



SOCIETY for JUDGMENT and DECISION MAKING

The Headlines

N E W S L E T T E R

ELECTION RESULTS: George Loewenstein is our President-elect and Reid Hastie is our new board member.

BIGGEST MEETING IN HISTORY: The Society had the highest registered attendance (275) ever for our meeting in New Orleans this past November. As you know, if you attended, it was a fantastic meeting. We're looking forward to topping this new record next year in Orlando.

Editor Apologizes: Your editor would like to apologize to anyone who did not receive their September newsletter. I'm still learning this job and I learned another lesson. I accepted a paid ad from a publisher, which sent it to me as a PDF file. That made my job easy since I could just paste it into the newsletter. I never noticed that it was a monster number of bytes. This made the Newsletter file too big for some of your inboxes. I received the file back or other notification from several such mail systems and quickly took care of it by deleting the ad and resending to those people. It wasn't until weeks later that I discovered there were more members whose mail system had rejected it but had not notified the sender (me) of this. It will not happen again. I will check the size of the file from now on. If you ever don't get your copy or have trouble opening it, please let me know. I will be happy to work with you to get the news delivered. The Newsletter comes out in March, June, September, and December. You should have your copy before the end of those months.

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SUBMISSION DEADLINE FOR THE NEXT (MARCH) *JDM NEWSLETTER*: March 2, 2001

SOCIETY FOR JUDGMENT AND DECISION MAKING

2001 EXECUTIVE BOARD

David Budescu, *President*, <dbudescu@s.psych.uiuc.edu>
 George Loewenstein, *President-elect*, <g120@andrew.cmu.edu>
 Thomas Wallsten, *Past President*, <twallsten@psyc.umd.edu>
 Joshua Klayman, *1999-2001*, <joshk@uchicago.edu>
 William Goldstein, *2000-2002*, <gold@midway.uchicago.edu>
 Reid Hastie, *2001-2003*, <reid.hastie@colorado.edu>
 Sandra Schneider, *Secretary/Treasurer*, <sjdm@web.usf.edu>
 Stephen Edgell, *Newsletter Editor*, <edgell@louisville.edu>

JDM Newsletter Editor
 (Submissions & Advertisements)

Stephen Edgell
 Department of Psychology
 University of Louisville
 Louisville, KY 40292

(502) 852-5948
 fax: (502) 852-8904
 jdmnewsletter@louisville.edu

Secretary/Treasurer
 (Dues, Addresses & Corrections)

Sandra Schneider/JDM
 Department of Psychology, BEH 339
 University of South Florida
 4202 E. Fowler Ave.
 Tampa, FL 33620-8200

(813) 974-0495
 fax: (813) 974-4617
 sjdm@web.usf.edu

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

There are few ground rules for submissions. The best way to send your contribution is via EMAIL or a 3.5" diskette. Send an IBM-compatible text file or word-processed document up to versions WordPerfect 9 or Word 2000. 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 with society membership. Requests for information concerning membership in the Society for Judgment and Decision Making should be sent to Sandra Schneider.

Advertising Rates: Advertising can be submitted to the editor. Inclusion of the ad and the space given to the ad is at the editor's discretion. The current charge is \$100 per page (\$50 per 1/2 page). Contact Stephen Edgell for details. Alternatively, you can use:

Mailing Labels: Some readers may wish to send reprint lists or other material to people listed in the directory. The current charge is \$125 for a set of labels. A diskette of the database is available for one-time use. The charge is \$50 for commercial use, \$25 for nonprofit use. Contact Sandra Schneider for details.

Address Corrections: Please keep your mailing and/or email address current. We often have no way of knowing if you are not receiving the newsletter. Address changes or corrections should be sent to Sandra Schneider. Reports of problems in receiving or opening the pdf file should be sent to the editor.

A Letter From the President

Dear Colleagues,

It is a distinct privilege to serve as the first president of our Society in the new millenium, and it is a great honor to follow in the footsteps of the distinguished scholars who have served in this capacity before me. I hope that during my term the Society will continue to grow, develop, and flourish.

The annual meeting in New Orleans was a great success by almost any criterion (the only exception being the weather!). It was our largest meeting ever with 276 people attending (an increase of more than 10% over the previous record) and, having switched to three parallel sessions throughout the conference, we also had more sessions and presentations than in any other previous meeting.

The decision to increase the number of parallel sessions was not an easy one and I know that it was not universally liked, but the program committee concluded that this was the best way to deal with the dramatic growth in the number of submissions. As the following table shows, the number of individual papers submitted in the last two years was almost 60% higher than in the previous two years, and the committee thought it would be best to increase the number of presentations accordingly, to reflect this encouraging trend.

Meeting	Papers Accepted / Submitted	Symposia Accepted / Submitted	Posters Presented *
2000 (New Orleans)	54 / 94	2 / 3	96
1999 (Los Angeles)	24 / 81	4 / 11	117
1998 (Dallas)	20 / 55	4 / 9	87
1997 (Philadelphia)	20 / 56	5 / 9	80

* The count of posters presented includes rejected papers that were converted to posters.

