

# JUDGMENT / DECISION MAKING

## J/DM MEETING: NOVEMBER 7-8

The annual meeting of the Society for Judgment and Decision Making will be held at the Omni Shoreham Hotel in Washington, DC, November 7-8. A preliminary program schedule appears on pages 6-7 of this newsletter. Information and the registration form for the Teaching Forum are on pages 4-5. For those arriving early to the meeting, the abstracts for the Judgment/Decision Making sessions of the Psychonomic Society meeting are on pages 8-9.

## J/DM BUSINESS

Several items in this newsletter require your prompt attention. Please note the different deadlines.

TEACHING FORUM registration is on pages 4-5. Those wishing to participate in this event, should send their submissions to Frank Yates by **October 1**.

HOTEL RESERVATIONS for the meeting are described on the self-addressed stamped envelope enclosed with your newsletter. If you did not get an envelope describing the hotel information with your newsletter, please contact Shawn Curley immediately. The hotel reservations are due to the hotel by **October 3**.

MEETING REGISTRATION information is on page 10. To avoid a late fee, get this in to Terry Connolly by **October 24**.

ELECTION BALLOT for JDM officers is on page 3. This is due to Shawn Curley by **November 1**.

QUESTIONNAIRE for all society members is on pages 11-14. While you're filling out forms, please pull out and complete this questionnaire, as well. Let the society know what you think about its various activities. This questionnaire should be returned to Robin Hogarth **as soon as possible**, preferably in time to gather and report the information at the November meeting.

Please take care of all of these items now, before you forget. Terry Connolly's and Shawn Curley's addresses appear on page 2. The hotel's address is on the reservation envelope, and Frank Yates's and Robin Hogarth's addresses are on the respective forms inside this newsletter. Thank you and see you in Washington.

NEWSLETTER

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SUBMISSION DEADLINE FOR THE NEXT J/DM NEWSLETTER: October 8, 1993

## SOCIETY FOR JUDGMENT AND DECISION MAKING

### 1993 EXECUTIVE BOARD

Daniel Kahneman, *President*  
 J. Frank Yates, *President-Elect*  
 Robin Hogarth, *Past President*  
 Reid Hastie, *1992-1993*  
 Barbara Mellers, *1992-1994*  
 Janet A. Sniezek, *1993-1995*  
 Terry Connolly, *Secretary/Treasurer*

### J/DM NEWSLETTER

#### Editor:

Shawn P. Curley  
 Department of Info & Decision Sciences  
 University of Minnesota  
 271 19th Avenue S.  
 Minneapolis, MN 55455

(612) 624-6546  
 FAX: (612) 626-1316

E-Mail: scurley@csom.umn.edu  
 curley@umnacvx.bitnet

#### Dues, Addresses & Corrections:

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

(602) 621-5937

E-Mail: connolly@ccit.arizona.edu

### 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. 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 Terry Connolly.

**Address corrections:** 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.

**Foreign Air Mail:** Newsletters to non-US addresses are normally sent as printed matter air mail. For an additional \$10 per year, non-US subscribers can have the newsletters sent letter class air mail. To obtain this service, contact Terry Connolly or include \$10 and a note with your next dues payment.

## J/DM Election Ballot, 1993

All members are urged to vote in this election for new officers. The person elected as President-Elect will serve as President-Elect (1993-94), as President (1994-95), and as Past President (1995-96). The person elected to the Executive Board will serve a three-year term, 1993-1996. Current officers of the Society are listed on Page 2 of this Newsletter.

### President-Elect (vote for one)

\_\_\_ Terry Connolly  
 \_\_\_ Reid Hastie  
 \_\_\_ Richard Thaler

### Executive Board (vote for one)

\_\_\_ Colin Camerer  
 \_\_\_ Robyn Dawes  
 \_\_\_ Elke Weber

Please mail your completed ballots to:

J/DM Election  
 c/o Shawn Curley  
 Dept of Info & Dec. Sciences  
 University of Minnesota  
 271 19th Ave. S.  
 Minneapolis, MN 55455

BALLOTS MUST BE RECEIVED BY NOVEMBER 1, 1993

RESULTS WILL BE ANNOUNCED AT THE  
 ANNUAL MEETING



## Tentative Program

JUDGMENT/DECISION MAKING SOCIETY MEETINGS  
Washington, DC  
November 7-8 1993

## SUNDAY, November 7

- 1 pm INVITED SPEAKER TBA
- 1:45 pm SYMPOSIUM: Decision Difficulty and Uncertain Preferences: Implications for Consumer Choice  
Chair: Ravi Dhar, Yale University
- Eric Johnson, University of Pennsylvania  
Eldar Shafir, Princeton University  
Is More Choice Always Better?
- Jim Bettman  
Mary Frances Luce  
John Payne, Duke University  
How Do People Make Emotionally Difficult and Stressful Decisions?
- Chip Heath  
Radhika Puri, University of Chicago  
Dynamic Instability in Arriving at a Difficult Decision
- Ravi Dhar, Yale University  
Drazen Prelec, MIT  
Context Effects in Consumer Choice among Menus
- 3:15 Coffee Break
- 4:00 SUBMITTED PAPERS
- Jonathan Leland, Carnegie-Mellon University  
Evil, Addiction & the Allais Paradox
- Kevin Dunbar, McGill University  
Real-World Reasoning and Decision Making in Scientific Laboratories
- Deborah Mitchell, Temple University  
Introspection & Decision Making: It's Not How Much, But What Kind of Thinking that Matters
- 5:15 INVITED SPEAKER
- Richard Thaler, Cornell University  
Mental Accounting: Parenthetical Remarks
- 6:00 J/DM BUSINESS MEETING
- 6:30 POSTER SESSION and J/DM TEACHING FORUM

