

JUDGMENT / DECISION MAKING

J/DM MEETING: NOVEMBER 15-16

Remember the 1992 J/DM meeting at the Adams Mark Hotel in St. Louis, MO, November 15-16. The updated program appears in this issue on pp. 7-9. The meeting will include a poster session and a new Teaching Forum, both scheduled for Sunday evening. A list of presenters for the Teaching Forum appears in this issue on p. 10. Tentative titles and abstracts for the posters appeared in last month's issue of the newsletter, along with hotel reservation and meeting registration information. Please act on these now if you haven't done so already. The program committee members are Barbara Mellers, George Loewenstein, and Colin Camerer.

I also encourage anyone to come and talk to me during the meeting about the newsletter with advice, comments and suggestions. I will be in St. Louis before and throughout the meeting: Saturday, Sunday, and Monday.

Shawn Curley

ADDRESS CHANGE

Please note that Terry Connolly, Secretary/Treasurer of the J/DM Society, has experienced an unexplainable and altogether mysterious change in his E-mail address. The new address is: connolly@ccit.arizona.edu (Terry apologizes for the difficulty anyone may have had in reaching him.)

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SUBMISSION DEADLINE FOR THE NEXT J/DM NEWSLETTER: December 11, 1992

SOCIETY FOR JUDGMENT AND DECISION MAKING

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J/DM NEWSLETTER

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FROM THE EDITOR. . .

The *JIDM 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 However, we do not publish substantive papers.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 *JIDM 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 or in an ASCII file on a 3.5" or 5.25" diskette.

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 *JIDM 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.

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

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

PSYCHONOMICS SEEKS COMMENTS ON A POSSIBLE NEW JOURNAL

The Psychonomic Society has formed a committee to consider the possibility of starting a new journal in the area of higher-order mental processes (thinking, reasoning, etc.), including topics in judgment and decision making. The committee has thought of a number of arguments pro and con. Because JDM members would be a prime constituency for such a journal, the committee is very interested in hearing members' comments, questions, and suggestions. The committee consists of Doug Medin (chair), Danny Kahneman, Reid Hastie, Alice Healy, and Josh Klayman. Please send your comments to Josh Klayman, Graduate School of Business, University of Chicago, 1101 E. 58th St., Chicago, IL 60637, Email: joshk@uchicago.edu

UNDERGRADUATE FUNDING:

Why pay for photocopying, computer time, or subjects for your undergraduate students when you can introduce them to the pleasures of grant writing?!

The Center for Decision Research will award three \$150 grants for undergraduate research projects in judgment and decision making.

To apply, students should submit a short proposal (which should not exceed five pages) to the Center for Decision Research at the address below. Final deadline for proposals is February 15, however we will make decisions about grants on an ongoing basis, so students are encouraged to apply earlier if they need money before that time. All applicants will receive comments on their proposal from people at the Center. (Introduce your students to the thrills and agonies of referee remarks!)

Preference will be given to upperclassmen (e.g., senior honors projects), but undergraduates at any stage in their studies are encouraged to apply.

For more information, contact:

Chip Heath
 Center for Decision Research
 Undergraduate Research Program
 1101 East 58th St.
 Chicago, IL 60637
 (312) 752-6418

CONGRATULATIONS!

The Center for Decision Research at the University of Chicago is pleased to announce the winner of its 1992 Undergraduate Paper Competition: Shira Lewin, a recent graduate from the Department of Economics at the University of Chicago. The paper entitled "Rational Choice in Economics and Psychology: The Historical Roots of a Paradoxical Debate" was her Senior Honor's Thesis conducted under the supervision of Gary Becker and Bill Goldstein.

RESEARCH CENTER

The Center for Rationality and Interactive Decision Theory has been established as an interdisciplinary research center at the Hebrew University of Jerusalem in 1991. It is engaged in research activity into the various aspects of *rationality* in decision making: making decisions in a manner calculated to yield maximal benefit. of particular interest is *interactive decision theory* ("game theory") which analyzes what happens when rational people with different goals interact, each making his own decisions on the basis of what is best for him--while taking into account that the others are doing the same. Rationality and interactive decision theory underlie much of economic theory and political science, and have had an important impact on such diverse areas as evolutionary biology, computer science, social psychology, law, statistics, philosophy and the foundations of mathematics.