Finally, the quality of most presentations and posters was very high. This is, of course, a subjective evaluation based on the sessions I was able to attend, but the feedback I received from many colleagues was quite similar and reinforced this impression.

The success of the meeting is due, in large part, to the efforts of its organizers. Many thanks to Sandy Schneider who did a great job in the first meeting in her tenure as Secretary/Treasurer, and to the program committee, headed by Maurice Schweitzer. A special word of thanks to our web masters, Alan Cooke and Alan Schwartz, who developed the new web-based submission and evaluation system. The system worked almost flawlessly and its implementation has helped the program committee tremendously. The informal feedback we have received from the authors was also very positive. Naturally, we would like to further refine and improve the system. Thus, I urge you to contact me and/or the Alans if you have other suggestions and ideas that could help improve this system before next year's meeting in Orlando.

The implementation of the new system is a natural and timely step in the process of becoming a truly electronic and paperless society. In the same spirit, the Executive Board has also decided to switch to an electronic directory. All members will be able to access it online at www.sjdm.org, but it will still be possible to purchase a hard copy. I have some additional ideas about using our web site in ways that would help the Society and the members, and I plan to write about them in one of my future columns. I would, of course, appreciate hearing your ideas. You can reach me by e-mail at dbudescu@uiuc.edu.

Our annual meeting is also the time when our various committees are elected or appointed. I would like to thank Gretchen Chapman and Irwin Levin, who are retiring from our Executive Board, for their dedicated service to the Society. The program committee for next year will be chaired by Marlys Lipe and will also include Rami Zwick, Maurice Schweitzer and Julie Irwin (the new member). It is a pleasure to welcome the new President Elect, George Leowenstein, and the new member of the Executive Board, Reid Hastie, and I look forward to working with them.

Reid and George were elected by the "approval voting" method that we used this year for the first time. It appears that quite a few people took advantage of the special feature of this method --- the average number of candidates endorsed by each voter was around 1.5 in either election. Interestingly, the November 24 issue of the *Chronicle of Higher Education* features an interview with Steven Brams, a vocal proponent of this method and the co-author of a book that explains its virtues, who speculates that the use of approval voting would have prevented the electoral impasse in Florida. I can't finish this column without noting with pride that our Society is, once again, leading the way!

-David Budescu-

Recent JDM Dissertations

Adrian Rantilla's dissertation entitled "THE ROLE OF EXPERT ADVICE FORMAT ON INDIVIDUAL AND GROUP DECISION MAKING" was accepted at the University of Illinois at Urbana-Champaign this past October. His advisors were David Budescu and James Davis.

Please send the Editor information on dissertations in the decision making area for this continuing column for informing JDM members about the work of new researchers.

**Society for Judgment and Decision Making
Executive Board Meeting
November 18, 2000
New Orleans, Louisiana**

Attendees: Tom Wallsten (President), Irwin Levin (Past President), David Budescu (President-Elect and Program Committee), Bill Goldstein (Member), Josh Klayman (Member), Steve Edgell (Newsletter Editor), Sandra Schneider (Secretary/Treasurer), Marlys Lipe (Program Committee), Maurice Schweitzer (Program Committee), Rami Zwick (Program Committee), George Loewenstein (2001 President-elect), Reid Hastie (2001 new Member), David Johnson (Representative for the Federation of Behavioral, Psychological and Cognitive Sciences), Phil Laughlin (Representative for Cambridge University Press)

Absent: Gretchen Chapman (Member)

Announcements

Election results:

In a tight race, George Loewenstein was voted President-elect and Reid Hastie was voted onto the Executive Board.

Minutes from last year's Executive Board and Annual meetings were approved unanimously.

Cambridge University Press Report: Phil Laughlin

Phil reported that the JDM Series is doing well. He suggested that more books were needed in pipeline. He reported sending out letters trying to stir up interest, and requested input from the Board for generating additional interest and ideas for the Series. A general discussion followed.

Questions about marketing the JDM Series were raised. Suggestions concerning ads in the SJDM newsletter, targeted mailings and flyers, marketing to all related societies, increasing library subscriptions, and incorporating Series books in graduate seminars were considered.

Discussion broadened from enthusiasm for Series to general issues of enthusiasm of the SJDM membership. A suggestion was made to try to increase membership as well as the number of Society members making nominations and voting in Society elections. A suggestion was also made to consider co-hosting conferences with other groups such as those co-ordinating BDRM (Behavioral Decision Research in Management) meetings.

Report from the Federation of Behavioral, Psychological and Cognitive Sciences: Dave Johnson (included handouts)

Dave discussed this year's funding picture. The National Science Foundation (NSF) got an unprecedented 14% increase. The Social, Behavioral and Economic (SBE) Sciences Directorate is starting a Cognitive Neuroscience (CNS) program, and is also pushing for a special NSF-wide SBE initiative in 2003. The National Institutes of Health (NIH) budget is not in yet, but we are optimistic. Overall, science has been doing really well in the past few years. We need to wait to see the new personalities of incoming congressional subcommittee chairs.

Policy issue: There is a lot of discomfort with IRB lately and the President's Bioethics Advisory Commission is writing a report to revise overseeing human research.

