



# SOCIETY for JUDGMENT and DECISION MAKING



# NEWSLETTER



Hello from the New Newsletter Editor

I am very proud to assume the editorship of the JDM newsletter. My two predecessors distinguished themselves in ways I only hope to emulate. I recall the birth of this newsletter. On November 15<sup>th</sup> of 1980, in a small motel (the Bel Air West) in St. Louis, the first meeting of this society was birthed by Jim Shanteau and Chuck Gettys. The small group was gathered in our first business meeting when John

Castellan proposed that we needed a newsletter and volunteered to put one together, if each of us would pass him a dollar to cover postage and send him material. Money quickly moved in his direction. In June of the following year, Volume I, number 1 hit the mail. At the end of 1991 John turned his child over to Shawn Curley. Shawn has done an outstanding job of taking the newsletter through its teenage years, and we all owe him. **Thanks Shawn! Thanks John!**

I have no intention of changing a winning formula, but I am interested in looking for items that the membership would find useful. Please let me know what you would like to see in your newsletter. One thought I had was: we have always welcomed book reviews, but get very few. Perhaps I can persuade some publishers to part with gratis copies for people who would be willing to review them for the newsletter. Any thoughts you have would be greatly appreciated and don't forget to send me items for each newsletter.

Steve Edgell

| CONTENTS  |    |
|---|----|
| From the Editor .....                           | 2  |
| From the President .....                        | 3  |
| Medical Decision Making Presented at AAAS ..... | 3  |
| Treasurer's Report .....                        | 4  |
| Hillel Einhorn New Investigator Award .....     | 5  |
| Call for Submissions 2000 JDM Meeting .....     | 6  |
| Electronic Distribution Information .....       | 7  |
| Dues and Journals Order Form .....              | 8  |
| Early JDM Meeting Hotel Information .....       | 9  |
| DAS 2000 Student Paper Competition .....        | 9  |
| On-Line Services .....                          | 10 |
| New Books .....                                 | 11 |
| Positions Available .....                       | 12 |
| Meetings .....                                  | 14 |

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# SOCIETY FOR JUDGMENT AND DECISION MAKING

## 2000 EXECUTIVE BOARD

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## JDM NEWSLETTER

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## FROM THE EDITOR . . .

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 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 8 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. 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 to cover production and mailing costs. 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 check your mailing label carefully. Because the *JDM 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 Sandra Schneider.

## A LETTER FROM THE PRESIDENT

Among the features that attracted me to JDM research over 30 years ago when I was a graduate student were its interdisciplinary nature and the fact that basic and applied issues are so closely intertwined. I truly enjoy the challenge of constructing tightly reasoned explanations of interesting cognitive and behavioral phenomena. There is nothing more intellectually satisfying than developing a theory based on first principles to explain observations that otherwise seem inexplicable. But a very close second in my mind is to use that theory to improve individual or societal well-being.

It has been said that the only difference between basic and applied research is that basic research has more applications. (This statement has been attributed to various people. If you know the original source please tell me via email.) Indeed, a hallmark of our field is the widespread development of theory-based applications.

In this regard, special congratulations are due to Gretchen Chapman. Gretchen is a 1999 winner of the APA Award for Distinguished Scientific Early Career Contributions to Psychology. The citation for her award reads: "For a steady stream of important research on behavioral decision theory and its application to health. She and her collaborators have increased our understanding of several basic phenomena, including underadjustment after anchoring, loss-aversion, the sunk-cost effect, and discounting in intertemporal choice. She has brought this understanding to bear on problems of decision making about health. She has achieved new insights about the relation between imprudent behaviors, such as smoking, and the general tendency to neglect future consequences. It has been enlightening to compare decisions about health with those about wealth. Her work is responsible, careful, influential, and yes, wise." (American Psychologist, 1999, volume 54, pages 109-110).

Well said! Gretchen's research is a model of the close interplay that can occur between basic and applied ideas, each feeding off the other. The research of many others in our field shows the same characteristic. And we see further evidence of this interplay in the lively exchanges that go on over the JDM listserver. For example, recently Terry Connolly circulated an observation about farmers in arid regions overreacting to wet periods and underreacting to dry periods. He asked the JDM community to suggest explanations based on the judgment literature. The replies he received were fascinating, broad ranging and thought provoking.

Finally I leave you with a quote from a February 11 *Washington Post* article headlined, "Bomb Part Storage at Ky. Plant Disclosed." To assure the public that there are no risks associated with nuclear weapons at the plant a spokesperson for the U.S. Enrichment Corp (USEC) said, "USEC has been assured that DOE is not aware of any conditions that create a radiological hazard to USEC personnel at this site beyond those already known and controlled." I am sure that the residents of Paducah, Kentucky, were comforted to learn that DOE is not aware of any unknown hazards. Apparently we still have some work to do in applying basic research on risk communication to improving statements about risk to the public.