The Center provides a stimulating environment and improved research conditions for scientists engaged in studies of rationality and interactive decision theory. The Center encourages and supports visits by guest scholars at all academic levels (senior, junior, post-doctoral, graduate).

Robert J. AUMANN	Mathematics
Maya BAR-HILLEL	Psychology
Gary BORNSTEIN	Psychology
Dan COHEN	Biology
Avner DE-SHALIT	Political Science
Ruth GAVISON	Law
Alon HAREL	Law
Sergiu HART, Director	Mathematics and Economics
Nathan LINIAL	Computer Science
Avishai MARGALIT	Philosophy
Michael MASCHLER	Mathematics
Uzi MOTRO	Biology and Statistics
Abraham NEYMAN	Mathematics
Bezalel PELEG	Mathematics
Motty PERRY	Economics
Itamar PITOWSKY	Philosophy
Uriel PROCACCIA	Law
Jeffrey S. ROSENSCHEIN	Computer Science
Gideon SCHWARZ	Statistics
Eytan SHESHINSKY	Economics
Avi SCHMIDA	Biology
Edna ULLMAN-MARGALIT	Philosophy
Eyal WINTER	Economics
Menahem YAARI	Economics
Shmuel ZAMIR	Statistics

NEWS FROM NSF

The National Science Foundation has released a new version of its publication, *Grants for Research and Education in Science and Engineering: An Application Guide (NSF 92-89) -- GRESE*. The GRESE provides guidance for the preparation of unsolicited proposals to NSF. An unsolicited proposal is prepared by a Principal Investigator and submitted by an institution on its own initiative without a formal written solicitation from NSF. Information in the GRESE applies to most research programs within NSF and related activities, such as foreign travel, conferences, symposia, equipment and facilities. Sources of additional information on these related activities is available from appropriate NSF programs.

Potential investigators should know that the new guidelines will apply to all proposals received after October 1, 1992. The GRESE also includes copies of the forms required when submitting a proposal. Changes in the guidelines should facilitate the preparation of proposals. Some important new features include a type size limit, a strict page limit (15 pages regardless of spacing), limitations on biographical information and appendix materials.

Any investigator planning a research proposal should ensure that he or she has a copy of the new GRESE.

Copies of the GRESE (NSF 92-89) may be ordered from:

National Science Foundation
Forms and Publications Unit
1800 G Street, NW -- Room 233A
Washington, DC 20550

Telephone: (202) 357-7861
BITNET: pubs@nsf
Internet: pubs@nsf.gov

RESEARCH NETWORK

An international network of psychologists working on environmental problems has been established. The network's purpose is to increase awareness of members' activities and encourage contact among members including the possibility of collaborative research. Two initial actions of the network are the establishment of an electronic bulletin board and the publication of a network directory. The address of the electronic bulletin board is "ENVBEHL@polyvm". Psychologists who would like to be listed in the first issue of the directory should send by March 30, 1993 their name, address, telephone numbers, electronic mail address, and areas of interest to

George Cvetkovich
WISOR/Psychology
Western Washington University
Bellingham, WA 98226-9089 USA
CVET@wwu.edu

who will be serving as coordinator of the network. Other activities of the network will include working to increase attention to environmental problems in the agendas of professional societies.

NEW BOOK

EXPERTISE AND DECISION SUPPORT

Edited by

**George Wright, University of Strathclyde, Glasgow, Scotland,
Fergus Bolger, University College, London, England**

This multidisciplinary volume focuses on expert judgement and its interaction with decision support systems. An international array of contributors define the nature of expertise and introduce theoretical frameworks for evaluating judgement and developing techniques to improve and support expert decision making. Chapter authors contrast the evaluation of judgement in the psychological laboratory in ecologically valid contexts and discuss issues associated with eliciting and validating expert knowledge. Other topics include: measurement of coherence and reliability in expert judgement; representation of elicited expert knowledge in knowledge-based systems; behavioral and mathematical methods of combining judgements from multiple experts and current controversies in decision support.