The Federation is working on a research database project which has been resubmitted as a proposal to NSF. The current revision is trying to make the database more international. Issues of privacy, intellectual property, and differences in related laws across countries are being considered.

Treasurer's Report (included Three-year Summary Budget report, 2000 Directory Expense Report, and preliminary 2000 Newsletter Expense Report)

The Society seems in relatively good shape. We spent a little more than anticipated on last year's Los Angeles meeting, but we hope to recover from that this year. Otherwise, our only major expenses involve publishing the newsletters and directories.

The issue was raised that we agreed in last year's meeting to have our books looked over at least once every three years. Sandy reported that Colleen Moore (past Sec/Treas.) was looking into having it done for the period 1997-1999.

Based on expenses and efficiency, it was decided that the newsletter should be and will continue to be four issues. The cost associated with producing the directory created a need to boost the Secretary/Treasurer assistant's salary by approximately \$500 per year.

Motion: Change Sec/Treas budget from up to \$2000 to up to \$2500. (Wallsten)

Second: Loewenstein

Vote: Unanimously Passed

A discussion of dissemination of the directory ensued. It was suggested that we change from publishing hard copies to making the directory available on the SJDM website (as well as sending email attachments?). This will require several changes:

- We will need to change the password system on the Society website and then post the directory on the web.
- All who want a hard copy of the directory will be charged \$10 in addition to the standard \$25 membership.
- Alan and Alan will be asked to make the necessary website changes and the Society will pay for a trip for them to get together.

Based on these changes in the directory, it was agreed that there was no need to increase dues for the year 2001.

Program Report: Maurice Schweitzer (included handout)

Maurice reported that this year's submission rate was high, but not quite as high as in Los Angeles last year. There were lots of paper and poster submissions, with only a few symposium submissions. Last year we accepted about a third of submissions, this year about half. The committee was pleased with the quality of submissions.

The Program Committee agree that Alan Schwartz and Alan Cooke have done a fabulous job of transitioning into electronic proposal submissions and program postings on the SJDM website.

After minimal discussion, it was agreed that we will stay with Psychonomics barring future considerations. Julie Irwin will replace David Budescu on the committee next year.

Publications Committee Report: Bill Goldstein (with handout)

Bill's report elaborated and clarified information provided in the Cambridge University Press report. There are five books already published in the Series and three more upcoming. Royalties to the Society are on the rise.

Einhorn Committee

The Einhorn Committee asked the board to consider changing the name from New Investigator to Best Paper Award. This was the original intent according to Robin Hogarth. It was agreed that the award should be for the best paper by a young investigator but that the committee could best decide how to operationalize this.

Student Poster Committee

J.D. Jasper will continue as chair of this committee for the year 2001. We will ask for volunteers to serve on the committee at the business meeting.

Beattie Award for International Travel: Josh Klayman

The same three committee members will stay on for the year 2001: Peter Ayton, Martin Weber, and Josh Klayman (chair).

Castellan Award

This award for service will continue to be maintained as an ad hoc award.

Continuing Business

- Possible Society name change? A vote will be taken at Monday's business meeting.
- The graduate student get-together is fine and seems like a good idea. The Society will continue to pay for each student to have one drink (beer, wine or well drink; typically about \$200 total).
- Janet Schwartz asked us to consider hosting a student seminar. (See handout.)
Motion: Make student seminar part of the program and let Janet run it. (Budescu)
Second: Goldstein
Vote: Passed Unanimously.
- David is working on an affiliation between EADM (European Association for Decision Making) and SJDM. He suggests enticing members of each society to co-join by offering reduced fees. To be a part of both, one would pay half for enrolling in the new society.
So moved: Budescu
Second: Klayman
Vote: Passed Unanimously, but conditional on EADM's approval.

Meeting Adjourned.

**Society for Judgment and Decision Making
Business Meeting
November 20, 2000
New Orleans, Louisiana**

Announcements**Election results:**

George Loewenstein was voted President-elect and Reid Hastie was voted onto the Executive Board. Congratulations and welcome to both.

Awards:

A belated Service Award was presented to Colleen Moore for her tremendous job as Secretary/Treasurer from 1997-1999 (presented by Irwin Levin).

The Beattie Award to help with international travel was awarded to Simone Moran and Mandeep Dhama (presented by Josh Klayman).

The John Castellan Service Award was presented to Shawn Curley in appreciation of his extraordinary contribution of publishing the newsletter for 8 years.

The John Castellan Service Award was presented to Alan Schwartz and Alan Cooke in appreciation of their invaluable contribution over the years in the development and maintenance of the Society's website, including the creation and management of a database for online submissions for the annual program.

Treasurer's Report:

This year's meeting is the largest in SJDM's history, with 276 attendees (compared with 249 for Los Angeles in 1999, 216 for Dallas in 1998, and 235 for Philadelphia in 1997).

The membership is holding steady or declining slightly. We may want to encourage colleagues and students to join.

The Los Angeles meeting was very expensive and cost more than anticipated, but we should be in better shape this year.

