

JUDGMENT / DECISION MAKING

The annual meeting of the Society for Judgment and Decision Making will be at the Adam's Mark Hotel in St. Louis, MO, November 12-14, 1994.

PROGRAM INFORMATION

This issue of the newsletter contains several items to help you plan for the 1994 meeting:

PRELIMINARY PROGRAM SCHEDULE is on pages 6-7.

PRELIMINARY POSTER ROSTER is on pages 8-10.

PSYCHONOMIC SOCIETY meeting overlaps the extended JDM meeting, November 11-13. Abstracts from the Judgment/Decision Making sessions of this meeting appear on pages 16-17. Also see the notice for the meeting of the Society for Computers in Psychology on page 17.

RESPOND NOW

Several items in this issue require your prompt attention. Please note the different deadlines, and take care of all of them as soon as possible.

MEETING REGISTRATION information is on page 3. While you are at it, you can also pay your dues for 1995. To avoid a late fee, get the registration form to Irwin Levin by **October 31, 1994**.

HOTEL RESERVATION information is on page 11. The form allows you to simultaneously make reservations at the hotel for the JDM meeting, the Psychonomic Society meeting, and the Society for Computers in Psychology meeting. The hotel reservations are due to the hotel by **October 13, 1994**.

ELECTION BALLOT for JDM officers is on page 19. Please exercise your right and responsibility to determine the governance of the society. The ballot is due to Irwin Levin by **November 7, 1994**.

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SUBMISSION DEADLINE FOR THE NEXT *J/DM NEWSLETTER*: October 14, 1994

NEWSLETTER

VOL. XIII
Number 4
September, 1994

SOCIETY FOR JUDGMENT AND DECISION MAKING

1994 EXECUTIVE BOARD

J. Frank Yates, *President*
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 Janet A. Sniezek, *1993-1995*
 Robyn M. Dawes, *1994-1996*
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J/DM NEWSLETTER

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FROM THE EDITOR . . .

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 However, we do not publish substantive papers.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

There are few ground rules for submissions. The best way to send your contribution is via EMAIL or in an ASCII file on a 3.5" or 5.25" diskette. If you must send hard-copy (e.g., if you are using special graphics or do not have computer access), please submit camera-ready copy. This means that the copy should be typed single-spaced on white 8½ by 11 paper. If possible, use a carbon or film ribbon. Please mail flat -- do not fold.

Subscriptions: Subscriptions are available on a calendar year basis only. Requests for information concerning membership in the Society for Judgment and Decision Making should be sent to Irwin Levin.

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

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

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 Irwin Levin or include \$10 and a note with your next dues payment.

1994 Meeting Registration and 1995 Dues Form

This form consolidates registration for the November 13-14 Annual Meeting in St. Louis and payment of 1995 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

	MEMBER	STUDENT*	NON-MEMBER
Meeting registration fee	\$60.00	\$25.00	\$70.00
Late registration (After Oct. 31)	\$70.00	\$30.00	\$80.00
1995 Dues (includes Newsletter)	\$20.00	\$ 5.00	--
Past dues (please check label for last year you paid)	_____	_____	_____
TOTAL:	\$ _____	\$ _____	\$ _____

Note: Registration includes coffee break and reception on Sunday, and continental breakfast, lunch and coffee breaks on Monday. Dues are separate from registration fees. 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 fees as long as they return this form before October 31.

Return form and check to: Irwin Levin
 Dept. of Psychology
 University of Iowa
 Iowa City, IA 52242

Will you be attending the Psychonomic Society Meeting held immediately before JDM?

Yes Sunday am only
 No

*Students must have endorsement of a faculty member: _____

Faculty signature: _____ Date: _____
 Printed name: _____ Institution: _____

NEW NSF DEPUTY DIRECTOR



Anne Petersen takes the oath of office on August 18 as deputy director of the National Science Foundation (NSF), the first woman in the federal agency's 44 year history to hold either of its top two posts. Administering the oath is Presidential Science Advisor John Gibbons (right) as NSF Director Neal Lane (left) looks on. As chief operating officer, she will oversee the agency's daily operations. NSF supports scientific and engineering research and education through grants to institutions nationwide. Dr. Petersen was formerly Vice President for Research and Dean of the Graduate School at the University of Minnesota.

Federation Seminar Series

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 staffers, 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. For the time being (until the technology improves), illustrations included within some monographs may have to be sent separately when in ASCII format or via e-mail. If you would like a copy of any of the monographs, please contact the Federation at:

The Federation of Behavioral, Psychological and Cognitive Sciences
750 First St., N.E.
Suite 5004
Washington, D.C. 20002-4242
phone: (202) 336-5920
fax: (202) 336-5953
e-mail: federation@apa.org

A list of available transcripts was given in the September 1993 issue of the JDM Newsletter. You can contact Shawn Curley, the newsletter editor (see page 2) for a copy of the listing.

1995 OBHDP Rates

Academic Press U.S.A. announces that Organizational Behavior and Human Decision Processes (Volumes 61-64, 12 issues, 1320 total pages), will be available at the following rates:

	Subscribers in the U.S.A. and Canada	Subscribers in All Other Countries
Institutional:	\$599.50	\$695.50
Personal:	300.00	361.00
Member A*:	125.00	151.00
Member B**:	190.00	212.00
Student:	150.00	167.50

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.

