Los Angeles, California 90032.

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REFERENCES

Anderson, N.H. (1982). Foundations of information integration theory. New York: Academic Press, 1982.

Graesser, C.C., & Anderson, N.H. (1974). Cognitive algebra of the equation: Gift size = generosity x income. Journal of Experimental Psychology, 103, 692-699.

Shanteau, J. (1977). POLYLIN: A FORTRAN program for analysis of multiplicative (multilinear) trend components of interactions in a factorial design. Behavior Research Methods & Instrumentation, 9, 381-382.

Shanteau, J. (1984). Functional measurement number one manual for program FM#1. Manhattan, KS: Kansas State University, Department of Psychology.

Weiss, D.J., & Shanteau, J. (1982). Group-Individual POLYLIN. Behavior Research Methods & Instrumentation, 14, 430.

TABLE OF FEATURES

	Programs				
	(1)	(2)	(3a)	(3b)	(4)
Features	FM#1	POLYLIN	COLORADO	ZALINSKI	G/I POLYLIN
Cost	$50	$20	$2.50*	$2.50*	At cost
Available On	Diskette	Cards	Listing	Listing	Listing
Interactive	Yes	No	No	No	Yes
Batch	No	Yes	Yes	Yes	Optional
Sample Data Set	Yes	Yes	No	No	Yes
Maximum Factors	2	4	4	2	4
Single-S Analysis	Yes	Yes	Yes	Yes	Yes
Group Analysis	Yes	No	No	Yes	Yes
Complete Anova	Yes	No	No	No	No
Bilinear Terms	Yes	Yes	Yes	Yes	Yes
Non-Bilinear Terms	Yes	No	No	No	Yes
Multilinear Terms	No	Yes	Yes	No	Yes
List Coefficients	Yes	No	No	No	Yes
Data Transform	Yes	No	No	No	No
Data Plots	Yes	No	No	No	No
Options	Many	Few	Few	Few	Moderate
Manual	68 pages	6 pages	None	None	None
Size Machine	Micro	Mainframe	Mainframe	Mainframe	Mini
Language	Applesoft	FORTRAN	FORTRAN	FORTRAN	BASIC-PLUS
Speed	Slow	Fast	Fast	Fast	Moderate
Date Written	1984	1976	1980	1977	1982
Programmer	Shanteau	Shanteau	O'Reilly	Zalinski	Weiss

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* Free with the complete POLYLIN package (#2).

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Medical Decision Making

RECENT DEVELOPMENTS IN THE PSYCHOLOGY OF JUDGMENT AND DECISION MAKING

Journal Articles

1. ANDERSON CA: Abstract and concrete data in the perseverance of social theories: when weak data lead to unshakeable beliefs. J Exp Soc Psychol 19:93–108, 1983. Discusses the tendency of people to cling to their initial beliefs more strongly than appears warranted; reports that this tendency is greater when the initial beliefs were based on case histories than when based on statistical summaries.

2. BALZER WK, ROHRBAUGH J, MURPHY KR: Reliability of actual and predicted judgments across time. Organ Behav Hum Perform 32:109–123, 1983. Reports that people do have judgment policies that are generally stable over time; suggests that this stability is lessened when people describe their policies before making their judgments.

3. BEN-SHAKHAR G, BELLER M: An application of a decision-theoretic model to a quota-free selection problem. J Appl Psychol 68:137–146, 1983. Applies a threshold utility model for evaluating the selection of students to an academic program.

4. BEN-SHAKHAR G, LIEBLICH I, BAR-HILLEL M: An evaluation of polygraphers' judgments: a review from a decision theoretic perspective. J Appl Psychol 67:701–713, 1983. Applies a signal detection model to derive the value system of polygraphers; shows that examiners tended to value the detection of guilty suspects highly, even in the presence of a high risk of falsely classifying innocent suspects.

5. BILLINGS RS, MARCUS SA: Measures of compensatory and noncompensatory models of decision behavior: process tracing versus policy capturing. Organ Behav Hum Perform 31:331–352, 1983. Assesses the validity of different statistical measures that describe decision behavior.

6. BIRNBAUM MH: Base rates in Bayesian inference: signal detection analysis of the cab problem. Am J Psychol 96:85–94, 1983. Claims that previous studies which reported that people neglect base rate information (prior probabilities) were based on inaccurate normative analyses; shows how signal detection theory implies that the likelihood ratio depends upon the base rate.

7. BISSERET A, REDON S, FALZON P: Computer-aided training for risky decision-making. Int Rev Appl Psychol 31:493–509, 1982. Describes how to use computers to improve a person's ability to solve problems that can not be represented in the form of algorithms.

8. BOBKO P, KARREN R, PARKINGTON JJ: Estimation of standard deviations in utility analyses: an empirical test. J Appl Psychol 68:170–176, 1983. Demonstrates that an estimation procedure accurately reproduced standard deviations for experts' utility estimates.