This book will be of interest to those concerned with assessing and improving expert judgement in professional contexts, including academics in management science and psychology, software and knowledge engineers, decision analysts, and forecasting practitioners.

1992/268pp + index/ISBN 0-306-43862-3/US and Canada \$49.50/Elsewhere \$59.40 (£33.00 subject to change) Text adoption price on orders of 6 or more copies \$32.50 (£18.00 subject to change)

ORDER FORM

Please send me _____ copy/copies of **EXPERTISE AND DECISION SUPPORT** ISBN 0-306-43862-3. I remit payment by *cheque/please charge my *Mastercard/Access/Visa/AmEx the sum of £/\$ _____ (*delete as appropriate).

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Tentative JDM Schedule

Sunday, November 15

11:30 am Graduate Student Lunch (Anyone interested should meet at the Registration Desk of the Adams Mark Hotel.)

1:00 pm JDM Meetings Begin

1:00-2:00 Invited Address: Richard Zeckhauser, Harvard University
Introduced by Dick Thaler

Nonrational Actors and Financial Market Behavior

1:45-2:00 Discussion

2:00-3:30 Symposium: Dynamic Models of Preference
Organizer, Jerry Busemeyer

2:00-2:10 Introductory Remarks, Jerry Busemeyer

2:10-2:30 Jim Townsend, Indiana University
Jerry Busemeyer, Purdue University
Decision Field Theory: A Dynamic Cognitive Approach to Decision Making Under Uncertainty

2:30-2:50 Paolo Gaudiano, Boston University
Neural Dynamics of Decision Making Under Risk

2:50-3:10 Steven Sherman, Indiana University
The Role of the Comparison Process in the Resolution of Choice Conflict

3:10-3:30 Discussion

3:30-4:00 Coffee Break

4:00-5:00 Invited Address: Richard Herrnstein, Harvard University
Introduced by Duncan Luce

What Preferences Reveal

4:45-5:00 Discussion

5:00-5:30 New Investigator Address
Introduced by Irwin Levin

5:30-6:30 Business Meeting

6:30-8:30 Poster Session and Teaching Forum

Monday, November 16

8:00-8:30 am Continental Breakfast

8:30-9:45 Symposium: Probability Evidence in the Law
Organizer, Jay Koehler8:30-8:45 David Schum, George Mason University
Sacco and Vanzetti Meet Wigmore and Bayes8:45-9:00 Gary Wells, Iowa State University
The Role of Base Rates and the Probability of False Eyewitness
Identification9:00-9:15 William Thompson, UC Irvine
Interpreting DNA Tests: The Reverend Bayes Meets RFLP Analysis9:15-9:30 Jay Koehler, University of Texas at Austin
Blood, Semen, and Hairs: The Significance of Probabilistic Matches in
the Courtroom

9:30-9:45 Discussion

9:45-10:15 Coffee Break

10:15-11:30 Invited Address: Gerd Gigerenzer, University of Chicago
Introduced by Lola Lopes

Where Do We Go from Here? After Heuristics and Biases

11:00-11:15 Commentary by Daniel Kahneman, UC Berkeley
Reply by Gigerenzer

11:15-11:30 Discussion

11:30-1:00 Lunch

12:00-12:45 Presidential Address (in the Lunch Room):
Robin Hogarth, University of Chicago
Introduced by Danny Kahneman

Ambiguity and Arguments

12:45-1:00 Discussion

1:00 Adjourn to Meeting Room

1:00-2:45 pm Symposium: Intelligent Normative Systems Based on Good Judgments of Probabilities
Organizer, Ward Edwards

1:00-1:10 Introductory Remarks, Ward Edwards

1:10-1:40 David Heckerman, UCLA
PATHFINDER: A Normative System for Diagnosis in Pathology1:40-2:10 Todd Levitt, Information Extraction and Technology, Inc.
Probabilistic Reasoning in the Imagery Exploitation System2:10-2:20 Ward Edwards, University of Southern California
HAILFINDER: A Nascent Normative System that Hopes to Predict
Severe Weather in Eastern Colorado

