

# JUDGMENT / DECISION MAKING

## J/DM ANNUAL MEETING. . .

The J/DM Annual meeting will be held in Seattle on November 8-9, 1987. The final program is listed on Pages 3-4 of this issue of the J/DM Newsletter. By now you should have received registration materials from Steve Edgell. If you have not, please contact him as soon as possible. (His address is on Page 2.) The meeting promises to be the best we have had and we hope that you plan to come.

## 8. PSYCHONOMIC SOCIETY MEETING. . .

On November 6-8, the Psychonomic Society is conducting its annual meeting at the Seattle Sheraton Hotel and Towers which is just down the street from where the J/DM Meeting will be held. This year there are three sessions devoted to judgment and decision making -- 20 papers in all. (See Pages 5-6.) In addition, there are many other research papers relevant to J/DM scattered throughout the Psychonomics meeting. These sessions are a cornucopia for those who refuse to take a parochial view of judgment and decision processes. [If you do not have a copy of the Psychonomics program, one can be purchased in advance for \$5.00 from Michael E. Rashotte, Secretary/Treasurer, Department of Psychology, Florida State University, Tallahassee, FL 32306-1051.]

## INSIDE THIS ISSUE. . .

This issue contains the program for the J/DM Meeting as well as a listing of the abstracts of some papers to be presented at the Psychonomic Society Meeting. There are several six job listings as well as information concerning forthcoming meetings and conferences. I would like to draw your attention to an announcement on Page 11 from Gabor Bruck, a recent emigre from Hungary who is trying to get established in the United States.

## REQUEST FOR HELP. . .

The J/DM Newsletter is what the members make of it. We are always looking for material to include. We encourage you to send listings of reprints and other information you believe to be relevant to your colleagues. If you have any suggestions about what you think that the J/DM Newsletter should include, please write or call. We have great plans for 1988 and they all depend upon you, the members of J/DM.

-- John Castellan

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SUBMISSION DEADLINE FOR THE NEXT J/DM NEWSLETTER: NOVEMBER 27, 1987

NEWSLETTER

Vol. VI  
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## SOCIETY FOR JUDGMENT AND DECISION MAKING

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## J/DM NEWSLETTER

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## FROM THE EDITOR. . .

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

There are few ground rules for submissions. In order to make the cost of the J/DM Newsletter as low as possible, please submit camera-ready copy. This means that the copy should be typed single-spaced on white 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: Subscriptions are available on a calendar year basis only. Requests for information concerning membership in the Society for Judgment and Decision Making should be sent to Stephen Edgell.

Address Correction: Please check your mailing label carefully. Because the J/DM Newsletter is usually 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. Address changes or corrections should be reported to Steve Edgell.

Mailing Labels: Some readers may wish to send reprint lists or other material to people listed in the directory. Contact Steve Edgell for details.

Electronic Mail: The editor may be reached through BITNET at "castellan@IUBACS". [Some users may find it either necessary (or more convenient) to address the editor using only the first 8 characters (castella).] BITNET addresses also can be reached from most of the university and research networks. I check for mail several times a day, and a prompt reply to electronic messages is assured. To add your name to the J/DM Electronic Mail Directory (or to receive the J/DM Electronic Mail Directory) contact the Editor.

## Program

## ANNUAL MEETING OF THE SOCIETY FOR JUDGMENT AND DECISION MAKING

November 8-9, 1987  
Seattle, Washington  
Holiday Inn Crowne Plaza

SATURDAY, November 7

SUNDAY, November 8

8:00-10:20 AM Psychonomic Society Session  
Judgment/Decision Making II  
Seattle Sheraton Hotel  
East Ballroom

10:35-12:50 PM Psychonomic Society Session  
Judgment/Decision Making III  
Seattle Sheraton Hotel  
East Ballroom

1:45 PM J/DM Meeting begins at the Holiday Inn Crowne Plaza

1:45-2:00 PM Opening Comments  
DON KLEINMUNTZ, Massachusetts Institute of Technology  
THOMAS S. WALLSTEN, University of North Carolina at Chapel Hill

2:00-3:15 PM ANNON RAPOPORT, University of North Carolina at Chapel Hill  
"Provision of Step-Level Public Goods: Theory and Experiments"  
-- -- Introduced by DAVID MESSICK, University of California at Santa Barbara

