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JUDGMENT / DECISION MAKING

REMINDER: J/DM FALL MEETING. . .

The Annual Judgment/Decision Making Conference is scheduled for November 24-25, 1985 at the Boston Park Plaza & Towers. A preliminary program and registration information was included with the September 1985 issue of the J/DM Newsletter. There is still time to register. If you have not sent your registration, please do so soon. Remember, there is a special savings for those who register early.

If you have misplaced the registration information, please contact

John S. Carroll
Sloan School of Management
Massachusetts Institute of Technology
50 Memorial Drive
Cambridge MA 02139

Plan to go to Boston early -- enjoy a bit of history and take in the meeting of the Society for Computers in Psychology (Thursday, November 21) and the meeting of the Psychonomic Society (Friday through Sunday, November 22-24).

SPECIAL 1986 RATES FOR OBHDP. . .

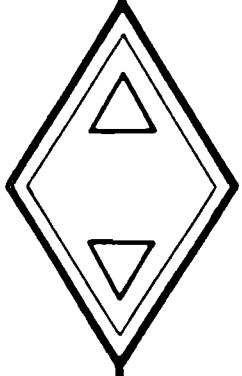
J/DMers may obtain a 1986 subscription for volumes 37 and 38 of Organizational Behavior and Human Decision Processes at preferential rates. The member rate is \$54.00 for the year (a savings of \$34.00) and the student rate is \$44.00. For subscribers outside the United States and Canada, the member rate (including postage) is \$67.00 for the year, \$62.00 for students. As in the past, subscribers should make checks payable to Academic Press/OBHDP and send them along with their mailing address to:

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Dept. of Psychological Sciences / Purdue University / West Lafayette, IN 47907

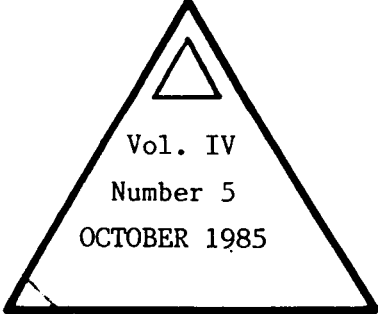
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DEADLINE FOR SUBMISSIONS FOR THE NEXT J/DM NEWSLETTER: DECEMBER 6, 1985



REMEMBER



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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 \$5.00/year (\$10.00 for two years). Subscriptions are available on a calendar year basis only.

Checks should be made payable to the Indiana University Foundation. Please send your subscription to the editor.

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 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.

NEW BOOK...

Fandel, G., & Spronk, J., (Editors). (1985). Multiple Criteria Decision Methods and Applications. Berlin: Springer-Verlag. Pp. 404. ISBN: 3-540-15596-1.

Selected readings from the first international summer school on multiple criteria decision making held in Acireale, Sicily, in September 1983. Its aim is to give a state-of-the-art survey of multiple criteria decision methods, applications, and software. It is addressed to students, academic researchers in fields such as computer science, operations research, management science, and staff members in government and industry involved in planning and decision making.

The first part of the book is devoted to the philosophy of multiple criteria decision making and to a survey of solution approaches for discrete problems. The second part is concerned with an evaluation of the usefulness of multiple criteria decision making in practice.

RECENT DEVELOPMENTS IN THE PSYCHOLOGY OF JUDGMENT AND DECISION MAKING

Journal Articles

ABRAHAM IL, SCHULTZ S II: The "law of small numbers." An unexpected and incidental replication. *J Psychol* 117:183-188, 1984. Suggests that the representativeness effect is only slightly determined by the statistical and empirical sophistication of people.

ADELMAN L, STICHA PJ, DONNELL ML: The role of task properties in determining the relative effectiveness of multi-attribute weighting techniques. *Organ Behav Hum Perform* 33:243-262, 1984. Suggests that any weighting technique should be effective at arriving at the correct MAU weights when the number of alternatives is small; provides evidence that the relative effectiveness of different techniques would depend on the peakedness of the distribution of correct attribute weights.

ASCHENBRENNER KM, ALBERT D, SCHMALHOFFER F: Stochastic choice heuristics. *Acta Psychol (Amst)* 56:153-166, 1984. Suggests that choice variability may be caused by fluctuations in the selection of value dimensions as well as in the values themselves.

BASSOK M, TROPE Y: People's strategies for testing hypotheses about another's personality. Confirmatory or diagnostic? *Soc Cogn* 2:199-216, 1983-1984. Reports that people preferred diagnostic information regardless of whether it confirmed their original hypotheses.

