

JUDGMENT / DECISION MAKING

ANNUAL MEETING

It's time to finalize your plans for attending the annual meeting of the Society for Judgment and Decision Making. The meeting is at the Adam's Mark Hotel in St. Louis (Fourth and Chestnut Street, St. Louis, MO 63102, 314-241-7400). The meeting will begin with a reception and poster session on Saturday night, November 12, 1994. This session will include the Teaching Forum. (See the list of participants on p. 20 of this issue). The meeting will end Monday November 14, 3:30 pm. The full program is on pages 3-4 of this issue.

Other information can be found in the September issue of the *JDM Newsletter*, including a roster of posters and abstracts from selected sessions of the Psychonomic Society meeting.

REMINDER

If you haven't done so, be sure to register for the meeting (deadline: **October 31, 1994**) and vote for officers of the society (deadline: **November 7, 1994**). See the September issue for information.

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SUBMISSION DEADLINE FOR THE NEXT *J/DM NEWSLETTER*: December 16, 1994

SOCIETY FOR JUDGMENT AND DECISION MAKING

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J/JDM NEWSLETTER

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 as of November 1, 1994

FROM THE EDITOR . . .

The *J/JDM 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 However, we do not publish substantive papers.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. The best way to send your contribution is via EMAIL or in an ASCII file on a 3.5" or 5.25" diskette. If you must send hard-copy (e.g., if you are using special graphics or do not have computer access), 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.

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 Irwin Levin.

Address corrections: Please check your mailing label carefully. Because the *J/JDM 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 Irwin Levin.

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

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1994 Meetings of the Society for Judgment and Decision Making
 St. Louis, November 12-14, 1994
 Adam's Mark Hotel

Program

SATURDAY, November 12

5:00 - 7:30 pm REGISTRATION/RECEPTION, with...
 5:30 - 7:00 POSTER SESSION I, including TEACHING FORUM
 Rooms 46, 47, 48

SUNDAY, November 13

(Morning: Psychonomics sessions)

1:15 - 1:20 OPENING REMARKS AND ANNOUNCEMENTS

1:20 - 2:30 INVITED TALK

1:20 - 2:05 Richard Shweder (U of Chicago)
 "Moral intuition and self-evident truth"

2:05 - 2:30 Robyn Dawes (Carnegie Mellon U)
 Discussant; Audience comments

2:30 - 3:00 BREAK

3:00 - 4:15 INDIVIDUAL PAPERS

3:00 - 3:25 Craig Fox & Amos Tversky (Stanford U)
 "Ambiguity aversion and comparative ignorance"

3:25 - 3:50 Linda Babcock, George Loewenstein, & Xianghong Wang
 (Carnegie Mellon U)

3:50 - 4:15 Michal Strahilevitz (U of Illinois, Urbana-Champaign), George Loewenstein (Carnegie Mellon U), & Daniel Kahneman (Princeton U)
 "The effects of exposure, endowment, and time on the valuation of objects"

4:15 - 4:45 BREAK

4:45 - 6:00 INDIVIDUAL PAPERS: Aspects of Regret

4:45 - 5:10 Maya Bar-Hillel (Hebrew U) & Efrat Neter (Technion)
 "Why are people reluctant to trade lottery tickets?"

5:10 - 5:35 Julie Feldman, John Miyamoto, & Elizabeth Loftus (U of Washington)
 "Are actions regretted more than inactions?"

5:35 - 6:00 Thomas Gilovich and Victoria Medvec (Cornell U)
 "A temporal pattern to the experience of regret"

6:00 - 8:00 SOCIAL HOUR with ...

6:15 - 7:45 POSTER SESSION II

MONDAY, November 14

8:00 - 9:00 CONTINENTAL BREAKFAST + BUSINESS MEETING

9:00 - 9:40 EINHORN NEW INVESTIGATOR AWARD

9:00 - 9:05 Presentation of the award: Don Kleinmuntz (U of Illinois, Champaign-Urbana)

9:05 - 9:30 Paper presentation

9:30 - 9:40 Discussion

9:40 - 10:30 INDIVIDUAL PAPERS

9:40 - 10:05 John Sterman (MIT)

"Decision making and learning in complex systems"

10:05 - 10:30 Ido Erev (Technion) & Al Roth (U of Pittsburgh)

"On evolutionary game theory and its relation to judgment and decision making research"

