

# SOCIETY for JUDGMENT and DECISION MAKING

## The Headlines

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### **The Meeting was a great success**

Minutes of the Executive Board meeting and the Annual Business meeting are in this Newsletter.

### **Election Results:**

Josh Klayman, chosen as the new President-elect

Peter Ayton, chosen for a three year term on the JDM Executive Board

### **Changing of the Guard:**

George Loewenstein becomes the President for 2002 with David Budescu retiring to the position of Past President--Great job this year David, many thanks. Thanks are also due to Joshua Klayman who is rotating off the Executive Board after serving for three years. (Of course, he will now have to serve another three years.)

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# SOCIETY FOR JUDGMENT AND DECISION MAKING

## 2001 EXECUTIVE BOARD

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 David Budescu, *Past President*, <dbudescu@s.psych.uiuc.edu>  
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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 However, we do not publish substantive papers.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

Pride and Anxiety: Miscellaneous comments about the state of our field

Not too long ago, I now feel comfortable admitting, I was worried that the field of behavioral decision research bore a certain resemblance to an exploding star. Most of the action seemed to be occurring at the periphery, in the application of existing BDR ideas to new areas such as economics, law, marketing, medicine and political science, leaving a black hole in the center that should have been filled with basic research. Without innovative new basic research, I feared, the periphery, too, would grow cold.

These doubts were largely dispelled for me at the two most recent annual meetings. Attendees at both meetings were exposed to exciting new theoretical perspectives and fascinating new research findings delivered by a diversity of research methods that I would conjecture is unmatched in any other social science subdiscipline.

But now I have a new anxiety. There may be lots of interesting new ideas, but many of those that I find most exciting seem to have little to do with decision making as it is usually construed. Consider, for example, the notion of "identity-based decision making" that several people are pursuing. If people are behaving so as to conform to a particular self-identity, in what sense is that decision making? Why not call it identity-based *behavior*? The very definition of decision making seems to involve taking the consequences of one's behavior into account in a deliberate fashion. If conforming to an identity is decision making, then what *is* decision making and how does it differ from other accounts of behavior?

As another example, consider the burgeoning research on the role of emotion in decision making. Much of this research *does* seem to conform naturally to the label "decision research." For example, some research looks at the important role that emotional inputs play in decision making and the adverse effects of blocking such emotional inputs. But other research which highlights the ability of emotions to, in effect, short-circuit deliberations, seems more antithetical to the decision making perspective.

As an obvious example, consider public responses to the events that have followed September 11. (Sorry, there's no escape from the topic.) To me, the most salient aspect of public reactions to the events that began on September 11 is their *emotionality*. The emotionality of public responses can help to explain why the crash of four airplanes led to a drop in air travel sufficiently dramatic to bring all the U.S. carriers to the brink of bankruptcy. By itself, this is perhaps not particularly surprising, but it is surprising when contrasted to most Americans' behavior when it comes to driving. Driving kills about 40,000 people a year in the United States, the equivalent of crashing two jumbo jets into a mountain every weekend, year in and year out. You'd have done better to get into a car than to board a plane at 9AM on September 11, but over any reasonably long period, even following September 11, you are almost certainly safer in a plane than a car. Moreover, many of the same people who are canceling flights fail to take even the most rudimentary safety measures when they drive, such as strapping in, avoiding alcohol, staying off the mobile phone, and reading the installation instructions that accompany child seats.

Or consider reactions to Anthrax. Hoards of people stocked up on Cipro, avoided public places, and even purchased gas masks, though Anthrax has, as of the day I am writing this, killed only seven people. It could be argued, of course, that people didn't know the magnitude of the threat they faced, but again it is instructive to compare people's responses to anthrax to their response to other similar risks. For example, flu (plus pneumonia caused by flu) kills about

10,000 per year -- more in years of epidemics. Yet, I would conjecture, a large fraction of those who stocked up on Cipro hadn't bothered to get a flu shot.

Emotional reactions to events didn't lead only to disproportionate efforts at self-protection, but also to extremes of generosity, some of it arguably misplaced. The Red Cross and other relief organizations were deluged with monetary contributions for victims of the disaster, though the vast majority of the victims were in line for generous insurance settlements or government aid. If you were going to die in a plane crash (or as a result of one), it was much better in economic terms (and probably in terms of sympathy as well) for your family if you died on September 11, than about a month later on the flight that crashed out of New York. Perhaps the trauma of losing a parent was greater for those who died on September 11, but it seems unlikely. Moreover, the outpouring of donations probably exhausted many people's charity budgets, reducing contributions to other needy causes.

As yet another example, when the Red Cross began to distribute some of the surplus funds to other needy people, there was a public outcry that forced them to back off from this obviously sensible action. The same pattern is also evident when it comes to blood donations. There was a dramatic increase in blood donations, even after it was clear that there were few victims in any shape to receive blood. After years of periodic blood shortages, the Red Cross was suddenly so deluged with such a surplus of blood that some of it couldn't be used before it expired and had to be destroyed. In the meantime, based on the multiple calls I've been getting from the Pittsburgh blood bank, I infer that we're back in times of blood shortage perhaps again exacerbated by the fact that people feel they have already given and possibly by anger over news stories about surplus blood being disposed of.

Research by behavioral decision researchers, perhaps more than any others, can shed light on these types of situations. An important insight emphasized in a number of recent papers is that emotional reactions to events often diverge from cognitive evaluations of the same events and that, in such situations, emotional reactions often drive behavior. Research by behavioral decision researchers, most prominently Paul Slovic and his colleagues, has uncovered a variety of different factors that lead to such deviations between, as they put it, "facts versus fears." This research has identified "risk dimensions" that help to explain divergences between subjective and actuarial assessments of risks.