BARRON FH, VON WINTERFELDT D, FISCHER GW: Empirical and theoretical relationships between value and utility functions. *Acta Psychol (Amst)* 56: 233-244, 1984. Examines the distinction between value functions and utility functions.

BAR-HILLEL M: Probabilistic analysis in legal factfinding. *Acta Psychol (Amst)* 56:267-284, 1984. Analyzes court cases where an explicit probability model was used as evidence or to quantify the impact of some evidence in the courtroom.

Recent Developments in the Psychology of Judgment and Decision Making, and Recent Developments in Medical Decision-Making have been reprinted from MEDICAL DECISION MAKING with the permission of Birkhauser Boston, Inc.

*** NOTICE: In January, 1986, MDM will be undergoing two changes. Lee B. Lusted, MD, Editor-in-Chief since the journal's inception in 1980, will be stepping down. Dennis G. Fryback, PhD, has been appointed Dr. Lusted's successor as Editor-in-Chief. The publisher, beginning with Vol. 6 in January, 1986, will be Hanley & Belfus, Inc., of Philadelphia, PA.

MEDICAL DECISION MAKING is an international journal of The Society For Medical Decision Making (SMDM). MDM is devoted to the analysis of decision making as it applies to clinical practice, to the establishment of health care policies, and to the administration of health care programs. Contributions on application, methodology, education, and decision support in any of these areas are welcome.

SMDM annual membership dues of US \$60.00 include a journal subscription. Individual subscriptions are also available for US \$60.00. For libraries, non-SMDM members, etc., the annual subscription rate is US \$78.00.

For information concerning SMDM membership or journal subscriptions, please write to Dennis G. Fryback, PhD, Editor-in-Chief, Medical Decision Making, University of Wisconsin, 1513 University Avenue, Madison, WI 53706, USA.

BAZERMAN MH: The relevance of Kahneman and Tversky's concept of framing to organizational behavior. *J Manage* 10:333-343, 1984. Demonstrates that the concept of framing has wide explanatory power in organizational behavior; argues that many findings exist more because of the way researchers frame the problem than because of the presumed impact of the construct on individual behavior.

BAZERMAN MH, GIULLANO T, APPELMAN A: Escalation of commitment in individual and group decision making. *Organ Behav Hum Perform* 33:141-152, 1984. Reports that dissonance processes can be a mediator of escalation of commitment.

BECKMANN J, KUHL J: Altering information to gain action control. Functional aspects of human information processing in decision making. *J Res Personality* 18:224-237, 1984. Suggests that individuals purposely use selective changes in information processing in order to avoid indecisiveness.

BEHN RD, VAUPEL JW: The wasted vote fallacy. *J Policy Analysis Manage* 3:607-612. Presents a simple decision analysis of whether to vote for a "dark horse" candidate in a three-way political race.

BORDENS KS: The effect of likelihood of conviction, threatened punishment, and assumed role on mock plea bargaining decisions. *Basic Appl Soc Psychol* 5:59-74, 1984. Reports that individuals deciding whether or not to accept a plea bargain use an optimizing decision strategy; indicates that "innocent" individuals may accept a plea bargain if the conditions cut their losses.

BRONNER A, DE HOOG R: The intertwining of information search and decision aiding. *Acta Psychol (Amst)* 56:125-139, 1984. Shows that relatively uninformed subjects received more information from a computer decision aid but were less satisfied with the advice than were sophisticated subjects.

BUTLER JK JR, CANTRELL RS: A behavioral decision theory approach to modeling dyadic trust in superiors and subordinates. *Psychol Rep* 55:19-28, 1984. Uses a "policy capturing" approach to evaluate the relative importances of five determinants of dyadic trust.

CARDUCCI BJ, DEUSER PS: The foot-in-the "donor" technique. Initial request and organ donation. *Basic Appl Soc Psychol* 5:75-81, 1984. Shows that complying with a small request relating to organ donation results in a greater willingness to become an organ donor than being asked the initial request after listening to a brief speech on organ transplants.

CASEY JT, GETTYS CF, PLISKE RM, MEHLE T: A partition of small group predecision performance into informational and social components. *Organ Behav Hum Perform* 34:112-139, 1984. Presents methodological techniques for partitioning and identifying the sources of performance differences between groups and individuals in hypothesis generation.

CUNEO DJ, BRELJE TB: Predicting probability of attaining fitness to stand trial. *Psychol Rep* 55:35-39, 1984. Reports that mental health professionals were quite accurate in predicting defendant's ability to attain fitness to stand trial; shows that when errors were made they were due to overpredicting individual's ability to attain fitness.