10:30 - 11:00 BREAK

11:00 - 12:10 INVITED TALK

11:00 - 11:45 Norbert Schwarz (U of Michigan)

"Feelings as information: The role of moods and phenomenal experience in judgment"

11:45 - 12:10 Alice Isen (Cornell U)

Discussant; Audience comments

12:15 - 1:45 LUNCH + PRESIDENTIAL ADDRESS

12:45 - 1:30 Frank Yates (U of Michigan)

"Deficient decisions"

1:30 - 1:45 Discussion

2:00 - 3:30 SYMPOSIUM: Recent advances in anchoring and assimilation

(Carol Varey, organizer)

Eric Johnson (U of Pennsylvania) & Gretchen Chapman (U of Illinois, Chicago)

"Anchors, confirmatory search, and the construction of value"

Carol Varey & Nancy Ross (U of Waterloo)

"Effects of irrelevant anchors on a perceptual judgment task"

Norbert Schwarz (U of Michigan)

"Assimilation and contrast in evaluative judgments"

Daniel Kahneman (Princeton U), Discussant

POSITIONS AVAILABLE

**NATIONAL SCIENCE FOUNDATION
DECISION, RISK, AND MANAGEMENT SCIENCE PROGRAM
PROGRAM DIRECTOR**

Duties and Responsibilities

The Program Director will be responsible for the planning and administration of the Decision, Risk, and Management Science program within the framework of legislation, agency policies, missions, objectives, and resources. Candidates with research experience in judgment/decision making, management science, or both are strongly encouraged to apply. The Program Director serves as a spokesperson for the program in communications with members of the scientific community. She/he is responsible for the planning, coordination, and management of basic research, facilities, and other scientific activities supported by the Decision, Risk, and Management Science program, primarily through issuance of Federal grants to academic institutions, professional organizations, and firms in the private sector. She/he coordinates the evaluation process for proposals, including the selection of external reviewers and advisory panel members, the operation of advisory panel meetings, and the formulation of final recommendations for acceptance or declination of proposals. She/he assumes internal budget and operating responsibilities for the program and serves in a lead capacity for coordination of budget plans for the program.

This position will be filled on a one- or two-year visiting scientist or temporary basis. The position will be open in August 1995.

Qualifications

Applicants must have a Ph.D. or equivalent research experience in a discipline relevant to the program's focus and at least six additional years of research beyond the doctoral level. Administrative skill, an interest in working with others, and the ability to communicate effectively are also desired. NSF is an equal opportunity employer committed to employing a highly qualified staff that reflects the diversity of our nation.

Contacts for More Information

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Carnegie Mellon University

Position: Assistant Professor, Department of Social and Decision Sciences.

We invite applications for a tenure-track position as assistant professor in our multidisciplinary department (higher level considered). Present faculty in the department (15 FTE) specialize in organizations, behavioral decision theory, industrial organization, technological change, and political psychology. We seek someone who is a creative, productive researcher with a strong interest in one of the social sciences. The candidate also should have strong social science teaching skills, and the ability and interest in teaching within our popular undergraduate major, Information and Decision Systems. Courses in the major include structured analysis and design, databases, human-computer interaction, computers in organizations, and decision support systems. Those having a Ph.D. in any social science discipline are invited to apply. Applications will be accepted at least until **December 15, 1994**, though candidates may be invited to visit before that date. Carnegie Mellon is an EO/AA/ADA employer. To apply, send a letter containing names of three references, a current curriculum vita, and two recent preprints or reprints to: Professor Sara Kiesler, Search Committee, Department of Social and Decision Sciences, Carnegie Mellon University, Pittsburgh, PA 15213, or by email to Kiesler+@andrew.cmu.edu.

Please provide your email address to receive acknowledgment.

University of Chicago

The **University of Chicago Graduate School of Business** may have a tenure-track faculty position available for someone with interests in the area of Behavioral Science (judgment and decision making, negotiations, group processes, organizational behavior, etc.). We will consider both new Ph.D.'s and more experienced candidates with strong research interests and training in organizational behavior, social or cognitive psychology, sociology, or other social science. The position would entail teaching a basic-level MBA course, plus advanced MBA or Ph.D. electives in the candidate's area of interest. Applications should include a vita, *one* research paper authored or co-authored by the candidate, and the names, addresses, phone numbers, and, where available, e-mail addresses of *two or three* referees. Recommendation letters from those referees should either be included with the application materials or sent separately to the same address. Send materials to: Joshua Klayman, Behavioral Science Search Committee, Graduate School of Business, University of Chicago, 1101 E. 58th St., Chicago, IL 60637.