New Business:

Society name change. The president recommended that we change our name from Society for Judgment and Decision Making to Society for Judgment and Decision Research. This would better capture the nature and purpose of the Society. A brief discussion followed.

Vote: 40 in favor of name change; 26 opposed to name change

Because a two-thirds majority is required, the proposed name change does not pass. Our name will continue to be Society for Judgment and Decision Making.

Committee Updates:

Publications Committee. There are 5 books out in the JDM Series with 3 in the pipeline.

There has been some concern that Cambridge University Press (CUP) may not be doing a satisfactory job with the Series. There is currently no special advertising for the Series.

Tom Wallsten or David Budescu will contact CUP to voice this concern. We may also want to consider other publishers for the Series.

Program Committee. This year's program is going well. About half of all submissions were accepted. Many thanks to Maurice Schweitzer, Marlys Lipe, Rami Zwick, and David Budescu for doing an excellent job.

Federation Report:

Dave Johnson summarized funding and policy news (see minutes from Executive Board meeting).

NSF Report:

Sandy Schneider (sschneider@nsf.gov) is the new Program Officer for the Decision, Risk and Management Science (DRMS) Program. She joins Ann Bostrom (abostrom@nsf.gov) in co-directing the Program. Please be sure to check the NSF website for funding opportunities at www.nsf.gov. Ann or Sandy would also be happy to answer any funding questions you may have.

Funding rates are currently very good; approaching 25% for first time submissions and 50% for revised submissions in the DRMS program. It is possible and relatively common for PIs to request that more than one program review a proposal. It may also be worthwhile to consider current initiatives for their appropriateness, including initiatives on information technology, biocomplexity in the environment, and workforce for the 21st century.

All proposals must be submitted electronically using the Fastlane system. (Many universities offer assistance with this through their Office of Research or its equivalent.)

Meeting Adjourned (followed by Einhorn Award to Dan Ariely and Jonathan Levav).

JDM and The Web

As many of you know there was a great symposium on JDM on the web presented at our meeting in New Orleans by Michael Birnbaum, Gary McClelland, Barbara Fasolo, and Raimo Hamalainen. For those who missed it, you can attend virtually by exploring the links at: <http://psych.colorado.edu/~mcclella/jdm/web.html>. (For a quick, fun, informative graphics experiment they invite your attention to: <http://samiam.colorado.edu/~mcclella/graphics/tbar.html>.)

The JDM Book Series

As you probably know the Society publishes a series of books through Cambridge University Press. Below you will find a list of the books currently in the series or in progress. Of course you may want to add some or all of these books to your own library or possibly use one of them for a class. You might also consider recommending them to students and colleagues. However, the main thrust of this page is to get you to make sure they are all in your school's library. As you know many schools' libraries now depend upon faculty recommendations for making new book purchases. It is important to have a good collection of books in our field at all the universities. Also, sales supplement our treasury.

Authors/Editors	Title
Hastie, Reid	Inside the Juror: The Psychology of Juror Decision Making
Mellers, Barbara A., & Baron, Jonathan	Psychological Perspectives on Justice: Theory and Applications
Ashton, Robert, & Ashton, Alison	Judgement and Decision Making in Accounting and Auditing
Shapira, Zur	Organizational Decision Making
Goldstein, William M., & Hogarth, Robin M.	Research on Judgment and Decision Making: Currents, Connections, and Controversies
Connolly, Terry; Arkes, Hal R., & Hammond, Kenneth R. NEW EDITION	Judgment and Decision Making: An Interdisciplinary Reader 2 nd Edition
Chapman, Gretchen B., & Sonnenberg, Frank A. NEW BOOK	Decision Making in Health Care: Theory, Psychology, and Applications
Sunstein, Cass R. NEW BOOK	Behavioral Law & Economics
Weber, Elke U.; Baron, Jonathan; & Loomes, Graham OUT VERY SOON	Conflict and Tradeoffs in Decision Making: Essays in Honor of Jane Beattie
Gowda, Rajeev, & Fox, Jeffrey OUT VERY SOON	Judgments, Decisions, and Public Policy
Schneider, Sandra, & Shanteau, James COMING	Emerging Perspectives on Decision Making
Shanteau, James; Johnson, Paul, & Smith, Kip IN PREP	Psychological Explorations of Competent Decision Making

The Teachers Corner

This is a continuing feature of the newsletter designed to provide a forum for sharing teaching hints, projects, exercises, etc. that you have created. Please send contributions to the editor. The contribution below was shared by Jonathan Baron.

He reports that he is teaching a class in decision analysis with an emphasis on web-based decision aids and now has three decision aids ready for testing. You can find them at: <http://www.psych.upenn.edu/~baron/daids.html>. They are:

1. A general-purpose multi-attribute aid for purchases. It does not provide information, but it assumes you already have information.
2. An application of the same framework to the decision from among Lasik (laser eye surgery), contact lenses, and glasses. This does provide information and has links to additional information.
3. An aid for two-party division of goods (such as possessions, in a breakup) or bads (such as chores or tasks) in a way that is both Pareto optimal (i.e., no fixed-pie bias) and (in a crude sense) fair.