3:15-3:30 PM Coffee Break

3:30-5:00 PM Symposium: Behavioral Economics  
Organized by RICHARD THALER, Cornell University

COLIN CAMERER, University of Pennsylvania  
"The Curse of Knowledge in Economic Settings"

MAYA BAR-HILLEL, Hebrew University  
"Judgments of Justice"

RICHARD THALER, Cornell University  
"An Experimental Test of the Endowment Effect"

5:00-6:00 PM Business Meeting

6:00-8:00 PM Cash Bar & Reception

8:00-9:00 PM Research Conversation Hour

MONDAY, November 9

8:00-8:30 AM Continental Breakfast

8:30-10:00 AM Symposium: Psychological and Economic Perspectives on Choices between Present and Future Outcomes,  
Organized by GEORGE LOEWENSTEIN, University of Chicago and  
MARY KAY STEVENSON-BUSEMEYER, Purdue University

GEORGE F. LOEWENSTEIN, University of Chicago  
"A Theory of Impatience"

JOHN MIYAMOTO, University of Washington  
"The Effect of Health Quality on the Utility of Survival Duration"

HERSH SHEFRIN, University of Santa Clara  
"A Self-Control Based Theory of Personal Saving"

MARY KAY STEVENSON-BUSEMEYER, Purdue University  
"Factors Affecting the Psychological Value of Future Outcomes"

10:00-10:30 AM Coffee Break

10:30-11:45 AM GLENN SHAFER, University of Kansas  
"The Problem of Small Worlds"  
Introduced by DANIEL KAHNEMAN, University of California, Berkeley

11:45-2:00 PM Lunch, followed by Chairperson's Address:  
JAMES SHANTEAU, Kansas State University  
"But What about Experts?"  
Introduced by KENNETH HAMMOND, University of Colorado

2:00-3:30 PM Symposium: Cognitive Processes in Judgment and Decision Making  
Organized by OLA SVENSON, University of Stockholm

OLA SVENSON, Introduction

ERIC JOHNSON, Carnegie-Mellon University and  
JOHN PAYNE, Duke University  
"Adaptive Decision Making: A Process Tracing Investigation"

JOSHUA KLAYMAN, University of Chicago  
"What Are People Doing While They Are Learning?"

HENRY MONTGOMERY, Goteborgs Universitet,  
"The Search for Dominance"

3:30 PM Adjourn

## PSYCHONOMIC SOCIETY

November 6-8, 1987

Seattle Sheraton Hotel &amp; Towers

**JUDGMENT/DECISION MAKING I**  
 West Ballroom, Saturday Afternoon, 3:35-5:40

Chaired by Stephen E. Edgell, University of Louisville

3:35-3:50 (297)

**On the Relationship Between Memory and Judgment in Opinion Change.** VALERIE F. REYNA & CHARLES J. BRAINERD, *University of Arizona* (read by Charles J. Brainerd)—The advantage of case histories over statistics in judgment is widely supposed to be a memory-based phenomenon. We explore different memorial loci for this effect by exploiting such concepts as effort, encoding, retrieval, storage failure, and capacity. Our results show that memory differences do not inevitably lead to judgment differences, and reconstructive processes vie with verbatim traces for control of judgments.

3:55-4:15 (298)

**Estimating Cumulative Risk: Flood and Contraceptive Failure.** HARRIET SHAKLEE, *Eugene Research Institute*—Some risks in life are relatively low with each exposure but, over repeated exposures, represent a substantial cumulative likelihood. We investigated people's understanding of cumulative risk in two content domains: flood and contraceptive failure. Subjects learned the likelihood of a given outcome for a 1-year interval and estimated the likelihood of the same outcome for longer time periods. Subjects' judgments showed serious biases in their understanding of the rate of risk accumulation over time.

4:20-4:30 (299)

**Repetition Increases the Rated Validity of Statements in Areas of High or Moderate Expertise.** HAL R. ARKES, LARRY BOEHM, & BETH JACOBSEN, *Ohio University*—Ten statements were generated in each of seven categories: food, literature, science, art, history, entertainment, and sports. Students first ranked these categories according to their presumed expertise in each and then rated the 10 sentences in each category for validity. A week later some of the sentences were presented again amidst an equal number of new sentences. Repeated sentences in the high- or moderate-expertise categories increased in rated validity over the 1-week interval.

