

# JUDGMENT / DECISION MAKING

## ANNUAL J/DM MEETING IS DRAWING NEAR. . .

The 1991 J/DM Meeting will be held in San Francisco, November 24-25. On Page 5-6 you will find a preliminary copy of the program, and on Pages 7-12 you will find information about the Poster Session on November 24. You will be receiving a separate mailing with hotel reservation and meeting registration information. We hope to see you there. The Program Committee members are Colin Camerer, Reid Hastie, George Lowenstein (Chair), and Barbara Mellers.

## SPECIAL ATTRACTION AT J/DM MEETING. . .

### DINNER AND BOAT CRUISE ON SAN FRANCISCO BAY

Spend Sunday evening on an elegant dining yacht with fellow J/DMers and friends. The boat will leave from an SF Pier at 8:15 p.m. following the poster sessions. A 2½ hour cruise around the SF Bay (with dinner included) will give you a chance to see the San Francisco skyline, Golden Gate Bridge, Bay Bridge, Alcatraz, and Treasure Island! The price for the cruise and dinner is \$50 per person. Unfortunately, there is no opportunity to sign up at the meeting because the boat line cannot accommodate additional people. *Sign up when you register, and don't miss out on this FANTASTIC evening!*

## CHANGES AT NSF. . .

In late July, N. John Castellan, Jr., was named Director of the Decision, Risk, and Management Science program at the National Science Foundation. He joins Robert Bordley in directing the program. L. Robin Keller has returned to academic life and is now at the University of California, Irvine. The DRMS program funds basic research in the general areas of decision making, risk, and management science. J/DMers interesting in learning more about funding opportunities at the National Science Foundation can contact either John (jcastell@NSF, 202-357-7569) or Bob (rbordley@NSF, 202-357-7417).

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NEWSLETTER

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Number 3

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SUBMISSION DEADLINE FOR THE NEXT J/DM NEWSLETTER: November 1, 1991

## SOCIETY FOR JUDGMENT AND DECISION MAKING

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### J/DM NEWSLETTER

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### FROM THE EDITOR. . .

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 However, we do not publish substantive papers.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

There are few ground rules for submissions. In order to make the cost of the *J/DM Newsletter* as low as possible, please submit camera-ready copy. This means that the copy should be typed single-spaced on white 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.

**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.

### President's Column. . .

On the morning of Monday, May 20, the US National Red Cross announced a dramatic overhaul of its blood-supply management system. Over the preceding decade, it had been the target of recurrent attacks and embarrassing admissions regarding contamination problems. The most visible have concerned transmission of the AIDS virus, although hepatitis and other problems have also been implicated. The new program involved systematic closing of blood centers, installation of new computers, and centralization of testing.

In the afternoon of Monday, May 20, I received a phone call from a reporter on a national daily (one that uses a lot of color), asking what I thought about the public's undue alarm over what was estimated to be a very small risk. Here's roughly what I replied (or at least what I tried to say; it's always a little hard to know exactly what comes out of the mouth, much less what is heard by a reporter, often with a very different perspective on life). Let me ask the reader what I should have said:

"I don't really know anything about this particular risk, beyond what I have read in the paper. However, the first question that occurs to me is what gives us the right to say that people are over-reacting to a small risk? Does the public have any basis for thinking that the risk is, in fact, small? It's pretty unusual for the news media to give numerical risk estimates. I wouldn't be surprised if they haven't heard anything more than vague descriptions such as that 'the risk is not worth worrying about.'

"What most citizens probably have to go on in this situation is the fact that somebody in a position of responsibility views this as a serious enough problem to call a press conference announcing dramatic actions -- and that you media people have decided that this event is important enough to cover. Why shouldn't people infer that there is a real problem here?

"Furthermore, even if people had seen numbers claiming that the probability of getting a bad transfusion was pretty small, they could still be pretty worked up; they felt that the consequences of that happening were disastrous or that the estimates couldn't be trusted. From my casual following of this issue, it seems as though every year or so some big problem arises with the blood supply, after which we are told that it has been solved and everything is now under control. Why shouldn't members of the public worry that the experts are either lying to them or lying to themselves? Whether an underestimate of risk reflects hubris or misrepresentation, it can still get me into trouble if I trust it.