*Thomas Wallsten, President*

## MEDICAL DECISION MAKING PRESENTED AT AAAS

Robert Hamm organized a half day symposium on "Psychology's Prospects for Improving Physicians' and Patients' Medical Decision Making" at the AAAS Annual Meeting, Washington DC, last February 21. Other participants were Hal Arkes, Vimla Patel, Andre Kushniruk, and David Holtgrave

## SJDM Treasurer's Report

|                                 | 1999                  | 1998                  | 1997               |
|---------------------------------|-----------------------|-----------------------|--------------------|
| <b>Cash Balance (January 1)</b> | \$24,730.00           | \$15,451.00           | \$24,204.00        |
| <b>Income</b>                   |                       |                       |                    |
| Membership (check/cash)         | 7,150.00              | 8,257.00              | 8,562.00           |
| Membership (credit card)        | 5,980.00              | 3,895.00              | 0.00               |
| Total Membership Dues           | 13,130.00             | 12,152.00             | 8,562.00           |
| Conference Fees (1997)          | 0.00                  | 0.00                  | 17,050.00          |
| Conference Fees (1998)          | 229.00                | 17,162.00             | 0.00               |
| Conference Fees (1999)          | 15,525.00             | 0.00                  | 0.00               |
| Royalties                       | 1,530.62              | 4,126.00              | 2,299.00           |
| Ads & Mailing Labels            | 690.00                | 695.00                | 447.00             |
| Interest                        | 158.00                | 219.00                | 151.00             |
| Beattie Fund Net Income         | 119.67                | 2,800.00              | 2,155.00           |
| <b>Total Income</b>             | <b>\$31,382.29</b>    | <b>\$37,154.00</b>    | <b>\$30,664.00</b> |
| <b>Expenses</b>                 |                       |                       |                    |
| Newsletter, Dir & Web           | 4,821.83              | 7,326.00              | 13,878.00          |
| Office Total                    | 2,223.90              | 3,032.00              | 2,083.00           |
| Exec Asst & Supplies            | 1,307.22              | 2,090.00              | 2,083.00           |
| Bankcard                        | 916.68                | 942.00                | 0.00               |
| Federation 96                   | 0.00                  | 0.00                  | 4,213.00           |
| Federation 97                   | 0.00                  | 0.00                  | 6,061.00           |
| Federation 98                   | 5,973.00              | 0.00                  | 0.00               |
| Federation 99                   | 4,818.00              | 0.00                  | 0.00               |
| Donation to Gettys Fund         | 0.00                  | 0.00                  | 500.00             |
| Conference Total                | 16,364.93             | 17,187.00             | 12,650.00          |
| Hotel charges                   | 13,490.81             | 14,967.00             | 9,740.00           |
| Speaker expense                 | 901.36                | 833.00                | 833.00             |
| Clerical on-site                | 443.32                | 313.00                | 354.00             |
| Social events                   | 200.00                | 200.00                | 450.00             |
| Exec Board dinner               | 751.66                | 719.00                | 191.00             |
| AV charges                      | 429.01                | 0.00                  | 0.00               |
| Awards                          | 148.77                | 0.00                  | 32.00              |
| Printing & Misc                 | 0.00                  | 0.00                  | 380.00             |
| 1996 Conference (pd 1997)       | 0.00                  | 0.00                  | 702.00             |
| Awards (1998 meeting)           | 291.55                | 0.00                  | 0.00               |
| Other (transfer to Beattie)     | 45.00                 | (APS conf rep) 330.00 | 0.00               |
| <b>Total Expenses</b>           | <b>\$34,538.21</b>    | <b>\$27,875.00</b>    | <b>\$39,417.00</b> |
| <b>Cash Balance</b>             | <b>\$21,574.08</b>    | <b>\$24,730.00</b>    | <b>\$15,451.00</b> |
| <b>Balance Sheet</b>            |                       |                       |                    |
| <b>Assets</b>                   |                       |                       |                    |
| UW Account                      | 0.00                  | 605.00                | 300.00             |
| Regular Checking                | 16,408.17             | 19,742.00             | 12,946.00          |
| Petty Cash                      | 46.24                 | 33.00                 | 0.00               |
| Jane Beattie Mem Fund           | 5,119.67              | 4,955.00              | 2,155.00           |
| Office Supplies                 | 0.00                  | 0.00                  | 50.00              |
| <b>Total Assets</b>             | <b>\$21,574.08</b>    | <b>\$25,335.00</b>    | <b>\$15,451.00</b> |
| <b>Liabilities</b>              |                       |                       |                    |
| Exec Asst                       | 350.00 (2000)         | 100.00 (1999)         | 250.00 (1998)      |
| Printing & Mailing              | 7,365.57 (pd 1/20/00) | 2,966.00              | 0.00               |
| Beattie Awards                  | 835.00 (pd 1/24/00)   | 0.00                  | 0.00               |
| 1998 Federation Dues            | 0.00                  | 5,973.00              | 0.00               |
| AV for Conference               | 1,173.16              | 0.00                  | 0.00               |
| <b>Total Liabilities</b>        | <b>\$9,723.73</b>     | <b>\$9,039.00</b>     | <b>\$250.00</b>    |
| <b>Assets-Liabilities</b>       | <b>\$11,850.35</b>    | <b>\$16,296.00</b>    | <b>\$15,201.00</b> |

## **ANNOUNCING THE “HILLEL EINHORN NEW INVESTIGATOR” AWARD FOR 2000**

The Society for Judgment and Decision Making is soliciting submissions for the Hillel Einhorn New Investigator Award. The purpose of this award is to encourage outstanding work by new researchers. Individuals are eligible if either they have not yet completed their Ph.D. or they have completed their Ph.D. within the last five years (on or after July 1, 1995).