4:35-4:55 (300)

**A Case of Independence Between Category Structure and Improvable Error in Medical Expertise.** LEE R. BROOKS, *McMaster University*, G. R. NORMAN, *McMaster University Medical Center*—Diagnosticians of three levels of expertise diagnosed pictures of dermatological disorders. Item typicality and average item-difficulty effects were independent of expertise, despite experts' error rate being only one third that of residents. Thus, the source of improvable error across expertise was independent of the source of typicality and average item-difficulty effects. This suggests the insufficiency of improving feature weights (regression or prototype models) or increasing stored instances to account for accuracy improvements across expertise.

5:00-5:20 (301)

**Preference Order and the Decision Maker's Point of View.** MICHAEL H. BIRNBAUM, *California State University, Fullerton*, BARBARA A. MELLERS, *University of California, Berkeley*, & GREGORY COFFEY, *California State University, Fullerton*—In four experiments, subjects judged the value of lotteries from different points of view: the most a buyer should pay, the least a seller should accept, and the "fair" price. The rank orders changed, in accord with Birnbaum and Stegner's configural-weight theory, a form of Luce and Narens's dual bilinear theory. Configural weighting may explain otherwise perplexing decision phenomena, but it poses new issues in the measurement of utility and the rationalization of behavior.

5:25-5:35 (302)

**Look-Ahead Capability and Sequential Decision Making.** A. J. WEARING & A. J. MACKINNON, *University of Melbourne, Australia*—We examined the effect of variation in look-ahead capability on performance in a sequential decision making task, and asked which of three models (expected value, probability, and value) best accounts for the data. Subjects usually look no more than two steps ahead and conform to no one particular model, either between or within individuals. Implications of the findings are discussed, and a theoretical account of them is sketched.

**JUDGMENT/DECISION MAKING II**  
 East Ballroom, Sunday Morning, 8:00-10:25

Chaired by A. J. Wearing, University of Melbourne, Australia

8:00-8:15 (357)

**Tactical and Strategic Responsiveness in Risk Taking.** LOLA L. LOPES & JEFF T. CASEY, *University of Wisconsin*—In separate sessions, subjects played both offensive and defensive roles of a computerized board game. The game was designed so that subjects were best off if they chose risky moves on offense and conservative moves on defense. Results indicated that subjects' choices in both roles were tactically responsive to whether they were in good or poor game position, but few subjects were strategically responsive to the different requirements of the two roles.

8:20-8:35 (358)

**Cognitive Control of a Second-Order System.** A. J. MACKINNON & A. J. WEARING, *University of Melbourne, Australia* (sponsored by A. J. Wearing)—Previous research in dynamic decision making has focused on first-order task systems. A number of experiments are reported in which subjects were required to control a second-order task system. This small increase in complexity dramatically reduced performance compared with performance in previous studies. The strategies used by subjects are discussed. It is suggested that human memory limitations are partly responsible for poor performance.

8:40-8:55 (359)

**Information Framing Effects: Their Robustness and Interpretation.** IRWIN P. LEVIN & GARY J. GAETH, *University of Iowa*, RICHARD D. JOHNSON, *University of Alberta*, & JAN THEEUWES, *Rheinisch-Westfälische Technische Hochschule, Aachen, Federal Republic of Germany*—A series of experiments demonstrates the information framing effect with a variety of stimulus dimensions, presentation modes, and response requirements. The effect is shown to be relatively invariant across manipulations, such as on-line versus memory-based judgments, degree of personal involvement, and individual versus group decisions. An "anchoring and adjustment" model is proposed, in which the anchor is determined by the framing label (e.g., loss or gain) and the adjustment by the modifier (e.g., probability).

9:00-9:15 (360)

**Explicit Anchoring Reduces Overconfidence in Estimation.** RICHARD A. BLOCK, *Montana State University*, & DAVID R. HARPER, *Bowling Green State University*—Tversky and Kahneman have proposed that overconfidence in the estimation of unfamiliar quantities is a result of the implicit use of a heuristic involving anchoring and insufficient adjustment. However, our data show that forcing subjects to give an explicit anchoring value reduces overconfidence in 50% confidence intervals. A second experiment shows that this reduction in overconfidence is a result of processes involved in generating the anchor, not merely the presence of an anchoring value.