The availability of the position is not guaranteed, but to assure full consideration should a position be come open, all materials must be received by *December 31*.

The University of Chicago is an equal-opportunity/affirmative-action employer.

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Center for Decision Research

Date: October 1, 1994

To: Members of the Society for Judgment and Decision Making

From: Joshua Klayman, Director

In re: Ph.D. Program in Behavioral Science

Many of you are familiar with the Center for Decision Research and the Ph.D. program in Behavioral Science with which it is associated. Over the past five or six years, the Center has undergone some changes in personnel, and has adopted a broader mission. The following information describes our current Ph.D. program. We would appreciate it if you would share this information with any promising undergraduate or masters-level students who you think might be interested in pursuing doctoral studies with a focus on decision making at the individual, group, or organizational level.

UNIVERSITY OF CHICAGO GRADUATE SCHOOL OF BUSINESS Ph.D. Program in Behavioral Science

Effective management in complex organizations requires an understanding of individual behavior, interpersonal and group processes, and organizational structures and operations. The Ph.D. program in Behavioral Science at the University of Chicago's Graduate School of Business provides research and training opportunities in all of these areas. The program emphasizes theory development and empirical research, with the goal of producing university faculty who are excellent researchers and teachers.

The program in Behavioral Science is closely affiliated with the Center for Decision Research, the oldest and largest academic center devoted to decision research. Founded in 1977, the Center for Decision Research initially specialized in understanding individual judgment and decision processes. Since then, it has grown to include 19 faculty members and affiliates who study managerial judgment and decision processes at the individual, group, and organizational level.

Our students come from a variety of backgrounds. Many have undergraduate degrees in the social sciences and are interested in extending their studies into areas of practical application. Others prepared for graduate study in business, and are particularly interested in "people issues." Our Ph.D. students have gone on to faculty positions at major universities such as MIT, Stanford University, Cornell University, Northwestern University, the University of Michigan, Duke University, the University of Pennsylvania, the University of California at San Diego, the University of Illinois, and the University of Texas.

(Continued)



Expanded range of topics

Those familiar with our past offerings will note that the range of topics represented on the list has expanded. Although we continue our emphasis on topics related to judgment and decision making, you will now find more papers by CDR members that deal with related topics in the context of negotiations, groups, and organizations.

New and revised papers

Papers that have appeared since we last distributed our list (two or three years ago) are indicated by an asterisk. Papers that have been substantively revised since the last list are shown by a double asterisk.

Selected items from before 1990

This list includes all available publications from 1990 to the present, plus a very limited selection of CDR papers produced from 1969 through 1989. These were chosen on the basis of frequency of requests and our own subjective preferences. For a complete listing of papers from 1969 to 1989, please ask for item 900.

Information on our Ph.D. program

The current scope of interests in the CDR is reflected also in a wider range of opportunities for Ph.D. study at the Graduate School of Business. We will be happy to send information about the GSB and our Ph.D. Program in Behavioral Science. Ask for item 901.

How to order

We will send items 900 and 901 plus up to three other papers free of charge. For additional papers, the charge is \$2.50 each, payable by Visa, Mastercard, or check.

Please indicate the numbers of the papers you would like to receive:

You may order items 900 and 901 and up to 3 other free. The charge for papers beyond three free ones is \$2.50 each. Send this form to Laurie Stark, Center for Decision Research, Graduate School of Business, University of Chicago, 1101 E. 58th Street, Chicago, IL 60637.