One factor that can drive a wedge between subjective reactions to, and actuarial assessments of, risks is *novelty*. Like most things, people get used to risks that they live with for an extended period of time -- that are familiar -- but they often overreact to new risks. Anthrax and large-scale deadly plane hijackings were relatively new risks for Americans.

Another explanation suggested by the existing literature on risk is that people were *uncertain* about the exact scope of the threat, and people felt that they lacked *control* over the risks that they faced. Yet other research suggests that *vividness* plays an important role. The new risks faced by the public began with the most vivid events imaginable. These are all effects that were predictable on the basis of earlier research findings.

But part of the answer may lie outside of the existing literature on risk dimensions. With the possible exception of crime, few of the risks that have been studied in the research on risk perceptions were caused by people who were intent on causing harm. We need, perhaps, to add malevolence to the list of factors that produce fear that is out of proportion to objective risk levels. It's just naturally scary to have someone out to get you.

The literature on emotional reactions versus cognitive evaluations of risk has numerous other implications, but this column is not the right venue for such a detailed discussion. Instead, let me close by returning to my original theme. Ultimately, it may not matter that much whether decision researchers are doing research on decision making per se. What is far more important is

that we're doing research that we and others find interesting, important, and useful. With its unique blend of inputs from psychology and economics, behavioral decision research has displayed the capacity to address important questions that neither economics nor psychology alone sheds much light on. Perhaps at some point in the future we'll want to think more carefully about what it means to do *decision* research. At the moment, however, with so much exciting research to be done, why worry about it?

George Loewenstein

### **2001 Student Poster Award Winner**

Danny Oppenheimer from Stanford University won the SJDM 2001 Student Poster Award for his poster entitled "Implications of a Voting Theory Framework for Decision Making." Danny's advisor is Barbara Tversky. Danny received a certificate and a \$100 prize at the annual meeting in Orlando.

Two Honorable Mentions were also announced. These were awarded to Lisa Kath of the University of Connecticut and Deborah Small of Carnegie Mellon University. Lisa's poster, entitled "Using Social Judgment Theory to Compare Court Rulings and Layperson Judgments of Real Sexual Harassment Court Cases," was co-authored with Jim Holzworth. Deborah's poster, "Helping 'THE' victim or Helping 'A' Victim: Altruism and Identifiability," was co-authored with George Loewenstein. Lisa and Deborah each received certificates and \$50 awards.

Fifty students entered the student poster competition this year. Members of the Student Poster Committee were: Wandu Bruine de Bruin, Karen Chinander, Shawn Curley, Mike DeKay, Mike Dougherty, Adam Goodie, Scott Highhouse, Jim Holzworth, Harvey Langholtz, Irwin Levin, Ellen Peters, Paul Price, David Rettinger, Alan Schwartz, Eric Stone, David Washburn, Paul Windschitl, and Mike Young. The committee was chaired by JD Jasper. The Society thanks JD and the committee for their service.

## BOOK REVIEWS

*If you are interested in reviewing a book, contact the editor.*

### **Stress under Judgment:**

#### **JDM Sage Ken Hammond Breaks Open New Research Programs**

Review of *Judgments under stress*, by Kenneth Hammond. 1999. Oxford University Press. 256 pp. ISBN: 0-19-513143-6. Price: \$ 29.95 from [www.oup-usa.com](http://www.oup-usa.com), \$ 45.00 from [amazon.com](http://amazon.com).

Review by C. J. Anderson  
University at Albany, SUNY

In the second decade of his retirement, Ken Hammond continues to blast away at recalcitrant areas of scholarship and open productive new areas for mining by the judgment and decision making field. Hammond's most recent target is the effects that stressful conditions have on difficult judgments. In his view, this oft-studied area has been in a quagmire from its conception as a scientific research area: its concepts are ill-defined, researchers working on similar questions do not communicate, and little of substance has been learned about judgments under stress despite much effort. Enter Ken Hammond, drilling away at the most stubborn concepts, cracking terms open and regimenting ideas in the precise manner required for productive science.

*Judgments under stress* covers a considerable amount of ground and makes a rather large contribution relative to its manageable length and accessible style. Most centrally, the book reconceptualizes stress as the disruption of constancy, i.e. the loss of stable relations with the environment. These disruptions might affect either correspondence or coherence judgment competence (analogous to accuracy and logical consistency, respectively). Hammond also theorizes that evolutionary history does not treat the two judgment competencies as analogous, in that correspondence competence has been more crucial to survival than coherence, and thus organisms might have different adaptations to disruptions of this kind of constancy.

In the course of developing these ideas, Hammond reviews the most important ideas in the field of judgment and decision making and his own major contributions to the field. One of the important developments in the book is that stress-judgment hypotheses are clearly linked to prior research and theory in the field of judgment and decision making. In the latter part of the book, Hammond offers novel, testable hypotheses about judgments under stress and goes to lengths to point out methodologies that would make the pursuit of answers precise and feasible. This is what science is about – the book stands as a wonderful example of scientific thinking in our field as well as an excellent treatise on its specific topic.

In addition to treating the main thesis of the book, the journey is made enjoyable by the use of a rich set of historical illustrations of the kind of judgments that the book explores. Hammond found some of the most stressful experiences to discuss: cases probed involve smoke jumpers attempting to put out a brush fire who are unexpectedly exposed to mortal danger, and a crew that loses control of the apparatus for piloting an airplane. Hammond also offers his thoughts on the role of emotion in decision making, and how the new theory developed in the book might be extended to difficult moral judgments. Finally, the book includes a detailed and comprehensive literature review of stress-judgment research in an appendix. By way of explaining this, I should note that the book is not written as a literature review, since the author judged that this research area is in need of an overhaul. Instead, the book reads like a discourse that comes from a vital and entertaining thinker addressing a topic of great personal and public concern in a new way. Thus, the literature review is relegated to an appendix.