2:20-2:30 Dave Schum, George Mason University, Discussant

2:30-2:45 Discussion

2:45-3:00 Short Coffee Break

3:00-4:00 Individual Papers
Chair, Zur Shapira3:00-3:20 Jon Baron, University of Pennsylvania
Ilana Ritov, Ben Gurion University
Mark Spranca, UC Berkeley
Omission Bias and Related Phenomenon3:20-3:40 Mark Spranca, UC Berkeley
The Complicated Effect of Frequency on Moral Judgment3:40-4:00 Tom Wallsten, University of North Carolina at Chapel Hill
Ido Erev, Technion: Israel Institute of Technology
David Budescu, University of Haifa
Simultaneous Overconfidence and Conservatism in Judgment:
Implications for Research and Practice4:00-5:00 Individual Papers
Chair, Carolyn Jagacinski4:00-4:20 John Carroll, M.I.T.
How Taxpayers Think About Their Taxes: Frames and Values4:20-4:40 George Wu, Harvard University
Temporal Risk and Probability Weights4:40-5:00 Sandra Schneider-Wright, University of South Florida
What's in a Frame? Assessing the Cognitive Impact of Positive and
Negative Descriptive Frames

Teaching Forum

Society for Judgment and Decision Making
1992 Annual Meeting
St. Louis, Missouri

Sunday Evening, November 15, 1992

LIST OF PARTICIPANTS

- Colin Camerer, University of Chicago
Teaching Issue Note: "Natural Examples of Availability and Representativeness Thinking"
- Len Dalgleish, University of Queensland
Syllabus: "Judgement and Decision Making"
- Baruch Fischhoff, Carnegie Mellon University
Syllabus: "Behavioral Decision Making"
- Kenneth Hammond, University of Colorado
Syllabus: "Human Judgment and Social Policy"
- Lynda M. Kilbourne, Texas A&M University
Teaching Technique Note: "Decision Making in Human Resource Management: A Classroom Simulation"
- Don Kleinmuntz, University of Illinois
Syllabus: "Managerial Decision Making"
Syllabus: "Decision Processes and Models for Accountancy"
- R. Duncan Luce, University of California, Irvine
Teaching Technique Note: "Summary of Major Features of Conditional Probability and Bayes's Theorem"
- Scott Plous, Wesleyan University
Teaching Technique Note: "Class Survey"
- Lori Van Wallendael, University of North Carolina at Charlotte
Teaching Issue Note: "J/DM Representation in the Introductory Psychology Course"
- J. Frank Yates, University of Michigan
Syllabus: "Decision Processes"
Teaching Technique Note: "Problem-Focused Search and Writing Assignments"

1993 OBHDP Rates

Organizational Behavior and Human Decision Processes (Volumes 54-56, 9 issues, 1440 total pages) will be available at the following rates:

	Subscribers in the U.S.A. and Canada	Subscribers in All Other Countries
Institutional:	\$333.00	\$393.00
Personal:	166.50	207.00
Member A*:	100.00	121.00
Member B**:	124.50	138.00
Student:	83.25	93.00

All prices include postage, handling, and air freight, where applicable.

- * Members of the Society of Organizational Behavior or the Society for Judgment and Decision Making.
- ** Members of the American Psychological Association, the American Psychological Society, or the Psychonomic Society.

POSITIONS 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 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 4, 1993. An Equal Opportunity/Affirmative Action Employer.

The school is also searching widely for scholars, particularly rookies, to join our group in business strategy. We have a strong preference for recent Ph.D.'s with excellent training in methodology and in one or more disciplines--particularly economics, sociology, psychology, and political science--who see strategy questions as a natural field of application for their discipline. Interested students should send a vita (and a short thesis summary, if one is available at this early stage) to: Colin Camerer, University of Chicago, Graduate School of Business, 1101 East 58th Street, Chicago, IL 60637. Fax: (312) 702-0458. Phone: (312) 702-3059. E-mail: fac_camerer@gsbvax.uchicago.edu



THE UNIVERSITY OF IOWA

Position in Organizational Behavior

The Department of Management and Organizations at the University of Iowa is pleased to announce an opening in **Organizational Behavior** at the **Assistant or Associate Professor** level.

