

JUDGMENT / DECISION MAKING

J/DM FALL MEETING --

NOVEMBER 24-25, 1985

The Annual Judgment/Decision Making Conference is scheduled for November 24-25, 1985 at the Boston Park Plaza & Towers. Inside this issue of the J/DM Newsletter you will find a copy of the preliminary program (Pages 3-4) and registration information (Page 8). Also enclosed with this newsletter is a reservation card from the Boston Park Plaza Hotel & Towers. You are encouraged to return the card as soon as possible. The Boston Park Plaza Hotel & Towers is located at Arlington and Park Plaza, Boston MA 02117 (617) 426-2000 or (800) 225-2008. Airport limousine service costs \$4.00-5.00.

As is the custom, the meeting follows the annual meeting of the Psychonomic Society which runs from Friday morning through Sunday noon, also at the Park Plaza & Towers. There are many sessions at the meeting which should be of interest to J/DMers. Of special interest should be the Decision Making session on Sunday 9:30-12:30. That session is summarized on Page 7.

On Thursday, November 21, the Society for Computers in Psychology is holding its annual meeting. Again, there are sessions of relevance to J/DMers. These include use of computers in decision analysis and research, and applications to teaching. A program summary and registration information is on Page 5.

BRUNSWIKIAN MEETING NOV. 23rd...

There will be a special meeting of those interested in Brunswikian research on Saturday, November 23 in the Park Plaza Hotel. There will be per diem support (rooms, meals) for a limited number of participants for this extra day at the J/DM meetings. Persons interested should contact Kenneth R. Hammond as soon as possible (CRJP, Campus Box 344, University of Colorado, Boulder, CO 80309; (303) 492-8122.

SPECIAL 1986 RATES FOR OBHDP...

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

James C. Naylor, Editor / Organizational Behavior and Human Decision Processes
Dept. of Psychological Sciences / Purdue University / West Lafayette, IN 47907

CHECK YOUR ADDRESS LABEL...

Before you discard the envelope in which this issue was mailed, please check to see that your address is correct. Most issues of the J/DM Newsletter are mailed via bulk mail. The Postal Service will neither forward nor return incorrectly addressed bulk mail. If any part of your address or ZIP Code is incorrect, please send a correction to Gary McClelland (see Page 2). As an added incentive, your address as it is printed will appear in the next J/DM Directory.

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: The current rate for the J/DM Newsletter is \$5.00/year (\$10.00 for two years). Subscriptions are available on a calendar year basis only.

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

Foreign Subscriptions: The cost of foreign subscriptions is necessarily higher than domestic subscriptions. Copies will be sent airmail to foreign addresses for \$7.00 (U. S.) per year if drawn on a U. S. bank. (If payable in U. S. dollars, but not drawn on a U. S. bank, the cost is \$25.00 per year. Note that many foreign banks have accounts with a U. S. bank and draw checks on that account.)

Address Correction: Please check your mailing label carefully. Because the J/DM Newsletter is sent by bulk mail, copies with incorrect addresses or otherwise undeliverable are neither forwarded nor returned. Therefore we have no way of knowing if copies are delivered. Any changes or corrections in addresses should be reported to Gary McClelland. (Address changes may also be sent to the editor with subscription payments.)

Mailing Labels: Some readers may wish to send reprint lists or other material to people listed in the directory. Gary McClelland has agreed to provide sets of mailing labels for \$5.00 to individuals employed-by non-profit institutions.

ATTENTION J/DM AUTHORS & EDITORS...

In 1986, the journal Medical Decision Making will be instituting a regular book review section. Among the books MDM will be interested in reviewing are contributions to the fields of utility, subjective probability, information processing, judgment, and risk analysis. Authors who would like their book considered for review by MDM should request their publisher to send a review copy to Dr. Jay Christensen-Szalanski, Book Review Editor, Medical Decision Making, 1543 E. Linden, Tucson, AZ, 85719, USA. Individuals who would like to contribute a review for publication in MDM should contact Dr. Christensen-Szalanski at the same address.

Tentative Program
Judgment/Decision-Making Society Meetings
Park Plaza Hotel, Boston, MA

Friday
3:05 - 8:12
5:45 - 11:25
A.W. - V. + W.

Saturday, November 23

8:00 - ?? Social & Research Conversation Hours
J/DM - Max Bazerman Hospitality Suite, Park Plaza Hotel

Sunday, November 24

Monday
4:10
into A.W.
\$ 336

~~1:00-1:15~~ Opening Remarks

1:15-2:45 Featured Speaker: Explorations in Measurement
R. Duncan Luce, Harvard University

Gary McClelland, University of Colorado, Discussant

2:45-3:00 Coffee

3:00-4:30 Economics and Psychology.

Colin M. Camerer, University of Pennsylvania, organizer.

Stock Market Prices: Efficient Markets vs. Social Movements
Robert J. Shiller, Yale University.