Because this treatise on stress includes links to classic concepts in judgment and decision making and Hammond's own cognitive continuum theory, it serves as a fair introduction to Hammond's thought and could be read by someone unfamiliar with decision making theory or psychology. Simultaneously, it makes a very distinctive contribution to both stress and judgment theory that will be appreciated by more seasoned readers. Likewise, it makes room for new research programs, and thus rewards time spent reading by stimulating the reader to further thought and potential work on the topic. My only complaint about the technical aspects of the book is that I felt that the already moderately sized book could have been edited more concisely at points. However, some redundancy is a fair tradeoff for making the book accessible to a wide audience.

The book also stimulated me to ask some further questions that remain to be fully addressed. Occasionally, I participate in the evolutionary psychology lab at SUNY Albany, where Gordon Gallup and his students explore a number of topics that could be categorized as stressors. For example, evolutionary psychologists discuss topics such as temporary separation from a mate, cuckoldry, and lack of parental resemblance in offspring. From an evolutionary perspective, these are all very specific stressors in that the manner in which they disrupt constancy require specific responses that may become inherited adaptations. Thus, not only might these stressors affect judgment in the manner discussed by Hammond's theory, but they may predispose certain decisions. The general question this raises is: do we need not only to be able to quantify stressors in terms of disruptions to constancy, but do we also need to be able to categorize or taxonomize stressors? Which stressors do we have specific evolutionary predispositions towards, and which stressors affect judgment only in a more general way? Should we understand disruptive stressors in terms of threats to survival and/or reproduction, and that some threats are old and some are new, affecting the chances we have inherited responses to them? The fact that I am left with this question compliments the book, in that it indicates that it is interesting enough to cause the reader to ask more questions.

*Judgments under stress* represents a major contribution to psychological research that is worthy of the attention of all students and researchers in psychology, and is an enjoyable read. It should be required reading for judgment and decision making researchers, stress researchers, and social psychologists. In its deep mining of a recalcitrant, but interesting research area, will also be of value to scientists seeking inspiration for a research program or project with strong potential. The book is also generally accessible, so that educated readers with no special background could benefit from a reading. In this vein I would particularly recommend the book to individuals in leadership positions as well as individuals who train future leaders.

## **Editorial Transition at OBHDP**

Jeff Edwards assumed the editorship of *Organizational Behavior and Human Decision Processes* on July 1, 2001. Jeff follows Dan Ilgen, who served three years as editor, 13 years as associate editor under Jim Naylor, and eight years as a board member, totaling nearly 25 years with the journal. During Dan's editorial term, Jeff served along with Elke Weber as associate editor, during which time the editorial team received nearly 700 manuscripts and published approximately 140 articles. Looking forward, Jeff is joined by associate editors Terry Connolly, Dave Harrison, and Scott Highhouse, and nearly 60 board members. The editors will work together to maintain *Organizational Behavior and Human Decision Processes* as a premiere outlet for research that spans organizational behavior, organizational psychology, and judgment and decision-making processes relevant to attitudes, cognitions, and behavior in organizations. The domain statement and incoming editorial board are listed below, and additional information can be obtained at the OBHDP web site (<http://www.academicpress.com/obhdp>).

### **OBHDP Domain Statement**

*Organizational Behavior and Human Decision Processes* publishes fundamental research in organizational behavior, organizational psychology, and human cognition, judgment, and decision-making. The journal features articles that present original empirical research, theory development, literature reviews, and methodological advancements relevant to the substantive domains served by the journal. For each type of article, the journal emphasizes research that makes substantial contributions to understanding psychological processes relevant to human attitudes, cognitions, and behavior in organizations.

As implied by its title, *Organizational Behavior and Human Decision Processes* spans a broad spectrum of topics that address psychological and cognitive aspects of organizational behavior. These topics fall under the broad headings of perception, cognition, judgment, attitudes, emotion, well-being, motivation, choice, and performance. These topics are inherently integrative, given that perceptions, attitudes, and emotions are rooted in cognition and judgment, and motivation and performance are inextricably linked to choice. We are interested in articles that investigate these topics as they pertain to individuals as well as dyads, groups, and other social collectives, as exemplified by research on social cognition, negotiation, conflict resolution, interpersonal processes, and group decision-making. For each topic, we place a premium on articles that make fundamental theoretical contributions to applied psychology and, at the same time, are anchored in phenomena relevant to organizations.

*Organizational Behavior and Human Decision Processes* welcomes empirical research using different methodological approaches, including laboratory experiments, field experiments, field studies, survey research, and computational modeling. Studies are evaluated not according to the method used, but by the rigor and care with which the method is applied and its ability to yield valid answers to important research questions. Manuscripts that present multiple studies using complementary methods are particularly appealing.

*Organizational Behavior and Human Decision Processes* seeks research that makes significant contributions to the literature. Hallmarks of such research include developing and testing new theory, examining untested core elements of existing theories, resolving conflicting predictions from multiple theories or conflicting findings from multiple studies, and integrating different theories, propositions, or research streams into a unified framework. Significant contributions are less likely from research that merely replicates previous findings, revisits established findings using different samples or measures, or offers an incremental advancement



to an existing body of knowledge. We urge authors to pose research questions that are fundamental and relevant to organizations, fully develop their theoretical arguments and hypotheses, apply rigorous empirical methods, and seek conclusions that break new ground and provide major and lasting impact.