## MONDAY, November 8

- 8:30 am SUBMITTED PAPERS
- Karen Siegel-Jacobs, University of Colorado  
Frank Yates, University of Michigan  
Accounting for the Effects of Accountability
- Amy Baltzer  
Nancy Pennington, University of Colorado  
Reasoning about Disjunctions of Events: An Explanation-Based Account
- Gretchen Chapman  
Arthur Elstein, University of Illinois-Chicago  
Valuing the Future: Temporal Discounting of Health & Money
- 9:45 J/DM PRESIDENT'S ADDRESS
- Daniel Kahneman, University of California-Berkeley & Princeton University  
Title TBA
- 10:30 Coffee Break
- 11:00 SYMPOSIUM: JDM and Clinical Psychology
- Robyn Dawes, Carnegie-Mellon University  
David Faust, University of Rhode Island  
TBA
- 12:00 LUNCH
- 1:30 SYMPOSIUM: Imagination in Decision Making  
Chair: Terry Connolly, University of Arizona
- Ken MacCrimmon, University of British Columbia  
Enhancing Imagination and Creativity
- Baruch Fischhoff, Carnegie-Mellon University  
Creating by the Numbers
- Lee Roy Beach, University of Arizona  
The Role of Imagination in Decision Making
- 3:00 Coffee Break
- 3:30-4:45 SUBMITTED PAPERS
- Gary Bolton  
Rami Zwick, Penn State University  
Anonymity versus Punishment in Ultimatum Bargaining
- Jane Beattie, University of Sussex  
Jonathan Baron, University of Pennsylvania  
Fitting the Punishment to the Crime: Nonconsequentialist Decision Making for Punitive Damages
- Jianmin Jia, University of Texas  
Greg Fischer, Duke University  
Dual Information Models and the Prominence Effect

## JUDGMENT/DECISION MAKING I

Empire Room, Saturday Afternoon, 1:30-3:25

Chaired by Kathleen M. Galotti, Carleton College

1:30-1:45 (437)

**Loss Aversion and Endowment Effects for Undesirable Items.** DENISE BEIKE & STEVEN J. SHERMAN, *Indiana University* (read by Steven J. Sherman)—Two explanations for status quo biases for undesirable items were empirically tested: a) the endowment effect (ownership adds value), and b) loss aversion (losses outweigh equal gains). A study using a buying/selling/choosing paradigm demonstrated status quo, and only loss aversion was supported as a mechanism. Another study using a trading paradigm again demonstrated status quo biases; and, as no boost in value occurred due to mere ownership, endowment effect again failed to receive support.

1:50-2:10 (438)

**Asymmetrical Evaluations of Future Gains and Losses: Temporal Discounting Model.** MARY KAY STEVENSON, *Purdue University*—These studies were designed to estimate discounting functions for gains and losses using a rating task and a preference task. The results indicate that the magnitude of outcomes has a different impact on the evaluations depending on the time of the outcome, the judgment task and whether it is a gain or loss. These patterns have occurred with time and probabilities. A general model of temporal discounting is proposed to account for these results.

2:15-2:35 (439)

**Evaluation of Uncertainty in Intertemporal Choice.** GIDEON KEREN & PETER ROELEFSMA, *Free University of Amsterdam*—Uncertainty is an intrinsic component of intertemporal choices. Studies on intertemporal choice often formulate their choice problems in a manner which implicitly assumes that future outcomes are certain. We present three studies showing that uncertainty is an essential dimension in any intertemporal choice that dominates other possible effects. Problems associated with separating the uncertainty component in intertemporal choice will be briefly discussed.

2:40-3:00 (440)

**Effects of Different Types of Decoys on Choice.** DOUGLAS H. WEDELL, *University of South Carolina*—Decoys are alternatives added to a choice set in order to alter relative choice proportions among the other alternatives in the set. The present experiments used a within-subjects design to study four different types of decoys: asymmetrically dominated, inferior, compromise, and substitution decoys. The pattern of results replicated those from between-subjects designs. Process tracing measures were used to distinguish between different accounts of decoy effects on choice.

3:05-3:20 (441)

**Judgmental Versus Statistical Prediction: Information Asymmetry and Combination Rules.** ILAN YANIV & ROBIN M. HOGARTH, *University of Chicago*—The relative predictive accuracy of human and statistical models has long been the subject of controversy even though models have demonstrated superior performance in many studies. We propose that relative performance depends on the amount of contextual information available and whether it is distributed symmetrically to humans and models. Given their different strengths, human and statistical predictions can be profitably combined to improve prediction.

## JUDGMENT/DECISION MAKING II

Empire Room, Saturday Afternoon, 3:35-4:50

Chaired by Shawn P. Curley, University of Minnesota

3:35-3:50 (464)

**The Computer as Expert Opponent in Experimental Games.** A. W. MACRAE, *University of Birmingham, U.K.*—Much experimental work on human strategy in games has the defect that confederate opponents adopt a Minimax strategy, unresponsive to the strategy followed by the subject, who consequently has nothing to gain or lose by any choice of strategy. A computer program incorporating an active prediction of the player's next move makes it possible to study the extent to which players can randomize and can optimize their strategy under different payoff structures.

3:55-4:10 (465)

**On the Existence of Benevolent Dictators.** RAMI ZWICK, *University of Pittsburgh*, & EYTHAN WEG, *Purdue University*—Since Kahneman, Knetsch, and Thaler (1986) reported on the benevolent dictators, thus creating the groundwork for a revision of the fundamental assumptions of economics science, there appeared a substantial number of replications, some refuting and some supporting their conclusions. We argue that the use of dictator games is an appropriate paradigm for the intended demonstrations, and produce an alternative, where dictators face a non-degenerate, but nonetheless dummy opponent. Experimental evidence is reported.

4:15-4:30 (466)

**Preference Reversals and Self Control in Humans.** LEONARD GREEN, NATHANAEL FRISTOE, & JOEL MYERSON, *Washington University*—In the present study, smaller, more immediate rewards were preferred to larger, more delayed rewards, but adding a constant delay caused preference to reverse. For three pairs of hypothetical monetary rewards, the function  $D_L = a D_S^b + c$  accurately described the relation between the delays to the larger and smaller rewards at preference reversal ( $r^2 > .99$ ). Such results are inconsistent with simple exponential and hyperbolic models of delay discounting in self control.