Applicants must have demonstrated significant research in the study of individual or social aspects of organizational behavior. Applicants should be able to teach effectively in undergraduate, MBA, and doctoral programs.

The Department has 18 tenure-track faculty members in the areas of Organizational Behavior, Personnel Selection, Behavioral Decision Making, Human Resources Management, Industrial Relations, Business Law, and Policy.

In 1993 the College of Business will move into the new Pappajohn Business Administration Building. This 179,000 sq. ft. building will have state-of-the-art facilities including the latest communication technology in all classrooms. The University of Iowa is also the site of the largest university medical school in the country, a nationally-ranked law school, and an internationally renowned writer's workshop.

Completed applications must be received by November 13, 1992.

Applications for this position must include a vita; samples of recent research publications, including a dissertation abstract for those still finishing their Ph.D.; and names, addresses, and phone numbers of three references. Please direct applications to Professor Gerald Rose, OB Search Committee, Department of Management and Organizations, University of Iowa, Iowa City, IA, 52242.

**The University of Iowa is an Affirmative Action
Equal Opportunity Employer with a strong
commitment to encouraging diversity.**



Carnegie Mellon University

Announcing a tenure-track faculty slot in the Department of Social and Decision Sciences at Carnegie Mellon University. We are especially interested in applicants with a background in behavioral decision theory, but are open to a range of disciplinary focuses within that area, including economics, psychology, political science, and sociology.

The department is interdisciplinary, with economists, political scientists, psychologists, and sociologists. It has particular strengths in behavioral decision theory, policy analysis, and organizations, and has an interdisciplinary Ph.D. program.

Rank is open, but we especially encourage applications at the assistant and associate professor level, and applications by women and minorities. AA/EE employer. Curriculum vitae, a list of four references, a one-page description of your research interests, and a single sample of your work, which could include a recent working paper, article, or research proposal should be sent to: Chair, Search Committee, Department of Social and Decision Sciences, Carnegie Mellon University, Pittsburgh, PA, 15213-3890.

Purdue University

Purdue University Department of Psychological Science invites applications for the following tenure track positions beginning Fall 1993.

1) COGNITIVE SCIENCE

One position funded at the assistant level for an individual specializing in connectionistic or network modeling of basic psychological or neural processes.

2) QUANTITATIVE

One position funded at the assistant level for an individual specializing in any area within Quantitative/Mathematical Psychology.

Strong research credentials or research potential are essential for these positions. 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 Cognitive Science position to Dr. James S. Nairne; for the Quantitative position to Dr. Jerome Busemeyer c/o 1364 Psychological Science Building, Purdue University, West Lafayette, IN, 47907-1364. Applications received prior to November 1 will be given fullest consideration, though applications will be accepted for the positions until they are filled. Women and minorities are especially encouraged to apply. Purdue University is an Equal Opportunity/Affirmative Action Employer.

University of North Carolina

The Psychology Department of the University of North Carolina at Chapel Hill seeks to hire a cognitive psychologist in a tenure track assistant professor position for the fall of 1993. Responsibilities include graduate and undergraduate teaching, research, and research supervision. Applicants in any area of cognitive psychology will be considered. Have 3 letters of recommendation sent and submit a curriculum vitae, up to 3 (p)reprints, and a statement of teaching and programmatic research interests to: Thomas S. Wallsten, Cognitive Search Committee, Department of Psychology, University of North Carolina at Chapel Hill, Chapel Hill, NC 27599-3270. Applications must be received by December 15, 1992. UNC-CH is an Affirmative Action/Equal Opportunity Employer. Questions can be directed to Tom Wallsten at tom_wallsten@unc.edu