To be considered, submit four copies of a journal-style manuscript on any topic related to judgment and decision making. Submissions should be accompanied by (1) four copies of a summary or extended abstract of the paper, not to exceed four pages in length, and (2) a cover letter that includes the name of the investigator's graduate advisor and the date that the Ph.D. was awarded (if applicable). If the paper is co-authored with other investigators, the new investigator must be the first author and should be the primary source of ideas. Submissions in dissertation format will not be considered, but articles based on a dissertation are encouraged. Both reprints of published articles and manuscripts that have not yet been published are acceptable.

Submissions will be judged by a committee appointed by the Society and chaired by Lola Lopes. To be considered, submissions must be received by July 1, 2000. The committee will announce the results to the participants by September 15, 2000. The award will be announced and presented at the annual meeting of the Society for Judgment and Decision Making which will be held in New Orleans on November 18-20, 2000. The winner will be invited to give a presentation at that meeting. If the winner cannot obtain full funding from his/her own institution to attend the meeting, an application may be made to the Society for supplemental travel needs.

### **Materials should be submitted by July 1, 2000 to:**

Professor Lola L. Lopes  
Tippie College of Business  
University of Iowa  
Iowa City, IA 52242  
Lola-Lopes@uiowa.edu



## CALL FOR SUBMISSIONS

### 2000 JDM ANNUAL MEETING

New Orleans, November 18-20, 2000

#### **Submission Deadline: July 1, 2000**

The JDM program committee invites proposals for symposia, individual papers, and posters on any theoretical, empirical, or applied topic related to judgment and decision making. This year we are moving to a web-based submission process. The website can be accessed through the JDM webpage located at: <http://www.sjdm.org>. After completing a web-based submission you should receive a confirmation message via e-mail. If you do not receive confirmation via e-mail or have any problems with the webpage submission, you can also submit copies of your submission via e-mail (as Word or text attachments) to:

|                            |                |
|----------------------------|----------------|
| Symposia and papers:       | Posters:       |
| Maurice Schweitzer         | Rami Zwick     |
| Schweitz@wharton.upenn.edu | mkzwick@ust.hk |

The other members of the program committee are David Budescu, Marlys Lipe and Sandra Schneider.

#### **PLEASE NOTE:**

- At least one author of each submitted presentation must be a JDM member. Joining the JDM Society at the time of submission will satisfy this requirement. (A membership form is included elsewhere in this newsletter.)
- Any individual may present at most one paper (but may be a co-author on multiple papers).
- Any individual may be the first author of at most one poster (but may be a co-author on multiple posters).
- Preference will be given to authors of submissions for spoken presentations (i.e., papers or contributions to symposia) who were not the first authors or presenters of any papers or symposium contributions at the 1999 JDM meetings in Los Angeles.
- A \$100 prize will be given to the best poster presentation whose first author is a student member of the JDM Society. Joining the JDM Society at the time of submission will satisfy the membership requirement.

At the top of each submission please indicate:

- Type of submission (symposium, paper, or poster).
- Names, institutional affiliations, and JDM membership status of all authors.
- Which, if any, of the authors were first authors and/or presenters of any papers or symposium contributions at the 1999 meeting in Los Angeles.
- If the first author is not the designated presenter, please indicate this on the submission.
- Name and e-mail address of corresponding author.
- The title of your proposed presentation.

**TO PROPOSE A SYMPOSIUM**

Symposia are usually allotted about 90 minutes and include 3 or 4 speakers and perhaps a discussant. Submit a 100-200-word description of the intended theme and format of the session. Attach a list of intended participants and discussants, including for each an e-mail address with a brief description (100 words) of the topic of his or her talk. Please confirm the speakers' and the discussants' willingness to participate prior to submitting their names. Indicate which talks speakers would be willing to present as a poster if a symposium slot is not available.

**TO SUBMIT AN INDIVIDUAL PAPER**

Submit: (1) a one-page abstract of the paper, and (2) a short 100-word (strictly enforced) version of your abstract. (The program committee will evaluate the one-page abstract; the 100-word abstract will be printed in the program if the paper is accepted.) Indicate whether you would be willing to present your paper as a poster if an individual paper slot is not available.

**TO SUBMIT A POSTER**

Submit a short abstract of no more than 100 words (strictly enforced). Indicate whether the submission is eligible for the student prize (i.e., whether the first author is a student member of the JDM Society). You may be the first author on a maximum of 1 poster presentation. (Therefore, if you are also the first author of a submitted paper which is later converted to a poster, you may present only 1 of the resulting 2 posters. Please anticipate this contingency and indicate which of the resulting posters you would present.)