"Now, of course, this could be a situation where people are lying to me 'for my own good.' That is, they may fear that I will so overreact to the risk that I will stop donating blood or refuse transfusions in situations that imperil my health. In their eyes, they are not so much lying as shading the truth, so as to achieve the right effect, helping me to reach the right decisions, albeit with a little manipulation in the process.

"There would be at least two risks to such a well-intentioned effort to put the right spin on the reporting of blood supply risks. One is that these short-term goals may conflict with long-term goals. If people perceive that officials have repeatedly been caught shading the truth or failing to deliver on promises regarding the safety of transfusions, then it is hard for them to know what to believe. For example, why should they trust assurances about the safety of donating blood (where, as far as I understand it, the risk really is vanishingly small)?

(Continued on next page)

## President's Column (continued)

"The second risk is that there is no single right way to shade the facts that will serve all listeners. The same risk level may be intolerable for someone facing cosmetic surgery, but acceptable for someone with severe bleeding from an auto accident. Trying to minimize the risk might lead one person to the right choice and the other to the wrong one, just as magnifying the risk might do the opposite. By 'right' choice, I mean one that is in an individual's own, self-defined best interests. Several years ago, my father faced a knee-replacement operation. He was in great pain and hardly able to walk. However, his physician was sufficiently concerned about the blood supply to offer him the option of waiting two months while he banked some units of his own blood. Who is to say that my father would have been served by anything other than a frank disclosure of the best available risk estimates, and just how good those estimates were?"

"You also run into people who shade the truth about risks in order to serve their own self interest. This may sound naive, but even here, I think that honesty is the best policy. Tell it like you think it is, with all the attendant uncertainty. Even if you don't accept honesty as a central ethical principle, risk situations are just too complex to anticipate the effects that a particular manipulation is going to have."

Anyway, something like that came out over the phone. One might ask: (a) Is it good advice (at least as far as it goes)? (b) Despite my initial disclaimer, did I come across as though I really did know something about this particular case? (c) Did raising the possibility that the risks had been misrepresented carry too strong an implication that I really thought (even knew) that this was the case? (d) Did my conditional defense of the public's reaction do it a disservice, by implying too high or too low a level of sophistication? (e) Is it wrong to argue that people should not be pushed to make certain choices? (f) Should I have deferred to some other expert who had evidence regarding public reactions to this particular problem? Whom? (g) Should I have insisted that I couldn't say anything without direct empirical evidence? (h) Should I have sent the reporter a selection of published studies, allowing her to draw her own conclusions regarding the appropriate implications?

Any thoughts would be appreciated.

As a postscript, I got a similar call the next day from a reporter for a newsweekly (the one that, in my youth, we used to say was for people who couldn't think, in contrast to a photographic weekly for people who couldn't read). I got about 90 seconds into this spiel before she wrapped up the interview, thanking me for being so helpful.

-- Baruch Fischhoff

### UNDERGRADUATE PAPER WINNER

The Center for Decision Research, the University of Chicago, is pleased to announce the winner of its 1991 Undergraduate Paper Competition. The winner is **Anthony V. Bastardi**, a senior at Princeton University, who submitted a paper "Inferring Preferences: Some Implications for Avoiding Decisional Conflict," written under the direction of Eldar Shafir.