## **2002 Committees of the Society for Judgment and Decision Making**

### **Program Committee**

Marlys Lipe (through 2002)  
Rami Zwick (Chair)(through 2003)  
Julie Irwin (through 2004)  
Craig Fox (through 2005)

### **Publications Committee**

Jonathan Baron (through 2002)  
William Goldstein (chair) (through 2003)  
Barbara Mellers (through 2004)  
Terry Connolly (through 2005)

### **Beattie International Travel Award Committee**

Peter Ayton  
Josh Klayman (chair)  
Martin Weber

### **SJDM Webmasters:**

Alan Cooke  
Alan Schwartz

### **Einhorn Award Committee**

Eldar Shafir (chair) (through 2002)  
Rick Larrick (through 2004)  
Michael Doherty (through 2005)

### **Student Poster Committee**

JD Jasper (chair)  
Ad hoc members solicited annually

### **Representative to the Federation of Behavioral, Psychological, and Cognitive Sciences**

Hal Arkes

**Federation of Behavioral, Psychological, and Cognitive Sciences (FBPCS)**

Hyatt Regency, Washington, DC

December 8, 2001

The meeting was convened at 8:30 AM by Dr. Stephen Porges, the President of FBPCS. The main news was the appointment in November of Dr. Barbara Wanchisen as executive director. Dr. Wanchisen replaced David Johnson, who had been the executive director for 14 years. Dr. Wanchisen has been a faculty member at Baldwin-Wallace College, a legislative aide for Representative Kucinich, and a member of three of FBPCS's constituent societies.

The first speaker was Dr. Martin Apple, who is the President of the Council of Scientific Society Presidents. Dr. Appel's organization is similar to FBPCS in that a heterogeneous group of scientific societies came together to form a larger entity with more advocacy impact than any of the constituent societies. He also pointed out the benefit of having several constituent societies lobby an agency concerning an issue (i.e., IRB regulations) which might not affect them directly: such societies would not be seen as merely looking out for their own self-interest. Dr. Appel discussed federal budget issues which affect social sciences. He thought that if the social sciences can make the case that they have something to contribute to the problem of terrorism, their standing would be enhanced in Congress.

The second speaker was Dr. Alan Guttmacher, who is the Senior Clinical Advisor to the Director, National Human Genome Institute, National Institutes of Health. He pointed out that genetics has played a small role in health care, because most people don't have health problems due to genetic abnormalities. However the Human Genome Project has changed that view, because "genomic medicine" is relevant to every major disease category; they all involve genetically-based mechanisms. He pointed out three considerations which seemed to me to be most relevant to social science research. First, genomic knowledge can impact lifestyle choices, health maintenance, pre-symptomatic medical regimens, and screening schedules. Second, the mere knowledge concerning one's propensity to contract various diseases might not be sufficient to change one's behavior. For example, knowledge that smoking increases one's risk of cancer has not eliminated smoking. Therefore there is plenty of work for social scientists to do with regard to fostering behavior change in light of information about one's own genomic make-up. Third, rather than defining mental health diseases by symptoms, it might be more sensible to define them by causes. For example, "autism" refers to a heterogeneous collection of symptoms. Genomic information might lead to a more efficient way to treat autism than the current approach if genomic research uncovered the root cause of the various symptoms.

The next two speakers were from NIH. Dr. Israel Lederhendler is the Chief, Basic Behavioral and Systems Neuroscience Research Program and Coordinator for Sleep Research. Because much of his talk pertained to topics not directly relevant to J/DM, I will mention only two themes he covered. First, finding a gene does not comprise a causal explanation. The job of social scientists is to uncover the nature of the gene-to-behavior connection. To do this psychologists will have to interact with scientists working at other levels of analysis. Second, he surprised me by saying that the DSM (Diagnostic and Statistical Manual) blocks access to treatment! He thought that using the DSM turns a malady into one entity. It would be better, he thought, if a syndrome could be broken down into its constituent processes, each of which could then be researched by the appropriate behavioral and neuroscience research community.

The second NIH speaker was Dr. Bruce Cuthbert, Chief, Adult Psychopathology and Prevention Research Branch, Division of Mental Disorders, Behavioral Research and AIDS, NIH. Because his talk was so strongly directed toward diagnosis and treatment of mental illness, and because so few members of the Society have professional interests in this area, I will not provide

details of his talk. Instead, interested J/DM members should contact me if they would like to obtain more information.

At the end of the meeting a few announcements were made. Virginia Holt of the American Psychological Association pointed out that the members of the societies which belong to FBPCS get a 25% discount on APA dues.

A Forum on Research Management (FORM) was held on November 29<sup>th</sup>, which pertained to contributions social scientists could make in a post-September 11 world. The meeting was attended by about 40 people, including legislative aides and others toward whom these events are explicitly targeted. The next FORM meeting will deal with IRB problems. A seminar series on autism will be continued in the near future. My own experience with these talks is that they are high quality, but the Congressional staffers who are supposed to attend have done so in very small numbers. I was glad to hear that attendance of such people has picked up substantially in the past year. We were told that if one of the constituent societies wishes to sponsor a speaker at one of the upcoming talks, the cost would be approximately \$3,500. So if there is an issue before Congress which might be influenced by a dose of J/DM wisdom, we might consider choosing one of our members to give one of these talk.

—Hal R. Arkes

### **The Teacher's 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.*

**I need more material for this column! -Steve**

**MINUTES**  
**Annual Business Meeting**  
**Society for Judgment and Decision Making**  
**November 18, 2001**

**Announcements**

Election Results:      President elect: Josh Klayman (out of the country for this year's meeting)  
New member of Exec Board: Peter Ayton  
Congratulations and welcome!

**Dues increase**

The President announced a dues increase from \$25 to \$35 for regular members and from \$5 to \$10 for student members. The reasons for the increase included a need for a larger reserve for paying conference costs and the need to have expensive LCD projectors available in the future for Powerpoint presentations.

**New committee members**

Craig Fox will be the new member of the Program Committee.  
Michael Doherty will be the new member of the Einhorn Award Committee.  
Terry Connolly will be the new member of the Publications Committee.