1994 Meetings of the Society for Judgment and Decision Making
St. Louis, November 12-14, 1994

Preliminary Program

SATURDAY, November 12

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

SUNDAY, November 13

(Morning: Psychonomics sessions)

1:15 - 1:20 OPENING REMARKS AND ANNOUNCEMENTS

1:15 - 2:30 INVITED TALK
Richard Shweder (U. of Chicago)
1:20 - 2:05 "Moral intuition and self-evident truth"
2:05 - 2:30 Discussant/Audience comments

2:30 - 3:00 BREAK

2:30 - 4:15 INDIVIDUAL PAPERS
3:00 - 3:25 Craig Fox & Amos Tversky (Stanford U.)
"Ambiguity aversion and comparative ignorance"
3:25 - 3:50 Linda Babcock, George Loewenstein, & Xianghong Wang
(Carnegie-Mellon U.)

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

4:15 - 4:45 BREAK

4:45 - 6:00 INDIVIDUAL PAPERS: Aspects of Regret
4:45 - 5:10 Maya Bar-Hillel (Hebrew U.) & Efrat Neter (Technion)
"Why are people reluctant to trade lottery tickets?"
5:10 - 5:35 Julie Feldman, John Miyamoto, & Elizabeth Loftus (U. of Washington)
"Are actions regretted more than inactions?"
5:35 - 6:00 Thomas Gilovitch and Victoria Medvec (Cornell U.)
"A temporal pattern to the experience of regret"

6:00 - 8:00 SOCIAL HOUR with ...
6:15 - 7:45 POSTER SESSION II

MONDAY, November 14

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

9:00 - 9:40 EINHORN NEW INVESTIGATOR AWARD
9:00 - 9:05 Presentation of the award: Don Kleinmuntz
9:05 - 9:30 Paper presentation
9:30 - 9:40 Discussion

9:40 - 10:30 INDIVIDUAL PAPERS
9:40 - 10:05 John Sterman (MIT)
"Decision making and learning in complex systems"
10:05 - 10:30 Ido Erev & Al Roth (Technion)
"On evolutionary game theory and its relation to judgment and decision making
research"

10:30 - 11:00 BREAK

11:00 - 12:10 INVITED TALK
11:00 - 11:45 Norbert Schwarz (U. of Michigan)
"Feelings as information: The role of moods and phenomenal experience in
judgment"
11:45 - 12:10 Discussant/Audience comments

12:15 - 1:45 LUNCH + PRESIDENTIAL ADDRESS
12:45 - 1:30 Frank Yates (U. of Michigan)
"Deficient decisions"
1:30 - 1:45 Discussion

2:00 - 3:30 SYMPOSIUM: Recent advances in anchoring and assimilation
(Carol Varey, organizer)
Eric Johnson (U. of Pennsylvania) & Gretchen Chapman (U. of
Illinois--Chicago)
"Anchors, confirmatory search, and the construction of value"
Carol Varey & Nancy Ross (U. of Waterloo)
"Effects of irrelevant anchors on a perceptual judgment task"
Norbert Schwarz (U. of Michigan)
"Assimilation and contrast in evaluative judgments"
Daniel Kahneman (Princeton U.), Discussant

Tentative Roster of Posters

Society for Judgment and Decision Making
1994 Annual Meeting

- Ayton, P. "The Bomb Party Probability Illusion"
- Ayton, P., & Önkal, D. "Forecasting Football Fixtures: Confidence and Judged Proportion Correct"
- Barnes, M.D., & Schneider, S.L. "Influences on Perceptions of Risk in Multi-Outcome Lotteries"
- Bhattacharya, S. "Memory Measure Differences in Professional Skepticism between Experienced and Inexperienced Auditors"
- Bladen, A.M., Paese, P., & Walk, T.B. "Overconfidence as a Function of Testing Format: Forced-Choice vs. Free-Recall"
- Braun, K.A., & Gaeth, G. "The Unrecognized Influence of Expert Opinions on Consumer Decisions"
- Bukszar, E. "The Role of Cognitive Limitations in Strategy Implementation"
- Chapman, G. "Temporal Discounting and Utility for Health and Money"
- Connolly, T., & Geller, S. "What Does Policy Capturing Capture When it Doesn't Capture Policy?"
- Cooke, A., & Mellers, B. "The Role of Task and Context in Preference Measurement"
- Cooksey, R.W. "Chaos and Human Judgment: An Evolving Focus for Policy Capturing"
- Creyer, E.H., Gaeth, G.J., & Levin, I.P. "Framing of Risks and Product Evaluation"
- Dahr, R., & Sherman, J. "The Effect of Common and Unique Features in Consumer Choice"
- Dilla, W.N., & Stone, D.N. "The Joint Effects of Audit Structure and Response Representation on Auditors' Inherent Risk Judgments"
- Dulin, J., & Nygren, T.E. "A Multidimensional Representation of Commercial Flight Deck Information Management Problems"
- Dusenbury, R.B., & Fennema, M.G. "Preferences for Linguistic Versus Numeric Representation of Risk Assessments"
- Finken, L.L., Jacobs, J.E. & Laguna K. "The Effect of Framing on Risky Decisions about Drinking and Driving"
- Fischer, U., Orasanu, J., & Wich, M. "Situational Variables in Expert Pilot Decision Making"
- Gaeth, G., Braun, K., Levin, I., Juang, C., & Sood, S. "The Power of Second-Hand Information to Frame First-Hand Experience"
- Gaines, D.M., Brown, D.C., & Doyle, J.K. "A Computer Simulation Model of Juror Decision Making"
- Ganzach, Y. "Biases and Expertise in Clinical Judgment: Meehl's Data Revisited"
- Gettys, C.F., & Dougherty, M.R. "Decision Models Based on Modern Memory Theory: An Instance-Based Theory of Certainty"
- Gigone, D., & Hastie, R. "The Impact of Information on Group Choices"
- Gourville, J., & Soman, D. "Product Purchasing and Consumer Overconfidence: An Investigation Using Mail-In Rebates"
- Grams, G., & Sheu, C. "Guessing Weight From Height and Height From Weight"
- Griffin, D. "Fluency Effects on Confidence Judgments"
- Henry, R.A., & Yorges, S.L. "A Percent-Based Method for Assessing Confidence in Groups"
- Highhouse, S., & Yuce, P. "Framing Effects on Perceptions of Alternatives in the Asian Disease Problem"
- Highhouse, S. "The Effects of Asymmetrically-Dominated Versus Asymmetrically-Dominating Alternatives on Choice"
- Hilton, D.J. "Utilities in the Interpretation and Testing of Conditional Rules"
- Hogge, J., & Murrell, J. "A Look at Nursing Competency Through Brunswik's Lens"
- Holzworth, R.J., Barnes-Farrell, J.L., Hennen, M.E., & Ross, C.L. "Comparison of Supervisor Judgment Policies Concerning Corrective Actions for Various Personnel Matters"