DEMEZA D, DICKINSON PT: Risk preferences and transaction costs. *J Econ Behav Organ* 5:223-236, 1984. Argues that introducing transaction costs into expected utility theory systematically accounts for many empirical results otherwise accounted for by prospect theory.

EVANS JR: Sensitivity analysis in decision theory. *Decision Sci* 15:239-247, 1984. Considers the sensitivity of an optimal decision to changes in probabilities of the states of nature and the development of "confidence spheres" to bound arbitrary parametric changes in the probability vector.

FELDMAN RHL, MAYHEW PC: Predicting nutrition behavior. The utilization of a social psychological model of health behavior. *Basic Appl Soc Psychol* 5:183-195, 1984. Uses a model that integrates the Health Belief Model, Fishbein's attitude-behavior model, and Triandis' theory of social behavior.

FISCHHOFF B, BAR-HILLEL M: Focusing techniques. A shortcut to improving probability judgments? *Organ Behav Hum Perform* 34:175-194, 1984. Concludes that several focusing techniques do not enhance people's understanding of the role of base-rate considerations, but merely encourage the use of whatever information is presented.

FISCHHOFF B: Setting standards. A systematic approach to managing public health and safety risks. *Manage Sci* 30:823-843, 1984. Presents a general framework for the design and implementation of safety standards; shows the sensitivity of a standard's effectiveness to seemingly technical aspects of the way it is drafted.

FISCHHOFF B, BAR-HILLEL M: Diagnosticity and the base-rate effect. *Mem Cogn* 12:402-410, 1984. Reports that the effect of the base rate information increased as the representativeness of the information decreased.

FISHER WA: Predicting contraceptive behavior among university men. The role of emotions and behavioral intentions. *J Appl Soc Psychol* 14:104-123, 1984. Reports that emotions and intentions independently predicted condom use among university men.

FOX J: Formal and knowledge-based methods in decision technology. *Acta Psychol (Amst)* 56:303-331, 1984. Suggests that expert systems do not yet provide a theory of decision-making comparable to existing mathematical theories.

FREDRICKSON JW, MITCHELL TR: Strategic decision processes. Comprehensiveness and performance in an industry with an unstable environment. *Acad Manage J* 27:399-423. Reports that in an unstable environment an organization's performance is negatively correlated with its attempt to be exhaustive in making decisions.

FUNDER DC: The "consistency" controversy and the accuracy of personality judgments. *J Personality* 51:346-359, 1983. Reviews the evidence suggesting that people are unable to make accurate judgments; suggests that people are better judges than currently suggested by the psychological literature.

GAETH GJ, SHANTEAU J: Reducing the influence of irrelevant information on experienced decision makers. *Organ Behav Hum Perform* 33:263-282, 1984. Suggests that an interactive training program paralleling natural experience had long-term effects on reducing the influence of irrelevant information and improving the accuracy of judgments.

GENSCH DH, SVESTKA JA: A maximum likelihood hierarchical disaggregate model for predicting choices of individuals. *J Math Psychol* 28:160-178, 1984. Presents a probabilistic model which generates maximum likelihood estimators of aggregate "cutoff values" for choice behavior.

GINGRICH G, SOLI SD: Subjective evaluation and allocation of resources in routine decision making. *Organ Behav Hum Perform* 33:187-203, 1984. Suggests that the memory and attentional constraints on routine decision-making processes are most severe at the time of strategy formulation.

GOITEIN B: The danger of disappearing postdecision surprise. Comment on Harrison and March "Decision making and postdecision surprises." *Admin Sci Q* 29:410-413, 1984. Suggests that the effect of the hindsight bias neutralizes a tendency toward postdecision disappointment.

GREENE E, LOFTUS EF: What's new in the news? The influence of well-publicized news events on psychological research and courtroom trials. *Basic Appl Soc Psychol* 5:211-221, 1984. Shows that a highly publicized news event can alter subsequent juror decision-making.

HARRISON JR, MARCH JG: Decision making and postdecision surprises. *Admin Sci Q* 29:26-42, 1984. Proposes that choosing apparently better alternatives will not only produce higher returns, but also greater expected disappointments.

HEATH L: Impact of newspaper crime reports on fear of crime. Multimethodological investigation. *J Pers Soc Psychol* 47:263-276, 1984. Shows that people who read reports of local crimes expressed higher levels of fear if the crimes were random rather than precipitated, whereas the opposite pattern emerged in regard to nonlocal crimes.