Check enclosed, payable (in \$US) to the University of Chicago

Visa Mastercard AMOUNT \$ _____

Visa/Mastercard number _____

Expiration date _____

Signature _____

Your name: _____

Institution: _____

Address: _____

- **281. Babcock, L., Loewenstein, G. F., Issacharoff, S., & Camerer, C. F. (in press). Biased judgments of fairness in bargaining. *American Economic Review*.
- **324. Blount, S., Bazerman, M. H., & Neale, M. A. (in press). Alternative models of negotiated outcomes and the nontraditional utility concerns that limit their predictability. *Research on Negotiation in Organizations*.
- *349. Casey, J. T., & Delquie, P. (in press). Stated versus implicit willingness-to-pay under risk. *Organizational Behavior and Human Decision Processes*.
- **270. Casey, J. T. (in press). Predicting buyer-seller pricing disparities. *Management Science*.
- *317. Camerer, C. F., & Ho, T.-H. (in press). Violations of the betweenness axiom and nonlinearity in probability. *Journal of Risk and Uncertainty*. (Replaces 284.)
- *357. Gigerenzer, G. (in press). Rationality: Why social context matters. Baltes, P. & Staudinger, U. M. (Eds.), *Interactive Minds: Life-Span Perspectives on the Social Foundations of Cognition*. Cambridge: Cambridge University Press.
- *340. Goldstein, W. M., & Weber, E. U. (in press). Content and discontent: Indications and implications of domain specificity in preferential decision making. In J.R. Busemeyer, R. Hastie, & D.L. Medin (Eds.), *Decision Making From The Perspective of Cognitive Psychology*. New York: Academic Press.
- *362. Heath, C. (in press). Escalation and de-escalation in response to sunk costs: The role of budgeting in mental accounting. *Organizational Behavior and Human Decision Processes*.
- *364. Heath, C., & Gonzalez, R. (in press). Interaction with others increases decision confidence but not decision quality: Evidence against information-collection views of interactive decision-making. *Organizational Behavior and Human Decision Processes*.
- *369. Hoch, S. J., Drèze, X., & Purk, M. E. (in press). EDLP, hi-lo, and margin arithmetic. *Journal of Marketing*.
- **318. Hoch, S. J., & Schkade, D. A. (in press). A psychological approach to decision support systems. *Management Science*.
- **319. Hogarth, R. M., & Kunreuther, H. (in press). Decision making under ignorance: Arguing with yourself. *Journal of Risk and Uncertainty*.
- *280. Hsee, C. K. (in press). Elastic justification in decision making: How tempting yet task-irrelevant factors influence decisions. *Organizational Behavior and Human Decision Process*.
- *337. Klayman, J. (in press). Varieties of confirmation bias. In J. R. Busemeyer, R. Hasties, & D. L. Medin (Eds.), *Decision Making from the Perspective of Cognitive Psychology*. New York: Academic Press.
- *274. Kunreuther, H., Meszaros, J., Hogarth, R. M., & Spranca, M. (in press). Ambiguity and underwriter decision processes. *Journal of Economic Behavior and Organization*.
- *331. Larrick, R. P., & Boles, T. L. (in press). Avoiding regret in decisions with feedback: A negotiation example. *Organizational Behavior and Human Decision Processes*.
- *325. Loewenstein, G. F., Blount, S., & Bazerman, M. H. (in press). The inconsistent evaluation of comparative payoffs in labor supply and bargaining. *Journal of Economic Behavior and Organizations*.
- *334. Mannix, E. A., Tinsley, C., & Bazerman, M. H. (in press). Negotiating over time: Impediments to integrative solutions. *Organizational Behavior and Human Decision Processes*.
- **265. Mannix, E. A. (in press). Will we meet again? The effects of power, distribution norms, and the scope of future interaction in small group negotiation. *International Journal of Conflict Management*.

Judgment and Decision Making

In 1986, the National Academy of Sciences issued a report identifying critical fields of science and technology with promising research opportunities and the potential to improve the quality and efficiency of performance of individuals and organizations. The study of decision making and problem solving was cited as one of three top-priority fields.

The basic goal of research in this area is to understand and model the processes by which people use information to form judgments, solve problems, and reach decisions. Decision research has found important applications in many aspects of management, as well as law, medicine, and public policy. The field is traditionally an interdisciplinary one, drawing upon theory and methods from cognitive and social psychology, economics, management science, marketing, and statistics. Students in our program develop expertise in at least two of these areas and in one or more fields of application.

Current faculty research interests include prediction and forecasting, learning and problem solving, and decision making under conditions of risk, uncertainty, and ambiguity.

Negotiations and Other Group Processes

As the shape of organizations has changed, researchers and managers have become increasingly concerned about how people interact within the organization. Topics of primary interest include conflict management and negotiations (where different parties hold potentially conflicting as well as common interests), the management of work teams (groups organized around the accomplishment of specific tasks), and the differences between decisions made by groups and those made by individuals. Researchers in these areas seek to move beyond broad generalizations about negotiations and group processes, to develop well-grounded theories and concrete practical applications for research findings.