4:35-4:45 (467)

**The "Spendability" of Unanticipated Money.** HAL R. ARKES, *National Science Foundation*, CYNTHIA A. JOYNER, *FTI Corporation-Jury Analysts Group*, MARK V. PEZZO, *Ohio University*, JANE GRADWOHL NASH, *Stonehill College*, KAREN SIEGEL-JACOBS, *University of Colorado*, & ERIC STONE, *University of Michigan*—Traditional theories of choice accept the principle of fungibility—the proposition that the source of money should not influence its consumption. Contrary to this principle, we hypothesized that unanticipated funds would be spent more readily than anticipated funds. One group of males did and another group did not anticipate \$5 given to them before a basketball game. The unanticipated-money group spent almost three times as much as the anticipated-money group at the game.

## JUDGMENT/DECISION MAKING III

Ambassador Room, Sunday Morning, 8:00-10:15

Chaired by Ruth H. Maki, North Dakota State University

8:00-8:15 (608)

**Attitudes and Arguments Occurring Before and After the Gulf War.** JAMES F. VOSS, JENNIFER WILEY, JOEL KENNET, & LAURIE SILFIES, *University of Pittsburgh*—Thirty individuals were interviewed before and after the Gulf War. Ratings regarding U.S. military involvement, justifying arguments, and beliefs regarding U.S. foreign involvement were measured. While before the war two-thirds were opposed to military action, afterwards two-thirds favored it, the changing one-third demonstrating a hindsight effect. Analyses supported hypotheses stating that subjects maintaining their position had better and more stable arguments, and stronger ideologies about U.S. foreign involvement, than did individuals changing their position.

8:20-8:35 (609)

**Effects of the Costs of Decision Errors on Decision Strategies.** CAROLYN M. JAGACINSKI, *Purdue University*—Two experiments were conducted in which subjects evaluated job applications or patients based on two scores. In Experiment 1 overprediction was more costly than underprediction. When the scores were discrepant, subjects assigned more weight to the lower score. In Experiment 2, underprediction was more costly than overprediction. In this case when the scores were discrepant, greater weight was assigned to the higher score. Results are consistent with configural weight theory.

8:40-8:50 (610)

**Weighting of Features in Pleasant Versus Unpleasant Life Domains.** KIMHIKO YAMAGISHI & JOHN M. MIYAMOTO, *University of Washington* (read by John M. Miyamoto)—Judgments of "How much better is Choice A than B?" differ from "How much worse is B than A?" in their magnitudes. We argue that the differences occur because people weight different features of multicomponent stimuli. Data showed that, in pleasant stimulus domains, "better" judgments exceeded "worse" judgments. In unpleasant domains, the pattern reversed. These results confirmed our prediction that desirable features are weighted in pleasant domains, whereas undesirable features are weighted in unpleasant domains.

8:55-9:10 (611)

**Determinants of Performance in Dynamic Decision Making.** ALEXANDER J. WEARING, NOEL OLVER, & MARY M. OMODEI, *University of Melbourne*—What factors determine performance in dynamic decision making? Subjects (engineers and technicians) fought a series of computer simulated bushfires in which appliance and fire speed, fire predictability, and goal complexity were varied. In addition each subject completed an embedded figures test and the NEO-PI-R. Performance varied as a function of the task variables, field dependence, age, the NEO traits of Determination, Impulsiveness, Angry Hostile, and Actions, as well as their interactions.

9:15-9:30 (612)

**Retrospective Studies of Real Life Decision Making.** DEBORAH FRISCH, *University of Oregon*, & STEVEN K. JONES, *Ohio University*—We conducted two studies in which subjects described decisions they had actually made. In one study, subjects described a difficult decision. In the second study, subjects described either a positive or negative outcome they had experienced. We found that the source of difficulty in decision making varied as a function of the content (personal versus professional) of the decision. We also found that professional decisions were associated with more favorable outcomes than personal ones.

9:35-9:45 (613)

**Adolescents Making Real Life Decisions: How Rational Are They?** KATHLEEN M. GALOTTI, *Carleton College*—Ninety college-bound high school juniors were surveyed three times during their junior and senior year of high school as they made decisions about which college to attend. (Two other samples of students participated twice, and once, respectively, bringing the total sample size to 322). At each point, respondents described the factors (criteria) they used in making a decision, the weights (importance ratings) they gave to each factor, the alternatives (colleges) they were currently considering, and their rank-ordered preferences. Using the weights and ranks respondents provided, we were able to determine a multiattribute utility analysis of their decisions at different points. Correlations between respondents' intuitions about their preferences and predictions from the multiattribute utility theory analyses were quite high.

9:50-10:10 (614)

**The "Interference" Explanation of Random Behavior in Dyadic Zerosum Games.** DAVID D. BUDESCU, *University of Illinois*, AMNON RAPOPORT, *University of Arizona*, & IRIT FREIMAN, *University of Haifa*—Rapoport and Budescu (1992) reported that in repeated zerosum games subjects behavior is "almost" random. They speculated that the need to monitor the opponents' behavior interferes with subjects' memory, inducing a "memoriless" generation process. In the current study one group (R) generated random series, while another (D) played a zerosum game. All subjects were asked to recall the responses. Consistent with the interference hypothesis subjects in group D behaved more randomly, recalled fewer responses, but remembered equally well their opponents' moves.