HOCH SJ: Availability and interference in predictive judgment. *J Exp Psychol [Learn]* 10:649-662, 1984. Investigates the effect of interference on the cognitive processes underlying predictive judgments about an uncertain future.

JACOBY J, MAZURSKY D, TROUTMAN T, KUSS A: When feedback is ignored. Disutility of outcome feedback. *J Appl Psychol* 69:531-545. Examines the difference between the explanatory nature of cognitive feedback and the accuracy nature of outcome feedback.

KAHNEMAN D, TVERSKY A: Choices, values, and frames. *Am Psychol* 39:341-350, 1984. Discusses the cognitive and the psychophysical determinants of choice in risky contexts; explores the relationship between decision values and experience values.

KEINAN G, MEIR E, GOME-NEMIROVSKY T: Measurement of risk takers' personality. *Psychol Rep* 55:163-167, 1984. Constructs an inventory to assess risk takers' personality characteristics.

KEREN G: On the importance of identifying the correct "problem space." *Cognition* 16:121-128, 1984. Argues that knowledge of subjects' frame and problem space is a necessary requirement to understand their behavior.

KINTSCH W, YOUNG SR: Selective recall of decision-relevant information from texts. *Mem Cogn* 12:112-117, 1984. Reports better recall of incidental, potentially decision-relevant information when the text is only loosely structured than when it is tightly organized.

KLAYMAN J: Learning from feedback in probabilistic environments. *Acta Psychol (Amst)* 56:81-92, 1984. Proposes that typical probability-learning tasks fail to capture some important learning processes; hypothesizes that learning in natural environments occurs through the discovery and incorporation of new valid predictive cues.

KLEIN LR: The importance of the forecast. *J Forecast* 3:1-9, 1984. Presents some measures of forecast accuracy; comments on the necessary degrees of precision for successful implementation of policy.

KLEIN NM: Utility and decision strategies. A second look at the rational decision maker. *Organ Behav Hum Perform* 31:1-25. Reexamines the notion of "bounded rationality" in human decision making.

KRUGLANSKI AW, FRIEDLAND N, FARKASH E: Lay person's sensitivity to statistical information. The case of high perceived applicability. *J Pers Soc Psychol* 46:503-518, 1984. Shows that subjects can freely use statistical information when its situational applicability is made apparent; concludes that statistical rules seem to be used in accordance with the same rules that govern the use of nonstatistical rules.

KUYPER H, VLEK C: Constrasting risk judgments among interest groups. *Acta Psychol (Amst)* 56:205-218, 1984. Reports that the kind of interest someone has in an activity significantly influences his or her way of conceptualizing and judging that activity in terms of decision-relevant attributes.

LINNEROOTH J: The political processing of uncertainty. *Acta Psychol (Amst)* 56:219-231, 1984. Shows that in settings where decisions are negotiated sequentially by public officials, industrial representatives, and public interest groups none of the actors in the process can easily operate with an open recognition of the scientific uncertainties underlying their policy decisions.

LOCKSLEY A, STANGOR C: Why versus how often. Causal reasoning and the incidence of judgmental bias. *J Exp Soc Psychol* 20:470-483, 1984. Reports that causal cues can obscure the relevance of mathematical laws of probability and lead to statistically biased judgments.

LOPES LL: Risk and distributional inequality. *J Exp Psychol [Human]* 10:465-485, 1984. Demonstrates the usefulness of Lorenz curves in capturing the salient psychological features of risk.

MAHMOUD E: Accuracy in forecasting. A survey. *J Forecast* 3:139-159, 1984. Summarizes the accuracy of quantitative and qualitative forecasting techniques.

MANSTEAD ASR, PLEVEN CE, SMART JL: Predicting mothers' choice of infant feeding method. *Br J Soc Psychol* 23:223-231, 1984. Shows that attitudes to different infant feeding methods accounted for a large amount of the variation in infant feeding behavior.

MARKS G, VON WINTERFELDT D: "Not in my back yard." Influence of motivational concerns on judgments about a risky technology. *J Appl Psychol* 69:408-415, 1984. Identifies several ways that judgments about risks and benefits of a hazardous technology vary as a function of whether that technology occurs in "one's own back yard."

MCKNIGHT C: Magistrate decision making. *Acta Psychol (Amst)* 56:285-292, 1984. Suggests that magistrates' importance weights for sentencing persons are case-specific.