9:20-9:35 (361)

**Subjective Judgment with Multiple Versus Single Cues.** J. FRANK YATES & JU-WHEI LEE, *University of Michigan*—Inherent predictability (e.g., for productivity) cannot be worse with multiple than single cues (e.g., applicant characteristics). However, previous work has indicated that subjective judgment is sometimes superior and sometimes inferior with multiple cues. New analyses show and explain how conclusions about cue multiplicity effects depend on the accuracy measure employed (i.e.,  $r_a$  vs. MSE). Preliminary results also implicate the influence of dual-cue judgment policies being biased toward information presented to subjects when making single-cue judgments.

9:40-10:00 (362)

**A Theory of Subjective Proportions.** BARBARA MELLERS & CAROL VAREY, *University of California, Berkeley*, & MICHAEL BIRNBAUM, *California State University, Fullerton*—To examine operations that underlie judgments of proportions, we asked subjects to judge ratios, differences, and proportions of black dots relative to white dots. Results show that the ratio and proportion judgments produce one rank ordering, and difference judgments produce another. The data are consistent with the theory that subjects use the operation instructed with the same scale values across all tasks. In addition, judgments of proportions vary systematically with the context.

10:05-10:20 (363)

**Utility-Based Scaling of Verbal Phrases Associated with Probabilities.** JAMES L. PHILLIPS, *Oklahoma State University*—Subjects were asked to state prices for which they would buy and sell various lotteries, specified by winning dollar value and by probability of winning. The probabilities were given by various verbal phrases (e.g., *somewhat likely*). Based on mean buying and selling prices, the verbal phrases were scaled along the zero to one interval. The expected (and observed) risk aversion effect was represented with an exponential function of utility in dollars.

**JUDGMENT/DECISION MAKING III**  
 East Ballroom, Sunday Morning, 10:35-12:55

Chaired by Hal R. Arkes, Ohio University

10:35-10:55 (364)

**Choosing Between Verbal and Numerical Lotteries.** THOMAS S. WALLSTEN & IDO EREV, *University of North Carolina, Chapel Hill*—Subjects chose between lotteries (aW0) and (ap0), in each case winning a if a spinner landed on white and 0 otherwise. In one lottery the spinner p was displayed; in the other it was described by a phrase W, whose meaning was independently quantified as a membership function. For each W, choice probabilities as a function of p depended on a. A model is tested for predicting psychometric from membership functions for each subject.

11:00-11:10 (365)

**The Effect of Cue Salience in Probability Learning Paradigms.** THOMAS K. NOONAN & STEPHEN E. EDGELL, *University of Louisville* (read by Stephen E. Edgell)—It was found that one of two abstract cue dimensions in a probability learning environment was much more highly utilized when it was relevant than the other was when it was irrelevant. This was robust to separating or integrating the cue dimensions and unaffected by their order when separated. These unexpected findings have consequences for research in decision making using a probability learning environment and indicate another flaw in people's ability to process probabilistic information.

11:15-11:25 (366)

**Effectiveness of Explicit Counting on Keeping Track of Event Frequency.** PHILIP H. MARSHALL & JOSEPHINE BADLEY, *Texas Tech University*—By reporting aloud, subjects kept track of the frequency of occurrence of sequentially presented individual letters. We varied the presentation rate (3 or 6 sec), frequency range (up to 4, 5, 6, 7, or 8), and number of letter instances at each frequency level (1, 2, or 3). Thus, the total letter range was 4-24, and total event range was 10-108. Data are presented on accuracy of keeping track, and on subsequent frequency judgments.

11:30-11:45 (367)

**Position and Location Judgments: Motivation, Task, and Visual Field Effects.** EVA DREIKURS FERGUSON, *Southern Illinois University, Edwardsville*—Motivation and visual fields affect acquisition of sequential position and spatial location information. Task (testing) characteristics are crucial. Three experiments compared judgment of word (order) position and viewing location (left-right viewed parafoveally, center viewed foveally). Hungry and satiated subjects received five study and test trials. Test order was constant or varied, free recall or paired recall. Depending on testing, motivation significantly affected position judgments, and viewing fields affected location judgments. In all experiments, position and location were processed differently.