**New Business****1) Proposed Bylaw changes**

The President circulated the proposed Bylaw changes which appeared in the September issue of the Newsletter and will be voted on at the Business Meeting. The purposes of the changes included: (a) creating procedures for electronic elections, (b) creating procedures for breaking ties in elections, and (c) changing the communication medium of required announcements from regular mail to email. A brief discussion followed, then a vote.  
Suggested Bylaw changes passed unanimously.

**2) Publication News**

The President informed SJDM members that our contract with Cambridge University Press (CUP) has expired, and the option to renew was not extended. The nonrenewal was due to too few books being published. Although 3 to 5 per year had been planned, the Series only produced about 10 volumes since 1993. The President announced that the Publications Committee will look into revitalizing the Series with a new publisher.

**Treasurer's Report (Sandy Schneider)**

The Treasurer reported that SJDM has approximately \$9,000 in reserves with an additional \$5,000 in an account set aside for the Beattie International Travel Award. An additional explanation of the rationale for the dues increase was provided. A detailed financial report for the past 4 years was presented and will appear in the SJDM Newsletter.

Membership was reported as holding steady at about 870, though several members are considerably behind in their dues. Like Psychonomics, meeting attendance was reported as being down a bit (probably due to concerns related to the 9/11 tragedy). Attendance this year was estimated at approximately 220 as compared to 258 in 2000.

**Program Committee Report (Marlys Lipe)**

The Chair of the Program Committee reported that submissions were up a little from last year, with 95 paper, 6 symposia, and 79 poster submissions. Acceptance rates were 50% for both paper and symposia sessions. The number of poster sessions eligible for the Student Poster Award increased substantially from 27 in 2000 to 50 in 2001.

**Federation Report (Howard Egeth)**

The President made apologies for our Federation representatives who could not join us for the meeting. Patrice O'Toole has just recently taken over as the new Assistant Director of the Federation of Behavioral, Psychological, and Cognitive Sciences. She is just now getting oriented, and was too swamped with new responsibilities to make the trip. Howard Egeth, the Executive Director, was planning to come in her stead, but it did not work out. The President announced that he had been given copies of the Federation annual report that he would pass along to anyone who expressed an interest in seeing it.

**NSF Update (Deborah Frisch)**

The Director for the National Science Foundation's Program in Decision, Risk, and Management Science described several current funding opportunities. Members were encouraged to visit the NSF website at [www.nsf.gov](http://www.nsf.gov), and to contact program directors via email: Deborah Frisch at [dfrisch@nsf.gov](mailto:dfrisch@nsf.gov) or Robert O'Connor at [roconnor@nsf.gov](mailto:roconnor@nsf.gov).

**Meeting adjourned.**

**Recent JDM Dissertations**

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

**MINUTES**  
**Executive Board Meeting**  
**Society for Judgment and Decision Making**  
**November 17, 2001**

**Attending**

Peter Ayton (New Board Member), Michael Birnbaum (Publications Committee), David Budescu (President), Reid Hastie (Board), J. D. Jasper (Student Poster Award Chair), Marlys Lipe (Program Committee Chair), George Loewenstein (President-Elect), Maurice Schweitzer (Program Committee), Sandra Schneider (Secretary/Treasurer), Thomas Wallsten (Past President), Rami Zwick (Program Committee)

**Announcements**

Election Results:       President elect: Josh Klayman (out of the country for this year's meeting)

                              New member of Exec Board: Peter Ayton

Congratulations and welcome!

**Financial Report & Discussion**

The Secretary/Treasurer reported the following:

- Current finances are comparable with previous years; however, as conferences become more expensive, the adequacy of the reserve comes into question. After annual expenses and before conference fees are generated, the Society's balance is approximately \$9,000 (with another \$5,000 in a separate, earmarked Beattie International Travel Award Fund). The cost of the conference is typically close to \$20,000. We write a check at the end of the conference for this sum. If at least \$11,000 in pre-registration conference fees have not cleared by the time of the conference, we run the risk of having inadequate funds to cover conference costs. The Secretary/Treasurer recommends consideration of a dues increase to provide a larger cushion.
- Directory expenses decreased by almost \$4,000 due to the new policy of posting the directory on the web, and only mailing it out in hard copy to those who request it for an additional \$10 fee.
- Expenditures for the Newsletter continue to be approximately \$3,000, with \$1,000 going to publication costs and \$2,000 going to an assistant. Expenditures for the Secretary/Treasurer were reduced from \$2,500 for an assistant in Year 2000 to \$2,200 this year. The reduction is entirely due to the decreased expenditures in time for publishing hard copies of the directory.
- Regarding conference A/V, requests for LCD Video Projectors to enable PowerPoint presentations are increasing. The cost is relatively prohibitive, with rental fees of \$550 per day per projector. The Board may want to consider whether it is reasonable for the Society to make these projectors available to presenters.
- Alan Schwartz and Alan Cooke have requested a budget of up to \$250 per year to cover SJDM website-related expenses.

- The previous year's attempt to have the Society's financial accounts reviewed was unsuccessful as it was not possible to secure a review for under \$200. The Board may want to consider a new strategy for identifying an inexpensive alternative, or to allot additional funds for that purpose.

**Board Action:**

- After considerable discussion, the President recommended a dues increase for 2002 from \$25 to \$35 for regular members, and from \$5 to \$10 for student members. The Board voted unanimously in favor of the increase.
- The Board agreed to the following annual expenditures for 2002:  
Newsletter expenses and assistance: \$3,000  
Secretary/Treasurer assistance: \$2,200  
Website-related expenses: up to \$500
- The Board agreed that a review of the SJDM finances should happen approximately once every three years, perhaps at the end of a Secretary/Treasurer's term. Because the books have never been independently reviewed to date, the Board authorized up to \$1,000 for a review of books to be conducted in Year 2002.