Current faculty research interests include: negotiation and conflict management, the balance between individual and organizational incentives, the roles of time and uncertainty in negotiations, coalition formation, and power and influence.

Organizational Behavior

The study of organizational behavior integrates psychological, sociological, and economic perspectives on the structures, functions, and cultures of organizations. The Behavioral Science program offers courses within each of these orientations. In addition, students interested in organizational-level of analysis can take advantage of relevant courses and workshops offered in the new program on the Social Organization of Competition (a collaborative effort between the Graduate School of Business and the Department of Sociology) as well as offerings in other university departments.

Current faculty research interests include: moral dilemmas in business, human resource management, organizational learning and innovation, the structure of employment relationships, quality management, and the role of social structures in competition among organizations.

More information, including program details and a listing of current faculty and their interests, can be obtained from Laurie Stark, Center for Decision Research

University of Chicago Graduate School of Business
1101 E. 58th Street, Chicago, IL 60637
e-mail: Laurie_Stark@gsbmail.uchicago.edu

- **278. Schoemaker, P. J. H. (1994 Sept). Strategic games managers play. University of Chicago, Center for Decision Research.
- **252. Schoemaker, P. J. H. (1994). Information preferences involving incomplete lotteries. University of Chicago, Center for Decision Research.
- **316. Schoemaker, P. J. H., & Russo, J. E. (1994 Sept). Frames of mind. University of Chicago, Center for Decision Research.
- **294. Weber, E. U., Böckenholt, U., Hilton, D. J., & Wallace, B. (1994) Confidence in diagnostic hypotheses. University of Chicago, Center for Decision Research.
- *343. Weber, E. U., & Sonka, S. (1994). Effects of decision style on production and pricing decisions in cash-crop farming. University of Chicago, Center for Decision Research.
- *342. Weber, E. U., & Milliman, R. (1994). Perceived risk attitudes: Relating risk perception to risky choice. University of Chicago, Center for Decision Research.
- **320. Weber, E. U. (1994). From subjective probabilities to decision weights: The effect of asymmetric loss functions on the evaluation of uncertain outcomes and events. *Psychological Bulletin*, 115, 228-242.
- *370. West, P. M., Brown, C. L., & Hoch, S. J. (1994 Aug). Consumption vocabulary and preference formation. University of Chicago, Center for Decision Research.
- **287. White, S. B. (1994). Testing an economic approach to resource dilemmas. *Organizational Behavior and Human Decision Processes*, 58, 428-456.
- **288. White, S. B., & Neale, M. A. (1994). The role of negotiator aspirations and settlement expectancies on bargaining outcomes. *Organizational Behavior and Human Decision Processes*, 57, 303-317.
- **289. White, S. B., Valley, K. L., Bazerman, M. H., Neale, M. A., & Peck, S. R. (1994). Alternative models of price behavior in dyadic negotiations: Market prices, reservation prices and negotiator aspirations. *Organizational Behavior and Human Decision Processes*, 51, 430-447.

1993

- *308. Amit, R., & Schoemaker, P. J. H. S. (1993). Strategic assets and organizational rent. *Strategic Management Journal*, 14, 33-46.
- **291. Böckenholt, U., & Weber, E. (1993). Toward a theory of hypothesis generation in diagnostic decision making. *Investigative Radiology*, 28, 76-80.
- *312. Beattie, J., & Barlas, S. (1993). Predicting perceived differences in tradeoff difficulty. University of Chicago, Center for Decision Research.
- *314. Cachon, G. P., & Camerer, C. F. (1993). Sunk costs and forward induction in experimental coordination games. University of Chicago, Center for Decision Research. (Replaces #282.)
- *315. Camerer, C. F., & Karjalainen, R. (1993 May). Ambiguity-aversion and non-additive beliefs in non-cooperative games: Experimental evidence. University of Chicago, Center for Decision Research.
- *321. Camerer, C. F., & Loewenstein, G. (1993). Information, fairness, and efficiency in bargaining. In B. A. Mellers & J. Baron (Eds.), *Psychological perspectives on justice: Theory and applications*, 155-179. Cambridge: Cambridge University Press.
- *310. Camerer, C. F., & Weigelt, K. (1993). Convergence in experimental double auctions for stochastically lived assets. In D. Friedman and J. Rust (Eds.), *The Double Auction Market. SFI Studies in the Sciences of Complexity, Proceedings Vol. XIV*. Reading, MA: Addison-Wesley.
- **202. Deighton, J., & Hoch, S. J. (1993). Teaching emotion with drama advertising. In A. Mitchell (Ed.), *Advertising exposure, memory and choice*. Hillsdale, NJ: Erlbaum.