NORTHCRAFT GB, WOLF G: Dollars, sense, and sunk costs. A life cycle model of resource allocation decisions. *Acad Manage Rev* 9:225-234, 1984. Proposes a model that incorporates the time adjusted rate of return to describe the effect of "sunk costs" on the decision to commit further resources to a project.

PAGEL MD, DAVIDSON AR: A comparison of three social-psychological models of attitude and behavioral plan. Prediction of contraceptive behav-

ior. *J Pers Soc Psychol* 47:517-533, 1984. Reports that Fishbein's belief-evaluation model and Beach's adaptation of subjected expected utility are good predictors of women's plans toward using three different methods of contraception.

PHILLIPS LD: A theory of requisite decision models. *Acta Psychol (Amst)* 56:29-48, 1984. Constructs a decision model whose form and content are sufficient to solve a particular problem; discusses the need for a psychology of what people can do.

PITZ GF, RIEDEL S: The content and structure of value tree representations. *Acta Psychol (Amst)* 56:59-70, 1984. Examines how well a person's values can be translated accurately into a value tree structure.

POLLATSEK A, KONOLD CE, WELL AD, LIMA SD: Beliefs underlying random sampling. *Mem Cogn* 12:395-401, 1984. Demonstrates that subjects hold a passive, descriptive view of random sampling rather than an active-balancing model.

PROTHERO J, BEACH LR: Retirement decision. Expectation, intention, and action. *J Appl Soc Psychol* 14:162-174, 1984. Reports that retirement decision making can be characterized by an expectation-intention-action chain.

SARIS WE, GALLHOFER IN: Formulation of real life decisions. A study of foreign policy decisions. *Acta Psychol (Amst)* 56:247-265, 1984. Reports that most foreign policy decisions were made in agreement with the SEU model even though the decision makers often ignored the uncertainty involved in the decision.

SEVON G: Cognitive maps of past and future economic events. *Acta Psychol (Amst)* 56:71-79, 1984. Concludes that people generally have a more complex conception of the past than of the future.

SIMON HA: On the behavioral and rational foundations of economic dynamics. *J Econ Behav Organ* 5:35-55, 1984. Proposes that disputes in economic theories can only be settled by empirical study of human decision making and problem solving.

SLOVIC P, FISCHHOFF B, LICHTENSTEIN S: Behavioral decision theory perspectives on risk and safety. *Acta Psychol (Amst)* 56:183-203, 1984. Describes several components of the empirical and theoretical research on decision making under risk.

STOCK D, WATSON CJ: Human judgment accuracy, multidimensional graphics, and humans versus models. *J Account Res* 22:192-206, 1984. Shows that judgment accuracy is influenced by report format; finds human judgment to be comparable to statistical models of behavior.

STRUBE MJ, LOTT CL: Time urgency and the Type A behavior pattern. Implications for time investment and psychological entrapment. *J Res Personality* 18:395-409, 1984. Concludes that people with a Type A personality (hard-driving competitiveness, easily aroused hostility, and an exaggerated sense of time urgency) are more susceptible to psychological entrapment.

TANFORD S, PENROD S: Social inference processes in juror judgments of multiple-offense trials. *J Pers Soc Psychol* 47:749-765, 1984. Reports on the effect of trying a defendant for multiple crimes on jurors' decisions; suggests that the effect of such "joinder" trials are mediated through inferences about the defendant's criminality.

TAYLOR SE, LICHTMAN RR, WOOD JV: Attributions, beliefs about control, and adjustment to breast cancer. *J Pers Soc Psychol* 46:489-502, 1984. Reports that the beliefs that one could control one's cancer and that the physician could control the cancer were significantly associated with good adjustment to breast cancer.

TAYLOR TR, GORDON MJ, ASHWORTH CD: A systems perspective on clinical management. *Behav Sci* 29:233-247, 1984. Describes a process-tracing descriptive approach to understanding the clinical management of diabetes mellitus both from the physician's and the patient's perspective.

TRIANDIS HC: Toward a psychological theory of economic growth. *Int J Psychol* 19:79-95, 1984. Outlines a theoretical framework that links variables of the physical, sociocultural, and economic environment with psychological variables and economic growth.

TYLER TR, COOK FL: The mass media and judgments of risk. Distinguishing impact on personal and societal level judgments. *J Pers Soc Psychol* 47:693-708, 1984. Suggests that personal and societal-levels of risk judgments are distinct and that media reports exert their primary influence on societal, not personal, judgments.

VLEK C: What constitutes "a good decision"? *Acta Psychol (Amst)* 56:5-27, 1984. Discusses problems associated with ascertaining the quality of a decision.