-- Elke Weber

### PRELIMINARY PROGRAM ANNUAL MEETING

### SOCIETY FOR JUDGMENT AND DECISION MAKING

November 24-25, 1991  
Hyatt Regency Hotel  
San Francisco

#### SUNDAY, NOVEMBER 24:

- 1:00-2:30     **Symposium: "Loss Aversion: Origins and Implications"**  
Organizer: Eric Johnson, University of Pennsylvania.  
"Is there risk aversion beyond loss aversion?" Daniel Kahneman & Amos Tversky.  
"Sources of loss aversion," Gretchen Chapman & Eric Johnson.  
"Predicting encoding processes, endowment effects, and buyer-seller gaps," Jeff Casey  
"Framing, loss aversion, and insurance decisions," Jacqueline Meszaros, Eric Johnson, John Hershey, Howard Kunreuther & Penny Pollitser.
- 2:30-2:45     break
- 2:45-3:45     **Invited Presentation: "People as Politicians: An Alternative Metaphor in the Study of Judgment and Choice,"** Philip Tetlock, University of California, Berkeley
- 3:45-4:45     **Individual Papers:**  
"The Origins of Asian versus Western Differences in Probability Judgment Accuracy Patterns," J. Frank Yates.  
"An Investigation of the Presence and Benefits of Self-Insight," Barbara Reilly.  
"The Construction of Choice: A Unified Framework," Deborah Frisch & Steven Jones.
- 4:45-5:45     **Business Meeting**
- 5:45-7:30     **Poster Session** (see separate announcement)
- 8:15           **Boat Cruise**

(continued on next page)

MONDAY, NOVEMBER 25:

- 8:00-8:30 continental breakfast
- 8:30-10:00 **Symposium: "Processes of Hypothesis Testing"**  
Organizer: Joshua Klayman, University of Chicago
- "Sources of hypothesis testing errors in complex domains," Kevin Dunbar
- "The importance- and difficulty- of testing alternative hypotheses", Michael Doherty & Clifford Mynatt
- "Seeking and finding in hypothesis revision: some interactions," Joshua Klayman
- 10:00-10:30 break
- 10:30-11:45 **Invited Presentation: "Perception of Risk: Reflections on the Psychometric Paradigm"** Paul Slovic, Decision Research
- 11:45-12:15 **New Investigator Award**
- 12:15-1:15 Lunch
- 1:15-2:00 **President's Address:** Baruch Fischhoff, Carnegie-Mellon University
- 2:00-3:00 **Symposium: "Decision Conflict"**  
Organizer: Greg Fischer
- "Attribute Conflict, Ambivalence and Response Error in Multiattribute Judgment and Choice," Greg Fischer, Jianmin Jia & Mary Frances Luce.
- "Conflict and Reasons in Choice," Eldar Shafir.
- Discussant, Graham Loomes
- 3:15-3:30 break
- 3:30-5:00 **Symposium: "Accuracy and Confidence in Social Prediction"**  
Organizer: Amos Tversky, Stanford University.
- "Evaluating One-Sided Evidence," Lyle Brenner, Derek Koehler & Amos Tversky.
- "Predicting Traits and Preferences" Derek Koehler, Lyle Brenner & Amos Tversky.
- "The Role of Construal Processes in Overconfident Predictions," Dale Griffin.
- "Overconfidence in the Predictions of Individual Groups," David Dunning.
- "Predicting the Future from the Past," Michael Ross.

Judgment and Decision Making Society  
Preliminary Poster Session Program  
San Francisco, November 24, 1991, 6:30-8:15

- Jon M. Barnes and Stephen E. Edgell, University of Louisville  
*Saliency of Irrelevant Information in a Probabilistic Environment*
- N. Elizabeth Beckett, Gary McClelland, William Schulze, and Michael McKee  
University of Colorado  
*Incentive Effects in Auction Experiments*
- Jacob Birnberg, Sangho Do, and Donald V. Moser, University of Pittsburgh  
*Choice Strategies for Decisions Involving Sequential Events*
- Terry L. Boles, Northwestern University  
David M. Messick, University of California, Santa Barbara  
*The Evaluation of Outcomes Under Reference Point Conflict*
- F. Bolger, University College London  
G. Wright, Strathclyde Graduate Business School  
J. Gammack, Bristol Polytechnic  
G. Rowe, Bristol Business School  
*Effects of Expertise and Task on Risk Judgment*
- Brian H. Bornstein, University of Pennsylvania  
*David vs. Goliath: The Effect of Defendant's Wealth on Liability Attributions*
- Timothy Buckley and Janet A. Sniezek, University of Illinois at Urbana-Champaign  
*Passion vs. Preference: Motivation Factors Affecting Forecast Accuracy and Confidence*
- Adam B. Butler and Lisa L. Scherer, University of Nebraska at Omaha  
*A Test of Prospect Theory's Value Function in Riskless Contexts*
- N. John Castellan, Jr., Indiana University  
*Opportunities for Research Funding at the National Science Foundation*
- Goutam Chakraborty and Gary J. Gaeth, University of Iowa  
*The Joint Effect of Information and Personal Experience*
- Shi-jie Chang, University of California, Berkeley  
*Competitive Utility Choice Theory*
- James M. Conley and Shawn P. Curley, University of Minnesota  
*Using Dempster-Shafer Belief Functions to Represent Degrees of Belief*