- *368. Dhar, S. K., & Hoch, S. J. (1993 Dec). Effective price discrimination using in-store coupons. University of Chicago, Center for Decision Research.
- **191. Fischer, G. W., & Hawkins, S. A. (1993). Strategy compatibility, scale compatibility, and the prominence effect. *Journal of Experimental Psychology: Human Perception and Performance*, 19, 580-597.
- *303. Gigerenzer, G. (1993). The bounded rationality of probabilistic mental models. In K. I. Manktelow & D. E. Over (Eds.), *Rationality*. London: Routledge.
- *306. Gigerenzer, G. (1993). The superego, the ego, and the id in statistical reasoning. In G. Keren & C. Lewis, *A Handbook for Data Analysis in the Behavioral Sciences: Methodological Issues*. Hillsdale, NJ: Erlbaum.
- *350. Ginzel, L. E., Kramer, R. M., & Sutton, R. I. (1993). Organizational impression management as a reciprocal influence process: The neglected role of the organizational audience. In L.L. Cummings & B.M. Staw (Eds.), *Research in Organizational Behavior*, Vol. 15, 227-266. Greenwich, CT: JAI Press.
- *363. Heath, C., Knez, M., & Camerer, C. F. (1993). The strategic management of the entitlement process in the employment relationship. *Strategic Management Journal*, 14, 75-93.
- **267. Hogarth, R. M. (1993). Accounting for decisions and decisions for accounting. *Accounting, Organizations and Society*, 18, 407-424.
- *322. Holtgrave, D. R., & Weber, E. U. (1993). Dimensions of risk perception for financial and health risks. *Risk Analysis*, 13, 553-558.
- **203. Klayman, J., & Brown, K. (1993). Debias the environment instead of the judge: An alternative approach to reducing error in diagnostic (and other) judgment. *Cognition*, 49, 97-122.
207. Klayman, J., & Schoemaker, P. J. H. (1993). Thinking about the future: A cognitive perspective. *Journal of Forecasting*, 12, 161-186.
- **222. Kleinmuntz, D. N., & Schkade, D. A. (1993). Information displays and decision processes. *Psychological Science*, 4(4), 221-227.
- *276. Kunreuther, H., Hogarth, R. M., & Meszaros, J. (1993). Insurer ambiguity and market failure. *Journal of Risk and Uncertainty*, 7, 71-87.
- *328. Larrick, R. P. (1993). Motivational factors in decision theories: The role of self-protection. *Psychological Bulletin*, 113, 440-450.
- *329. Larrick, R. P., Nisbett, R. E., & Morgan, J. N. (1993). Who uses the cost-benefit rules of choice? Implications for the normative status of microeconomic theory. *Organizational Behavior and Human Decision Processes*, 56, 331-347.
- **243. Loewenstein, G. F., & Prelec, D. (1993). Preferences for sequences of outcomes. *Psychological Review*, 100, 91-108.
- **309. Mannix, E. A., & Inami, I. (1993). The effects of argument preparation and timing of first offer on negotiators' cognitions and performance. *Group Decision and Negotiation*, 2, 347-362.
- **262. Mannix, E. A. (1993). The influence of power, distribution norms and task meeting structure on resource allocation in small group negotiation. *International Journal of Conflict Management*, 4, 5-23.
- **307. Mannix, E. A. & Neale, M. A. (1993). Power imbalance and the pattern of exchange in dyadic negotiation. *Group Decision and Negotiation*, 2, 119-133.
246. Schoemaker, P. J. H., & Russo, J. E. (1993). A pyramid of decision approaches. *California Management Review*, 36(1), 9-31.
- **311. Schoemaker, P. J. H. (1993). Strategic planning at Royal/Dutch Shell. *Journal of Strategic Change*, 2, 157-171.