- Huber, O. "Decision Making with Uncertain Outcomes in Choices Among Non-Gambles"
- Huber, O. "Perceived Control and Ambiguity"
- Hynan, L.S., & Pantle, M.L. "Multiattribute Decision Making and the Five-Factor Model of Personality"
- Jacobs, J., & Narloch, R. "Development of the Law of Large Numbers: The Role of Variability"
- Jagacinski, C.M. "Range Effects and Missing Information in an Employee Selection Context"
- Jones, S.K., Frisch, D., & Yurak, T.J. "The Effect of Outcome Information on Recall of One's Decision Processes"
- Jones, S.K., Frisch, D., & Jones, K.T. "A Comparison of Implicit Theories and Self-Reported Decision Processes"
- Kadous, K. "The Role of Motivational Factors in Determining Hindsight Effects"
- Kameda, T. "Sharing of Knowledge Representations in Group Decision Making"
- Kass, E., & Lim, R.G. "The Usefulness of Confidence Intervals for Improving Accuracy and Expressing Confidence"
- Kerstholt, J.H. "Strategy Selection and Implementation in a Dynamic Task Environment"
- Koehler, D.J., & Tversky, A. "How and How Well do Basketball Fans Predict Game Outcomes?"
- Kuhn, K.M. "Confidence and Uncertainty in Forecasting: The Effects of Scenario Presentation"
- Laguna, K.D., Finken, L.L., & Jacobs, J.E. "An Examination of College Student Decision Making About Substance Use"
- Lai, S., & Gu, Y. "The Effectiveness of Eliciting Ratio and Equivalence Judgments on Strength of Preference"
- Lampel, J., & Shapira, Z. "Rare Events, Information Search and Strategic Surprises"
- Langholtz, H., Hamilton, S., & Schultz, D. "Omissions and Commissions in Decision Making, Law, and Religion"
- Lees, C. "Processes Underlying Intuitive Prediction: How Weight is Expressed in MCPL Judgements"
- Levin, A.M., & Levin, I.P. "One of the Most Common Choices We Make: Which Movies to See"
- Lillis, M.P., & Hunt, R.G. "Predicting Individual Differences in Problem Perception"
- Lowenthal, D. "When are higher taxes acceptable to the public?"
- Macchi, L., & Giroto, V. "Probabilistic Reasoning with Conditional Probabilities: The Three Boxes Paradox"
- Maher, K.J. "Decision Rules in Judgments of Unethical Behavior in Business Settings"
- Maxwell, N.P. "CVMs and WTPs Usually Fail to Reveal Negative Values"
- Milner, R.G. "Environmental Influences on Small Group Decision Making"
- Morera, O.F., & Budescu, D.V. "The Decomposability of Multiattribute Judgments and the Analytical Hierarchy Process"
- Morton, J.E. "Order Effects in Auditors' Internal Control Judgements: Belief Perseverance versus the Contrast Effect"
- Murray, R.A., & Beattie, J. "Sources of Difficulty in a Prenatal Testing Decision"
- Myers, P.M., & Gramling, A.A. "Users' and Practitioners' Perceptions Concerning the Benefits of Internal Auditor Certification"
- Narloch, R. "Developmental Differences in Judgments of Variability of Social Behaviors"
- Nickles, K.R. "Judgment and Reasoning Based Stopping Rules in Decision Making Under Uncertainty"
- O'Connor, M., & Lim, J.S. "Judgmental Forecasting with Causal and Time Series Information"
- O'Curry, S., & Sheu, C. "The Effect of Pricing Patterns on Internal Reference Price Formation"
- Olson, M.J., Budescu, D.G., & Conneely, K.M. "Telling, Listening and Deciding Using Verbal and Numerical Probabilities"
- Ordonez, L., & Mellers, B. "Are Preference Reversals Reduced When Made Explicit?"

Paese, P., Wilkins, S., & Stang, S. "Framing, Group Discussion, and Allocations of Effort in a Resource Dilemma Context"

Pascoe, E., & Pidgeon, N. "Risk Orientation and Assimilation of Prior Outcomes in a Dynamic Decision Making Task"

Peters, E.M., & Slovic, P. "The Role of Affect and Worldviews in Risk Perception"

Phillips, V.L., & Levin, I.P. "Examining Avenues of Social Influence on Individual Decision Making"

Pounds, J., & Shanteau, J. "Preference Reversal in Consumer Judgment: Does Risk Matter?"