## JUDGMENT/DECISION MAKING IV

Ambassador Room, Sunday Morning, 10:25-12:50

Chaired by Jerome Busemeyer, Purdue University

10:25-10:40 (647)

**Subtractive Versus Ratio Model of "Fair" Allocations: A Developmental Analysis.** RAMADHAR SINGH & ANGELIA S. T. HUANG, *National University of Singapore* (sponsored by Michael H. Birnbaum)—Subjects divided money between two claimants based on needs and deeds. Monotone transformations of data from 9-, 13-, and 17-year-olds rescaled the nonparallel original ratings to perfect parallelism and thereby eliminated the need to theorize configural weighting. Developmental differences were opposite of American findings and resided in valuation of inputs rather than the model. Findings supported the subtractive model with nonlinear judgment function but questioned the ratio model of "fair" allocations.

10:45-11:00 (648)

**Experienced Utility in Real-Time and in Retrospect.** CHARLES A. SCHREIBER & DANIEL KAHNEMAN, *University of California, Berkeley* (read by Daniel Kahneman)—Initial results will be presented from a technique using aversive sounds varying in loudness, waveform, and duration to study momentary affect and retrospective evaluations. Real-time ratings and retrospective global ratings, as well as choices, were obtained from subjects exposed to sounds differing in aversiveness. Rules for deriving retrospective evaluations from "real-time" experienced utility will be discussed with particular attention to the effects of contrast and adaptation.

11:05-11:20 (649)

**Using Belief Functions to Represent Degrees of Belief.** SHAWN P. CURLEY & JAMES M. CONLEY, *University of Minnesota*—Belief functions are an alternative to probabilities for representing individuals' degrees of belief and uses of evidence. We argue that the calculus has several useful properties for communicating beliefs, and apply the theory in a hypothetical legal decision situation: (a) to determine if individuals can use the representation meaningfully in terms of reliability and validity; and (b) to identify patterns in individuals' belief functions that inform our understanding of their uses of evidence.

11:25-11:45 (650)

**Scenario Structure and Feelings of Likelihood.** CHARLES F. GETTYS, *University of Oklahoma*—Feelings of likelihood are assumed to be derived from act-event scenarios constructed from mental models. Two questions were addressed: First, are the scenarios complete? Second, how are chance forks represented in scenarios? Very tentative results suggest that scenarios are often incomplete, consisting only of the surface structure of the problem statement. Apparently chance forks in scenarios are processed either by making a "best-guess assumption" or by a modification of Bayes theorem.

11:50-12:05 (651)

**A Review and Synthesis of Inconsistent Findings in Framing Effects Research.** IRWIN P. LEVIN, GARY J. GAETH, & AMY B. CONLON, *University of Iowa*—The literature has been mixed as to whether information presentations are more effective under positive or negative framing conditions. Based on a literature review and new empirical data, we argue that this inconsistency occurs because different studies have tapped different underlying processes. We distinguish between attribute framing effects and message framing effects and suggest that their causes are quite different.

12:10-12:30 (652)

**Are Humans Good Intuitive Statisticians After All? An Evolutionary and Ecological Perspective.** LEDA COSMIDES & JOHN TOOBY, *University of California, Santa Barbara*—Recent intuitive reasoning studies have shown that people judging frequencies do much better than those given single event probabilities. This raises the question: What kinds of content is it easy to construct a frequency representation of? This paper tests the "flapjack hypothesis": that it is easier to compute the frequency of wholes, rather than inseparable facets. By manipulating just the statistical presentation and surface content of a problem, correct performance can be brought from 13% to 73%.

12:35-12:45 (653)

**To Guess or Not To Guess: Decision Theoretic Aspects of Formula Scoring.** MAYA BAR-HILLEL, *Hebrew University*, & DAVID D. BUDESCU, *University of Illinois*—The pros and cons of correcting for guessing in multiple choice tests has been debated in the psychometric literature for decades. Interestingly, the decision facing testees operating under formula scoring has not been seriously addressed. We criticize the oversimplification and naivete of standard models of testees, analyzing their decision from the standpoint of empirical JDM research as well as from a normative standpoint. This analysis yields a clear recommendation for the simple "number right" scoring rule.

## 1993 Meeting Registration and 1994 Dues Form

This form consolidates registration for the November 7-8 Annual Meeting in Washington and payment of 1994 dues. You may, of course, use it for one or the other, but doing both at once saves paperwork for us, and should be more convenient for you.

NAME \_\_\_\_\_ PHONE [\_\_\_\_\_] \_\_\_\_\_

ADDRESS \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

EMAIL \_\_\_\_\_

CITY \_\_\_\_\_ STATE/COUNTRY \_\_\_\_\_ ZIP \_\_\_\_\_

/\_\_\_/ Address on label is correct      /\_\_\_/ This is a new address

	<u>MEMBER</u>	<u>STUDENT*</u>	<u>NON-MEMBER</u>
Meeting registration fee	\$60.00	\$25.00	\$70.00
Late registration (After Oct.24)	\$70.00	\$30.00	\$80.00
1994 Dues (includes Newsletter)	\$20.00	\$ 5.00	---
Past dues (please check label for last year you paid)	_____	_____	---
<b>TOTAL:</b>	<b>\$ _____</b>	<b>\$ _____</b>	<b>\$ _____</b>

**Note:** Registration includes coffee break and reception on Sunday, and continental breakfast, lunch and coffee breaks on Monday. Please make checks payable to Society for Judgment and Decision Making. Checks must be in U.S. funds drawn on a U.S. bank. Members residing outside the U.S. may pay dues up to five years in advance. They may also pay at the meeting with no late fee as long as they return this form before October 24.

Return form and check to: Terry Connolly  
 MAP Dept, BPA  
 University of Arizona  
 Tucson, AZ 85721

\*Students must have endorsement of a faculty member:

Faculty signature: \_\_\_\_\_ Date: \_\_\_\_\_  
 Printed name: \_\_\_\_\_ Institution: \_\_\_\_\_

## 1994 OBHDP Rates

Organizational Behavior and Human Decision Processes is expanding. The journal will come out monthly in 1994 (Volumes 57-60, 12 issues, 1920 total pages), and will be available at the following rates:

	Subscribers in the U.S.A. and Canada	Subscribers in All Other Countries
Institutional:	\$444.00	\$519.00
Personal:	222.00	271.00
Member A*:	112.00	135.00
Member B**:	166.50	186.00
Student:	111.00	124.00

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.