- *339. Mellers, B. A., Weber, E. U., Ordóñez, L. D., & Cooke, A. D. (in press). Utility invariance despite labile preferences. In J. R. Busemeyer, R. Hastie, D. L. Medin (Eds.), *Decision Making from the Perspective of Cognitive Psychology*. New York: Academic Press.
- *277. Mannix, E. A., & Loewenstein, G. F. (in press). The effects of inter-firm mobility and individual versus group decision making on managerial time horizons. *Organizational Behavior and Human Decision Processes*.
- **212. Mannix, E. A. (in press). Organizations as resource dilemmas: The effects of power balance on coalition formation in small groups. *Organizational Behavior and Human Decision Processes*.
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The 1995 Annual Meeting of the Public Choice Society will take place at the Long Beach Sheraton, Long Beach, California, from Friday March 24 until noon on Sunday March 26. Registration begins Thursday March 23, 2:00 pm.

Requests for hotel reservation information, and for meeting registration information should be sent to:

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Everyone on the program will be expected to be a discussant and/or a chair. Submissions are due **December 15, 1994**. Hotel and meeting registration deadline is February 23, 1995.

SPUDM-15
15th bi-annual conference on
Subjective Probability, Utility and Decision Making
August 20-24, 1995

sponsored by EADM, the European Association of Decision Making

SPUDM-15 will be held in Jerusalem, Israel, from Sunday, August 20 to Thursday, August 24, 1995 (registration begins on Saturday evening, August 19). The conference will take place in the 4-star deluxe "Shalom Jerusalem Hotel", which will provide us both with lodging and with conference rooms (all air-conditioned which is important in Jerusalem in August!). Since airfare to Israel is reduced for a minimum 6-night stay (this is called the APEX fare, and applies with or without a Saturday night) we have decided to schedule the conference over five days rather than the usual four, including two half day tours in the program. In addition, we will offer post-conference tours to major attractions in Israel. Information regarding registration and the extra-curricular activities, as well as more detail about the program, will be provided in April 1995.

The organizing committee members for SPUDM-15 are:

Maya Bar-Hillel (The Hebrew University, Israel; local organizer)
Ruth Beyth-Marom (The Open University, Israel)
David Budescu (University of Illinois, USA)
John Maule (Leeds University, England; editor of the EADM Bulletin)
Richard Thaler (Cornell University, USA)

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As usual, the conference will have Invited Papers, Workshops, Oral Paper Sessions, and Poster Sessions.

Invited Speakers for SPUDM-15 are:

Colin Camerer (California Institute of Technology)
Philip Johnson-Laird (Princeton University)
Janet Sniezek (University of Illinois)
Amos Tversky (Stanford University and Tel Aviv University)
Willem-Albert Wagenaar (Leiden University, EADM President).

Workshops will be offered in the following areas:

1. **Multi-attribute evaluation processes.** Research approaches and empirical findings. Pieter Koele and Mirjam Westenberg (Faculty of Psychology, University of Amsterdam, Roetersstraat 15, 1018 WB Amsterdam, The Netherlands, Email: ml_koele@macmail.uva.nl).
2. **Naive optimism.** Dan Zakay and Yehiel Klar (Dept. of Psychology, Tel Aviv University, Ramat Aviv 69978, Israel, E-mail: dzakay@ccsg.tau.ac.il).
3. **Judgemental forecasting.** Nigel Harvey (Dept. of Psychology, University College London, Gower Street, London WC1E 6BT. United Kingdom, E-mail: ucjsnh@ucl.ac.uk).
4. **Mental accounting.** Richard Thaler (Sloan School of Management, E52-454, MIT, Cambridge MA 02139, USA, E-mail: thaler@mit.edu).
5. **Decision making and nuclear power risks.** Ola Svenson and Paul Slovic (Dept. of Psychology, University of Stockholm, 106 91 Stockholm, Sweden, Fax: 46 8 919005).
6. **Expert systems and decision aiding.** John Fox (Advanced Computation Laboratory, ICRF, P.O.B. 123, Lincoln's Inn Fields, London WC2A 3PX, United Kingdom, E-mail: jf@acl.lif.icnet.uk)
7. **Emotion and decision making.** Ruediger Pfister (Institut fur Psychologie, Technische Universitat Berlin, Dovesstr. 1-5, 10587, Berlin, Germany, E-mail: rpfi@chomsky.gp.tu-berlin.de).
8. **Naturalistic decision making.** Gary Klein and Raanan Lipshitz (Klein Associates, 582 Dayton-Yellow Springs Rd., Fairborn OH 45324-3987 USA, Fax: 513 8738258).
9. **Dynamic decision making.** Berndt Brehmer (Dept. of Psychology, Uppsala University, P.O.B. 1854, Uppsala S-751, Sweden, E-mail: Berndt.Brehmer@psyk.uu.se).