Alan D. Cooke and Barbara A. Mellers, University of California,  
Berkeley

*Factors Affecting the Relative Importance of Cues in Multiattribute  
Judgment*

Michael L. DeKay and Gary H. McClelland, University of  
Colorado

*Predicting Concern for Endangered Species*

Rick DeLaCastro and Lisa Scherer, University of Nebraska at  
Omaha

*Depth of Processing and Responsibility in Reducing Overconfidence*

James K. Doyle and Reid Hastie, University of Colorado

*Incentive Effects on Accuracy in a Complex Judgment Task*

Ananda R. Ganguly, John H. Kagel, and Donald V. Moser,  
University of Pittsburgh

*The Effects of Biases in Probability Judgments in Asset Markets: An  
Experimental Examination of the Base Rate Fallacy*

Stacie Geller, Terry Connolly, and Lee Beach, University of  
Arizona

*Case-by-Case vs. Policy-Based Decisions in Health Care*

Eric Gold, IBM Research  
Gordon Hester, EPRI

*The Gambler's Fallacy and the Coin's Memory*

Claudia Gonzalez, Alberto Bonazzi, Andrea Shapiro,  
Elisa Tsao, and Thomas S. Wallsten  
University of North Carolina at Chapel Hill

*Effects of Vague Probabilities and Outcomes on Preferences*

Jennifer J. Halpern, Cornell University

*Effects of Information on Pricing Decisions in Friends' and Strangers'  
Negotiations*

Robert M. Hamm, University of Colorado

*Influence of Information Arrival Time on Judgments of Probability  
and Relative Importance*

David A. Harrison, University of Texas at Arlington

*Exploring the Utility of Time*

David A. Harrison, University of Texas at Arlington  
David R. Holtgrave, University of Oklahoma Medical School

*Wasting Time: The Neglect of Time in Decision-Making Research*

Nigel Harvey, University College London

*Can You Pretend to Make Decisions Like Your Opponents Would?*

Vicky Helman-Hoffman, University of Pittsburgh

*The Effect of Prior Expectations on Accuracy of Covariation  
Judgments*

Julie R. Irwin, University of Colorado  
Paul Slovic and Sarah Lichtenstein, Decision Research  
Gary H. McClelland, University of Colorado

*Commodity-Type Preference Reversals: Is Willingness to Pay a  
Good Measure of Environmental Values?*

Alice M. Isen, Cornell University  
Andrew S. Rosenzweig, University of Michigan Medical School  
Mark J. Young, Henry Ford Medical Center

*Influence of Positive Affect on Clinical Problem Solving*

Eric J. Johnson and Gretchen B. Chapman, University of  
Pennsylvania

*Anchoring and Adjustment: Uncertainty and Extremity Lead to  
Insufficiency*

Nancy L. Johnson and J. Frank Yates, University of Michigan

*Is a Bad Theory Better Than No Theory at All?*

Richard D. Johnson, G. Douglas Olsen, and Jordan J. Louviere  
University of Alberta

*Robustness of Judgments and Choices for Different Presentation  
Formats*

Steven K. Jones, Kristine Taylor, and Deborah Frisch, University of  
Oregon

*Processes Involved in the Construction of Probability Judgments*

Cynthia A. Joyner, Ohio University

*Debiasing Group Decision-Making Overconfidence with Devil's  
Advocacy*

Lynda M. Kilbourne and Ramona L. Paetzold, Texas A & M  
University

*Chance Occurrences and Hindsight Bias*

Sanjiv Kumar, Dale Rude, and David M. Nicol, University of  
Houston

*Cross-Cultural Decision Making: Theoretical Frameworks and a  
Research Agenda*

Margaret Langford, Sanjiv Kumar, and Kenneth Rediker,  
University of Houston

*Decision Making in a Dynamic and Complex Task Environment*

Harvey Langholtz, United Nations  
Charles Gettys and Bobbie Foote, University of Oklahoma