**Membership Report & Discussion**

The Secretary/Treasurer reported the following:

- Membership is holding steady at roughly 870 members. However, over one-third of our members are more than one year behind in their dues. This is exacerbating the financial problem of an inadequate financial "cushion" for covering conference expenses.
- Conference pre-registration of 169 is about 20% less than last year, however, the September 11 incident is the likely cause of the decline (and is comparable to the drop off in attendance reported by Psychonomics).
- The new policy to offer dual membership in SJDM and EADM at reduced rates has met with some success. The current count shows 83 joint members, however, the number is likely to be considerably higher after on-site registrants pay their membership fees. Coordination between the two societies is still in the development phase. We will continue to fine-tune procedures between societies in the upcoming year.

**Board Action:**

The Board agreed that members need to be encouraged to stay current in their dues. There was also enthusiasm for the new joint membership program, and interest in ensuring that coordination between the two societies becomes as smooth as possible.

**New Business****1) Possible Bylaw changes**

The President circulated the proposed Bylaw changes which appeared in the September issue of the Newsletter and will be voted on at the Business Meeting. Discussion was largely supportive of the changes, with no substantive recommendations for possible revision.

**2) Voting procedures (if electronic voting is approved)**

The President described needed changes for electronic voting. These were briefly discussed and will be presented at the Business meeting.

**3) The future of the Publication Series**

The President informed the Board that our contract with Cambridge University Press (CUP) has expired, and the option to renew was not extended. The CUP Series Editor, Philip Laughlin, had suggested in a previous communication that too few books were being published, and that none had become especially high sellers (though all have been moderately successful). The ensuing discussion about the future of the Series focused on mechanisms for ensuring the health of the Series and securing a publisher(s). Michael Birnbaum reported on the previous role of the SJDM Publications Committee, suggesting that their role could be adjusted to be more supportive of potential authors. The President suggested that the Publications Committee look into these matters, and recommended that Terry Connolly be added to the Committee based on his active interest in the quality of the Series.

**4) Response to changes in the distribution of the Directory**

The Secretary/Treasurer reported that only two dozen hard copies of the directory had been produced, and only about half those had been specifically requested by members. There was no knowledge of any complaints, and the savings were substantial.

**Federation News**

The President made apologies for our Federation representatives who could not join us for the meeting. Barbara Wanchisen has just recently taken over as the new Executive Director of the Federation of Behavioral, Psychological, and Cognitive Sciences. She is just now getting oriented, and was too swamped with new responsibilities to make the trip. She promises to come next year. Howard Egeth, the Vice President, was planning to come in her stead, but it did not work out. The President did receive copies of this year's Federation report, which he distributed among Board members.

**Ongoing Committees: Personnel and Reports****Program Committee**

Maurice Schweitzer (through 2001)  
Marlys Lipe (through 2002) 2001 Chair  
Rami Zwick (through 2003)  
Julie Irwin (through 2004)

Marlys Lipe presented a summary of this year's program submissions. Submissions were up a little from last year, with 95 paper, 6 symposia, and 79 poster submissions. Acceptance rates were 50% for both paper and symposia sessions. The President and Board extended thanks to Marlys and the Program Committee for an outstanding job.

Rami Zwick will be the 2002 chair of the Program Committee. Maurice Schweitzer retires from the committee (Thanks so much, Maurice!), and Craig Fox was recommended as next year's new member to the Program Committee.



**Student Poster Committee**

J.D. Jasper (Chair)

Ad hoc committee members solicited annually

J.D. Jasper presented a summary of this year's student poster competition. Submissions were up from 27 in 2000 to 50 this year. J.D. expressed appreciation to those who volunteer to judge posters each year, but admitted that it was typically difficult to find enough people to make judging loads reasonable. He will work with the Secretary/Treasurer to identify potential judges for next year's competition.

J.D. recommended that the Board consider awarding prizes to the two runners-up as well as the winner. Discussion was supportive. The President recommended \$50 each for runners-up, while retaining the \$100 award for the winner. The Board was unanimously in favor, and agreed to make monetary awards to the runners-up starting this year.

**Beattie International Travel Award Committee**

Peter Ayton

Josh Klayman (Chair)

Martin Weber

Peter Ayton reported that there was no award for the Beattie International Travel competition this year, but that an award is expected next year. He requested that the call for the Beattie competition be included with the regular call for proposals. The Board agreed unanimously.

**Einhorn Award Committee**

Lola Lopes (through 2001; Chair)

Eldar Shafir (through 2002)

Rick Larrick (through 2004)

Lola Lopes rotates off the Einhorn Committee this year (Thanks for your help, Lola!), and Eldar Shafir becomes Chair for the 2002 biannual competition. Michael Doherty was recommended as the new member of the committee.

**Publications Committee**

Jonathan Baron (through 2002, Chair)

Michael Birnbaum (through 2001)

William Goldstein (through 2003)

Barbara Mellers (through 2004)

Michael Birnbaum is rotating off the Publications Committee (Thanks for your help, Michael!), and Terry Connolly will become the new member of the committee. The committee is charged with the task of exploring the future of the publication series, including the role of the Publications Committee in the process as well as the interest of potential publishers.

**Other Business**

Request for support for the 23rd Annual IOOB Graduate Student Conference

The Board discussed this request. There has been no precedent for SJDM's contribution to activities of other groups. Moreover, there was no clear relationship of the IOOB group to the SJDM membership. The President recommended that we deny this request, and communicate that such support is outside the purview of the Society.