If you want to present within either the oral or the poster sessions in SPUDM-15, please send your camera ready abstract to Maya Bar-Hillel by or before **February 15, 1995**. Abstracts must be accompanied by the attached questionnaire (one for each author). Incomplete forms will be returned to the sender. E-mail or fax submissions will be accepted on a temporary basis, meaning that they will be accepted for timetable purposes, but must be followed by two camera-ready copies, since only those can be used for the Program Book. Confirmation that your abstract was received will be provided if you include a self-addressed envelope (we will provide postage), or an e-mail address. On or before April 1, 1995, you will be notified of your submission's status.

This format for the camera ready copies must be followed: Use an A4 page, leaving 2.5 cm. (1 inch) top, left and right margins. At the top of the page, in the center, write:

Title of paper
Name of author (or authors)
Full address and affiliation

followed by the Abstract, double spaced, up to 20 lines.

The time scheduled for an oral presentation is 25 minutes, plus 5 minutes for questions and discussion. If you wish, you may indicate your willingness or preference for a shorter time slot, which will be 15 minutes plus 5 minutes for questions and discussion. You may submit as many abstracts as you wish, but you will be able to give only one oral presentation. Please indicate which abstract is your first priority for an oral presentation. Otherwise, the organizing committee will use its own judgment. Additional papers, if accepted, will be assigned to the Poster session. A paper will be assigned to a Poster session if: (1) It was originally submitted for such a session; (2) It was submitted for an oral session, but could not be accommodated in an oral session, and the authors indicated a willingness for it to be assigned to a Poster session. Unlike previous conferences, in SPUDM-15, you may submit papers directly for workshop inclusion. If you wish to submit your paper for inclusion in a workshop session, please send it in parallel to Prof. Bar-Hillel and the relevant workshop organizer, and indicate this in the questionnaire. Even if not accepted by the workshop organizer, your paper may be accepted for an oral paper session if you so desire. If you wish to organize a workshop or symposium yourself, please write for guidelines directly to: Dr. John Maule (School of Business and Economic Studies, University of Leeds, LS2 9JT Leeds, UK. E-mail: jm@bess.novell.leeds.ac.uk, Fax: 44-532-332640).

Please complete and attach the following questionnaire to your SPUDM-15 submission.

Name of first author:

Status (please circle one): 1. PhD EADM Member 2. Student EADM member 3. PhD non-member 4. Student non-member

Students -- please include the name of your advisor or sponsor:

Title of paper:

Please give a couple of keywords for your abstract:

Name of presenter:

Address for correspondence regarding the paper:

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Your time preference (please circle one): 1. 15 + 5 minutes 2. 25 + 5 minutes

Session-type preference (please circle one): 1. Oral session 2. Workshop session 3. Poster session

If Workshop, which one?

Please confirm that you sent a copy of the abstract to the Workshop coordinator, by marking here ___ I did.

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The following questions are for planning purposes only (you are not committing to anything at this point)

Do you intend to lodge in the conference hotel (approximately \$74 for a double room, \$60 for a single, \$90 for three in a room)?

No Yes, single Yes, double Yes, triple

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TEACHING FORUM

The following will participate in the Teaching Forum, Saturday night, 5:30-7:00 pm.

1. Steven J. Hoch and Joshua Klayman, University of Chicago

Title and Brief Summary/IBM Software Demonstration: "Linear Modeling and Bootstrapping Exercise"

2. Harvey Langholtz, College of William and Mary

Title and Brief Summary: "Psychology Majors, Business Majors, Grads, and Undergrads: Meeting the Nees of Different Customer Groups"

3. Ronald E. Marden, Sandra L. Schneider, and Gary L Holstrum, University of South Florida

Title and Brief Summary: "A Case Demonstration of Framing in An Auditor-Client Interview"

4. Dale E. Rude and Michael T. Branham, University of Houston

Title and Brief Summary: "Student-Centered Living Cases for Teaching Decision Making"

J/DM NEWSLETTER

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