## POSITION AVAILABLE

CONSULTANT RESEARCHERS, EVALUATORS, AND STATISTICIANS sought year-round by Human Services Contracting Firm for the following:

- publication and grant proposal writing
- program development and research design
- conducting process and outcome evaluations
- questionnaire/instrument design and implementation
- qualitative and quantitative studies

Preferences include:

- MA/PhD
- 10 years experience in Social Sciences and Bio-statistics
- computer expertise with statistical packages, research protocols, and data analysis

Send or fax resume to:

Ben Rendleman, Program Development Coordinator  
 Job #215  
 1156 15th St. NW  
 Suite 200  
 Washington, DC 20005  
 fax: (202) 659-3027



## NEWS from the Federation

of Behavioral, Psychological and Cognitive Sciences, extracted from the Federation's 8/93 newsletter:

The Federation is a coalition of 17 scientific societies and approximately 150 affiliate members--university graduate departments, APA divisions and regional psychological associations.

### Executive Committee

Dorothy H. Eichorn, President  
N. John Castellan, Jr., President-Elect  
William T. Greenough, Vice-President  
Cynthia Null, Secretary-Treasurer  
Stephen Link  
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### Staff

David Johnson, Executive Director  
Marina Volkov, Assistant Director  
Sarah Evans, Legislative Assistant  
750 First Street, N.E. - Room 5004  
Washington, DC 20002-4242  
(202) 336-5920  
E-mail: federation@apa.org  
FAX: (202) 336-5953

## NIH Office of Behavioral and Social Sciences Research

No news yet as to who will be appointed the Director of this new NIH office. The Federation has been working in collaboration with several organizations to assure that there be enough funds set aside to allow the office to get up and running as soon as possible. NIH has requested \$2 million to get it underway and a staff of five full-time employees. The Congressional report language mandating the creation of the office invites input from the scientific community to help prioritize the office's work. To this end, we request your suggestions as to the research priorities that should be addressed by the new office. Contact the federation at the above address.

## Federation News Available

The Federation Newsletter from which these news items are extracted is available in its entirety via e-mail to any who are interested. This includes any back issues that may be desired. Please contact the federation if you are interested in receiving issues of the newsletter.

## Federation Science Seminar Transcripts

Since 1982, the Federation of Behavioral, Psychological and Cognitive Sciences has been sponsoring a series of Science and Public Policy Seminars for Congressional and Federal agency staff that brings to Capitol Hill top behavioral scientists working on problems related to current policy issues. The majority of these seminars have been transcribed into edited monographs for distribution among Congressional and Federal staff, and for academic use. Previously, these monographs have been available only in the published form.

Now we would like to offer the monographs either on paper, on disk (in WordPerfect 5.1 format or ASCII format), or through electronic mail. (Please note: For some of the transcripts sent via electronic mail, tables and illustrations may have to be sent either on disk or paper. This will not be a problem with the majority of transcripts.)

The following is a list of available transcripts with the date the talk was given:

47. Howard Gardner: Educating the unschooled mind. (5/14/93)
46. Frances D. Horowitz: From Pandora to panacea with stops between: Travels with behavioral science in the land of public policy. (7/10/92)
45. Louise F. Fitzgerald: The last great open secret: The sexual harassment of women in the workplace and academia. (5/29/92)
44. Harold Stevenson: A long way to being number one: What we have to learn from East Asia. (3/20/92)
43. John A. Swets: The science of high stakes decision making in an uncertain world. (9/6/91)
42. Paul Rozin: What we eat, why we eat it, and why we worry so much about it. (4/26/91)
41. Ann S. Masten: Homeless children in the United States: Development in jeopardy. (10/12/90)
40. Michael D. Newcomb: Losing the drug war: Are we too addicted to the quick fix to seek the ultimate fix? (9/7/90)
39. Nancy E. Betz: What stops women and minorities from choosing and completing majors in science and engineering? (6/15/90)
38. Thomas R. Chidester: Human factors research: Narrowing the extremes of flight crew performance. (4/27/90)
37. Robert Emery: Family violence: Has science met its match? (9/15/89)
36. Robert Glaser: The fourth R, the ability to reason: What do we know about teaching it? (6/16/89)
35. Walter Schneider: Getting smart quicker: Training more skills in less time. (4/7/89)
34. Michael Posner: May I have your attention please? (3/17/89)
33. Diana Slaughter: Ethnicity, poverty and children's educability: A developmental perspective. (9/30/88)
32. Ilene Bernstein: What does learning have to do with weight loss and cancer? (9/9/88)
31. Susan Carey: Why Jane and Johnny aren't learning science yet. (7/22/88)
30. Donald Hood: Toward understanding stock market movements: A marriage of psychology and economics. (7/1/88)
29. Philip Tetlock: Can science improve the art of foreign policy and international negotiation? (5/27/88)
28. Thomas Coates: Psychosocial research is essential for preventing and treating AIDS. (4/29/88)
27. Judith Rodin: The determinants of successful aging. (10/30/87)
26. James J. Jenkins: Memory: If it isn't Memorex, then what is it? (9/25/87)
25. Robert Plomin: Nature, nurture and human development. (3/27/87)
24. Martin E.P. Seligman: Predicting depression, poor health and presidential elections. (2/27/87)
23. William S. Hall: New developments in language development. (7/25/86)
22. Carolyn Rovee-Collier: Infants and elephants: Do they ever forget? (5/16/86)
21. Wilbert McKeachie: Cognitive psychology and education. (4/25/86)
20. Jerome Kagan: New insights in child development--implications for policy. (3/14/86)
19. Carl Eisdorfer: Research on aging. (12/6/85)
18. Richard Thompson: Unlocking memory and the brain. (10/25/85)
17. Aletha Huston: Television and human behavior. (7/26/85)
16. Herbert Simon: Using cognitive science to solve human problems. (6/21/85)
15. Emanuel Donchin: Can the mind be read in the brain waves? (5/17/85)
14. Frances Horowitz: The infant at risk. (4/19/85)
13. Gregory Kimble: Research on giftedness: The challenge. (3/22/85)
12. Chris Wickens, William Rouse: The role of human factors in military R&D. (1/25/85)
11. Robert Abelson: Public opinion and voting behavior. (9/28/84)
10. Herschel Leibowitz: Traffic safety: Nighttime and alcohol related accidents. (6/22/84)
9. Elizabeth Loftus: Psychology and law. (5/18/84)
8. Richard Pew: Automation in supervisory control systems: Blessing or curse? (5/4/84)
7. Steven Maier: Stress: Depression, disease and the immune system. (3/16/84)
6. Marshall Smith: Thoughts about the recent national reports on education. (2/24/84)
5. Paul Slovic: Facts vs. fears: Understanding perceived risk. (1/27/84)
4. Lyle Jones: White-black achievement differences: The narrowing gap. (11/18/83)
3. Sandra Scarr: Child care. (10/21/83)
2. James Gallagher: Gifted and talented students. (9/22/83)
1. Frederick King: Importance and benefits of animal research to human health. (3/25/83)