**ELECTRONIC DISTRIBUTION OF THE NEWSLETTER**

Beginning with the previous issue, the newsletter is being distributed electronically only unless we do not have a working email address for you or you explicitly requested a print version. Note that the newsletter is available to all members on the Society's webpage, no matter which option is selected. The electronic version of the newsletter is in the form of an Adobe Acrobat 4.0 pdf file. The program needed to read this file is available on the Society's webpage. If you want to change your distribution option, please complete this form and send it to: Sandra Schneider/JDM; Department of Psychology, BEH 339; University of South Florida; 4202 E. Fowler Ave.; Tampa, FL 33620-8200.

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Delivery Options (please check one):

\_\_\_\_\_ Print version only (default method for those for whom we do not have an e-mail address).

\_\_\_\_\_ Electronic version only—send the newsletter as an e-mail attachment (default method for those for whom we do have an e-mail address).

\_\_\_\_\_ Electronic and print version—with electronic delivery as an e-mail attachment.

Name: \_\_\_\_\_ e-mail: \_\_\_\_\_

**DUES AND JOURNAL SUBSCRIPTIONS**

**EDITOR'S NOTE: With the electronic distribution of the newsletter, most don't get a mailing label. Please check your records to see if you have paid your 2000 dues. The Society needs these funds.**

Members residing outside the United States who incur expenses in getting checks written in U.S. funds have the privilege of paying in advance for multiple years. The label date should indicate if you have done this. Members residing in countries where getting checks written in U.S. funds is impractical or illegal may apply to the Society for a free membership. Such members will find a "\*" next to their names on the label. Note that credit card payment is now accepted.

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**SOCIETY FOR JUDGMENT AND DECISION MAKING:  
DUES/ADDRESS CORRECTION/JOURNAL ORDERS FORM**

Name \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_ Country \_\_\_\_\_

Email Address \_\_\_\_\_

\*Students must have endorsement of a faculty member:

Faculty Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Printed Name: \_\_\_\_\_ Institution: \_\_\_\_\_

**2000 Dues:  
Member \$25  
Student \$5\***

I wish to subscribe to the following for 2000:

**[The journal will bill you later for the price of subscription at the special Society rates shown]**

- \_\_\_\_\_ *Organizational Behavior and Human Decision Processes* (12 issues, \$270)
- \_\_\_\_\_ *Journal of Behavioral Decision Making* (4 issues, \$105)
- \_\_\_\_\_ *Risk, Decision & Policy* (3 issues, \$39)

**METHOD OF PAYMENT:**

**G** Check/Money Order (Please, no cash); Please make checks payable to: Society for Judgment and Decision Making.

**G** MasterCard      **G** VISA      **G** American Express

Account Number:

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Signature \_\_\_\_\_ Expiration Date \_\_\_\_\_

If paying by credit card

**Name on credit card:** \_\_\_\_\_

**Home Address:** \_\_\_\_\_

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**Mail this form to: Sandra Schneider/JDM; Department of Psychology, BEH 339; University of South Florida; 4202 E. Fowler Ave.; Tampa, FL 33620-8200.**



## **HOTEL INFORMATION FOR JDM 2000 (A little early information)**

Our meeting in 2000 will be at the Hyatt Regency New Orleans, 500 Poydras Plaza, New Orleans, LA 70113-1805. (504) 561-1234, (504) 587-4141 (FAX). Rooms are \$147 (S), \$167 (D), \$187 (T), \$207 (Q). The hotel is next to the Superdome, about 6 blocks from the French Quarter, and they run a free shuttle to the French Quarter about every 20 minutes. **A reservation form will appear in a later newsletter.**

## **2000 STUDENT PAPER COMPETITION IN DECISION ANALYSIS**

Each year the Decision Analysis Society (DAS) of INFORMS solicits student papers on decision analysis, typically (but not necessarily) based upon a Ph.D. dissertation or Master's thesis. These papers are evaluated by a panel of judges, and the winner receives a cash prize of \$500 and is invited to present his/her paper at the fall INFORMS meeting where the result of the competition is announced.

If you are a faculty member who is supervising students, please inform them of this opportunity. If your students are not currently members of DAS, you might also encourage them to join. If you are a student reading this, please encourage your classmates to submit a paper and to join the society. DAS is a congenial organization of close to 800 members (of which almost 200 are students), and there has been a rise in recent student participation. Joining DAS is a good start toward developing a professional identity. However, students do not need to be DAS members to be eligible for the competition. All students doing work in or related to decision analysis are encouraged to submit a paper. The work must be predominately that of the student, though faculty members or other mentors can be co-authors if appropriate. The paper should be 30 pages or less (double spaced) and in standard Management Science or Operations Research format.

To be considered for the 2000 competition, please send three copies of the paper to:

Prof. Lindsley Boiney  
Dept. of Decision & Information Systems  
Graziadio School of Business & Management  
Pepperdine University  
Ventura County Center  
2829 Townsgate Road  
Westlake Village, CA 91362

**All submissions must be received by July 31, 2000.**

For questions, contact Lindsley Boiney at:  
lboiney@pepperdine.edu or (310) 568-2326

## ON-LINE

We welcome suggestions and comments about new features.