11:50-12:10 (368)

**Equivalence Class Formation: Effect of Class Structure on Stimulus Function.** LANNY FIELDS, *College of Staten Island, City University of New York*—Equivalence class structure is determined by the number of class stimuli that are nodes. To study nodality effects, five-member classes were established by training AB, BC, CD, and DE, bidirectionally. B, C, and D were nodes. Such training induces derived relations separated by one node (AC, DB, CE), two nodes (AD, BE), and three nodes (AE). The strength of derived relations was inversely related to number of nodes separating stimuli in derived pairs. Thus, the structure of an equivalence class influences the functional properties of derived relations that emerge.

12:15-12:30 (369)

**Validation of the Computerized Adaptive Armed Services Vocational Aptitude Battery.** CLESSEN J. MARTIN & RANDOLPH K. PARK, *U.S. Army Research Institute, Behavioral & Social Sciences*—The Department of Defense is considering the implementation of computerized adaptive testing (CAT) to replace paper-and-pencil (P&P) versions of the Armed Services Vocational Aptitude Battery (ASVAB). The purpose of this research was to examine how well the experimental CAT-ASVAB predicts training performance of 250 army recruits. Results demonstrated at both the subtest level and the composite level that CAT-ASVAB yielded validities higher than those for the P&P-ASVAB.

12:35-12:50 (370)

**Biases in Information Seeking and Decision Making.** LOUISA M. SLOWIACZEK, *Loyola University of Chicago*, & STEVEN J. SHERMAN, *Indiana University*—We examined the questions subjects chose when testing hypotheses and the confidence in making predictions based on answers to those questions. Question choices suggest biases toward asking questions that (1) are diagnostic, (2) will result in a "yes" answer for the hypothesis rather than the alternative, and (3) are extremely likely or unlikely for the hypothesis. Confidence ratings revealed that the diagnosticity of answers to questions was not taken into account. This led to biases in judgment of sample size. The combination of these biases leads subjects to believe that their hypotheses are confirmed.

University of Chicago



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Graduate School of Business  
1101 East 58th Street, Chicago, Illinois 60637

### Announcement

#### **Insights in Decision Making: Theory and Applications - - A tribute to the late Hillel J. Einhorn.**

**A research conference to be held at the University of Chicago, June 12-14, 1988**

Following his untimely death on January 8, 1987, friends, colleagues, and former students of Hillel J. Einhorn plan to hold a research conference to honor his work and memory. The conference will be held at the University of Chicago -- June 12-14, 1988 -- and the proceedings will be published in a special volume by The University of Chicago Press. The theme of the conference is embodied in its title and has been selected to reflect both major characteristics of Professor Einhorn's work and recent developments in the study of decision processes.

The conference program will include papers by M. Bar-Hillel (Jerusalem), B. Brehmer (Uppsala), G. Camerer (Wharton), R. Dawes (Carnegie-Mellon), W. Edwards (U.S.C.), K. Hammond (Colorado), D. Kahneman (Berkeley), D. Kleinmuntz (M.I.T.), S. Lichtenstein (Decision Research), H. Mano (Washington University), J. Payne (Duke), P. Slovic (Decision Research), A. Tversky (Stanford), and T. Wallsten (N. Carolina). Discussants will include B. Fischhoff (Carnegie-Mellon), M. Doherty (Bowling Green), H. Kunreuther (Wharton), L. Lopes (Wisconsin), and R. Thaler (Cornell).

The conference will take place on the University of Chicago campus and accommodation has been reserved at the McCormick Center Hotel. Requests to register or for further information should be directed to Robin M. Hogarth, University of Chicago, Graduate School of Business, 1101 East 58th Street, Chicago, Illinois, 60637. Tel: (312) 702-7257.

CALL FOR PAPERSVIIIth INTERNATIONAL CONFERENCE ON MCDM- IMPROVING DECISION MAKING IN ORGANISATIONS

Manchester Business School  
August 21st - 26th 1988

The conference is concerned with aiding decision making through the use of judgemental modelling. Papers are requested on this broad theme, including the following topics:-

**Organisational Factors**

- The Place of the Model
- Group Decision Making Logistics
- Acceptance and Resistance

**New Developments**

- Mathematical Methods
- Expert Systems
- Software Integration

**Applications**

- Detailed Case Studies
- Costs and Benefits
- Software Comparison

**Psychology**

- Data Gathering
- The Individual Process
- Tradeoffs

**Related Areas**

- Decision Support Systems
- IKBS

The conference will be mainly concerned with the application of the methods on problems in the field. Participants will include people from industry, commerce, government, finance sector, etc, as well as academics from Universities and Polytechnics. Emphasis will be placed on the use of models in practice and on what factors are critical for successful implementation. In parallel to the paper presentations a stream of hands on software demonstrations and workshops will be held.