He welcomes feedback from you or from any classes you teach. The best way to provide feedback is to complete the form, on line, after trying out a decision aid. (You could also send him email at baron@cattell.psych.upenn.edu.)

Museum Plans Exhibit on Risk

Paul Slovic has been asked to advise the Fort Worth Museum of Science and History regarding the development of a national exhibition dealing with the science, mathematics, and psychology of risk. This provides a unique opportunity to expose millions of people of all ages to our exciting world of risk and decision making. There will be numerous "stations" where the visitor can engage the exhibit in some interactive way - by making a judgment or decision or by triggering some display showing the dynamics of risk and probability. The exhibit designers want the experience to be engaging and fun, but also thought provoking and educational. The 5000 SF Risk exhibit and its ancillary educational programs are being produced for the Science Museum Exhibit Collaborative (SMEC) and are already scheduled to travel to six major U.S. cities in its first three years of national circulation. Many SMEC projects continue to travel nationwide after completion of an initial tour among six membership science centers in Ft. Worth, TX, Columbus, OH, St. Paul, MN, Los Angeles, CA, Boston, MA, and Philadelphia, PA.

MEETINGS

Bayesian Research Conference: February 8-9, 2001 at the Sportsmen's Lodge Hotel in Studio City, California. Registration deadline is 1/24/01. Contact Letty Baz (baz@mizar.usc.edu) for information.

German Online Research Conference: May 17-18, 2001 at the University of Goettingen, Germany organized by the German Online Research Society. Deadline for abstract submission for presentations and posters is 12/31/00. For information see (<http://www.gor.de/>).

Advertising and Consumer Psychology Conference: May 17-19, 2001 in Seattle, Washington, sponsored by the Society for Consumer Psychology (<http://www.consumerpsych.org>). Submissions must be received by January 15, 2001 sent as word processing document attachments to one of the co-chairs: Karen Machleit (karen.machleit@uc.edu), Curtis P. Haugtvedt (haugtvedt.1@osu.edu), and Richard Yalch (ryalch@u.washington.edu). A tentative conference program will be available at <http://www.consumerpsych.org> by February 2, 2001. For additional information, please contact one of the co-chairs.

The Second International Symposium on Imprecise Probabilities and Their Applications, (ISIPTA '01), will be held at Cornell University, Ithaca, NY, from June 26 to 29, 2001. Imprecise probability is a generic term for the many mathematical models which measure chance or uncertainty without sharp numerical probabilities. Papers are encouraged on all aspects of imprecise probability and its applications. Those wishing to present a paper should submit a short paper of 4-10 pages electronically, by 15 January 2001. LaTeX and Word style files will be made available on the symposium web site (<http://ippserv.rug.ac.be/~isipta01>) well before this deadline. Authors of accepted papers will be given the opportunity for both a brief oral presentation as well as a poster session. All information relating to the symposium will be on the above web site. For any questions about the symposium, please contact the Organizing Committee: Terrence Fine, Director, Center for Applied Mathematics, Rhodes Hall 612, Cornell University, Ithaca, NY 14853 (Tel:607-255-4336/3643 E-mail: tfine@cam.cornell.edu).

European Congress of Psychology organized by The British Psychological Society will be held on July 1-6, 2001 at the Barbican Centre in London. For further information, as well as on-line registrations, see the Congress's website (www.bps.org.uk). The deadline for submitting papers and posters has passed.

International Conference on Cognitive Modeling: July 26-28, 2001 will be held at George Mason University, Fairfax Virginia. For paper submission and program details, see <http://hfac/gmu.edu/iccm/>.

Society for Mathematical Psychology: July 26-29, 2001 will be held at Brown University in Providence, Rhode Island. Deadline for paper submission is April 2, 2001. For more information, contact Robert Stout (stout@pire.org).

Cognitive Science Society: August 1-4, 2001 at the University of Edinburgh in Scotland. Submission deadline 2/7/01. For information and instructions for submissions, see <http://www.hcrc.ed.uk/cogsci2001>. They have also set tentative dates of August 8-11, 2002 for their next meeting at George Mason University in Fairfax, Virginia. For more information, send email to gray@gmu.edu or schunn@gmu.edu or see <http://hfac.gmu.edu/cogsci/cogsci.html>.

SPUDM: August 20-22, 2001 at Universiteit van Amsterdam in Amsterdam, The Netherlands, run by the European Association for Decision Making (EADM). Submission deadline is 1/31/2001. For more information and to submit abstracts, see <http://spudm18.psy.uva.nl>.

Society for Medical Decision Making: October 21-24, 2001 in San Diego California and October 20-23, 2002 in Baltimore, Maryland.

Society for Judgment and Decision Making meeting: November 17-19, 2001, in Orlando, Florida.

Announcing Some New Books

Paul Slovic has a new book, *The Perception of Risk*, just out from Earthscan Publications (www.earthscan.co.uk). The book covers issues such as societal risk taking, decision making in mental health law, rating risk, informing and educating the public about risks, and others.

Risk, Media and Stigma: Understanding Public Challenges to Modern Science and Technology, edited by James Flynn, Paul Slovic, and Howard Kunreuther will be published very soon also by Earthscan.