The following is a list of transcripts that will be available within the year. If you are interested in receiving any of these, please contact the Federation, and they will be sent to you as soon as they are available:

8. Evelyn Satinoff: Falling out of rhythm: A new perspective on the nature of aging. (6/18/93)
7. Nancy Adler: Adolescent sexual behavior looks irrational--but looks are deceiving. (4/23/93)
6. Elliot Aronson: Linking good intentions with effective action: The social psychology of energy conservation. (2/26/93)
5. Marshall M. Haith: From where does the future come? (10/16/92)
4. John M. Gottman: Predictors of marital stability and instability. (9/18/92)
3. Daniel Kahneman: The perils of setting dollar values on public goods. (5/1/92)
2. Herbert L. Needleman: Childhood poverty, lead exposure, and brain damage: Are they related? (3/8/91)
1. Jacquelynne Eccles: User friendly science and mathematics: Can it interest girls and minorities in breaking through the middle school wall? (5/11/90)

For copies of any of the above transcripts, contact the Federation at their address above.

## SOFTWARE

### Expert Systems and Decision Support Systems using EXPERT8/7 and EXPERT8/7-HR

Magic7 Software of Los Altos, CA is now distributing Version 4.2+ of its expert system development software, integrated with CONSENSUS-BUILDER and DELPHI7.

Consensus-Builder enables consultants to integrate the expertise of a committee of experts, automatically reconciling divergent points of view into a single, composite expert system. DELPHI7 permits on-screen (graphic) review of the parameters of the expert systems of the committee. When used in conjunction with EXPERT8/7, the process enables users to quickly build models that emulate committees of experts, and to immediately utilize these models as templates for the automatic evaluation of alternatives. EXPERT8/7-HR is a version of EXPERT8/7 designed specifically for automation of personnel decision-making. Both products incorporate policy-capturing routines familiar to J/DM researchers, but organized to permit hierarchical evaluations of alternatives in terms of sets of concepts, and within each concept, in terms of its defining attributes. The basic package permits decisions involving up to 49 attributes (7 attributes for each of 7 concepts), and 2000+ alternatives. This is generalizable by the user to accommodate 7<sup>n</sup> attributes for a given problem.

Though not educational software, the system offers natural opportunities for classroom teaching and demonstrations, enabling discussions of information processing capacity, configularity in judgment, sensitivity analysis, plus the use of Galois number theory in judgment research designs that produce unambiguous interpretations of the relative importance of attributes. EXPERT8/7's functionality also generalizes to fuzzy logic principles, uncertainty, measurement of expert bias, fidelity, discriminability and typicality, etc. EXPERT8/7-HR offers lucid examples of applications in personnel selection, program evaluation and other concerns of I/O psychologists and forensic psychologists, particularly in the incorporation of personal standards and expectations into organizational decisions.

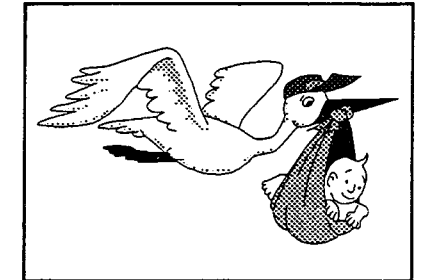
Normally priced at \$495.00, EXPERT8/7 will be offered to J/DM members only, at a price of \$129.00 + \$7.00 shipping. A copy of Consensus-Builder, priced at \$95.00, will be supplied free of charge. This offer terminates, absolutely, on November 30, 1993. University purchasers may continue to purchase EXPERT8/7 at a 30% educational discount from suggested retail prices. Call (415) 941-2616 or write Magic7 Software, 101 First St., Suite 237, Los Altos, CA 94022 USA.

## 1994 AUDIT JUDGMENT SYMPOSIUM

### CALL FOR PAPERS

#### The Twelfth USC AUDIT JUDGMENT SYMPOSIUM

On February 21 & 22, 1994 the Center for Accounting Research at USC will host the twelfth annual Audit Judgment Symposium. The Symposium will consider papers which focus on cognitive and decision support aspects of audit judgment research. As has been our tradition, we are interested in behavioral science, cognitive science, artificial intelligence and expert systems research. Papers of particular interest this year might evaluate audit judgment research into the role of learning and training in auditor decision making, group decision-making, expertise, and particular methodological approaches. As our Symposium directly follows the Second Annual Audit Education Conference, papers that bridge audit education and auditor judgment are of particular interest.