---- Alan Cooke <acooke@sjdm.org>

Alan Schwartz <alansz@sjdm.org>

### Electronic Mailing Lists

To subscribe, send a message of the form:

**subscribe** *mailing-list* YOUR FULL NAME

to the following address:

**listproc@mail.sjdm.org**

where *mailing-list* is:

**jdm-society** for members of the society in general

**jdm-grads** for graduate students (Note: This is a sublist of the entire mailing list. Graduate students receive messages to both lists.)

To send a message to all subscribers (including graduate students), send the message to:

**jdm-society@mail.sjdm.org**

To send a message only to graduate students, send the message to:

**jdm-grads@mail.sjdm.org**

To cancel your subscription, send a message to the same address as for subscriptions of the form:

**unsubscribe** *mailing-list* YOUR FULL NAME

### Reference Archive

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:

**references@mail.sjdm.org**

You can also access the reference archive through the Society's web site (address below). For more information send the message "help" to the e-mail address.

### 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:

**<http://www.sjdm.org>**

### On-line Society Newsletters

The SJDM newsletters are available on-line and through e-mail. If you would like to receive text-only versions of the newsletter via e-mail, subscribe to the "jdm-newsletter" mailing list. Send mail to:

**listproc@mail.sjdm.org**

The message should say:

**subscribe** *jdm-newsletter* YOUR FULL NAME

You must be a member of the Society in good standing to subscribe to this mailing list

## NEW BOOKS

### **New book in Cambridge Series on Judgment and Decision Making**

Cambridge University Press has released the second edition of *Judgment and Decision Making: An Interdisciplinary Reader*, edited by Terry Connolly, Hal Arkes, and Ken Hammond.

A revision of Arkes and Hammond's 1986 collection, the new edition is almost all new but retains the interdisciplinary flavor and broad range of application of the original. Several of the papers were either specially commissioned for this book or have been extensively edited from their original form. The 40 articles included are organized into twelve sections by application area (including economics, law, medicine, and public policy) or by cross-cutting issues (such as forecasting, expertise, bargaining, and risk). Also included are sections on research methods, critiques and new directions, and an extensive introduction. The book is aimed at the advanced undergraduate or early graduate student exploring JDM issues for the first time, as well as the general professional reader seeking to develop a broader overview of the discipline and its many applications. The collection is complementary to the more theory-oriented collection edited by Bill Goldstein and Robin Hogarth, *Research on Judgment and Decision Making: Current, Connections and Controversies* (Cambridge, 1997), also a product of the collaboration between Cambridge University Press and the Society for Judgment and Decision Making.

### ***Behavioral Law and Economics*, Cass R. Sunstein, Editor, JDM book series**

On behalf of the publications committee of SJDM, I am happy to announce that a new book in our series is now published. You may order it from the Cambridge web site, <http://www.cup.org>, as well as the usual places.

This exciting volume marks the birth of a new field--a field that studies law with reference to an accurate, rather than a crude, understanding of human behavior. *Behavioral Law and Economics* presents new findings in cognitive psychology and behavioral economics, which show that people are frequently both unselfish and over-optimistic; that people have limited willpower and limited self-control; and that people are "boundedly" rational, in the sense that they have limited information-processing powers, and frequently rely on mental short-cuts and rules of thumb. Understanding this kind of human behavior has large-scale implications for the analysis of law, in areas including environmental protection, taxation and tax compliance, constitutional law, voting behavior, punitive damages for civil rights violations, labor negotiations and strikes, and corporate finance. *Behavioral Law and Economics* offers many new insights into these fields and suggestions for legal reform. With a better knowledge of human behavior, it is possible to predict the actual effects of law, to see how law might actually promote society's goals, and to reassess the questions of what law should be doing.

Contributors:

Cass R. Sunstein, Christine Jolls, Richard Thaler, Mark Kelman, Yuval Rottenstreich, Amos Tversky, Jeffrey J. Rachlinski, Russell Korobkin, Donald C. Langevoort, Ilana Ritov, Jonathan Baron, Edna Ullmann-Margalit, Daniel J. Kahneman, Jack L. Knetsch, David Schkade, Edward J. McCaffery, Matthew L. Spitzer, Ward Fransworth, Roger G. Noll, James E. Krier, Linda Babcock, George Loewenstein, Timur Kuran.

**Chapman's and Sonnenberg's New Book**

Gretchen Chapman's and Frank Sonnenberg's edited book on the psychology of medical decision making will be published soon. The web site at Cambridge says it is now due in May, though earlier they had promised February.

**McClelland's On-line Textbook**

CU-Boulder psychology Professor Gary McClelland had long been frustrated by a lack of illustrations to help him teach statistics classes.

Textbooks provided only limited numbers of pictures because of publishing costs. Overhead projectors and blackboards also had drawbacks. But advances in technology allowed him to try something new. "When the Internet and Java came along it struck me that this was the perfect way to provide all the pictures we have been missing in our statistics courses," he said.