Abstracts of 300 words are required before 1st November 1987, with completed papers by 1st March 1988. These should be sent to

Professor A.G. Lockett  
Manchester Business School  
Booth Street West  
MANCHESTER  
M15 6PB  
ENGLAND

061 273 8228



**CALL FOR  
PAPERS**

# JOURNAL OF THEORETICAL POLITICS

A New Quarterly Political Science Journal

*Edited by Richard Kimber University of Keele Jan-Erik Lane  
University of Umea and Elinor Ostrom Indiana University*

The **Journal of Theoretical Politics** is a major new international journal, one of the principal aims of which is to foster the development of theory in the study of the political process. It will provide a forum, which is currently lacking, for the publication of original papers seeking to make genuinely theoretical contributions to the study of politics.

The editors invite the submission of articles and review articles on any theoretical topic treated rigorously and analytically. The policy of the journal will include an emphasis on publishing new theoretical work in accessible form for social scientists who are not mathematicians or logicians. Effort should be made to explain the substantive meaning of formal theories and proofs should be placed in appendices.

Strictly empirical papers will not be included, but mainly theoretical papers which present relevant empirical data are encouraged. The journal will not publish articles on the history of political thought. The test will be whether the main thrust of the article represents a contribution to our understanding of political processes. Theorists in diverse intellectual traditions are encouraged to submit their work, and the journal will not favour any specific theoretical perspective.

Articles, which will be refereed anonymously by two independent referees plus one member of the editorial board, should be submitted to:

Professor E Ostrom  
Workshop in Political Theory and Political Analysis  
Indiana University  
513 N Park  
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**CALL FOR  
PAPERS**

# JOURNAL OF THEORETICAL POLITICS

A New Quarterly Political Science Journal

*Edited by Richard Kimber University of Keele Jan-Erik Lane  
University of Umea and Elinor Ostrom Indiana University*

The Journal will be the official publication of COCTA (Committee on Conceptual and Terminological Analysis) and of PIPE (Policies, Institutions, Performance and Evaluation) — respectively, research committee and study group of the International Political Science Association. COCTA is also associated with the International Social Science Council, and the International Sociological Association. Although linked to these organisations, the journal will retain editorial independence.

The journal will be published by SAGE Publications • ISSN: 0951-6298

First issue: January 1989

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Gabor Bruck  
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I am a recent émigré from Hungary, born in Budapest in 1954. I am pursuing furthering my career in the area of decision making by means of an American doctoral degree. I have extensive professional background in this field:

1981-1986 Psychological Institute of Hungarian Academy of Sciences, Hungary.

1985-1986 -Most recent research program -completed in conjunction with Prof. Englander- was "Question Strategy in Open Decision Situation".  
 Objective: 1. description of the various types of questioning strategy;  
 2. the use of reliable but expensive expert information.

-Perception of Unexpected Events

-Frequent lecturer in classes for high level leadership training.

-Worked as consultant for major companies.

1981-1985 -"Way of Life" research. Five-year research program subsidized by the government. Aim of the program: exploration of the future orientation of youth 17-30 years of age. 400 subjects were questioned.

-Group research: Perception, evaluation and free recall of group development process in group members and outside observers. Aim of this experiment: establishing difference between the perception and evaluation of the action involved group members and outside observers, considering the latter's purely cognitive spectator function.

#### EDUCATIONAL BACKGROUND:

1981 -Invited by the European Committee of Social Psychology for a summer school in Aix-en Provence. France.

1979 -Invited for a two-year postgraduate program at the Psychological Institute of the Hungarian Academy of Sciences.

1974-1979 -University of Eotvos Lorand, Budapest, Hungary. Course of study at this university was a five-year highly intensive program, which included the equivalent of about 54 American credit hours of psychology a year during five years of study.  
 -Degree: M.A. in psychology. 1979.

-Second prize at the International Scientific Student Conference in Budapest with his paper. 1976.