Price, P.C. "Installment Framing: The Mental Aggregation and Disaggregation of Monetary Cost Over Time"

Ramamoorti, S., & Myung, I.J. "Making Audit Materiality Judgments in the Presence of Feedback"

Rapoport, A., Seale, D., & Sundali, J. "Coordination in Market Exit Games with Symmetric Players"

Regenwetter, M. "Choosing Subsets: Size-Independent Random Utility Models and the Quest for a Social Welfare Function"

Reitz, F. "The Effect of Missing Information on Decision-Making Strategy Selection and Use"

Rettinger, D.A., & Hastie, R. "Judgments of Cause in Multi-Causal Situations: Identifying the Cues to Causality"

Ritov, I. "Anchoring in Simulated Competitive Market Negotiation"

Ross, W.T., & Creyer, E.H. "Risk Handling Behavior and Framing Effects: When Products Can Harm"

Rude, D.E., & Trailer, J. "Toward Nomothetic and Idiographic Synergy"

Scherer, L.L., Butler, A., Reiter-Palmon, R., & Weiss, R.J. "Toward a Taxonomy of Reactions to Ill-Defined Problems"

Schneider, S.L., Campbell, G.E., Marden, R.E., & Holstrum, G.L. "CORE: A Generic Coding Scheme for Analyzing the Content of Expert Interviews"

Shanteau, J., & Breeskin, S. "A Penny Saved, A Penny Earned: Proverbs in Consumer Decision Making"

Skitka, L.J., & Mosier, K. "Automation bias: When, where, why?"

Smith, C.M., Thomas, L.S., & Tindale, R.S. "The Effects of Group Discussion on Investment Decisions in Sunk Cost Situations"

Snizek, J.A., Kuhn, K.M., & Spurlock, D.G. "Advice, Scenario Generation, and Confidence in Long Range Judgmental Forecasting"

Soll, J.B. "Determinants of Miscalibration and Over/underconfidence"

Spranca, M.D. "Activism and Rationalization in Moral Judgment"

Strahilevitz, M.A. "Preference Reversals Based on Acquisition Mode"

Sundali, J. "The Chain Store Paradox: Experimental Evidence"

Titcomb, A.L., & Reyna, V.F. "Misinforming Gist Versus Verbatim Memory: A Fuzzy-Trace Theory Analysis"

Tsao, C. "The Effects of Evaluative Feedback and Time Pressure on Multiple-Cue-Probability-Learning Task"

Van Wallendael, L.R., & Sarno, A.J. "Filling in the Blanks' in Pseudodiagnostic Information"

Webby, R., Edmundson, R.H., & O'Connor, M. "Incorporation of Qualitative Information into the Forecasting Decision"

Westenberg, M.R.M., & Koele, P. "The Treatment of Substance Addicts: A Judgment Analysis of Clinicians' Matching Strategies"

Whitecotton, S.M. "The Impact of Decision Aids and Expertise on Judgment Calibration and Resolution"

Wu, G., & Gonzalez, R. "Curvature of the Probability Weighting Function"

Yamagishi, K. "A Response Range Effect in Frequency Judgment of Mortality"

Zellermayer, O. "A Bayesian Model of Anchoring and Adjustment"

Adam's Mark/St. Louis Welcomes

Psychonomic Society, SCiP, JDM

Dates: November 9-14, 1994

Reservation Deadline October 13, 1994

Arrival date: _____

Number of nights you will stay: _____

Number of people in room: _____

Approx. arrival time: _____

(check-in 3p.m., check-out 12:00 noon)

Method of transportation:

Car Air Other

Please Note: Special conference rates are based on reservation deadline. After this date, all subsequent reservations will be subject to availability and current hotel rack rates.

Special Conference Rates (circle rate desired)*				
	Single Bedded Room	Two Bedded Room	Concierge Floor	Suites
Single (1 person)	\$104	n/a	\$175	Phone hotel directly if suite is desired
Double (2 people)	\$112	\$112	\$190	
Triple (3 people)	n/a		n/a	
Quad (4 people)	n/a		n/a	
Suites	Rates \$ <u>259.</u> & up.			

Check here if rollaway is needed (\$15.00 ea.)

*If rate requested is not available, the next available rate will be assigned. To secure lowest available rate, early response is suggested.

Name (last) _____ (first) _____ (initial) _____ Company: _____

Address _____ City _____ State _____ Zip _____

Phone () _____ Sharing room with: _____

Special Requests: Prefer non-smoking Other (specify) _____

(Note: Every attempt will be made to honor your request, however we cannot guarantee a special request.)

To guarantee your reservation we require first night's deposit or credit card guarantee. Please include 13.85% city room tax with deposit. DO NOT SEND CASH. Make check or money order payable to the Adam's Mark Hotel.

Amer. Exp. # _____ Exp.: _____

Check # _____ Amount _____

The preceding methods of payment are acceptable to guarantee your guest room. Upon arrival we also accept Visa/Mastercard, C.B./Diners and Discover Card.

_____ (signature) _____ (date)

A room confirmation will be mailed to you within 1 week.

DON'T BE A NO-SHOW!

To cancel your reservations call 1-314-241-7400. Deposit refunded only if reservation is cancelled 48 hours prior to arrival and you have your cancellation number.