WAGENAAR WA, KEREN G, PLEIT-KUIPER A: The multiple objectives of gamblers. *Acta Psychol (Amst)* 56:167-178, 1984. Reports that the maximization of monetary profits is only one of several objectives of gamblers.

WALKER G, WEBER D: A transaction cost approach to make-or-buy decisions. *Admin Sci Q* 29:373-391, 1984. Focuses on make-or-buy decisions as a paradigmatic problem for analyzing transaction costs.

WALLER WS, MITCHELL TR: The effects of context on the selection of decision strategies for the cost variance investigation problem. *Organ Behav Hum Perform* 33:397-413, 1984. Shows that the significance of the decision effects the selection of decision strategies.

WRIGHT JC, MURPHY GL: The utility of theories in intuitive statistics. The robustness of theory-based judgments. *J Exp Psychol [General]* 113:301-322, 1984. Reports that people who have prior theories — even incorrect ones — are more sensitive to the bulk of available data and less sensitive to the influence of atypical data; discusses the conditions under which prior beliefs are likely to help and hinder human judgment.

ZAKAY D: Decision space structure and its influence upon post-decisional confidence. *Aust J Psychol* 36:47-56, 1984. Reports that post-decisional confidence is dependent upon the decision space structure that is formed by the individual when making compensatory multi-attribute utility decisions.

ZAKAY D: "To choose or not to choose." On choice strategy in face of a single alternative. *Am J Psychol* 97:373-389, 1984. Introduces a compensatory multi-attribute utility model of choice; reports that an alternative will be selected more often when its psychological distance to the "ideal" alternative is reduced.

ZAKAY D: The evaluation of managerial decisions' quality by managers. *Acta Psychol (Amst)* 56:49-57, 1984. Identifies criteria used by managers when evaluating the quality of a decision.

ZAKAY D, FALLACH E: Immediate and remote time estimation. A comparison. *Acta Psychol (Amst)* 57:69-81, 1984. Evaluates the influence of the length of time elapsing between the termination of an interval and its estimation on the estimate of the duration.

ZUCKERMAN M, KOESTNER R, COLELLA MJ, ALTON AO: Anchoring in the detection of deception and leakage. *J Pers Soc Psychol* 47:301-311, 1984. Reports that subjects making irrelevant attitude ratings did not distinguish between truthful and deceptive messages.

ZUFRYDEN FS: A model for the prediction of juror decisions. *Decis Sci* 15:434-444, 1984. Describes a logit model that assigns a probability whether prospective jurors will favor the defendant or plaintiff; suggests that the model, which can be programmed on a hand-held computer, be used in courtroom settings to help defense attorneys evaluate and select jurors to minimize the likelihood of large jury awards.

ZUKIER H, JENNINGS DL: Nondiagnosticity and typicality effects in prediction. *Soc Cogn* 2:187-198, 1983-1984. Reports that subjects use a "pattern-matching" strategy in predictions, and that dilution by nondiagnostic information is due to contrasts in typicality, rather than to nondiagnosticity as such.

JAY CHRISTENSEN-SZALANSKI, PH.D., M.P.H.
Department of Family and Community Medicine
University of Arizona
Tucson, Arizona 85724, USA

Recent Articles in the Journal of
Medical Decision Making

Anderson G, Bombardier C: Estimating disease activity in rheumatoid arthritis. Med Decis Making 4:469-487, 1984. Develops four mathematical models of physician estimates of disease activity; discusses the sensitivity of all the models to the decision context.

Beck JR, Pyle KI, Lusted LB: A citation analysis of the field of medical decision making. Med Decis Making 4:449-468, 1984. Uses citation analysis to propose a "core list" of articles as a basic early reference set in the fields of computer-aided diagnosis and clinical decision analysis.

Bursztajn H, Hamm RM, Gutheil TG, Brodsky A: The decision-analytic approach to medical malpractice law. Formal proposals and informal syntheses. Med Decis Making 4:401-414, 1984. Reviews the manner in which courts weigh costs and benefits in deciding whether a physician has acted as a "reasonable and prudent" practitioner.

Churchill DN, Lemon BC, Torrance GW: A cost-effectiveness analysis of continuous ambulatory peritoneal dialysis and hospital hemodialysis. Med Decis Making 4:489-500, 1984. Concludes that continuous ambulatory peritoneal dialysis was more cost-effective than hospital hemodialysis.

Clark JR: Abstracts of the sixth annual meeting of the society for medical decision making. Med Decis Making 4:513-549, 1984.