**PURDUE UNIVERSITY**  
**DEPARTMENT OF PSYCHOLOGICAL SCIENCES**  
**invites applications for the following tenure track**  
**positions beginning Fall 1988.**

- 1) **CLINICAL**: One Assistant Professor position and one  
Assistant or beginning Associate Professor position
- 2) **SOCIAL**: One Assistant or Associate Professor position  
One Full Professor position
- 3) **QUANTITATIVE-MATHEMATICAL**: One Assistant, Associate or  
Full Professor position
- 4) **MOTIVATION-DECISION MAKING**: One half-time Assistant  
Professor position

Quality of candidate is more important than specific specialty area, and we define the areas listed above very broadly.

For all positions strong research credentials and potential are essential. Candidates for the clinical positions should have a primary interest in research (area open) and will be expected to participate in our APA accredited Clinical Psychology Training Program. Quantitative-Mathematical Psychology is broadly defined to include classical mathematical modeling, psychometrics, neural or connectionist modeling, artificial intelligence, psychophysics, and decision making. The positions require teaching at the undergraduate and graduate levels. Salaries and benefits are highly competitive, and excellent research facilities and support are available. Curriculum vitae, three letters of recommendation and representative preprints and/or reprints should be sent for the Clinical positions to Dr. Donald R. Ottinger; for the Social positions to Dr. Eliot Smith; for the Quantitative-Mathematical position to Dr. Peter Schonemann; and for the Motivation-Decision Making position to Dr. Elizabeth Deutsch Capaldi - all at the Department of Psychological Sciences, Purdue University, West Lafayette, Indiana 47907. Applications received prior to November 15 will be given fullest consideration, but applications will be accepted for each position until it is filled and review of applications will begin immediately. Women and minorities are especially encouraged to apply.

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## POSITIONS AVAILABLE...

**CENTER FOR DECISION RESEARCH, UNIVERSITY OF CHICAGO:** The Center is seeking to fill a tenure-track position at the Assistant Professor level. We are particularly interested in candidates with strong backgrounds in *cognitive psychology/cognitive science* and interests in problem solving and/or decision making. Applicants should have a strong research orientation. Teaching responsibilities include a basic course in decision making and the development of more advanced courses that could be closely related to ongoing research interests. All interested applicants should send a curriculum vitae, *one* written example of recent research, and the names and telephone numbers of three references. *Do not send letters of reference.* Send application materials to: R. M. Hogarth, University of Chicago, Graduate School of Business, Center for Decision Research, 1101 East 58th Street, Chicago, IL 60637. An Equal Opportunity/Affirmative Action Employer.

## UNIVERSITY OF OREGON

Behavioral decision making: Assistant Professor, The Institute for Cognitive and Decision Sciences. The appointee will hold a regular tenure-related appointment in the appropriate department, and be an associate of the Institute. PhD required. Substantive focus: empirical study of human decision-making--e.g.: behavior under risk and uncertainty; experimental economics, political science or social choice; collective decision making; information processing; conflict, choice, commitment. Send resume, three letters of recommendation, selected manuscripts, statement of professional and research objectives, and other relevant materials, by December 31st 1987, to: Paul Slovic, Decision Science Search Committee, Institute for Cognitive and Decision Science, University of Oregon, Eugene, Oregon 97403. AA/EEO.

## WASHINGTON, DC

## CENTER FOR RISK MANAGEMENT: RESOURCES FOR THE FUTURE

Resources for the Future is staffing a new Center for Risk Management. The Center will conduct and sponsor research and educational activities related to the sound management of risks to health and the environment. The Center is quite interested in risk-perception and communication. However, they have had difficulty in attracting applications from researchers interested in risk perception and communication. They are interested in making appointments at both the junior and senior levels. Assuming agreement on a project of mutual interest, they would also be interested in short-term (6-12 month) sabbatical appointments. Some potential topics of interest are, among many others, individual decisionmaking regarding risk, individual vs. population risk, perception and reality concerning environmental risk, causal inference in risk management, bias in cost estimation, and policy consequences of improved detection and analysis. For additional information contact: Paul R. Portney, Director, Center for Risk Management, Resources for the Future, 1616 P Street N.W., Washington, DC or call (202) 328-5000.

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## POSITIONS AVAILABLE...