Call for Participation

The Eleventh IEEE Conference on Artificial Intelligence Applications (IEEE CAIA)
 Holiday Inn, Crowne Plaza, Los Angeles -- Downtown/USC
 February 19-22, 1995

This conference is concerned with applying artificial intelligence (AI) to real-world problems and to specific domains. As a result, this conference solicits papers that are case studies of AI applications that solve significant problems and stimulate the development of theory and methods. Further, this conference is interested in theory and methods that underlie AI, and in turn enable ever more ambitious applications. Finally, this conference is also concerned with analyzing the impact of artificial intelligence when we take it out of the lab and put it in organizations. Thus, the conference is interested in papers that study the impact of AI on organizations, and conversely.

Papers are solicited along the following tracks:

DOMAIN TRACKS

Business Track. This track is concerned with the application of AI to business domains, such as accounting, finance, insurance, management, etc.

Engineering Track. This track is interested in applications based in the domains of computer, electric, industrial and mechanical engineering, etc.

Manufacturing Track. This track is devoted to the use of AI in manufacturing, such as just-in-time, flexible manufacturing, etc.

Biological/Medical Track. This track is devoted to the use of AI in biology and medicine.

Miscellaneous. Applications in a variety of other domains are also solicited, for example, law enforcement, and environmental applications.

ENABLING TECHNOLOGY TRACKS

Technologies that are relevant to applications; these include but are not limited to:

Bayes Nets, Influence Diagrams, Fuzzy Sets, etc.

Cognitive Psychology

Explanation

Intelligent Databases

Knowledge Representation and Acquisition

Learning and Discovery

Natural Language

Software Engineering

Verification and Validation

General technologies and tools

ORGANIZATIONAL IMPACT TRACK

Papers in this track should employ rigorous methods in order to study the impact of AI on organizations. Typically, such studies are theory-based and might study the impact of AI on productivity of organizations, attitudes towards AI, diffusion of AI, etc.

PAPERS

Papers should be 4000 - 6000 words, not including the references, tables and other exhibits. The first page should include: Title, Author Names, Author Addresses, e-mail Addresses (author notification will be by e-mail), Track (Domain, Enabling Technology, Organizational Impact), Subtrack (e.g., if domain, then Business, Engineering or Manufacturing; if enabling technology, then Bayes' Nets and Influence Diagrams, cognitive psychology, explanation, etc.)

If the paper discusses an application, then the title page should include information regarding the language, the status of the system, the effort (e.g., person years) and impact.

Each accepted paper will be allotted up to seven pages in the IEEE Conference Proceedings. Best papers will be considered for publication in *IEEE Expert* and *International Journal of Intelligent Systems in Accounting, Finance and Management*.

PROPOSALS

In addition to papers, we will be accepting the following proposals:

Proposals for Panel Discussions. Topic and desired participants should be presented in a summary of up to 1000 words.

Proposals for Demonstrations. Video and/or live presentation of a particular system or group of systems will be considered. Generally, these demonstrations will be 15 to 30 minutes.

RELATED CONFERENCE

The Bayesian Research Conference (chaired by Ward Edwards) will be held immediately prior to the IEEE CAIA Conference, February 16 and 17. For further information contact Letty Baz, Social Science Research Institute, University of Southern California, Los Angeles, CA 90089-1111 or Ward Edwards at 213-740-2253.

HOTEL RESERVATIONS

For hotel reservations, contact the Holiday Inn, Crowne Plaza, Downtown, 3540 South Figueroa Street, Los Angeles, CA 90007. The hotel phone number is 213-748-4141 and the fax is 213-748-0043. Reservations -- 1-800-872-1104.

Special hotel rates for the conference are \$70 for a single and \$75 for a double, plus tax. The special rates are available three days before and three days after the conference. The reservation cut-off date is Friday January 27, 1995, at 5:00, Pacific Time. After that time, reservations at the conference hotel cannot be guaranteed.

IMPORTANT DATES

November 1, 1994: Six copies of papers and proposals are due. Electronic submissions will not be accepted.

December 2, 1994: Author notifications will be mailed.

January 6, 1995: Accepted papers due in revised format.

January 27, 1995: Cut-off date for hotel reservations

February 19, 1995: Tutorials

February 20-22, 1995: Conference

SUBMIT PAPERS AND PANEL PROPOSALS TO

Daniel E. O'Leary
 3660 Trousdale Parkway
 University of Southern California
 Los Angeles, CA 90089-1421
 213-740-4856
 213-747-8241 (fax)
 oleary@cwis.usc.edu

Additional information about the conference will be periodically posted to the gopher at the University of Southern California (Cwis.usc.edu), obtained in the following tree:

University Information
 Academic Divisions
 School of Business Administration
 Research and Meetings
 IEEE CAIA



THE UNIVERSITY OF IOWA

Faculty Position in Organizational Behavior

The Department of Management and Organizations at The University of Iowa is pleased to announce a tenure-track position in Organizational Behavior at the Assistant, Associate or Full Professor level.

Applicants must have published significant research in the study of organizational behavior and should be capable of teaching effectively in undergraduate, MBA, and doctoral programs. Preference will be given to applicants with demonstrated competence in core OB topics.

Please direct applications to Professor Gerald Rose, OB Search Committee, Department of Management and Organizations, 108 PBAB, The University of Iowa, Iowa City, IA 52242-1000. FAX: 319/335-1956.

Applications and Deadlines. Applicants must provide complete applications, consisting of a vita, samples of recent research publications (including a dissertation abstract for those still finishing their PhD), and names, addresses and phone numbers of three references. Completed applications must be received by October 15, 1994 to be given consideration.