Expectations and Risky Intertemporal Outcomes
George Loewenstein, University of Chicago.

Do Biases in Probability Judgment Affect Market Outcomes?
Colin Camerer, University of Pennsylvania.

Richard Thaler, Cornell University, Discussant.

~~Gregory Fischer, Carnegie-Mellon University, Discussant.~~

4:30-6:00 Groups and Negotiation Titles to be announced.

John S. Carroll, MIT, organizer and speaker.

Robin M. Hogarth, University of Chicago.

Max Bazerman, Northwestern University

J. Keith Murnighan, University of Illinois,
Urbana-Champaign.

Thaler - what he
predicted by Oct 22
26% points to
cancel.

358 RT
7 day Adv. Proceed.
no penalty.

Monday, November 25

8:30-9:45 **Featured Talk: The dilemma of the commons:
Cooperation without incentive compatibility**
Robyn M. Dawes, Carnegie-Mellon University.

Daniel Kahneman, University of British Columbia,
Discussant.
Hillel J. Einhorn, University of Chicago,
Introduction.

9:45-10:00 Coffee

10:15-11:45 **Featured Symposium: Context Effects in Judgment and
Choice** Michael Birnbaum, University of Illinois,
Urbana-Champaign, Organizer.

The relativity of judgment
Allen Parducci, University of California, Los Angeles.

**Loci of contextual effects in judgment and decision
making** Michael Birnbaum, University of Illinois,
Urbana-Champaign.

Contextual Theory of Equity
Barbara A. Mellers, University of California, Berkeley.

11:45-1:00 Lunch and Business Meeting.

1:00-2:30 **Future Directions for Medical Decision Making**
Peter Pollitser, Harvard School of Public Health, Organizer

Introductory Comments
Harvey Fineberg, Dean, Harvard School of Public Health.

**Challenges in the analysis of preferences for medical
decision-making**
Milton Weinstein, President, Society for Medical Decision-Making.

Cognitive guidelines for simplifying medical information
Peter Pollitser, Harvard School of Public Health.

**Selective knowledge retrieval as an aid to decision-making
and education**
Robert Greenes, Director, Computers in Medicine Training Program,
National Library of Medicine.

2:30-3:30 **Prospects for Funding.**
Martin A. Tolcott, Decision Science Consortium, Inc. Organizer
and speaker.

Judith Orasanu, Army Research Institute.

Joseph L. Young, Memory and Cognitive Processes Program,
National Science Foundation.

society for **COMPUTERS** in **PSYCHOLOGY**

Formerly the National Conference on the Use of On-Line Computers in Psychology

Fifteenth Annual Meeting
November 21, 1985
Boston Park Plaza Hotel

The Annual meeting of the Society for Computers in Psychology will be held the day prior the meeting of the Psychonomic Society. This year's featured sessions are outlined below. A form for preregistration and for purchase of the proceedings, to be published in the April 1986 issue of Behavior Research Methods, Instruments, and Computers, is given on the other side.

Presidential Address:

DOMINIC MASSARO
University of California, Sanata Cruz
COMPUTER METAPHOR IN PERCEPTION AND ACTION

Symposia and Paper sessions:

NONTRADITIONAL HUMAN-COMPUTER INTERFACES

Evaluating commercial computer speech systems
Reading instruction and remediation with the aid of computer speech
Designing idea processors for document composition
Software support for an analysis of argumentation
The desktop metaphor in computer-assisted instruction
Remembering computer command names: An assessment of user-generated names

STATISTICAL ANALYSIS ON MICROCOMPUTERS

Statistical programs for the Macintosh
UNDX/STAT: Compact data analysis for the IBM PC
BASIC meta-analysis: A statistical package

WHAT IF ALL MY STUDENTS HAD A PERSONAL COMPUTER?

When every student has a computer: Courseware and its development
Courseware in a machine-rich environment
The "take-home" laboratory: Experimental psychology on a Macintosh
Computing: Is it a better mousetrap?

INSTRUCTIONAL COMPUTING: SELECTION, EVALUATION AND INTEGRATION

Integrating statistical software into laboratories and laboratory courses
Integrating computers into the student laboratory
Issues in effective use of microcomputers in introductory and advanced courses

DATA ACQUISITION AND TRANSFORMATION

A multiuser, realtime microcomputer cognitive laboratory system on the Color computer
A Commodore 64 based experimental psychology laboratory
Automation of infant-control habituation procedures with the Apple II
Voxcom: A system for real-time analysis of natural speech
Systems for multivariate monitoring of behavioral status over time

FACULTY COMPUTER LITERACY

Bootstrapping microcomputers at Drexel: The role of a faculty newsletter
A survey of microcomputer use in small psychology departments
Implementing faculty computer literacy programs

STUDENT PAPER COMPETITION

Public Domain Software Swap

An IBM PC and an Apple II will be available for the Software Swap. Please bring your software and documentation in machine readable form. You may also make copies of public domain software to build your library. For details, contact Cyndi McDaniel, Psychology Department, Northern Kentucky University, Highland Heights, KY 41076 (606) 572-6321.