*Resource-Allocation Behavior When Gains and Losses are Possible*

Macchi Laura, University of Milan

*The Base-Rate Fallacy: Cognitive Heuristics and Role of the Discourse Organization*

Michael Lawrence, University of New South Wales  
Peter Ayton, City of London Polytechnic

*Forecasting in the Presence of an Asymmetric Loss Function*

Irwin P. Levin, Shu-Fang Kao, and Edward A. Wasserman  
University of Iowa

*Learning Effects and Cell Information Use in Contingency Judgments*

Joselito C. Lualhati and Janet A. Sniezek, University of Illinois at  
Urbana-Champaign

*Group Performance Forecasting in a Judge-Adviser Social Decision System*

Nicholas P. Maxwell, University of Pennsylvania

*Reference-Price Preference Reversals*

Charles G. McClintock, University of California, Santa Barbara  
Michael J. Platow, University of Dunedin  
Wim G. Liebrand, University of Groningen

*Resource Allocation Decision Times as a Function of Value Orientation*

Mary E. McLaughlin, University of Texas at Arlington

*Choice Models of Behavioral Direction Versus Models of Behavioral Intensity*

Larry P. Menke, Gary J. Gaeth, Irwin P. Levin, and Goutam  
Chakraborty  
University of Iowa

*Consumer Information Processing in Judging Product Bundles*

Richard G. Milter, Ohio University  
Thomas A. Darling and Jeryl L. Mumpower, SUNY at Albany

*Effects of Issue Labels on the Efficiency of Negotiated Agreements*

Deborah J. Mitchell, Temple University

*Uses and Effects of Imagery in Individual Decision Making*

Ignacio Montero and Orfelio G. León, Universidad Autónoma de  
Madrid

*Risk Seeking and Achievement Motivation*

Douglas A. Moore and Lucian Smith, Temple University

*Choice Among Decision Aids: A Strategy to Increase Usage*

Donald V. Moser, University of Pittsburgh

*Does Memory Affect Judgment?*

David M. Nicol, Dale Rude, and Sanjiv Kumar, University of  
Houston

*Is J/D M Research Culturally Constrained?*

Orlando J. Olivares, Texas A & M University  
John E. Sawyer, University of Delaware

*The Effects of Choice and Cue on Confidence in Judgments in Difficult and Easy Tasks*

Lisa Ordóñez and Barbara Mellers, UC Berkeley

*Equality-Efficiency Tradeoffs: Differences Between Fairness and Preference Judgment*

Ramona L. Paetzold, Texas A & M University  
H. Fenwick Huss, George State University

*Judicial Decisionmaking and Accountant Liability*

Scott Plous and Matthew Badger, Wesleyan University

*A Comparison of Three Practical Techniques for Reducing Overconfidence*

Richard E. Potter and Lee Roy Beach, University of Arizona

*Decision Making When Acceptable Options Become Unavailable*

Paul C. Price and J. Frank Yates, University of Michigan

*An "Illusion of Control" in Contingency Judgment*

Kenneth J. Rediker, University of Houston  
Terence R. Mitchell, University of Washington  
Lee Roy Beach, University of Arizona  
Donald W. Beard, University of Washington

*The Influence of Strength of Belief Structure on Decision Processes*

Barbara A. Reilly, Clemson University  
Michael E. Doherty, Bowling Green State University

*Teaching Brunswikian Theory: The Use of the Lens Model in a JDM Class Exercise*

Richard D. Rennie, University of Regina  
Richard D. Johnson, University of Alberta