The Department has 17 tenure-track faculty members in the areas of Human Resource Management, Organizational Behavior, Behavioral Decision Making, Industrial Relations, Business Law and Policy.

In 1994 the College of Business moved into the new Pappajohn Business Administration Building. This 179,000 sq.ft. building has state-of-the-art facilities, including the latest communication technology in all classrooms. The University of Iowa is also the site of the largest university teaching hospital in the country, a nationally-ranked law school, and an internationally renowned writer's workshop and center for the performing arts.

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



POSITIONS AVAILABLE

MEMORIAL HOSPITAL OF RHODE ISLAND

The Memorial Hospital of Rhode Island is seeking a person with a PhD or equivalent earned doctoral degree in psychology, sociology, political science, health services research, epidemiology, or a related discipline to join its Division of General Internal Medicine of the Department of Medicine. The successful candidate must qualify for a full-time medical faculty position at the rank of Instructor or Assistant Professor of Medicine in the Brown University School of Medicine. A commitment to scholarship and research, preferably in the field of judgment and decision psychology applied to clinical or health policy applications is required. Capability as a teacher is necessary. The successful applicant will join other members of a research team in general internal medicine, analyzing medical decision making, outcomes and effectiveness, and case-mix and severity of illness. Important are the abilities to work with an interdisciplinary team and to develop an externally funded research program complementary to the ongoing work of this group.

The Memorial Hospital of Rhode Island is an equal opportunity employer and encourages applications from protected and minority groups. Applications must be received by **October 31, 1994**. Screening will begin on that date and will continue until a candidate is selected or the search is closed. Please send a curriculum vitae and bibliography to: Richard A. Carleton, M.D., Chairperson, Search Committee, Memorial Hospital of Rhode Island, 111 Brewster Street, Pawtucket, RI 02860.

UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN

The Department of Psychology, University of Illinois at Urbana-Champaign invites applications for two tenure-track positions at the Assistant Professor level. Applications are welcome in any area of Psychology that is concerned with the effects of social factors on individual behavior. Relevant specialties include, but are not limited to, attitudes and social cognition, decision and group processes, personality assessment, personal relationships, and social or personality development. The primary criteria for these appointments will be excellence in research and teaching. Ph.D. required. The positions will begin August 21, 1995. Salary is dependent upon experience and qualifications. Interested persons should send a vita, a statement of research and teaching interests, at least three letters of recommendation, and pre/reprints to Lawrence E. Jones, Chair, Search Committee, University of Illinois, Department of Psychology, 603 E. Daniel St., Champaign, IL 61820 (217/333-3457). For full consideration, applications should be received by **November 15, 1994**. We may interview some candidates before the application deadline, but all applications received by that date will receive full consideration.

The University of Illinois is an Affirmative Action/Equal Employment Opportunity Employer.

JUDGMENT/DECISION MAKING I
Rose Garden, Saturday Afternoon, 3:10-5:00

Chaired by Douglas H. Wedell, University of South Carolina

3:10-3:30 (449)

Probabilistic Judgments With Multidimensional Correlated Evidence. DAVID V. BUDESCU, *University of Illinois at Urbana-Champaign*, THOMAS S. WALLSTEN, *University of North Carolina at Chapel Hill*, BIN WEI, & WINTON AU TUNG, *University of Illinois at Urbana-Champaign*—Subjects learned to distinguish between pairs of bivariate normal distributions with different levels of correlations. After learning, they were shown samples of various size, and asked to judge the probability that they were taken from either source. The probability judgments revealed underconfidence for low and overconfidence for high interdimensional correlations. This pattern of results is consistent with a model assuming a fixed interdimensional correlation unrelated to the actual value in the distribution.

3:35-3:50 (450)

Associative and Normative Accounts of Negative Contingency Learning. DOUGLAS A. WILLIAMS, *University of Winnipeg*—Negative contingency learning can be explained by associative or normative theories. Experiment 1 confirmed the prediction of associative theories that a cue should be judged as negatively correlated with the outcome only if it is compounded with another cue that is otherwise positively predictive. On the other hand, normative theories were consistent with the finding in Experiment 2 that deflation of the compounded cue after learning reduced negative contingency learning. A hybrid theory is implied.

3:55-4:10 (451)

A Compensation Index for Multiattribute Decision Strategies. PIETER KOELE & MIRJAM R. M. WESTERNBERG, *University of Amsterdam*—One of the main research topics in multiattribute decision research has been the extent to which decision processes follow compensatory principles. In this presentation we introduce an index for the degree of compensation of an individual's decision process. This index is developed for process tracing research using the information board technique, and is based on the total amount of information searched and the standard deviation of the information searched per alternative.

4:15-4:35 (452)

Multiattribute Decision Field Theory (MDFT). ADELE DIEDERICH, *Universität Oldenburg*—Decision Field Theory (DFT) is a model recently developed by Busemeyer and Townsend (1992, 1993) which takes into account both the dynamic and stochastic nature of decision making. The goal is to understand the motivational and cognitive mechanisms that guide the deliberation process involved in decisions under uncertainty. It provides an explanation for why preferences waver over time and provides a mechanism for determining how long deliberation lasts. The model is extended to multiattribute decision problems based on an information processing model.

4:40-4:55 (453)

Mind Your Ps and Qs When Accepting or Rejecting the Null Hypothesis. LESTER E. KRUEGER, *Ohio State University*—The true risks of Type I error (alpha) and Type II error (beta) depend on the rejection region. However, the reported risk of Type I error, p , when rejecting the null hypothesis, depends on the particular sample outcome. It is proposed that the reported risk of Type II error, q , when accepting the null hypothesis, should likewise depend on the data. Possible strategies for attaining the latter goal will be discussed.