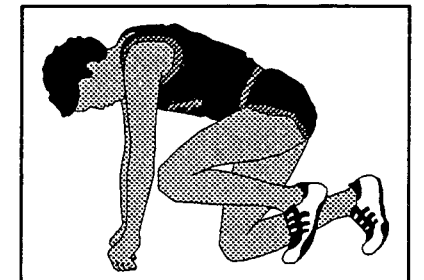


To be eligible for presentation at either plenary or breakout sessions, papers should follow the "Instructions to Authors" published in the Auditing Journal. Please pay particular attention to the format and length requirements ... manuscripts should not exceed 7,000 words or approximately 18 - 25 double-spaced pages including tables, figures, and references.

### SUBMISSION DEADLINE

Four copies of papers submitted for the twelfth Audit Judgment Symposium must be received by October 1, 1993. Suggestions for panels will also be considered. Thus, anyone interested in participating in the Symposium should send a copy of your paper, abstract, or presentation idea by **October 1, 1993** to:

Professor Karen Pincus (213) 740 4857  
Center for Accounting Research (213) 747 2815 (FAX)  
School of Accounting  
University of Southern California  
Los Angeles, Ca. 90089-1421





ISF 94 - The Fourteenth

## INTERNATIONAL SYMPOSIUM ON FORECASTING

June 12 - 15, 1994



Stockholm School of Economics

STOCKHOLM, SWEDEN

Sponsored by the

International Institute of Forecasters

in collaboration with

Department of Economic Statistics  
at the Stockholm School of Economics

Official sponsors: The Marianne and Marcus Wallenberg Foundation, Jan Wallander's and Tom Hedelius' Foundation for Social Science Research, The Swedish Research Council for Humanities and Social Sciences, Prince Bertil Foundation for Research on International Markets

ISF 94: The purpose of the symposium is to unify the art and science of forecasting by bringing together researchers and practitioners from different countries, disciplines, and organisations. This year's theme is Industrial Forecasting.

PROGRAM: Sunday, June 12: Registration and Welcoming Reception  
Monday, June 13 - Wednesday, June 15: Plenary and Regular Sessions  
Monday Evening: Visit to the Vasa Museum and Steam Boat Dinner Tour in the Archipelago  
Tuesday Lunch: Reception at the City Hall (best known as the location for the Nobel Dinner)

## ISF-94 ORGANISING COMMITTEE

## GENERAL CHAIRPERSON

Anders Westlund  
Stockholm School of Economics  
P.O. Box 6501  
S-113 83 STOCKHOLM  
Sweden  
Intl+46-8-7369231  
Fax: Intl+46-8-302115  
ISF94@hhs.se

## EXHIBITS CHAIRPERSON

Titti Unckel  
Stockholm School of Economics  
P.O. Box 6501  
S-113 83 STOCKHOLM  
Sweden  
Intl+46-8-7369024  
Fax: Intl+46-8-318186

## AT LARGE

Jan de Gooijer

## PROGRAM CO-CHAIRPERSONS

Sune Karlsson  
Stockholm School of Economics  
P.O. Box 6501  
S-113 83 STOCKHOLM  
Sweden  
Intl+46-8-7369239  
Fax: Intl+46-8-302115  
ISF94@hhs.se

## LOCAL ARRANGEMENTS

Per-Olov Edlund  
Stockholm School of Economics  
P.O. Box 6501  
S-113 83 STOCKHOLM  
Sweden  
Intl+46-8-7369238  
Fax: Intl+46-8-302115  
ISF94@hhs.se

Katarina Juselius

Lars-Erik Öller  
National Institute of Economic Research  
P.O. Box 2200  
S-103 17 STOCKHOLM  
Sweden  
Intl+46-8-218701  
Fax: Intl+46-8-7231569

## CORPORATE LIAISON

Olle Lindgren  
Makroekonomisk Rådgivning AB  
Kapellbacken 6  
S-181 65 LIDINGÖ  
Sweden  
Intl+46-8-7666318  
Fax: Intl+46-8-7666361

Timo Teräsvirta

## CALL FOR PAPERS

Conference theme: Industrial Forecasting

The Organising Committee invites you to organise a session or present a paper. Appropriate topics include:

Forecasting in Management and Industry

Sales  
Market share  
Accounting  
Energy  
Telecommunications  
Forestry  
Automobile industry  
Forecasting and planning

Economics and Financial Forecasting

Business cycles  
Macroeconomic forecasting  
Exchange rate forecasting  
Developing economies  
Stock markets

Commodity prices

Public Sector Forecasting

Demographic forecasting  
Forecasting tax revenue  
Time Series Methods  
Identification issues  
VAR-modelling  
Co-integration  
Long memory models  
Kalman filter

Forecasting Methods

Combining forecasts  
Judgmental forecasting  
Scenarios

Evaluating forecasting methods  
Neural networks  
Automatic forecasting

Econometric Methods

Forecasting and structural change  
Econometric modelling  
Simulating econometric models

Forecasting topics

Evaluation of forecasts  
Forecasting software  
Teaching forecasting  
Data sources and data quality  
Expert systems  
Executive Information Systems

## ABSTRACTS OF 100 WORDS OR LESS

should be sent to:

Ass. Professor Sune Karlsson  
Dept. of Economic Statistics  
Stockholm School of Economics  
P.O. Box 6501  
S-113 83 STOCKHOLM  
Sweden  
Fax: Intl+46-8-302115  
ISF94@hhs.se

Abstracts should be received by February 1, 1994.  
Notifications of acceptance will be sent to authors by March 15, 1994.

Note: Please indicate suitable session(s) for your paper.  
We can arrange for software demonstration sessions.  
Please let us know your requirements.

If you would like to participate in ISF-94 please return the form below to Dr. Sune Karlsson.  
Please call Intl+46-8-7369239, fax Intl+46-8-302115, or EMail (ISF94@hhs.se).