9. BORDLEY RF: A central principle of science: optimization. Behav Sci 28:53–64, 1983. Examines why the principle of optimization is so prevalent throughout the sciences.

10. BOUWMAN MJ: Human diagnostic reasoning by computer: an illustration from financial analysis. Manage Sci 29:653–672, 1983. Presents an approach to make computer programs more "human-like" by making the computer "talk" like a human who is "working through" the problem, rather than just delivering the final solution.

11. CROCKER J: Biased questions in judgment of covariation studies. Pers Soc Psychol Bull 8:214–220, 1983. Shows that the phrasing of a question about the relationship between two events can influence what information people feel they need to answer the question.

12. EDGELL SE: Delayed exposure to configural information in nonmetric multiple-cue probability learning. Organ Behav Hum Perform 32:55–65, 1983. Discusses the effect of delaying the exposure to configural information upon a person's ability to use the information.

13. EECKHOUDT L, HANSEN P: Micro-economic applications of marginal changes in risk. Eur Econ Rev 22:167–176, 1983. Proposes a theorem on the impact of marginal changes in risk on the optimal decision of a risk adverse individual.

14. FRYBACK DG, KEENEY RL: Constructing a complex judgmental model: an index of trauma severity. Manage Sci 29:869–883, 1983. Applies the concepts of multiattribute utility assessment to scale the trauma severity of injuries; discusses several problems in applications of the assessment technique.

15. HANNAN EL: Fuzzy decision making with multiple objectives and discrete membership functions. Int J Man-Machine Stud 18:49–54, 1983. Discusses a multiple objective decision-making problem in which fuzzy sets are used to represent the decision maker's evaluations of the objectives.

16. KRISTIANSEN CM: Newspaper coverage of diseases and actual mortality statistics. Eur J Soc Psychol 13:193–194, 1983. Shows that there was no correlation between British newspapers' coverage of disease and mortality statistics.

17. KRUGLANSKI AW, AJZEN I: Bias and error in human judgment. Eur J Soc Psychol 13:1–44, 1983. Contrasts prevalent views of human inference with an integrated theory of the epistemic process; shows that people are unlikely to use information that is not salient or that is subjectively irrelevant.

18. LEARY MR: Hindsight distortion and the 1980 presidential election. Pers Soc Psychol Bull 8:257–263, 1982. Suggests that the hindsight bias is not mediated by concerns about one's self-esteem.

19. LINDLEY DV: The improvement of probability judgements. J R Stat Soc A 145:117–126, 1982. Presents a method for improving an individual's probability assessment; explores connections with calibration and different scoring rules.

20. Moskowitz H, Sarin RK: Improving the consistency of conditional probability assessments for forecasting and decision making. Manage Sci 29:735-749, 1983. Examines the difficulties associated with the assessment of conditional probabilities; shows how a judgmental aid and the diagnostic relationship of the events can alter the consistency of the assessments.

21. Petzold P: Biases in the integration of social information. Studia Psychol 24:171-176, 1982. Discusses problems that people have when combining several items of information into a single judgment.

22. Quiggin J: A theory of anticipated utility. J Econ Behav Organ 3:323-343, 1982. Presents a new theory of cardinal utility which permits the analysis of decisions associated with the distortion of subjective probability.

23. Read SJ: Once is enough: causal reasoning from a single instance. J Pers Soc Psychol 45:323-334, 1983. Shows that people often make predictions and explain events by comparing their situation to a single previously experienced event.

24. Stillwell WG, Barron FH, Edwards W: Evaluating credit applications: a validation of multiattribute utility weight elicitation techniques. Organ Behav Hum Perform 32:87-108, 1983. Compares the quality of several procedures to elicit weights for multiattribute utility assessments.

25. Teigen KH: Studies in subjective probability I: prediction of random events. Scand J Psychol 24:13-25, 1983. Suggests that guessing behavior can be described as a type of absolute judgment; reports that the representativeness heuristic better applies to guessing behavior than does availability.

26. Teigen KH: Studies in subjective probability II: Dilemmas of chance. Scand J Psychol 24:27-33, 1983. Shows that people will not always predict the more probable outcome if it is an extreme, "unrepresentative" value; suggests that people prefer to be consistent rather than "rational" when making decisions.

27. Teigen KH: Studies in subjective probability III: the unimportance of alternatives. Scand J Psychol 24:97-105, 1983. Shows that people generally do not give probability assessments that add up to unity when estimating probabilities for a list of exhaustive, non-chance events.

28. Wallsten TS, Forsyth BH, Budescu DV: Stability and coherence of health experts' upper and lower subjective probabilities about dose-response functions. Organ Behav Hum Perform 31:277-302, 1983. Evaluates a technique for encoding experts' subjective probabilities regarding dose-response functions.