24th Annual Meeting of the Society for Computers in Psychology
St. Louis, MO November 4, 1993

The 24th Annual Meeting of the Society for Computers in Psychology will be held at the Adam's Mark Hotel in St. Louis, MO, November 10, 1994. The meeting will include:

Addresses by Dedre Gentner and Paula Goolkasian

Paper Sessions

MOSAIC and using the Internet

Game Technology and Research

Computer Simulations in Teaching and Research

Computerized Instruction and Assessment

Computer Controlled Experimental Interfaces

Computers and Statistics

Graphic Visualization Techniques

Virtual Reality

Tutorials

MEL

Multimedia in Research and Teaching

MOSAIC

PsyScope

Commercial Demonstrations and Vendor Displays

The proceedings will be published in the May 1995 issue of *Behavior Research Methods, Instruments, & Computers*.

For further information, contact Doug Eamon, Department of Psychology, University of Wisconsin-Whitewater, Whitewater, WI 53190.

JUDGMENT/DECISION MAKING III
Promenade D, Sunday Morning, 10:20-12:20

Chaired by John B. Best, Eastern Illinois University

10:20-10:30 (599)

Use of a Diagnostic Strategy in Individuals and Interacting Groups. ERIC G. FREEDMAN, *University of Michigan-Flint*—This study investigated use of a diagnostic strategy (i.e., tests that were an instance of one hypothesis and not an instance of another) during the evaluation of multiple hypotheses in individuals and groups. Interacting groups were more likely to determine the target hypothesis than individuals. Interacting groups employing a diagnostic strategy generated fewer experiments. A diagnostic strategy reduced subjects' reliance on positive tests. Thus, groups better utilize the information gathered to evaluate their hypotheses.

10:35-10:50 (600)

Determinants of Cooperation in the Trust Game. GIDEON KEREN, *University of Technology, Eindhoven*, & CHRIS SNIJDERS, *University of Utrecht*—A trust game can be considered as a kind of "one-sided" Prisoner's Dilemma in which the game is played by two players, sequentially. In several experiments a high proportion of subjects trusted their partners and chose the cooperative move. We present a model that describes subjects' behavior in the trust game, and identify the structural factors that determine cooperative moves. Applications for the study of trust and commitment will be briefly discussed.

10:55-11:15 (601)

The Psychology of Waste. HAL R. ARKES, *Ohio University*—I hypothesize that in order to avoid the appearance of wastefulness, people may modify their behavior, even if such modifications may result in lower expected benefits. The results of four questionnaire studies supported this hypothesis. I discuss the studies' implications for marketing, sunk cost reasoning, and the retrospective evaluation of decisions.

11:20-11:35 (602)

Rate of Temporal Discounting Decreases as Amount of Reward Increases. LEONARD GREEN, JOEL MYERSON, & EDWARD MCFADDEN, *Washington University*—To determine whether amount influences the rate at which delayed rewards are discounted, subjects chose between immediate and delayed hypothetical rewards of different amounts (\$100, \$2,000, \$25,000, \$100,000). Hyperbolic functions accurately described decreases in the present value of the delayed rewards as time until their receipt increased ($R^2s = .86$ to $.99$). Importantly, rate of discounting decreased with amount of the delayed reward, asymptoting at approximately \$25,000.

11:40-11:55 (603)

Attention and Nonlinearity in Risky Choice. LOLA L. LOPES & GREGG C. ODEN, *University of Iowa*—It is well known that the psychological impact of probability on risky choice is nonlinear. Opinion in psychology and in economics seems to be converging on the idea that the mathematically most satisfactory and descriptively most accurate way to model the nonlinearity is by transforming decumulative probabilities (i.e., the probability that an outcome exceeds some value, v). We provide an attentional interpretation of an empirically motivated decumulative weighting function that is often proposed.

12:00-12:15 (604)

Eye Movements and Framing Effects in Choice. DOUGLAS H. WEDELL & ROBIN K. MORRIS, *University of South Carolina*—We monitored eye movements as subjects read passages and chose between risky and certain options for standard framing problems (e.g., Asian disease problem). The central hypotheses concerned the relative time spent looking at information within the risky alternative, with different patterns predicted by prospect and fuzzy trace theories. We also examined the relationship of framing effects to other measures, including time spent on (1) quantitative information, (2) the certainty alternative, and (3) positive and negative information.

JUDGMENT/DECISION MAKING II
Promenade D, Sunday Morning, 8:00-10:10

Chaired by Douglas A. Williams, University of Winnipeg

8:00-8:15 (566)

Disparities in Preferences for Feedback: Implications for Learning. ILAN YANIV, *Hebrew University*—Much work has shown that feedback quality affects learning from experience and judgmental ability. Partial or invalid feedback could reduce the validity of conclusions that people draw about their environment. The experiments presented suggest that individuals often do not transmit the feedback that is optimal or informative from the point of view of the receiver. Several hypotheses for the phenomenon are tested.

8:20-8:35 (567)

Medical Information Usage by Physicians and Medical Consumers. LORI R. VAN WALLENDIAEL, *University of North Carolina at Charlotte*—Experienced physicians and medical consumers were given 16 medical diagnosis problems and allowed to request up to 4 medical tests to aid their diagnosis. Tests varied in cost and diagnosticity; disease severity was also varied. Physicians were much less likely than consumers to overpurchase low-diagnosticity tests. Knowing how to avoid nondiagnostic information may be an important ability in expert diagnosis.

