

JUDGMENT / DECISION MAKING

ANNUAL J/DM MEETING IS NOVEMBER 24-25. . .

The 1991 J/DM Meeting will be held in San Francisco, November 24-25. A preliminary program appeared in the September issue of the *J/DM Newsletter*. Also, by now you should have received information on registration. If you have not received registration materials or have misplaced them please contact Terry Connolly (see page 2 for his address). We hope to see you there!

J/DM NOMINATIONS DUE. . .

On Page 6 of this issue you will find a nominations ballot for officers for the Society. You need to nominate a President-elect and a new member of the Executive Board. Tom Wallsten's term on the Executive Committee is ending, and Lola Lopes, our Past-President, also will be leaving the committee. (The current Executive Board is listed on Page 2.) Please take an active role in your Society by being involved in its governance. Act today! Nominations must be received by November 11. After the nominations are closed, you will receive a ballot for officers.

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SUBMISSION DEADLINE FOR THE NEXT *J/DM NEWSLETTER*: November 25, 1991

NEWSLETTER

Vol. X
Number 4
OCTOBER 1991

SOCIETY FOR JUDGMENT AND DECISION MAKING

EXECUTIVE BOARD

Baruch Fischhoff, *President*
 Robin Hogarth, *President-Elect*
 Lola Lopes, *Past-President*
 Daniel Kahneman, *1990-92*
 Thomas S. Wallsten, *1989-91*
 J. Frank Yates, *1991-93*
 Terry Connolly, *Secretary/Treasurer*
 N. John Castellan, Jr., *Newsletter Editor*

J/DM NEWSLETTER

Editor:

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

(812) 855-4261

BITNET: castellan@IUBACS
 INTERNET: castellan@ucs.indiana.edu

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 However, we do not publish substantive papers.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 8½ by 11 paper. If possible, use a carbon or film ribbon. Please mail flat -- do not fold. A better alternative is to submit your contribution via EMAIL.

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 Terry Connolly.

Address correction: Please check your mailing label carefully. Because the *J/DM Newsletter* is usually sent by bulk mail, copies with incorrect addresses or which are otherwise undeliverable are neither forwarded nor returned. Therefore, we have no way of knowing if copies are delivered. Address changes or corrections should be sent to Terry Connolly.

Dues, Addresses & Corrections:

Terry Connolly
 Management and Policy Department
 Business and Public Administration
 University of Arizona
 Tucson, Arizona 85721

(602) 621-5937

BITNET: connolly@ARIZRVAX

Mailing Labels: Some readers may wish to send reprint lists or other material to people listed in the directory. Contact Terry Connolly 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.

J/DM Electronic Mail Directory: The Society maintains an EMAIL directory. To add your name to the *J/DM Electronic Mail Directory* (or to receive a copy of the electronic directory) contact Terry Connolly.

CALL FOR PAPERS. . .

BEHAVIORAL DECISION RESEARCH IN MANAGEMENT

The 5th Behavioral Decision Research in Management Conference will be held at the Haas School of Business, University of California, Berkeley, from May 29 to May 31, 1992. This conference continues the series of meetings held at Cornell, Texas, Chicago, and Wharton. The emphasis is on original research in decision making and its application to business disciplines, especially managerial economics, accounting, finance, marketing, decision support, organizational behavior, and business strategy.

Speakers are invited to submit abstracts of 200 words or less by January 1, 1992, to either of the conference organizers, John Myers or Itamar Simonson. Speakers will be notified whether their abstracts have been selected by March 1, 1992. Please include name, address, and phone number on the abstract.

Send abstracts to: John Myers or Itamar Simonson, Haas School of Business, University of California, Berkeley CA 94720, USA.

John's Bitnet address: jmyers@ucbcmsa (tel. # (510) 642-3408).

Itamar's Bitnet address: itamar@ucbcmsa (tel. # (510) 642-4632)

COMPUTER PROGRAMS FOR MULTIATTRIBUTE EVALUATION. . .

This software package includes three programs that provide basic multiattribute evaluation computational capabilities. The software runs on IBM-compatible personal computers operating under MS/PC-DOS Version 2 or later with any display and at least 256K memory. The Multiattribute Value Calculator handles situations with no uncertainty using a weighted-additive multiattribute value function and either exponential or piecewise linear single-attribute value functions. The Power-Additive Multiattribute Utility Calculator (PMC) and the Multiplicative Multiattribute Utility Calculator (MMC) handle situations with uncertainty. PMC uses a power-additive utility function and either exponential or piecewise linear single-attribute value functions. MMC uses a multiplicative utility function and either exponential or piecewise linear single-attribute utility functions. Arbitrary discrete probability distributions can be specified for each attribute of each alternative. Analysis of probabilistic dependence among attributes is not supported.