29. Winkler RL, Makridakis S: The combination of forecasts. J R Stat Soc A 146:150-157, 1983. Presents five procedures for estimating weights of forecasts; shows that combined forecasts can be quite accurate.

Journal Review Articles

1. Fischhoff B, Beyth-Marom R: Hypothesis evaluation from a Bayesian perspective. Psychol Rev 90:239-260, 1983. Explores the potential of Bayesian inference as a framework for describing how people evaluate hypotheses.

2. Hawkins D: An analysis of expert thinking. Int J Man-Machine Stud 18:1-47. Discusses an analysis of expert thinking in terms of theory, and human and computer expertise.

3. Heiner RA: The origin of predictable behavior. Am Econ Rev 73:560-595, 1983. Reviews the criticisms of optimization theory as an explanation of behavior.

4. Kyburg HE Jr: Rational Belief. Behav Brain Sci 6:231-245, 1983. Examines beliefs on the basis of probability rules; rejects Bayes Theorem as universally applicable to changes of belief. Extensive open-peer commentary follows on pages 245-273.

5. Slovic P, Lichtenstein S: Preference reversals: a broader perspective. Am Econ Rev 73:596-605, 1983. Discusses violations of preference models; describes relevant psychological research in preference reversals.

Book Reviews

1. Bastick T: Intuition: How We Think and Act. John Wiley, New York, 1982, 494 pp. Reviewed in NZ J Psychol 12:47-49, 1983.

2. Bronner R: Decision Making Under Time Pressure: An Experimental Study of Stress Behavior in Business Management. Lexington Books, Lexington, 1982, 198 pp. Reviewed in Cont Psy 28:540, 1983.

3. Colman AM: Game Theory and Experimental Games: The Study of Strategic Interaction. Pergamon, Oxford, 1982, 313 pp. Reviewed in Cont Psy 28:619-620, 1983.

4. Fischhoff B, Lichtenstein S, Slovic P, et al: Acceptable Risk. Cambridge University Press, Cambridge, 1981, 200 pp. Reviewed in Cont Psy 28:113-114, 1983.

5. Hogarth R: Judgement and Choice: The Psychology of Decision. John Wiley, New York, 1982, 250 pp. Reviewed in Br J Soc Psychol 22:72-73, 1983.

6. Irle M: Studies in Decision Making: Social Psychological and Socioeconomic Analyses. Walter de Gruyter, Berlin, 1982, 932 pp. Reviewed in Cont Psy 28:515-517, 1983.

7. Kahneman D, Slovic P, Tversky A: Judgment Under Uncertainty: Heuristics and Biases. Cambridge University Press, Cambridge, 1982, 568 pp. Reviewed in Cont Psy 28:181-183, 1983.

8. Swets JA, Pickett RM: Evaluation of Diagnostic Systems: Methods From Signal Detection Theory. Academic Press, New York, 1982, 265 pp. Reviewed in Cont Psy 28:511-513, 1983.

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society for COMPUTERS in PSYCHOLOGY

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

FOURTEENTH ANNUAL MEETING
HILTON PALACIO DEL RIO, SAN ANTONIO, TEXAS
WEDNESDAY, NOVEMBER 7, 1984
(The day before the Psychonomic Society Meeting)

PRESIDENTIAL ADDRESS

11:00 am Geoffrey Loftus: "Johannes Keppler's Computer Simulation of the
Universe"   Room 32

SYMPOSIA AND PAPER SESSIONS

9:00 am Computer Networks in Data Gathering & Analysis. (Area networking, micro
local networks, micro to mainframe nets, long distance nets, multiplexor
resource sharing networks.)   Room 5

9:00 am Computer Analysis of Physiological Events Recorded during Complex task
Performance. (Cardiac component analysis, electro-oculographic changes,
physiological measures, assessing pilot workload, and long-term
attention.)   Room 6

1:00 pm Computer Research Tools Paper Session. (Simple text parsing, point
light 3-D graphics, computer administered surveys, Maxwellian optics on
PCs, automated laboratory testing, multiple schedule behavioral contrast
testing).   Room 32

1:00 pm Behavioral Issues in Computer-Generated Speech. (Real world
reliability, perception of synthetic speech, auditory displays and
speech control, use in remote information access.)   Room 5

1:00 pm Human Computer Interaction. Paper session. (Computer aids for writers,
transfer of training from introductory computer courses, natural
language programming, tracing knowledge structures.)   Room 6

3:00 pm A Tutorial on Cognitive Simulation.   Room 32

3:00 pm Software Design Strategies in Operant Conditioning Systems (Parallel
event processing, amplitude measures of operant response, design
decisions in Pascal-based operant conditioning system.)   Room 5

3:00 pm Computer Applications in Single-Subject Research Designs. (EEG and EKG
during cognitive tasks, clinical assessment of biofeedback data,
assessing effects of environmental pollutants.)   Room 6