Cambridge University Press published two books this Fall that are of much interest to us: *Thinking and Deciding* (3rd ed.) by Jonathan Baron and *Choices, Values, and Frames*, by Daniel Kahneman and Amos Tversky.

Academic Press announced a newly founded series on Decision and Risk with Yakov Ben-Haim (yakov@aluf.technion.ac.il) acting as editor. Deliberate, cogitated decision under uncertainty is the most human of activities. Uncertainty pervades every domain of endeavor, and the urgency and difficulty of decisionmaking stem from the risks and opportunities hidden in the unknown. This new series is devoted to cultivating our understanding of active decisionmaking. Three themes are combined in this series: decision theory, applications, and foundational issues. More information and how to prepare a book proposal can be found on the Academic Press website at: <http://www.academicpress.com/www/ap/bookifa.htm>.

TENTURE-TRACK POSITION ORGANIZATIONAL BEHAVIOR

Applications from candidates with research and teaching interests in micro- or meso- organizational behavior are invited. We are particularly seeking candidates with research and teaching strengths in leadership, organizational change, innovation, and the management technology. Candidates at all levels will be considered.

Direct inquiries to:

Professor Elizabeth A. Mannix
S. C. Johnson Graduate School of Management
452 Sage Hall
Cornell University
Ithaca, NY 14853-6201.

Applications must be received by December 20, 2000, and should include a vita, copies of recent research papers, course syllabi and teaching evaluations (if applicable), and three letters of recommendation. An Affirmative Action/Equal Opportunity Employer.

Paid Advertisement

Announcements of Some Position Openings

Postdoc and Grad Research Fellow at University of Pennsylvania in decision processes & individual differences for virtual personas. This is part of a new three year research grant in the area of increasing the realism of human behavior models for virtual reality individuals and groups. In the military, soldiers today often train in simulators with and against synthetic forces, artificial agents, and virtual persons. An open problem, however, is that such artificial forces are often machine like and fail to exhibit human characteristics. The goal is to research and develop suites of Human Behavior & Decisionmaking Models (HBDMs) so that military model and simulation builders can construct more realistic agents and virtual personas. We are seeking a postdoc (full or part time) and a grad research fellow. Postdoc requirements include a PhD in mathematical psychology, cognitive modeling, mental simulation, or closely related field. Relevant experience and publications record is a plus and might be substituted for educational requirements. Other requirements include: Knowledge and skills in cognitive modeling, human behavior modeling, decision process modeling, emotion modeling, or social-psych modeling, familiarity with cognitive task analysis, decision science, or knowledge engineering, interest in artificial intelligence, virtual reality, agent technology, good analytical skills and ability to define mathematical models. Experience with simulation (discrete event or analog) is a plus though not required. Military experience is also a plus, though not at all required. Send CV, list of references, any publications to Barry G. Silverman, Professor of Systems Engineering, Towne 229c, Univ. of PA, Philadelphia, PA 19104-6315. Barryg@seas.upenn.edu.

Postdoc Fellowship: at the University of Michigan Health System. A multidisciplinary research team is accepting applications for a postdoctoral fellowship position beginning August 1, 2001. Research projects address cognitive biases and the role of values in medical decision making, from the bedside to the boardroom. The postdoctoral fellow will be involved in all levels of research design, implementation, and dissemination and will be given the opportunity and assistance to apply for grants and to develop his/her own research program. The successful candidate will have a Ph.D. at the time of appointment (ABD's may apply) and strong research experience. Send a statement of research interests, reprints/preprints, c.v., and three letters of recommendation to Peter Ubel, MD, Program for Improving Health Care Decisions, University of Michigan Health System, Division of General Medicine, 300 North Ingalls, Room 7C27, Ann Arbor, MI 48109-0429, e-mail: paubel@umich.edu.

Quantitative Psychologist: The Department of Psychology at the University of Notre Dame invites applications for a tenure-track Assistant Professor position in quantitative psychology to begin in the Fall of 2001. All areas of specialization in quantitative/mathematical psychology will be considered, although we are especially interested in someone who can contribute to an ongoing departmental emphasis in teaching advanced doctoral-level methodological courses in such areas as statistics, measurement, and mathematical modeling. Although our primary criterion is the potential to contribute as a teacher and as a scholar to the department's quantitative program, the ideal candidate's research interests would also complement one or more of our other graduate programs: cognitive, counseling, or developmental. Responsibilities include establishing an active and productive research program and teaching at the graduate and undergraduate levels. Applications will be processed until the position is filled, but for thorough consideration, candidates should send a vita and three letters of recommendation by January 15, 2001 to Quantitative Search Committee, Department of Psychology, 118 Haggard Hall, University of Notre Dame, Notre Dame, IN 46556-5636 (FAX: 219-631-8883). See: <http://www.nd.edu/~psych/quantitative/index.htm>.