The interactive statistics diagrams can be found in McClelland's on-line textbook, *Seeing Statistics*, published by Duxbury Press. The first commercially sold, Web-based statistics course combines more than 100 interactive Java applets with real-life examples and discussions of the underlying concepts. A Java applet is a small program that lets McClelland provide interactive content. "Each Java applet represents what would have been a thousand photos in a textbook," said McClelland, who spent more than three years developing *Seeing Statistics*.

The on-line textbook was tested at more than 150 colleges and universities. It was first used by McClelland's students last fall and will be widely available beginning this month. Laura Loucks, a CU junior, used the on-line textbook last semester in McClelland's honors class on research methods and statistics. "It made the material more interesting because it allowed you to manipulate the examples and you weren't limited to what was in a textbook," she said. "And if you got stuck or had a question on one of the problems, it gave you further ways to explore the concepts."

A sample of the interactive applets may be viewed at [www.seeingstatistics.com](http://www.seeingstatistics.com). The applets illustrate such concepts as the probabilities of rolling certain numbers on dice and how well samples correlate to complete surveys.

"Because statistics is an inherently geometric discipline, it makes a lot more sense to see it in pictures than it does to show equations," he said.

For more information contact McClelland at (303) 492-8617 or Peter Caughey in the Office of News Services at (303) 492-4007.

## POSITIONS AVAILABLE

**Post-Doctoral Position at Princeton University**

The Woodrow Wilson School invites applications for up to two postdoctoral research positions from individuals with a recent Ph.D. degree in Psychology or in Business. A good background in behavioral decision research is essential. The positions are offered for one year, with the possibility of a one-year extension. In addition to carrying out their own research, the appointees will be expected to assist in the development of materials for a graduate course in Introduction to Psychology for Policy and to participate in the evaluation of written work by students in the course. Deadline for full consideration is March 30, 2000. Please send a letter of introduction, a c.v., and under separate cover, two letters of recommendation to: Administrative Assistant to the Dean, Psychology Post-Doc Search, Woodrow Wilson School, Princeton University, Princeton, NJ 08544-1013. Princeton University is an Equal Opportunity/Affirmative Action Employer.

**Assistant Professor at Carleton University**

Subject to budgetary approval, the Department of Psychology, Carleton University wishes to make a tenure-track appointment at the level of Assistant Professor to begin 1 July 2000. Preference will be given to candidates with research and teaching interests in the area of Mathematical/Quantitative Psychology. Preference will be given, but will not be limited to candidates in the area of judgment and decision-making. The Department of Psychology has a strong undergraduate and graduate program in experimental psychology. Information about our program can be obtained from our website at <http://www.carleton.ca/>. Applicants should send their curriculum vitae, representative publications, and a summary of research goals to Dr. Kimberly Matheson, Chair, Department of Psychology, Carleton University, 1125 Colonel By Drive, Ottawa, Ontario, K1S 5B6 or William M. Petrusic, Chair, Quantitative Search Committee; e-mail: [bill\\_petrusic@carleton.ca](mailto:bill_petrusic@carleton.ca). At the same time, candidates should arrange to have three referees forward supporting letters to the same address. In accordance with Canadian immigration requirements, this advertisement is directed to Canadian citizens and permanent residents. Carleton University is committed to equality of employment for women, aboriginal peoples, visible minorities and persons with disabilities. Interested persons from these groups are encouraged to apply. Applications will be reviewed beginning February 15, 2000 and this process will continue until the search has been completed.

**Universitat Pompeu Fabra**

The 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>

**Carnegie Mellon University College of Humanities and Social Sciences**

Carnegie Mellon University seeks nominations for Dean of the College of Humanities and Social Sciences. The University is prepared to fill this position as early as the fall of 2000. Distinguished records of scholarship, teaching, and service; experience and accomplishments commensurate with the rank of full professor in one of the departments of the College are required. Applicants should be committed to diversity and affirmative action. Women and underrepresented groups encouraged to apply, AA/EOE. Applicants who desire some degree of confidentiality in their potential candidacy should indicate that, and the nature of the confidentiality sought. It will be honored.

Send curriculum vitae, brief statement of background and qualifications (not to exceed five pages). Provide four referees who can be contacted by letter or phone. All materials, correspondence, and statements should be sent to: The Humanities and Social Sciences Dean Search Committee, ATTN.: Diana Hyde, Office of the Provost, Carnegie Mellon University, 5000 Forbes Avenue, Pittsburgh, PA 15213. If e-mail is used send to: [hssearch@andrew.cmu.edu](mailto:hssearch@andrew.cmu.edu) as plain text or in MS Word version 6.0 or higher. For more details see the advertisement in the February issues of The Chronicle of Higher Education, (page B75).