8:40-9:00 (568)

Good Probability Assessors: The "Consumer's" Perspective. PAUL C. PRICE, J. FRANK YATES, *University of Michigan*, JU-WHEI LEE, *Chung Yuan Christian University, Taiwan*, & JAMES RAMIREZ, *University of Michigan* (read by J. Frank Yates)—Decision makers often must rely on the opinions of presumed experts (e.g., weather forecasters, financial analysts) about the chances associated with pertinent events. The present research addressed how such "judgment consumers" evaluate the accuracy of these assessments. Results indicate that subjective accuracy appraisals differ systematically from those derived from commonly used statistical measures, such as Brier scores and calibration and discrimination indexes, and instead rest on factors such as judgment extremeness and categorical "correctness."

9:05-9:25 (569)

Why Experts Disagree. JAMES SHANTEAU, *Kansas State University*—Since the 1950s, decision researchers have implicitly assumed a model which predicts that domain experts should show perfect agreement. But studies of experts consistently reveal an often surprising degree of disagreement. There are, however, both structural and functional reasons why experts frequently disagree. The present analysis suggests a different model of expertise based on an alternative view of the role of experts. The model has implications for both decision research and the analysis of expertise.

9:30-9:40 (570)

Adaptive Problem Solving Strategies in Air Transport Flight Crews. JUDITH ORASANU, *NASA-Ames Research Center*, & KIMBERLY JOBE, *San Jose State University*—Problem solving and decision making strategies used by more and less effective air transport flight crews were analyzed in full-mission simulators. Two levels of cockpit automation were compared as crews coped with routine and unusual flight problems ($n=16$ 2-member crews). Crew discourse and behaviors relating to problem management were analyzed to identify strategies associated with effective performance. Common problem solving strategies across aircraft types and specific effects of automation were found.

9:45-10:05 (571)

Therapeutic Decision-Making and Directionality of Reasoning. VIMLA L. PATEL, *McGill University*—Studies of expertise in diagnostic reasoning have shown a strong relationship between directionality of reasoning and task complexity, where the existence of loose-ends induces a shift in the direction of reasoning from forward to backward. The generality of these results was empirically tested in the domain of therapeutic decision making. A model of clinical reasoning to account for diagnostic and therapeutic decision making is proposed.

FUNDING OPPORTUNITY**NATIONAL SCIENCE FOUNDATION**

Division of Social, Behavioral, and Economic Research (SBER)

The National Science Foundation will be funding research under the "Human Capital Initiative" (HCI). The agenda for the HCI is based on a report written by working groups convened at NSF earlier in 1994 and composed of invited experts on human resources issues. The six high priority areas recommended in the report are as follows:

1. Employing a Productive Workforce. e.g., How are workers and jobs effectively matched? How are decisions made among work team members?
2. Educating for the Future. e.g., What organizational reforms are effective in improving student achievement and developing skills that foster life-long learning and productivity?
3. Fostering Successful Families. e.g., What is the effect of America's changing family structure on children's development and behavior?
4. Building Strong Neighborhoods. e.g., How do neighborhood organizations affect activities and future expectations of children and adults?
5. Reducing Disadvantage in a Diverse Society. e.g., How and why do humans categorize people into groups? What are the consequences of categorization?
6. Overcoming Poverty and Deprivation. e.g., What economic changes are causing deteriorating wages among less skilled workers?

Members of the J/DM research community have submitted grant proposals in the past that have dealt with such HCI-related topics as group decision making and various aspects of education. Therefore the HCI may provide a good source of funding for many J/DM members. Those doing research in any of these six areas should submit to the appropriate NSF program using the procedures specified in the Grant Proposal Guide (NSF 94-2), which replaces Grants for Research and Education in Science and Engineering (NSF 92-89). Successful proposals congruent with the research goals of the HCI will be eligible for that initiative's funds in addition to the normal NSF program funds. The NSF programs most likely to be of interest to J/DM members, the corresponding program officer, and the officer's phone number are as follows:

Program	Officer	Phone Number
Decision, Risk, & Mgmt Science	Hal Arkes	703-306-1757
	Robin Cantor	703-306-1757
Economics	Dan Newlon	703-306-1753
Human Cognition & Perception	Merry Bullock	703-306-1732
Law & Social Science	Neal Tate	703-306-1762
Methodology, Measurement, & Stat	Cheryl Eavey	703-306-1729
Political Science	Frank Scioli	703-306-1761
Social Psychology	Leslie Zebrowitz	703-306-1728

J/DM Election Ballot, 1994

All members are urged to vote in this election for new officers. The person elected as President-Elect will serve as President-Elect (1994-1995), as President (1995-1996), and as Past President (1996-1997). The person elected to the Executive Board will serve a three-year term, 1994-1997. Current officers of the Society are listed on Page 2 of this newsletter.

President-Elect (vote for one)

____ Reid Hastie

____ Gary McClelland

____ Barbara Mellers

Executive Board (vote for one)

____ Jonathan Baron

____ Reid Hastie

____ Lola Lopes

____ Gary McClelland

____ John Payne

____ Elke Weber

Please mail your completed ballots to:

J/DM Election
c/o Irwin Levin
Department of Psychology
University of Iowa
Iowa City, IA 52242

BALLOTS MUST BE RECEIVED BY NOVEMBER 7, 1994

RESULTS WILL BE ANNOUNCED AT THE
ANNUAL MEETING