8:00 pm <u>Supercomputing in Psychology</u>. (Special capabilities of supercomputers,
cognitive modeling, and artificial intelligence, psychometrics and data
analysis, stimulus generation and graphics, person-computer
interaction).   Room 32

8:00 pm <u>Teaching Applications of Micro-Computers</u>. (Review of instructional
programs in Psychology, review of statistical programs, integrating lab
experience with instructional materials, modeling neural circuits with
an electronic spreadsheet.)   Room 5

<div align="center">PUBLIC DOMAIN SOFTWARE SWAP</div>

An IBM PC and an Apple II will be available for the Software Swap.
Please bring your software and documentation in machine readable form.
You may also make copies of public domain software to build your
library. For details, contact Cyndi McDaniel, Psychology Department,
Northern Kentucky University, Highland Heights, KY 41076
(606) 572-6321.

* *

<div align="center">FOURTEENTH ANNUAL MEETING, SOCIETY FOR COMPUTERS IN PSYCHOLOGY
REGISTRATION FORM</div>

Name _____

Address _____

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		BEFORE Nov. 1	AFTER Nov. 1	
REGISTRATION FEES:	MEMBER (as of November 1, 1984) of S.C.I.P.	$15.00	$20.00	$___.__
	MEMBER (as of Nov. 1) of PSYCHONOMIC SOCIETY	20.00	25.00	$___.__
	NON-MEMBER	25.00	30.00	$___.__
	STUDENT	10.00	10.00	$___.__
	CONFERENCE PROCEEDINGS	10.00	10.00	$___.__

TOTAL ENCLOSED (Check payable to Society for Computers in Psychology)...... $___.__

Mail to:
David Eckerman
Society for Computers in Psychology
Department of Psychology
Davie Hall - 013A
University of North Carolina
Chapel Hill, NC 27514

Conference programs with abstracts are also available from David Eckerman at this address.

J/DM Tentative Program

Saturday, November 10

1:00 p.m.   Welcoming remarks: Lola Lopes, University of Wisconsin

1:15   MAJOR ADDRESS

              Howard Raiffa, Harvard
                    "Behavioral Insights for Prescriptive Analysis"

              Max Bazerman, M.I.T. Moderator

              Gerrit Wolf, University of Arizona, Discussant

              Robin Hogarth, University of Chicago, Discussant

2:45   Coffee

3:00   SYMPOSIUM   "Unasked Questions in Decision Research"

              James Shanteau, Kansas State University, Moderator

              Terry Connolly, University of Arizona
                    "How Do People Do Well?" or "How are Baseball Players
                    Able to Solve All Those Complex Differential Equations
                    Mentally While the Pitch is in the Air?"

              Kent Norman, University of Maryland
                    "High Tech, Low Tech, Here Comes No Tech: Issues
                    Confronting Computer-Aided Deacision Making and the
                    Leap of Faith."

              James Shanteau, Kansas State University
                    "How Would You Know An Expert Decision Maker If You
                    Saw One? Some Unasked Questions About the Psychology
                    of Experts."

              Mike Doherty, Bowling Green State University, Discussant

4:30   WORKSHOP   "Teaching Judgment and Decision Making"

              Ken Hammond, University of Colorado, Moderator.

              Berndt Brehmer, University of Uppsala
                    (overseas view)

              Mike Doherty, Bowling Green State University
                    (experimental psychology)

              Arthur Elstein, University of Illinois at Chicago
                    (medical school)

John Payne, Duke University
     (business school)

Jim Shanteau, Kansas State University
     (general)

6:00   Cocktails

7:00   Dinner

Sunday, November 11

8:30 a.m.   SYMPOSIUM "Consumer Behavior"

Jay Russo, University of Chicago, Moderator and Discussant

Daniel Kahneman, University British Columbia
     " Naive Economics"

Richard Thaler, Cornell University
     "Principles of Mental Accounting"

10:00   Coffee

10:15   MAJOR ADDRESS

Sarah Lichtenstein, Decision Research, Eugene, Oregon
     "Comparable Worth as Multiattribute Utility"

Hillel Einhorn, University of Chicago, Moderator

John Payne, Duke University, Discussant

Lola Lopes, University of Wisconsin, Discussant

11:45   Lunch/Business Meeting

1:30   WORKSHOP "Microcomputers in Decision Research and Decision
               Aiding"

Eric Johnson, M.I.T., Moderator

Marvin Cohen, Decision Science Consortium, Falls Church, VA
"Human-Computer Task Allocation in Decision Analytic Aids"

Donald Kleinmuntz and John Larsen, University of Texas
     "A Microcomputer-Based Investigation of Dynamics
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Stuart Nagel, University of Illinois
     "Policy/Goal Percentaging Analysis: A Decision Aiding
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