*Anchoring-and-Adjustment in Partial Lists of Possible Causes*

J. Carlos Rivero, George Washington University

*The Dynamic Nature of Decision Strategy Properties*

Sandra L. Schneider and Tracy L. Blankenship, University of South  
Florida

*Prediction Ability: The Impact of Skill Change and Random Error*

Sandra L. Schneider and Linda C. Eble, University of South Florida

*Risky Choice Depends on More than Frame*

Maurice Schweitzer and John Hershey, University of Pennsylvania

*Disentangling Status-Quo and Omission Effects: An Experimental Analysis*

Zur Shapira, New York University

*Judgmental Errors, Incentives and Risk Taking in Managerial Decision Making*

Kip Smith and Paul E. Johnson, University of Minnesota

*Decision Making Under Time Pressure*

Janet A. Sniezek, Timothy Buckley, and Scott Seibert  
University of Illinois at Urbana-Champaign

*Correlates of Bias in Sales Performance Forecasting*

Mark Stasson and William Hawkes, Virginia Commonwealth University

*Conformity of Member Judgmental Strategies in a Group Performance Context*

Mark Stasson, Walter Lakey, William Hawkes, and David Smith  
Virginia Commonwealth University

*Degree of Ambiguity Preference for Prospects with Two Outcomes*

Dan M. Stone, University of Illinois  
David A. Schkade, University of Texas

*Attribute Scaling and Explicit Incentives in Multiattribute Choice*

Eric R. Stone and J. Frank Yates, University of Michigan

*Risk Displays: The Effectiveness of Analog Presentations*

Fred Switzer, Clemson University  
David Harrison, University of Texas at Arlington

*The Role of Heuristics in Motivation*

Kimberly A. Taylor, University of Pennsylvania

*Testing the Competence Hypothesis as Explanation for Decisions under Ambiguity*

Eythan Weg, University of Arizona  
Rami Zwick, Pennsylvania State University

*Toward a Settlement of the Fairness Question in Ultimatum Games*

Carolynn A. Young and J. Frank Yates, University of Michigan

*The Effects of Trait Anxiety on Judgment*

## ANNOUNCING A SPECIAL SILVER ANNIVERSARY YEAR FOR ORGANIZATIONAL BEHAVIOR AND HUMAN DECISION PROCESSES!

In 1992 *Organizational Behavior and Human Decision Processes* will expand to nine issues (Volumes 51-53) in order to publish a series of special issues on topics of current interest in judgment and decision making. The special issues that will appear in 1992, in addition to the normal manuscript flow, are:

1. Decision Processes in Negotiation (7 papers)  
Max H. Bazerman and Margaret A. Neale, Editors
2. Group Decision Making (6 papers)  
James H. Davis, Editor
3. Utility Measurement (10 papers)  
Michael H. Birnbaum, Editor
4. Experts and Expert Systems (8 papers)  
James Shanteau and Thomas Stewart, Editors

The journal will be published monthly in 1992 except for January, May, and September. Normal publication of two volumes per year will resume in 1993.

These special issues, along with the special issue entitled:

Theories of Cognitive Self-Regulation (6 papers)  
Edwin A. Locke, Editor

which will appear in the December 1991 issue, comprise a celebration of the 25th anniversary of the Journal, which first appeared in September 1966.

### SPECIAL SUBSCRIPTION RATES FOR OBHDP SILVER ANNIVERSARY YEAR

Special subscription rates to the 1992 issues (Volumes 51-53) of *Organizational Behavior and Human Decision Processes* are available for members of the Society for Judgment and Decision Making. Please send a personal check made out to **ACADEMIC PRESS** according to the following schedule:

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**NEW BOOK. . .**

*Knowledge Acquisition for the Construction of Full and Contradiction-Free Knowledge Bases.*

Authors: Oleg I. Larichev, Helen M. Moshkovich, Eugene M. Furens, Alexander I. Mechitov, & Vladimir K. Morgoev. (USSR) All-Union Institute of System Studies.

The interest in knowledge-based systems is still growing. The initial expectations concerning knowledge bases, however, turned out to be too optimistic, and the problem of knowledge elicitation was strongly underestimated. This book focuses on the specific classification problems, including diagnostic problems, involved in knowledge elicitations. A method for constructing complete and consistent bases is proposed, and an interactive system based on this method is described.