### **Hong Kong University of Science & Technology School of Business & Management**

The Hong Kong University of Science and Technology, opened in October 1991, comprises four Schools: Science, Engineering, Business & Management, and Humanities & Social Science. The School of Business & Management invites applications for the post of Head of Marketing. The Marketing Department is one of the six departments within the School. It includes faculty with interests in a variety of areas of marketing, including consumer behavior, behavioral decision theory, modeling, and strategy. The department offers degrees at the undergraduate, master and doctoral levels. The head position offers an exciting opportunity to lead the energetic department of 19 research faculty. Qualified candidates should have at least 10 years of academic experience in the Marketing field, an international research reputation and relevant administrative experience and leadership qualities to lead and manage the Department in its diverse academic and administrative functions. Salary will be very competitive with generous benefits. Initial appointment will normally be on a three-year contract with a gratuity payable upon successful completion of the contract. Interested party should apply immediately and send his/her resume and names and addresses of 3 referees to: Chair of the Marketing Head Search Committee c/o Dean's Office, School of Business & Management Hong Kong University of Science & Technology Clear Water Bay HONG KONG (Fax No. 852-2358-3811, Email: [KCCHAN@UST.HK](mailto:KCCHAN@UST.HK)) The search will continue until a suitable appointment is made. More information on the University, the School and the Marketing Department can be found on the web site: <http://www.ust.hk/>.

### **Postdoc at Indiana University**

The Psychology Department and Cognitive Science Program at Indiana University anticipate one or more Postdoctoral Traineeships in the area of Modeling of Cognitive Processes, funded by the National Institutes of Health. Traineeships will be offered to qualified individuals who wish to further their training in mathematical modeling or computer simulation modeling, in any substantive area of cognitive psychology or Cognitive Science. Trainees will be expected to carry out original theoretical and empirical research in association with one or more of these faculty and their laboratories, and to interact with other relevant faculty and other pre- and postdoctoral trainees. In addition, they should plan to take or audit courses offered within the Cognitive Modeling Program. We are particularly interested in applicants with strong mathematical, scientific, and research credentials. Indiana University has superb computational and research facilities, and faculty with outstanding credentials in this area of research, including James Townsend, director of the training program, and Jerome Busemeyer, Robert Nosofsky, John Kruschke, Michael Gasser, Robert Goldstone, Geoffrey Bingham, Tom Busey, Donald Robinson, Robert Port, and Richard Shiffrin. Applicants should send an up-to-date vita, relevant reprints and preprints, a personal letter describing their research interests, background, goals, and career plans, and reference letters from two individuals. Women, minority group members, and handicapped individuals are urged to apply. **Deadline for submission of application materials is April 1, 2000.** PLEASE NOTE: The conditions of our grant restrict all awards to U.S. citizens or current green card holders. Awards also have a 'payback' provision, generally requiring awardees to carry out research or teach (not necessarily at IU) for a minimum period after termination of the traineeship. Cognitive Science information may be obtained at <http://www.psych.indiana.edu/>. Send Materials to: Professor Jerome R. Busemeyer, Department of Psychology, Rm 367 Indiana University, 1101 E. 10th St., Bloomington, IN 47405-7007

## **MEETINGS**

**International Conference on Cognitive Modelling:** University of Groningen, Netherlands, March 23-25, 2000. For information contact: Niels Taatgen <[niels@tcw3.ppsw.rug.nl](mailto:niels@tcw3.ppsw.rug.nl)> or Jans Aasman <[J.Aasman@research.kpn.com](mailto:J.Aasman@research.kpn.com)> or see <<http://tcw2.ppsw.rug.nl/iccm>>.

**International Conference on the Dynamics of Strategy:** University of Surrey, Surrey, UK, April 6-7, 2000. For information contact: Sue Gemmill; 5th International Conference on the Dynamics of Strategy; Sems; University of Surrey; Guildford; Surrey GU2 5XH, UK; +44 (0)1483 259347; fax: +44 (0)1483 259511; <sems@surrey.ac.uk>.

**Risk Theory Society Seminar:** University of Minnesota, Minneapolis, MN, April 14-16, 2000. For information contact: Keith J. Crocker, University of Michigan Business School, 701 Tappan Street, Ann Arbor, MI 48109 USA; (734) 763-4612; fax: (734) 936-0279; <kcrocker@umich.edu>; <<http://aria.org/rts>>.

**Behavioral Decision Research Conference:** University of Arizona, Tucson, AZ, May 19-21, 2000. Submission deadline: January 14, 2000. For information contact: Lisa Ordóñez <lordonez@bpa.arizona.edu>; or Terry Connolly <connolly@u.arizona.edu>; or at: BDRM Conference, Department of Management and Policy, Eller College of Business and Public Administration, University of Arizona, Tucson, AZ 85721; <<http://www.bpa.arizona.edu/~map/bdrm>>.

**Naturalistic Decision Making:** Tammsvik Conference Center, Stockholm, Sweden, May 26-28, 2000. Submission deadline: January 31, 2000. For information: <<http://www.fhs.mil.se/ndm5/index.html>>.

**International Society for Bayesian Analysis:** Knossos Royal Village Hotel, Hersonissos, Crete, May 28 - June 1, 2000. For information: <<http://www.bayesian.org>>.

**American Psychological Society:** Fontainebleau Hilton Resort & Towers, Miami, FL, June 8-11, 2000. Submission Deadline: January 14, 2000. For information contact: Randall Engle, Program Committee Chair, Georgia Institute of Technology, (404) 894-2680, fax: (404) 894-8905, <re23@prism.gatech.edu>, <<http://www.psychologicalscience.org>>.