**Meeting Adjourned.**

## JDM Members Have Been Busy

*Many of our fellow members have recently published books or other items that you might be interested in taking a look at, but may well not be aware of. So here are some. Please send the Editor more for the next newsletter. (The order listed is random.)*

**Jiro IHARA**, published the results of a Web experiment: Stock Investment Decisions. You can download this (AIST-NS-TR-01-001.PDF) from his new web site at:

[http://we-by-jiro.net/english/exp/exp\\_e.shtml](http://we-by-jiro.net/english/exp/exp_e.shtml) or write to: Jiro IHARA, Dr. of Eng., Neuroscience Research Institute, AIST Tsukuba Central 2, 305-8568 JAPAN e-mail:

[jiro-ihara@aist.go.jp](mailto:jiro-ihara@aist.go.jp)

**Shih-Kung Lai** has published an article recently in Decision Sciences (V32 #2 Spring 2001) titled: An Empirical Study of Equivalence Judgments vs. Ratio Judgments in Decision Analysis. Copies are available at [lai@mail.ntpu.edu.tw](mailto:lai@mail.ntpu.edu.tw).

**Bob Clemen and Don Kleinmuntz** want to remind you of the new journal Decision Analysis to be published by INFORMS. Don and Bob are receiving and reviewing papers for the Journal, expected to appear in 2003. You can visit the journal's website at: <http://da.pubs.informs.org/>, or write to Bob Clemen at Fuqua School of Business, Duke University, Box 90120, Durham, NC 27708-0120.

**Rami Zwick and Amnon Rapoport** have a new book, Experimental Business Research. The book's content is located at <http://home.ust.hk/~mkqwick/Content.html>. or e-mail Rami Zwick at <http://home.ust.hk/~mkzwick/zwick.html>.

**Scott Armstrong** recently completed meta-analyses of policy-capturing (judgmental bootstrapping) and expert systems. The goal was to determine the conditions under which each will yield the best predictions. You can get more information at : <http://www-marketing.wharton.upenn.edu/forecast/tofc.html> or write to Scott Armstrong, The Wharton School, U. of Pennsylvania, [armstrong@wharton.upenn.edu](mailto:armstrong@wharton.upenn.edu)

**Robin Hogarth** has published a new book: Educating Intuition. According to the press release, he proposes a radical theory of intuition that it is rational, that it can be learned, and that it can be improved. The book is published by University of Chicago Press (0-226-34860-1)

## Prizes

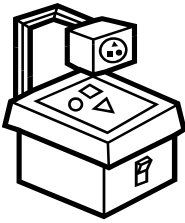
**Grawemeyer Award.** The University of Louisville announced the continuation of the Grawemeyer Award, an annual award the purpose of is to acknowledge and disseminate outstanding ideas in the science of Psychology. Criteria for determining the winning idea include originality, creativity, scientific merit, and breadth of potential impact on the field of Psychology. The Grawemeyer Award includes a cash prize of \$200,000 paid in five annual installments of \$40,000. The first competition for the Grawemeyer Award in Psychology was won by Michael Posner, Marcus Raichle, and Steven Petersen. David E. Rumelhart and James L. McClelland won the second competition.

Nominations for this year's competition must be received by January 7, 2002. Letters of nomination should identify the specific idea being nominated, the author(s) of the idea, and why the idea merits the award. Please provide complete bibliographic references for the idea if possible. The current mailing address, telephone and fax numbers, and email addresses for the nominee(s) should be included. Nominations should be addressed to: Carolyn B. Mervis, Ph.D., Director, Psychology Grawemeyer Committee, Department of Psychological and Brain Sciences, University of Louisville, Louisville, KY 40292. For more information, please contact Leisa Hillman at (502) 852-0430 or send email to [grawemeyer.psychology@louisville.edu](mailto:grawemeyer.psychology@louisville.edu).

**Rumelhart Prize** nominations for the third annual David E. Rumelhart prize for contributions to the formal analysis of human cognition and materials must be received by Friday, January 11, 2002. Nominations should include six sets of the following materials: (1) A three-page statement of nomination, (2) a complete curriculum vitae and (3) copies of up to five of the nominee's relevant publications. Note that the nominee may be an individual or a team, and in the case of a team, vitae for all members should be provided. The prize selection committee considers both the scientific contributions and the scientific leadership and collegiality of the nominees, so these issues should be addressed in the statement of nomination. Inquiries and Nominations should be sent to David E. Rumelhart Prize Administration, Center for the Neural Basis of Cognition, 115 Mellon Institute, 4400 Fifth Avenue, Pittsburgh, PA 15213, 412-268-4000, [derprize@cnbc.cmu.edu](mailto:derprize@cnbc.cmu.edu). Visit the prize web site at [www.cnbc.cmu.edu/derprize](http://www.cnbc.cmu.edu/derprize).

The Prize itself will consist of a certificate, a citation of the awardee's contribution, and a monetary award of \$100,000. Geoffrey E. Hinton won the first Rummelhart prize. Richard M. Shiffrin is the winner of the second Rumelhart Prize and will receive the prize and deliver the Prize Lecture at the 2002 meeting of the Cognitive Science Society.

## MEETINGS



*The purpose of this continuing column is to inform members of upcoming meetings of possible interest. It does not contain official announcements of meetings and, if interested, one should always check with the contact person or web page for more detailed information. Please send the Editor information on other meetings that may be of interest to members.*

**The 40th Annual Bayesian Research Conference**, will be held February 7 - 8, 2002 at the Sportsmen's Lodge Hotel in Studio City, California. For information and online registration go to <http://psych.fullerton.edu/mbirnbaum/bayes/bayes.htm> or contact Letty Baz via email at [baz@rcf.usc.edu](mailto:baz@rcf.usc.edu) or Ward Edwards at 818-985-4094, or [wedwards@usc.edu](mailto:wedwards@usc.edu). The deadline is January 25 for registration including paper presentations.

**The 7<sup>th</sup> Biennial Conference of the International Society for Ecological Economics** will be taking place at Sousse (Tunisia), March 6-9, 2002. Paper submissions are welcome. See the submission guidelines for the main ISEE published on the ISEE 2002 homepage: <http://www.ecoleconeurope.org/ISEEtunisia2002.html>

**Sixth Conference of the Australasian Cognitive Science Society:** April 3-5, 2002, Esplanade Hotel, Fremantle, Western Australia. Papers are invited for presentation from all contributing disciplines within Cognitive Science. Deadline for submission of abstract is January 7, 2002 and are accepted via their website: <http://www.psy.uwa.edu.au/ozcogsci02/>.