NEW JOURNALS

Journal of Decision Systems: *JDS* publishes articles that extend or consolidate scientific knowledge related to decision systems. Decision systems refer to computer-based applications that can replace (partially or totally) or help individuals or groups in their decision making tasks. The main purpose of the journal is to be a forum for researchers and practitioners who design, implement and evaluate computer-based decision systems. Its first volume of four issues is dated 1992. For more information, contact:

Professor Beth Jones
Department of Finance & Business Systems
College of Business
Eastern Kentucky University
Richmond, KY 40475-0940
(606) 622-1574

The International Journal of Intelligent Systems in Accounting, Finance and Management (formerly Expert Systems Review): The journal focuses on quality papers concerned with all aspects of intelligent systems in business- and management- based applications. It is devoted to the improvement and development of the theory and practice of intelligent system design, development and implementation. Overall, the journal provides a communication forum for advancing the theory and practice of the application of intelligent systems in business and other organizational settings. For more information, contact:

Daniel E. O'Leary
School of Business Administration
University of Southern California
Los Angeles, CA 90089-1421
(213) 740-4848 Fax: (213) 747-2815
E-mail: oleary@mizar.usc.edu

SPECIAL ISSUE: *The International Journal of Intelligent Systems in Accounting, Finance and Management (IJISAFM)* is preparing a special issue on "Mathematical and Computational Models of Organizations: Models and Characteristics of Agent Behavior." Papers need not be limited to expert systems and intelligent systems *per se*. Instead, the focus can be on any aspects of mathematical and computational models of organizations, with particular interest in multiple agent models. A broad base of research approaches are appropriate for consideration.

The deadline for papers is February 28, 1993. Papers should conform to John Wiley guidelines, copies of which are available from Daniel O'Leary. It is hoped that the issue can appear in late 1993. For more information, contact one of the co-editors of the issue:

Kathleen Carley
Department of Social and Decision Sciences
Carnegie Mellon University
kathleen.carley@centro.soar.cs.cmu.edu

Michael Prietula
Graduate School of Industrial Administration
Carnegie Mellon University
mp2j@andrew.cmu.edu

Les Gasser
University of Southern California
gasser@marue.usc.edu

Daniel O'Leary, Editor-in-Chief
(address above)

WHERE ARE THEY NOW?

The following members of the society appear to have moved, but failed to inform the Secretary of their new addresses. If you know where they can be reached, please drop a note (or have them drop a note) to Terry Connolly.

John Anderson	(last address: Arizona State University)
Rich Milliman	(last address: Kimbark Ave., Chicago)
Ramadhar Singh	(last address: National University of Singapore)
Bradley Stewart	(last address: Charlottesville, VA)

SOME UPCOMING MEETINGS

Society for Computers in Psychology: 22nd annual meeting will be at the Adams Mark Hotel, St. Louis, MO, November 12, 1992. For more information contact: Douglas Eamon, Secretary/Treasurer, SCiP, Department of Psychology, University of Wisconsin at Whitewater, Whitewater, WI 53190. Program co-chairs are: Peter Hornby and Margaret Anderson, Department of Psychology, SUNY, Plattsburgh, NY 12901. BITNET: compsynd@snyplava

Psychonomic Society: 33rd annual meeting will be at the Adams Mark Hotel, St. Louis, MO, November 13-15, 1992. Abstracts for selected sessions of interest to J/DM members were printed in the last issue of the newsletter. For more information contact: Cynthia Null, Secretary-Treasurer, P.O. Box 7104, San Jose, CA 95150-7104. Telephone: (415) 604-1260. Email: cnull@eos.arc.nasa.gov

Judgment/Decision Making Society: Annual meeting will be at the Adams Mark Hotel, St. Louis, MO, November 15-16, 1992. See this issue and the last issue of the newsletter for information.