Climo LH: Some thorny medical judgments and their outcomes. The view from the public mental hospital. Med Decis Making 4:415-424, 1984. Proposes a method for a clinical team to make decisions when few probabilities are available and decision analytic methods are impossible to apply.

Curley SP, Eraker SA, Yates JF: An investigation of patient's reactions to therapeutic uncertainty. Med Decis Making 4:501-511, 1984. Reports that confidence and the context of the decision were related to ambiguity avoidance, and decision avoidance was related to age; discusses the nonunitary nature of partial uncertainty.

Hamm RM, Clark JA, Bursztajn H: Psychiatrists' thorny judgments. Describing and improving decision making processes. Med Decis Making 4:425-447, 1984. Introduces two methods for improving decision making in situations in which a formal decision analysis is not feasible.

INTELLIGENT SYSTEMS: AN UPDATE

Mark H. Chignell

Last April I wrote a note in the JDM newsletter on decision making and expert systems. I felt that there should be a greater linkage between expert systems, and related techniques, and judgment and decision making. There are some signs that this linkage is improving, including the major paper to be given (at the time of this writing) by Patrick Humphreys at the 10th SPUDM conference in Helsinki (the paper is entitled "Intelligence in Decision Support").

The rapid developments in knowledge-based software development tools for microcomputers makes experimentation with expert systems and decision making possible for a wide range of researchers, engineers, and managers. An introduction to some of the tools and techniques now available for MS-DOS based microcomputers can be found in the April 1985 issue of BYTE magazine (volume 10, No. 7) and the July 1985 issue of Computer Language (Volume 2, No. 7).

The bibliography on knowledge based systems that I wrote last year has been expanded and updated. It is now available as a collection of three working papers (see details below). I plan to continue revising and updating this material and I would be glad to receive any comments or suggestions. At present the bibliography contains over 400 citations from a wide variety of sources and is available in printed format. Later versions may include sorting by topic, keyword indexing, availability on computer readable media such as floppy disks, and an expert system search intermediary to aid in accessing information within the bibliography/database. We are currently looking for an organization which will sponsor the further development of the knowledge-based systems bibliography/database.

The working papers are as follows:

- M.H. Chignell & P.J. Smith "An introduction to knowledge-based systems". Working Paper #85-03
- M.H. Chignell & P.J. Smith "A bibliography of knowledge-based systems". Working Paper #85-12
- B. Khoshnevis & M.H. Chignell "A framework for artificial intelligence applications software development". Working Paper #85-04

The working papers can be obtained from:

Department of Industrial and Systems Engineering
University of Southern California
OHE 400, MC-1452
University Park, CA 90089-1452
(213)-743-2705

POSITION OPENINGS...

ARIZONA... The Management and Policy Department at the University of Arizona is accepting applications for faculty members (rank open, tenured and tenure track) in the area of behavioral decision-making beginning Fall 1986. Interests in organizational strategy, health care management and policy, or criminal justice are desirable but not necessary. Competitive salary and benefits. Ph.D. required. The Management and Policy Department has faculty from most social and management science disciplines. Research is pursued in a wide range of areas, including both public and private sector issues. Submit vita postmarked no later than December 31, 1985 to Dr. Margaret Neale, Chair, Search Committee, Management and Policy Department, College of Business and Public Administration, University of Arizona, Tucson, AZ, 85721. The University of Arizona is an Affirmative Action, Equal Opportunity Employer.

ILLINOIS...

Assistant Professor
Program in Clinical Decision Making and Organizational Processes
Center for Educational Development
University of Illinois at Chicago

Cognitive psychologist or behavioral scientist with strong background in behavioral decision making and information processing, and interest in applying these concepts and methods to clinical decision making. The position is in the tenure track.

Major responsibilities will include:

- (1) Planning and implementing independent and collaborative research with other behavioral scientists and clinicians;
- (2) Participating in developing and teaching courses in health professions and graduate programs on cognitive issues in information management and decision making;
- (3) Consulting with faculty in several health professions colleges on developing instruction in these topics appropriate to their own degree programs.

Requirements: Ph.D. or equivalent degree in psychology or cognate field, with an emphasis on decision making and judgment. Familiarity with quantitative methods. Evidence of strong teaching and writing skills. Health related research experience and knowledge of contemporary health care issues desirable. Salary negotiable depending upon qualifications and prior experience.

Interested applicants should send a C.V. and three letters of reference to:

Dr. Arthur Elstein
Center for Educational Development
University of Illinois at Chicago
808 S. Wood Street, Room 986
Chicago, Illinois 60612

POSITION OPENINGS (Con't). . .