FIFTEENTH MEETING, SOCIETY FOR COMPUTERS IN PSYCHOLOGY REGISTRATION FORM

Name _____
Address _____

REGISTRATION FEES:	BEFORE	AFTER	Enclosed:
	Nov 1	Nov 1	
SCIP MEMBER (as of Nov. 1, 1985) . . .	\$15.00	\$20.00	\$ _____
NONMEMBER	\$20.00	\$25.00	\$ _____
STUDENT	\$10.00	\$10.00	\$ _____
CONFERENCE PROCEEDINGS	\$12.00	\$12.00	\$ _____
(Available after 4/86)			

TOTAL ENCLOSED: \$ _____

mail to: David Eckerman
Society for Computers in Psychology
Department of Psychology
Davie Hall - Q13A
University of North Carolina
Chapel Hill, NC 27514

(detailed conference programs with abstracts will also be available from David Eckerman)

POSITIONS AVAILABLE...

ARIZONA...

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

ILLINOIS...

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

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

Major responsibilities will include:

(1) Planning and implementing independent and collaborative research with other behavioral scientists and clinicians;

(2) Participating in developing and teaching courses in health professions and graduate programs on cognitive issues in information management and decision making;

(3) Consulting with faculty in several health professions colleges on developing instruction in these topics appropriate to their own degree programs.

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

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

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

PSYCHONOMICS SOCIETY SESSION ON DECISION MAKING

Sunday, November 24, 1985

Plaza Ballroom: 9:00-12:30

Richard Swensson, Chair

- 9:30-9:45 **The affective component of risk propensity.**
Paul J. Hoffman, Naval Post-Graduate School and Cogitan
- 9:50-10:00 **Impoverished problem representations: A challenge
decision analysis.**
Charles Gettys, University of Oklahoma
- 10:05-10:20 **An adaptive approach for resource allocation.**
Jerome R. Busemeyer, Purdue University
- 10:25-10:40 **Primacy effects and attention decrement in contingency
judgments.**
J. Frank Yates and Shawn P. Curley, University of Michigan
-
- 11:10-11:25 **Examining probability estimation: Evidence for dual
subjective probability functions.**
Thomas E. Nygren, Ohio State University and
Alice M. Isen, University of Maryland
- 11:30-11:45 **Subject's data selection strategies for assessing
covariation.**
Michael E. Dougherty and Kathleen Falgout,
Bowling Green University
- 11:50-12:05 **Psychological characteristics of expert decision-makers.**
James Shanteau, Kansas State University,
Geri Anne Dino, Suffolk University,
Richard Ettenson, University of Maryland, and
Gary Gaeth, University of Iowa
- 12:10-12:25 **The influence of positive affect on the perceived utility
of gains and losses.**
Alice M. Isen, University of Maryland,
Thomas E. Nygren and F. Gregory Ashby,
Ohio State University
-

See Registration Form on Reverse

REGISTRATION INFORMATION

Judgment and Decision Making Conference

November 24-25, 1985

Boston Park Plaza & Towers, Boston, Massachusetts

Please return the form below along with your registration fee as soon as possible to:

J/DM Attn: John S. Carroll
Sloan School of Management
Massachusetts Institute of Technology
50 Memorial Drive
Cambridge, MA 02139

The Conference fee (\$35 for early registrant, \$25 for graduate students, \$40 otherwise) covers all conference expenses including rental of meeting rooms and audio visual equipment, provision of coffee breaks, and rental and provisioning of the hospitality suite.

The Business Meeting this year will be held at lunch on Monday and we have arranged for a luncheon (\$10 additional, \$5 student) to be brought into the meeting room. We strongly encourage everyone to plan their departure from Boston so that they can attend the luncheon and afternoon meetings.

Please register early! Save yourself \$5 and save your faithful conference organizers the worries of wondering who is coming!! Please check the categories that apply and return the form and fee to John as soon as possible.

NOTE: Hotel reservations must be made directly with the hotel using the reservation card included with this newsletter. Unless you use the card, you may not qualify for the special rate. If you need to speak with the hotel personnel by telephone, refer to the information on page 1 of the Newsletter.

-- Detach and mail --

JUDGMENT/DECISION MAKING CONFERENCE

NOVEMBER 24-25, 1985

REGISTRATION FORM

Name _____ Telephone _____

Address _____

REGISTRATION FEES:

Table with 4 columns: Fee Description, Before Nov. 1, After Nov. 1, Graduate Student. Rows include Conference fee - no lunch and Conference fee - lunch.

Please check here if you need to have your name listed on the program in order to get travel funding. We will list you for a "Research Conversation Hour" to be held Saturday or Sunday evening.