## UNIVERSITY OF ILLINOIS:

QUANTITATIVE PSYCHOLOGIST/JUDGMENT & DECISION MAKING - DEPARTMENT OF PSYCHOLOGY, THE UNIVERSITY OF ILLINOIS at Urbana-Champaign is seeking a quantitative psychologist with interests in mathematical models, measurement, or behavioral statistics. It is desirable that candidates have an active substantive interest, preferably in judgment and decision making or a related area, as well as a strong background in mathematics or statistics. It is expected that candidates, for their level, will have an outstanding record of research and scholarship in quantitative approaches. Teaching responsibilities include continuing participation in teaching of the departmental courses in Statistics. Ability to develop and teach graduate seminars in quantitative topics would be desirable.

The position is at the Assistant Professor level, tenure track. The appointment would begin on August 21, 1988. Salary is dependent upon experience and qualifications. While we are seeking an Assistant Professor, individuals with exceptional records of accomplishment who wish to apply for more senior appointments will be given consideration.

All inquiries and nominations, as well as complete applications, (vitae, statement of interests, at least three letters of reference, and preprints or reprints of publications) should be sent to: Elke U. Weber, Chair, Quantitative Search Committee, University of Illinois, Department of Psychology, 603 E. Daniel Street, Champaign, IL 61820. (217/333-6819). We may interview some candidates before the application deadline of December 1, 1987 but all applications received by that date will receive full consideration.

University of Illinois is an Affirmative Action/Equal Employment Opportunity Employer.

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## STATE UNIVERSITY OF NEW YORK AT STONY BROOK

## Decision Making or Conflict Resolution

The Political Science Department invites applications for an Assistant Professor (tenure-track) position in Political Psychology. The candidate should have a Ph.D. or be nearing completion of the degree. The candidate's primary research and teaching interests should be in one of the following areas: decision-making at the organizational, small group, or individual level; or conflict or dispute resolution. Special attention will be given to individuals with an active research program and who demonstrate evidence of scholarly productivity. The program in political psychology is composed of a research-oriented faculty with diverse interests in the intersection of political science and psychology; exceptional research facilities are available. Women and minorities are encouraged to apply. Applicants should submit a vita, selected reprints and preprints, three letters of recommendation, and a statement of research interests and goals to: Chair, Political Psychology Search Committee II, Department of Political Science, State University of New York at Stony Brook, Stony Brook, N.Y. 11794-4392. The Department is an EO/AA employer. Deadline date for applications is January 2, 1988.

RECENT BOOK. . .

Current Issues in West German Decision Research

Edited by Roland W. Scholz

Frankfurt/M., Berne, New York, 1986. X, 279 pp.

Psychologie des Entscheidungsverhaltens und des Konfliktes. Vol. 4  
ISBN 3-8204-9734-X

pb. \$41.35/sFr. 62.-

This volume contains the revised papers of a workshop on psychological decision research held at the 27th Conference of Experimental Psychologists (TeaP 27) at Wuppertal in the spring of 1985. As the title suggests, the volume should provide insight into «Current Issues in West German Decision Research». The contributions are concerned with both individual decision making, and bargaining in group decision. The articles in the individual decision section show a theoretical cognitive emphasis while those in other sections show a variety of different approaches. The authors mostly come from a background of social psychology, mathematical psychology, or methodology, although some papers from behaviorally - oriented experimental economists are also included.

Contents: Individual Decision Making (e.g., probability judgments, risky decisions, multi-attribute decision making, judgmental heuristics) - Group Decision Making and Bargaining Behavior (e.g., social decision schemes, risky shifts, weighted majority games, bargaining theories, coalition formation) - Experimental Social Dilemmas (e.g., matrix games, social orientations).

Authors: W. Albers (Bielefeld), D. Albert, (Heidelberg), K.M. Aschenbrenner (Heidelberg), K. Bamberger (Saarbrücken), U. Böckenholt (Heidelberg), H.W. Crott (Freiburg), H. Gertzen (Heidelberg), W. Güth (Köln), J. Hageböck (Heidelberg), R. Henss (Saarbrücken), W. Hesse (Bielefeld), H. Jungermann (Berlin), D.A. Kravitz (Freiburg/Lexington), Th. May (Bielefeld), R.S. May (Berlin), H. Müller (Frankfurt), H. Moosbrugger (Frankfurt), M. Popp (Mainz), M. Schäfer (Frankfurt), R.W. Scholz (Bielefeld), U. Schulz (Bielefeld), F. Schmalhofer (Freiburg), R. Tietz (Frankfurt), J. Zuber (Freiburg).

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