TIMS/ORSA: Joint national meeting will be at the Chicago Hilton and Towers, Chicago, IL, May 16-19, 1993. Paper submission deadline is November 1, 1992. For more information, contact the program co-chairs: Wallace Hopp, IE/MS Department, Northwestern University, Evanston, IL 60208, (708) 491-3669, hopp@iems.nwu.edu or Mark S. Daskin, Civil Engineering Department, Northwestern University, Evanston, IL 60208, (708) 491-8796, msdaskin@nuacc.bitnet

Intelligent Systems in Accounting, Finance and Management: Fifth annual meeting will be at Stanford University, June 23-25, 1993. Paper submission deadline is February 28, 1993. For conference information, contact: Ingrid McClendon, School of Accounting, University of Southern California, Los Angeles, CA 90089-1421, (213) 740-4838, fax (213) 747-2815. For submission information, contact: Daniel E. O'Leary, School of Business, University of Southern California, Los Angeles, CA 90089-1421, (213) 740-4856, oleary@mizar.usc.edu

American Psychological Society: Fifth annual meeting will be at the Sheraton Chicago Hotel & Towers, Chicago, IL, June 25-28, 1993. Paper submission deadline is January 8, 1993. For information, contact: Andrew S. Baum, Program Committee Chair, (301) 295-3270, baum@usums.bitnet or Scott Brown, Poster Subcommittee Chair, (203) 486-0181, sbrown@uconnvm.bitnet

Society for Mathematical Psychology: Twenty-sixth annual meeting will be at the University of Oklahoma, Norman, OK, August 14-17, 1993. Paper submission deadline is March 31, 1993. For information, contact: Program Committee SMP-93, c/o Dr. Stephen Lewandowsky, Department of Psychology, University of Oklahoma, Norman, OK 73019-0535, smp93@oucog1.psy.uoknor.edu

International Society for Bayesian Analysis: Fifth Valencia International Meeting on Bayesian Statistics will be in Valencia, Spain, June 1-7, 1994. Planning is currently underway; for information, contact: Prof. Dr. José M. Bernardo, Department of Statistics, Palacio de la Generalidad, Caballeros 2, E-46001 - Valencia, Spain, (346) 386-6138, fax: (346) 386-3626.

SOFTWARE: **Make an Expert Choice in Decision-Support Software**

Expert Choice, Inc. recently shipped version 8.0 of the Expert Choice decision-support program. The DOS-based program assists decision makers by organizing complex problem-related information into a hierarchical model consisting of a goal, possible scenarios, criteria, and alternatives. Unlike expert systems, which take the place of the individual user, Expert Choice is interactive and accommodates your unique needs.

Using your evaluation on likelihood of scenarios, importance of criteria, and preference for alternatives, Expert Choice derives a best decision. As a result, performing such tasks as structuring problems, setting priorities, improving evaluations, performing what-if sensitivity analyses, forecasting, and justifying decisions are now straightforward processes.

Version 8.0 features pulldown menus, mouse support, dynamic display sensitivity showing alternative priorities, 2-D performance sensitivity plots, graphical adjustment of criteria importance, color coding of judgment type, a customizable report generator, and an automatic questionnaire generator

that lets you collect data while off-line.

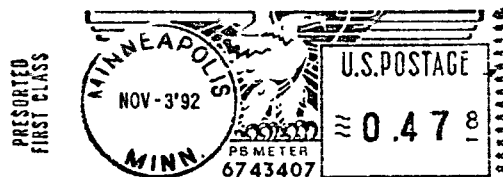
Expert Choice 8.0 lets you import or export data to or from Lotus 1-2-3 files. The program runs under DOS 3.2 or higher, requires a PC or compatible with at least 640 KB of RAM, and is available in single-user, network, and runtime versions. The single-user version retails for \$495. Pricing for the network and runtime versions depends on configuration.

Expert Choice is based on the Analytical Hierarchy Process (AHP), a mathematical theory that lets you quantify what are normally qualitative judgments by pairwise comparing two alternative choices in relation to certain criteria. Expert Choice and the AHP have been used by a variety of customers, including the U.S. National Defense University, IBM, AT&T, Citibank, Boeing, Firestone, and NASA, in many different applications. The AHP was developed by Expert Choice co-founder Dr. Thomas L. Saaty.

Contact Expert Choice, Inc., at (412) 682-3844 or (412) 682-7008 (fax), 4922 Ellsworth Ave., Pittsburgh, PA 15213.

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