The opening chapters define the problem area and give an outline of the method for eliciting the expert's knowledge, as well as the computational procedures involved. Subsequently, the systems ARIADNA, CLASS, and MEDICS are described. The final three chapters provide an example of a knowledge-based medical diagnostic system, a discussion of the verification of knowledge-based systems and a general conclusion.

The book can be ordered for \$18.00 (US) through

iec ProGAMMA  
P. O. Box 841  
9700 AV Groningen  
The Netherlands.

Further details can be obtained via email gamma@RUG.NL

**POSITION AVAILABLE. . .**

Worcester Polytechnic Institute's Department of Social Science and Policy Studies seeks to fill a tenure track faculty position in economic psychology. The rank and salary for this position are negotiable and will depend on individual qualifications. The applicant must have a Ph.D. and be able to pursue publishable research on topics of economic psychology such as behavioral decision theory and motivation, consumer psychology or the psychology of the firm. The person selected will teach two sections of introductory general or social psychology annually, and will advise undergraduate theses on topics related to his/her research. One to two other course offerings per year in economics or psychology are expected, but the subjects are open. Competency in computer and quantitative skills are also desirable. WPI is a private college of engineering with undergraduate and graduate programs in science and management as well as engineering. Please send a letter of application, vita, and letters of recommendation together with graduate transcripts and summaries of teaching evaluations if appropriate to: Dr. D. W. Woods, Department of Social Science and Policy studies, Worcester Polytechnic Institute, 100 Institute Road, Worcester, MA 01609. 'EOE.

**IMPORTANT DUES NOTICE. . .**

Please check the number in the upper right hand corner of your mailing label. This number reflects your dues status as of May 1, 1991.

If it is "1" then you are a fully paid member of the Society. **THANK YOU!**

If it is "0" then you owe dues of \$20 for 1991. Please send your payment promptly as we must soon pay our Society's dues to the Federation.

If it is "9" then you owe back dues of \$20 for 1990 and \$20 for 1991 for a total of \$40.

If it is "8" then you owe back dues of \$30 and current dues of \$20 for a total of \$50. If we don't receive your payment soon, you will be dropped from the mailing list.

Members residing outside the United States who incur expenses in getting checks written in U.S. funds, have the privilege of paying in advance for multiple years. Those who have done so will find a "1", "2", etc. on their mailing label indicating the last year in the 1990's for which they are credited for dues. Members residing in countries where getting checks written in U.S. funds is impractical or illegal may apply to the Society for a free membership. Such members will find a "\*" in the upper right hand corner of their mailing labels.

A majority of the membership has already paid dues for 1991. Please don't be a free rider. Pay your current dues promptly. Thank you.

-- Terry Connolly

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**SOCIETY FOR JUDGMENT AND DECISION MAKING** **1991 DUES FORM**

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### UNDERGRADUATE PAPER COMPETITION

Center for Decision Research  
University of Chicago

The Center for Decision Research at the University of Chicago announces its 1992 Undergraduate Paper Competition for the best undergraduate paper on behavioral decision making.

A prize of \$100 will be awarded to the winning entry.

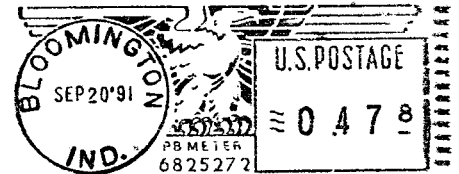
The paper can be an integrative review of existing work or an original theoretical or empirical contribution. Papers previously submitted for courses, independent studies, or honors theses are appropriate. The papers will be judged by a panel of researchers at the Center for Decision Research.

The deadline for submissions is May 31, 1992. The winner will announced in the *J/DM Newsletter*. If you are teaching courses or supervising undergraduate students in the area of decision making, would you please alert them to this opportunity?

Please send entries to Professor Elke Weber, Undergraduate Paper Contest, Center for Decision Research, University of Chicago, 1101 East 58th Street, Chicago, IL 60637.

*J/DM NEWSLETTER*  
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