Faculty Position: The Universitat Pompeu Fabra Department of Economics and Business is seeking to hire tenure track faculty within the broad area of organizational behavior. This includes candidates with interests in, for example, behavioral decision making, social psychology, negotiations, and organizational theory. Applicants should hold a Ph.D. (or be near completion of their studies). Preference will be given to candidates who show a strong potential to contribute creatively to our research and educational programs at all levels. The Department administers three undergraduate degrees and offers M.Sc. and Ph.D. studies. We also participate actively in professional Masters degree programs. Applicants should provide a detailed curriculum vitae, copies of relevant research, and three letters of recommendation. All material should be sent with a covering letter to Marta Aragay, Secretary, Faculty Recruiting Committee, Department of Economics and Business, Universitat Pompeu Fabra, Ramon Trias Fargas 25-27, 08005 Barcelona, Spain. Eligibility to work in Spain is granted by the Spanish government to any professor hired by the University. Additional information can be found at <http://www.econ.upf.es>.
Deadline for application is January 1st, 2001.

2 Faculty Positions: The Psychology Department at Ohio University has two tenure-track positions in its Social Judgment and Behavioral Decision Making program. The program's emphasis is on human judgment and decision-making processes, focusing on both basic research as well as on applied aspects such as medical, organizational, and legal judgment and decision making. Rank is at the assistant professor level, although exceptional candidates at the associate and full professor levels will be considered. Candidates should send a letter of application, curriculum vitae, copies of recent publications, a statement of research interests, and three letters of recommendation to the chairs of the respective search committees: (a) Social Psychologist--We are interested in social psychologists whose backgrounds are primarily in social judgment, including areas such as stereotype judgment, attitudinal judgment, social projection, and impression formation. G. Daniel Lassiter, Chair, Social Search Committee, Dept. of Psychology, Ohio University, Athens, Ohio 45701-2979; 740-593-1063; lassiter@ohio.edu. Review of applications will begin 10/15/00. (b) Judgment and Decision Making Psychologist -- We are interested in psychologists studying basic or applied issues in judgment and decision making, including areas such as dynamic, developmental, quantitative, medical, group, and/or organizational judgment and decision making. Jeffrey B. Vancouver, Chair, Judgment and Decision Making Search Committee, Dept. of Psychology, Ohio University, Athens, Ohio 45701-2979; 740-593-1071; vancouve@ohio.edu. Review of applications will begin 12/15/00.

Faculty Position: The decision sciences group at INSEAD invites applications for a tenure track position. The successful candidate will join a highly interdisciplinary group that does research in behavioral decision theory, decision analysis, cognitive psychology, Bayesian statistics, experimental economics, and forecasting. INSEAD is an international business school with a top-ranked MBA program and a highly successful PhD program. The school has campuses in Fontainebleau, France and in Singapore. The successful candidate has the possibility of being based at either location, according to personal preference. The review of candidates will begin on January 5, 2001. Send curriculum vitae, three letters of recommendation, representative papers, and a brief statement of research interests to: Professor Jack Soll, INSEAD, Bd de Constance, 77305 Fontainebleau Cedex, France. E-mail inquiries should be sent to jack.soll@insead.fr.

Pre/Postdocs: at The Center for Adaptive Behavior and Cognition at the Max Planck Institute for Human Development in Berlin, Germany. They have 2 one-year Predoctoral Fellowships and 2 two-year Postdoctoral Fellowships beginning September 1, 2001 in adaptive decision making. Candidates should be interested in studying bounded, social, and ecological rationality in real-world domains, and should have expertise in any of the following or related areas: judgment and decision making, evolutionary psychology or biology, cognitive anthropology, experimental economics or psychology, statistical inference and model selection, artificial intelligence, environment structure, social reasoning. The Center provides excellent resources including staff and equipment support for conducting experiments and computer simulations and travel support for conferences. For a detailed description of our research projects and current researchers, see <http://www.mpib-berlin.mpg.de/abc> or email Peter Todd (ptodd@mpib-berlin.mpg.de). The working language of the center is English. Send applications (including cover letter describing research interests, curriculum vitae, letters of recommendation, and reprints) by February 28, 2001 to: Gerd Gigerenzer, Center for Adaptive Behavior and Cognition, Max Planck Institute for Human Development, Lentzeallee 94, 14195 Berlin, Germany.

Faculty Position: (Assistant/Associate Professor WOT) in clinical decision making in the Department of Medical Education, Division of Biomedical and Health Informatics, University of Washington School of Medicine. The person will conduct research and teach in support of a new Biomedical and Health Informatics Graduate Program. Research areas of particular interest include but are not limited to: medical decision making, clinical decision support systems, clinical guidelines modeling, decision psychology and health preferences, decision theory, methodology and models, health economics, clinical applications, health outcomes, and legal and ethical dimensions of health care decision making. Teaching duties will include courses in the biomedical and health informatics graduate program. Ability to obtain grant funding for research is essential. Applicants must possess either an earned doctorate in Biomedical or Health Informatics or related field (Decision Sciences, Public Health, Psychology, Medical Education, etc.) combined with an informatics background (minimum 1 year); or an M.D. and research experience and training (minimum 1 year) in biomedical or health informatics (e.g., a postdoctoral fellowship). Send letter of application, curriculum vitae, and the names and addresses of three references to Fredric M. Wolf, Chair, Department of Medical Education, University of Washington, School of Medicine, E-312 Health Sciences/Box 357240, Seattle, WA 98195-7240. Review of applications will begin on January 15, 2001 and continue until the position is filled. Send communication to zermatt@u.washington.edu or see <http://depts.washington.edu/uwmeded/dbi/dbi.html>.