**International Meeting of the Economic Science Association:** New York University, New York City, NY, June 16-18, 2000. Submission deadline: April 15, 2000. For information contact: Andy Schotter <esa@rsage.org>.

**International ICSC Symposium on Engineering of Intelligent Systems:** University of Paisley, Scotland, UK, June 29 - July 2, 2000. For information contact: ICSC International Computer Science Conventions; P.O. Box 279, Millet, Alberta T0C 1Z0 ; Canada; +1-780-387-3546; fax +1-780-387-4329; <operating@icsc.ab.ca>; <<http://www.icsc.ab.ca/eis2000.htm>>.

**Logic and the Foundations of the Theory of Games and Decisions:** ICIR, Torino, Italy, June 29 - July 2, 2000. Submission deadline: February 15, 2000. For information contact: The Organizing Committee, LOFT4; International Centre for Economic Research; Villa Gualino ; Viale Settimio Severo, 63; 10133 Torino, ITALY; fax: +39.011.6600082; <icer@inrete.it>; <<http://pages.inrete.it/icer>>.

**Conference on Uncertainty in Artificial Intelligence:** Stanford University, Stanford, CA, June 30 - July 3, 2000. Submission deadline: February 17, 2000. For information contact: Kathryn Laske; Department of Systems Engineering and Operations Research; George Mason University; Fairfax, VA 22030-4444 USA; (703) 993-1644; fax: (703) 993-1521; <klaskey@gmu.edu>; <<http://www.cs.toronto.edu/~uai2000>>.

**International Conference on Information Processing and Management of Uncertainty in Knowledge-Based Systems:** Madrid, Spain, July 3-7, 2000. For information contact: <ipmu@mat.upm.es>; <<http://www.mat.upm.es/ipmu>>.

**The Brunswik Society:** The Brunswik Society is an informal association of researchers concerned with understanding and improving human judgment and decision making, (for more information see <http://www.albany.edu/cpr/brunswik/>). Anyone who is interested in these topics and their relationship to Egon Brunswik's work is invited to the upcoming Sixteenth Annual Meeting of the Society. It will be held July 20-22, 2000 at the Max Planck Institute for Human Development in Berlin, Germany. The deadline for paper abstracts is May 15, 2000. On-line registration, paper submission, and hotel reservation form is at <http://www-abc.mpib-berlin.mpg.de/brunswik2000/index.html>. If you have any questions about the meeting, we can be reached by e-mail at: [brunswik2000@mpib-berlin.mpg.de](mailto:brunswik2000@mpib-berlin.mpg.de). Regular mail may be sent to: Max Planck Institute for Human Development, Adaptive Behavior and Cognition Lentzeallee 94 14195 Berlin Germany.

**Human Factors and Ergonomics Society; and the International Ergonomics Association:** will meet July 30-August 4, 2000 in San Diego at the Marriott Hotel and Marina. Information: <http://iea2000.hfes.org/>.

**Random Utility 2000:** Fuqua School of Business, Durham, NC, August 3-8, 2000. For information: <<<http://www.fuqua.duke.edu/ru200>>>.

**Cognitive Science Society:** University of Pennsylvania, Philadelphia, PA, August 13-15, 2000. Submission deadline: February 15, 2000. For information contact: Lila Gleitman and Aravind Joshi; CogSci2000; Institute for Research in Cognitive Science; University of Pennsylvania; 400A 3401 Walnut Street; Philadelphia, PA 19104-6228 USA; 215-898-0357; fax: 215-573-9247; <[cogsci2000@cis.upenn.edu](mailto:cogsci2000@cis.upenn.edu)>; <[www.cis.upenn.edu/~ircs/cogsci2000](http://www.cis.upenn.edu/~ircs/cogsci2000)>.

**Society for Medical Decision Making:** Hyatt Regency, Cincinnati, OH, September 24-27, 2000. For information: <<http://www.gwu.edu/~smdm>>.

**Self-Organization of Cognition and Applications to Psychology:** Ascona, Switzerland, October 26-28, 2000. For information: <<http://www.upd.unibe.ch/research/symposien/HA9.html>>. A focal point of the Monte Verita 2000 symposium is the disenchantment with the information processing view in psychology and cognitive science. The approach of symbolic information processing has resulted in doubtful "solutions" to fundamental problems of our understanding of cognition and action. One such problem is to understand volition and intentionality. Related problems arise from issues such as representation, constructivism and situatedness. The consequences of this discussion for psychology and cognitive science will have to be examined. The aim of the Monte Verita symposium is to bring together representatives of a new dynamical approach to cognition from various disciplines.

**The Psychonomic Society:** New Orleans, LA, November 16-19, 2000. For information contact: Roger L. Mellgren, Secretary-Treasurer, Dept of Psychology, Box 19528, University of Texas, Arlington TX 76019-0528 USA, (817) 272-2775, fax: (817) 272-2364, <[mellgren@uta.edu](mailto:mellgren@uta.edu)>.

**Society for Judgment and Decision Making:** New Orleans, LA, November 18-20, 2000.

**Future SJDM meeting:** 2001: Orlando, November 17-19.