## EXHIBITS

Computer software, hardware ■ Forecasting packages ■  
Forecasting services ■ Data management systems ■  
Consulting services ■ Books and journals ■ Data banks

## CONTACT:

Titti Unckel  
Stockholm School of Economics  
P.O. Box 6501  
S-113 83 STOCKHOLM  
Sweden  
Intl+46-8-7369024  
Fax: Intl+46-8-318186

## FOURTEENTH INTERNATIONAL SYMPOSIUM ON FORECASTING

June 12 - 15, 1994

- I would like to organise a session.  
Topic: \_\_\_\_\_
- I would like to present a paper. I intend to submit an abstract before February 1, 1994.
- I would like to receive details about participating as an Exhibitor.
- Please send me the second announcement.
- Please send a copy of this announcement to:  
\_\_\_\_\_

Name: \_\_\_\_\_

Profession/Title: \_\_\_\_\_

Company/Institution: \_\_\_\_\_

Mailing address: \_\_\_\_\_

Country: \_\_\_\_\_

EMail: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

## CALL FOR PAPERS AND IDEAS

### BEHAVIORAL DECISION RESEARCH IN MANAGEMENT

The Sixth Behavioral Decision Research in Management Conference will be held at the MIT Sloan School of Management from May 20 to May 22, 1994. This conference continues the series of biannual meetings held at Cornell, Texas, Chicago, Wharton, and Berkeley. The emphasis is on original research in decision making and its application to business disciplines, including managerial economics, accounting, finance, marketing, decision support, information technology, organizational behavior, operations management, and business strategy.

Speakers are invited to submit abstracts of 200 words or less by January 1, 1994, to John Carroll (address below). Please include name, address, and phone number on the abstract. Speakers will be notified whether their abstracts have been selected by March 1, 1994.

The organizing committee is seeking ideas for invited speakers, topical symposia, computer demonstrations, special events, and activities in creative new formats. Please send your suggestions to John Carroll or any member of the committee.

#### Conference Organizing Committee:

John Carroll, Organization Studies  
 Andy Lo, Finance  
 Drazen Prelec, Marketing  
 John Sterman, System Dynamics and Operations Management

#### Send abstracts and ideas to:

John Carroll  
 MIT Sloan School  
 50 Memorial Drive  
 Cambridge, MA 02139-4307  
 phone: (617) 253-2617  
 fax: (617) 253-2660  
 bitnet: jcarroll@sloan  
 internet: jcarroll@sloan.mit.edu

### Call For Papers Conference on Pricing Decision Models

#### Objective

Significant advances in knowledge have occurred over the last decade in the broad area of pricing. The intent of this conference is to bring together a diverse set of researchers interested in and contributing to these new developments

#### Format

The conference will be held in Boston just preceding the April 1994 TIMS/ORSA meetings. Approximately 10 papers will be presented during April 22-24, 1994, representing three perspectives of pricing research: theoretical, empirical and managerial. Models taking both economic and psychological perspectives will be included. Special emphasis will be placed on research that offers potential impact on the managerial aspects of pricing. The following list, although not exhaustive, illustrates possible topics.

- **Static Models of Pricing**
- **Dynamic Models of Pricing**
- **Product Line Pricing**
- **Nonlinear Pricing**
- **Psychological Aspects of Pricing**
- **Game theoretic models**
- **Bundling Issues**
- **Pricing and other Marketing Mix Decisions**
- **Vertical Channel Pricing**
- **Price changes and Promotions**
- **Measurement and Implementation Issues**
- **Price-Quality Issues**

#### Publication

All papers accepted for the conference will be eligible for consideration for publication in the *Journal of Business*. Abel Jeuland, University of Chicago and Vithala Rao, Cornell University will act as editors.

#### Deadline

Completed drafts of papers must be submitted by January 1, 1994 and sent to **Vithala R. Rao, Johnson Graduate School of Management, Cornell University, Ithaca, NY 14853**. Authors selected for presentation will be notified by February 15, 1994.

**SOME UPCOMING MEETINGS**

(also see pages 19-23 of this newsletter)

**Society for Medical Decision Making:** will be at the Sheraton Imperial Hotel and Convention Center in Research Triangle Park, Raleigh/Durham/Chapel Hill, North Carolina, October 24-27, 1993. For more information, contact: Daniel E. Reichard, Society for Medical Decision Making, The George Washington University, Office of CME, 2300 K Street, NW, Washington, DC 20037, (202) 994-8929, fax: (202) 994-1791, e-mail: [smdm-office@camis.stanford.edu](mailto:smdm-office@camis.stanford.edu)

**ORSA/TIMS:** Joint national meeting will be at the Hyatt Regency Omni-Adams Hotel, Phoenix, AZ, October 31-November 3, 1993. For information, contact: Asim Roy, Department of Decision and Information Systems, College of Business, Arizona State University, Tempe, AZ 85287.

**Society for Computers in Psychology:** will be at the Omni Shoreham Hotel, Washington DC, November 4, 1993. For information, contact: Nancy Duncan, Department of Psychology, Hampton University, Hampton, VA 23668 <[71043,1340@compuserv.com](mailto:71043,1340@compuserv.com)> or Ellen Rosen, Department of Psychology, College of William and Mary, Williamsburg, VA 23187 <Internet: [efrose@mail.wm.edu](mailto:efrose@mail.wm.edu)>

**The Psychonomic Society:** will be at the Omni Shoreham Hotel, Washington DC, November 5-7, 1993. Some relevant abstracts from the program appear on pages 8-9 of this newsletter. For more information, contact: Randi C. Martin, Dept of Psychology, P.O. Box 1892, Rice University, Houston, TX 77251-1892, (713) 527-8101 ext. 3417, <[rmartina@ricevm1.rice.edu](mailto:rmartina@ricevm1.rice.edu)>

**Judgment/Decision Making Society:** will be at the Omni Shoreham Hotel, Washington DC, November 7-8, 1993. See inside this newsletter for more information, including hotel and meeting registration.

***JIDM NEWSLETTER***

Department of Information & Decision Sciences  
Carlson School of Management  
University of Minnesota  
271 19th Avenue S.  
Minneapolis, MN 55455

**FIRST CLASS MAIL**