Postdoctoral Traineeship: in quantitative methods, University of Illinois at Urbana-Champaign NIMH funded training in quantitative methods for behavioral and social research. Appointment commences July or August 2001. Seminars on advanced topics including multivariate analysis, multidimensional scaling, decision theory, combinatorial methods for data analysis, and social network analysis. Opportunities for both methodological and applications research. Faculty includes: C. Anderson, U. Bockenholt, D. Budescu, L. Hubert, L. Jones, R. McDonald, J. Meulman, G. Miller, M. Regenwetter and S. Wasserman. Applicants should be US citizens or have been admitted for permanent residence. Funding limits appointments to individuals who are no more than two years post-PhD. Curriculum Vitae, statement of research interests, reprints, and three letters of recommendation should be sent to: Stanley Wasserman, Coordinator, NIMH Training Program in Quantitative Psychology, Department of Psychology, 603 E. Daniel, Champaign, Illinois 61820. e-mail: stanwass@uiuc.edu Deadline is February 28, 2001.

Visiting Scholar: The Wharton School of the University of Pennsylvania is in search of visiting scholars to teach between one and four sections of Negotiations to MBA or undergraduate business students (36 students per section). The rank of postdoctoral fellow, lecturer, adjunct or visiting professor will be awarded as appropriate. Applicants from psychology, economics, or business programs are invited to apply. Send vita, teaching ratings, and references to Maurice Schweitzer, 1300 Sh-Dh, OPIM, Wharton School, University of Pennsylvania, PA 19104.

Program Director: for NSF Division of Social and Economic Sciences, Decision, Risk, and Management Science (DRMS). The appointment will begin in the summer of 2001 and will be for a period of one year with the possibility of renewal for up to two additional years. Applicants must have a Ph.D. and be active in scientific research. Six or more years of research experience beyond the Ph.D. are required. Inquiries to William Butz, Division Director, Social and Economic Sciences, 4201 Wilson Blvd., Suite 995, Arlington, VA 22230, wbutz@nsf.gov.

2001 Society for Judgment and Decision Making Dues Form

This form allows you to: (1) pay your 2001 dues, (2) order three decision making journals for 2001 at a member discount rate, and (3) indicate how you want to receive the newsletter and annual membership directory. You may use the form for any one of these; but doing all at once saves paperwork and should be more convenient for you.

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We welcome suggestions and comments about new features.

---- Alan Cooke <acooke@sjdm.org>
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The system allows users to store and retrieve book and chapter references related to the fields of judgment and decision making. The archive is located at:

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World Wide Web

The JDM Society has a set of pages on the World-Wide Web, providing information about the Society and Society membership, upcoming events, all our electronic services (including course syllabi, easy-to-use forms for subscribing to SJDM mailing lists, and help with the reference archive), links to related Web sites that may be of interest to members, copies of the JDM Newsletter (for society members), and the SJDM directory with links to members' home pages. The URL (uniform resource locator) for the Web page is:

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National Science Foundation
Division of Social and Economic Sciences (SES)
Program in Decision, Risk and Management Science
4201 Wilson Blvd., Room 995
Arlington, VA 22230

Dear SJDM members:

We would like to take this opportunity to encourage you to submit your research proposals to the National Science Foundation for possible funding. Funding rates in some programs may be as high as 30%, and this year NSF has received a record increase in funds from Congress (14%). All in all, the funding climate is excellent.

Proposals may involve basic or applied research, and will be evaluated for intellectual merit and broader implications. Many types of funding are available (e.g., individual and collaborative projects, pre- and post-doctoral work, etc.). Please check the NSF website at www.nsf.gov to find out more. You can search abstracts of funded proposals to see whether research similar to your own has been funded, and through which programs, at www.nsf.gov/verity/srchawdf. Some upcoming opportunities that may be of particular interest include:

Target date for Decision, Risk & Management Science (DRMS) proposals: January 16, 2001 (www.nsf.gov/sbe/ses/drms)

Deadline for submission of small grant (< \$500K) proposals to the Information Technology Research initiative: January 22-24, 2001 (www.itr.nsf.gov)

Target date for Mid-Career Methodological Opportunities (i.e., fellowships to expand methodological expertise): January 15, 2001 (www.nsf.gov/sbe/ses/mms/midcareer)

Check the Crosscutting/Interdisciplinary Programs (www.nsf.gov/home/crssprgm) for updates in exciting areas such as Biocomplexity in the Environment, 21st Century Workforce, and Cognitive Neuroscience.

Please feel free to contact us, the DRMS Program Officers, if you would like more information. We are: Ann Bostrom (email: abostrom@nsf.gov; phone: 707-292-7263) and Sandy Schneider (email: sschneider@nsf.gov; phone: 703-292-7261). We look forward to receiving your proposal!

Best wishes,

Ann and Sandy