This software is copyrighted, however, an *instructional license* grants permission to make copies for direct instructional use by the person authorizing the copying provided that no fee is charged for the copies (other than a nominal amount to cover copying expenses) and that no financial gain accrues to the person authorizing the copying, either directly or indirectly. A single user license costs \$30.00 and includes one copy of the software and one bound copy of the manual. An instructional license costs \$60.00 and includes one copy of the software, one bound copy of the manual, and one unbound copy of the manual. An add-on of an instruction license for a registered single user is \$40.00. A 5.25 inch 360K diskette is furnished unless a 3.5 inch 720K diskette is requested. Make check payable to "DIS Department Gifts and Grants Account." Sorry, no credit cards or purchase orders. Send order to: Craig W. Kirkwood, Department of Decision and Information Systems, College of Business, Arizona State University, Tempe, AZ 85287-4206

POSITION ANNOUNCEMENT

ASSISTANT PROFESSOR

PROGRAM IN CLINICAL DECISION MAKING AND MEDICAL INFORMATICS

Department of Medical Education seeks cognitive psychologist or behavioral scientist with strong background in behavioral decision making or information-processing approaches and an interest in applying these concepts and methods to clinical decision making. Tenure track nine-month position with research funding for summer possible.

Responsibilities: Participate in an ongoing program of research on psychological processes affecting clinical decision making and clinical decision support systems. Teach in departmental master's degree in health professions education. Courses to be taught include research design, evaluation methods, and thesis advising. Participate in faculty development programs for health professionals in training, with an emphasis on research methods and approaches to systemizing clinical judgment and decision making. Work with colleagues to develop an elective for medical students in clinical decision making and medical informatics. Teach aspects of decision making and medical informatics to medical students and health professionals.

Qualifications: Ph.D. or equivalent degree in psychology or cognate field, with emphasis on decision making and judgment; familiarity with decision analysis, expected utility theory, and alternative theoretical approaches to judgment and decision making; ability to teach quantitative methods and principles of research design; strong teaching and writing skills; potential for becoming an independent investigator capable of developing his/her own research program. Ability to collaborate effectively with physicians is essential; knowledge of how medical schools operate is an asset. The following are all desirable: interest in educational applications of microcomputers, health-related research experience, knowledge of contemporary health-care issues, familiarity with legal and ethical concepts applied to medical decision making.

Salary: \$32-40,000, depending upon qualifications and prior experience.

Starting Date: Negotiable, but not earlier than April 1, 1992, or later than September 1, 1992.

For fullest consideration send letter of application, CV, three recent papers, and names of at least three referees by Dec. 1, 1991, to: Arthur S. Elstein, Ph.D., Department of Medical Education (M/C 591), University of Illinois at Chicago, PO Box 6998, Chicago, IL 60680.

The University of Illinois at Chicago is an Affirmative Action/Equal Opportunity employer.

POSITION AVAILABLE . . .

UNIVERSITY OF CHICAGO, GRADUATE SCHOOL OF BUSINESS: The school is seeking to fill two tenure-track positions at the Assistant Professor or a more senior level. (1) *Organizational Behavior*. We are particularly interested in candidates with interests in group-level phenomena and organizational decision-making processes. (2) *Behavioral Decision Making*. We are looking for candidates with interests in the cognitive psychology of decision making and problem solving in individuals and/or groups. Candidates for either position should have a strong research orientation, and a strong background in cognitive, social, and/or organizational psychology. Teaching responsibilities will include an introductory course in organizational and behavioral science for MBA students and the development of more advanced courses for MBAs and PhDs. Advanced courses could be closely related to ongoing research interests. Interested applicants should send a vita, one written sample of recent research, and names and telephone numbers of three references. Up to three letters of reference may be sent with the application, or separately. Send materials to: R. M. Hogarth, Graduate School of Business, University of Chicago, 1101 East 58th Street, Chicago, IL 60637. To guarantee consideration, all materials must be received by January 3, 1992. An Equal Opportunity/Affirmative Action Employer.

NEW BOOKS . . .

ANNOUNCING VOLUMES III & IV OF THE ANALYTIC HIERARCHY PROCESS SERIES FOR DECISION MAKING

TWO BOOKS IN ONE:

The Logic of Priorities by Thomas L. Saaty and Luis G. Vargas, RWS Publications, 299 pp., 1991. Introduction to prioritization using the Analytic Hierarchy Process (AHP) in applications to transport projects, technology transfer, and resource allocation under certainty. It also covers forward and backward planning; risk, and uncertainty in portfolio selection; and conflict resolution.