MASSACHUSETTS...

FACULTY POSITION - DECISION MAKING: The Behavioral and Policy Sciences Area of the Sloan School of Management announces a faculty position in the area of Decision Making. Candidates with research interests in Behavioral Decision Theory and in related areas of social psychology, experimental psychology, mathematical psychology, cognitive science, organizational behavior, small groups, or other social sciences are encouraged to apply. The ideal candidate would have a strong disciplinary or multidisciplinary base, published research on decision making, experience or genuine interest in organizational or other field settings, superior research and teaching skills, and be able to share the excitement of a multidisciplinary research environment. We expect to make a non-tenure appointment at the Assistant or Associate level, but appointment at a more senior level is possible. The appointment is most likely to be in Organizational Studies, but could be combined with other areas such as Industrial Relations, Strategy and Policy, Marketing, and so on. Interested candidates should send a vita, letters of reference, and recent papers to John S. Carroll, Search Committee, Sloan School - MIT, 50 Memorial Drive, Cambridge, MA 02139. December 15 is our target deadline. MIT is an equal opportunity employer.

ANOTHER NEW BOOK. . .

Burns, T. R., Baumgartner, T., & DeVille, P. (1985). Man, Decisions, Society: The Theory of Actor-System Dynamics for Social Scientists. New York: Gordon and Breach. 356 Pp. Hardcover 2-88124-004-6 \$52.00, Softcover 2-88124-026-7 \$22.00

The authors offer an innovative approach to social science research; a new methodology, actor-systems dynamics, makes possible a more effective analysis of difficult social topics. Using flow charts, this methodology brings out the critical aspects of social phenomena, making complex processes visible and comprehensible.

The textbook is particularly valuable in showing students how to master social systems modelling and analysis that incorporate concepts relating to the decision-making and strategic capabilities of social actors. Its major focus is on the interaction between the established and the new, and its effective methodology, derived from actual research products, allows students to bring together diverse aspects of social phenomena and comprehend their dynamics and interrelationships.

Contents: Preface * PART 1 -- Introduction and Overview: Introduction; Actor and System * PART 2 -- Theories of Social Action and Interaction: Structural Theory of Social Exchange; Collective Action Problems; Toward a Theory of Power and Control * PART 3 -- Meta-Power and Theories of Social Structuring: Meta-Power and Relational Control; Structuring of Unequal Exchange and Uneven Development; Work, Politics and Social Structuring * PART 4 -- Methodology: The Description and analysis of System Stability and Change; Multi-level Concepts and Methodology; Actors, Rule Systems and Social Action.

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FORTHCOMING MEETINGS. . .

USC Audit Judgment Symposium, February 18-19, 1986

The Center for Accounting Research at the University of Southern California, in conjunction with the Social Science Research Institute will sponsor a Symposium on Expert Systems and Auditor Judgment at USC. Those interested in the symposium should send a copy of an abstract or paper to Theodore J. Mock by October 31, 1985. Paper or abstracts are welcome from faculty, Ph.D. students, or practitioners who are doing research on the application of expert systems to auditing. For further information please contact Professors Theodore Mock, Gary Holstrum, or Paul Watkins at (213) 743-8727.

Symposium on Designing and Systems, April 1-4, 1986

The Symposium on Designing and Systems will be held at the 8th European Meeting on Cybernetics and Systems Research, Vienna.

The Symposium offers people involved in design methodology, design research, design science, design studies, design education and systems approaches to design activity the opportunity to get together and review key issues of design theory and practice in the light of general systems methodology and theory. For further information concerning the meeting contact Dr. Wojciech Gasparski, Head, Design Methodology Unit, Department of Praxiology, Instytut Filozofii i Socjologii, Polskiej Akademii Nauk, Nowy Swiat 72, Palac Staszica, 00-330 Warszawa POLAND.

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J/DM CONFERENCE
NOVEMBER 24-25, 1985

BOSTON PARK PLAZA & TOWERS

Highlights:

- ** Psychonomic Society Session on Decision Making
- ** R. Duncan Luce -- Explorations in Measurement
- ** Robyn M. Dawes -- The Dilemma of the Commons: Cooperation without incentive compatibility
- ** Symposium -- Context Effects in Judgment and Choice
- ** Economics and Psychology
- ** Groups and Negotiation
- ** Future Directions for Medical Decision Making

See the September 1985 issue of the J/DM Newsletter for the program and registration information.

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