Analytical Planning by Thomas L. Saaty and Kevin P. Kearns, RWS Publications, 208 pp., 1991. Presents the AHP as a methodological approach to planning. It also covers complexity in systems, systems characteristics and how the AHP can be applied in a systems framework. Includes strategic planning, using Benefit-Cost Analysis, and Resource Allocation with the AHP.

This is the first time these two books come together as volumes III and IV of the Analytic Hierarchy Process Series. If you would like more information about these or other books based on the AHP please contact Expert Choice, Inc., 4922 Ellsworth Avenue, Pittsburgh, PA 15213. Phone/FAX: (412) 682-3844

Nominations for J/DM Executive Board Members.

The Society Bylaws provide for election of two officers each year: the President-Elect (who thereafter becomes President, then Past President, and then leaves the Board); and one member of the Executive Board (who simply serves for three years, and then rotates off). The first step is the nomination of candidates for these posts, which is the task of the membership -- i.e. YOU. A ballot will be mailed to you in the next few weeks.

Please take a moment to think of people you would like to see leading our Society. You may nominate up to FIVE for the Board, up to TWO for President-Elect. (Note that ex-Presidents are not eligible for reelection as President, though they may serve as Board members. Any Presidential nominations ineligible by this rule will be counted as Board nominations). Do nominate at least a few candidates -- quite modest numbers of nominations have put candidates on the ballot in past years.

Terry Connolly
Secretary/Treasurer

Nominate up to five people as candidates for the Executive Board:

1. DAVID HOLT GRAVE
2. ELKE WEBER
3. _____
4. _____
5. _____

Nominate up to two people as candidates for President-Elect:

1. _____
2. _____

Return your nominations to:

J/DM Nominations
c/o Terry Connolly
Dept of Mgt and Policy, BPA
University of Arizona
Tucson, AZ 85721

NOMINATIONS MUST BE RECEIVED BY
NOVEMBER 11, 1991

or send by email:

CONNOLLY@ARIZRVAX (BITNET)

CHECK YOUR LABEL

Please check that the address on your mailing label is correct. Much J/DM material is sent by bulk mail, which is not forwarded or returned, so you never get it and we never find out. If there is an error, please let me know (by e-mail or paper mail) and I'll update the list.

ALSO: The new labels have a date next to your name, representing the last year for which the database shows you as having paid dues. Please check that this is correct, and let me know if your records disagree with ours.

If your label shows "1992", thanks; you are fully paid up.
If it's "1991", you're current; \$20 will get you current through 1992;
If it's "1990", you're overdue; \$40 will get you current through 1992;
If it's "1989", you're very overdue, and will shortly be dropped from the list. (The Bylaws state that two years' nonpayment of dues constitutes resignation from the Society.) \$60 will get you current through 1992, but you must act now.

Non U.S. Residents: Members residing outside the U.S are allowed to prepay for multiple years, and the label date should indicate if you have done this. Note also that members residing in countries where it is impractical or illegal to obtain U.S. funds can apply to the Society for a free membership. Such members will find a "*" next to their names on the label.

Terry Connolly

SOCIETY FOR JUDGMENT AND DECISION MAKING: DUES FORM/ADDRESS CORRECTIONS

Name: _____ Phone: _____

Address: _____ Email: _____

_____ City: _____ State: ___ ZIP: _____

() I enclose dues for year(s) _____, total \$ _____
() Address correction.

Regular members: \$20/year Student members: \$5/year*

Please make checks payable to the JUDGMENT AND DECISION MAKING SOCIETY, in U.S. dollars payable through a U.S. bank. Mail the form and check to:

Terry Connolly, JDM Sec/Treas
Mgt & Policy Dept, BPA
University of Arizona
Tucson, AZ 85721

*Students must have endorsement of a faculty member:

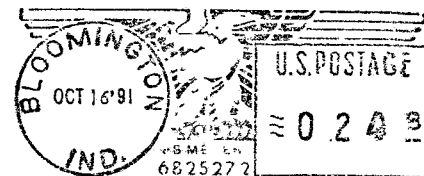
Faculty signature: _____ Date: _____

Printed name: _____ Institution: _____

THIS ISSUE CONTAINS A NOMINATION BALLOT FOR SOCIETY OFFICERS.
TAKE AN ACTIVE PART IN J/DM!
RETURN YOUR NOMINATION BALLOT TODAY!

J/DM NEWSLETTER
Department of Psychology
Indiana University
Bloomington, Indiana 47405

PRESORTED
FIRST-CLASS



Rob Hamm 1992
Institute of Cognitive Sci
Box 345
Boulder CO 80309-0345

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