**Association for Consumer Research (ACR) 2002 Asia-Pacific Conference**, Beijing, China, May 16 - 18, 2002 will be held at the China World Hotel in Beijing, China. The website is: <http://home.ust.hk/~mkzwick/AsiaPacificACR2002.html>. The deadline for submission of papers has passed. If you have any questions contact the conference co-chairs: Rami Zwick, Hong Kong University of Science and Technology <[mkzwick@ust.hk](mailto:mkzwick@ust.hk)> or Ping Tu, Guanghua School of Management, Peking University, Beijing, China <[tuping@gsm.pku.edu.cn](mailto:tuping@gsm.pku.edu.cn)>

**Behavioral Decision Research in Management Conference** will be hosted by the Center for Decision Research at the University of Chicago Graduate School of Business May 31 and June 1, 2002. Details are not available yet.

**Seventh Valencia International Meeting on Bayesian Statistics:** June 2 - 6, 2002, Canary Islands, Spain. The invited program is now complete and posted at the conference website: <http://www.uv.es/valencia7>. Detailed instructions for submitting abstracts will be posted on the conference website and on the ISBA website at <http://www.bayesian.org/>.

**Hawaii International Conference on Statistics and Related fields:** June 5-9, 2002, Sheraton Waikiki Hotel, Honolulu Hawaii, USA. The submission deadline is January 16, 2002. Information about the call for papers will be posted on the conference website at: <http://www.hicstatistics.org>. The e-mail address is: [statistics@hicstatistics.org](mailto:statistics@hicstatistics.org).

**Organizational Foresight Conference:** July 11-13, 2002, University of Strathclyde Graduate Business School, Scotland. Information about the call for papers, registration and accommodations as well as updates and the final program will be posted on the conference website: <http://www.gsb.strath.ac.uk/foresight>.

**ASIC Conference The First Annual Summer Interdisciplinary Conference** will meet in Squamish, British Columbia, Canada, July 30–August 5, 2002. The conference covers a wide range of subjects in cognitive science, ranging from neuroscience to cognitive neuroscience, to psychology, to computer science, to linguistics, to philosophy. More information will be posted at this website: [www.psych.indiana.edu/ASIC2002/](http://www.psych.indiana.edu/ASIC2002/) or send an email to: [shiffrin@indiana.edu](mailto:shiffrin@indiana.edu) for more inquiries.

**The 24<sup>th</sup> Annual Meeting of the Cognitive Science Society (CogSci2002)** will be held August 8-10, 2002, at George Mason University, Fairfax, Virginia, USA. The submission deadline is Feb 6 2002. See website for more details: (<http://www.hfac.gmu.edu/~cogsci/>)

**APA Conference in Chicago, Illinois, August 22-25, 2002.** The Society for Consumer Psychology (Division 23) invites submissions. Please visit the APA website for details on submissions and the conference: <http://www.apa.org/convention/02call4programs.pdf>. You can mail or email your submissions to Julie Irwin [jirwin@mail.utexas.edu](mailto:jirwin@mail.utexas.edu), Marketing Department, McCombs School of Business, University of Texas, Austin, TX 78712, or to Sue O'Curry [socurry@depaul.edu](mailto:socurry@depaul.edu), Marketing Department, Kellstadt Graduate School of Business, DePaul University, 1 East Jackson Boulevard, Chicago, IL 60604.

## Position Openings

*This continuing column is for the purpose of bringing to the attention of our members employment opportunities in the field. These are not official advertisements from the institutions. If you are interested in any of these positions, you should contact the institution for the full details. Please send the editor any openings that you are aware of for inclusion in this column.*

Editors note: Many of the openings below had deadlines just before the publication of the Newsletter. However, they indicated that the search would continue until filled.

**Ohio State University** has a one year with possible renewal postdoctoral position in Mathematical Modeling. Please send a curriculum vitae, representative samples of published or unpublished work, a statement of interest, and two letters of recommendation to the address below. See <http://quantrm2.psy.ohio-state.edu/injae/> for additional information about the position and the project. Send your application to: Prof. In Je Myung, Department of Psychology, 142 Townshend Hall, 1885 Neil Avenue Mall, Columbus, Ohio 43210-1222. Email: [myung.1@osu.edu](mailto:myung.1@osu.edu)

**University of Maryland at College Park** has a tenure-track position at the assistant professor level for a cognitive scientist with expertise in computational, mathematical or neural modeling. Areas of interest include decision processes and judgment. Please send a statement of research and teaching interests, and arrange to have three letters of recommendation sent to Professor Thomas Wallsten, ([twallsten@psyc.umd.edu](mailto:twallsten@psyc.umd.edu)) Computational/Mathematical Psychology Search Committee, Department of Psychology, University of Maryland, College Park, MD 20742. Applications are currently being reviewed.

**University of Colorado, Boulder** invites applications for a tenure-track position in social psychology at the assistant professor level. Areas of interest include judgment and decision making. Applicants should send a curriculum vitae, a statement of research and teaching interests, sample research papers, and at least three letters of recommendation to: Social Psychology Search Committee, Department of Psychology, University of Colorado, Boulder, CO 80309-0345. Inquires should be addressed to Charles M. Judd, Chair, Social Psychology Search Committee, 303-492-7492 or [Charles.Judd@Colorado.edu](mailto:Charles.Judd@Colorado.edu). For more information about the job, contact Gary McClelland at [gary.mcclelland@colorado.edu](mailto:gary.mcclelland@colorado.edu). Applications are now being reviewed.

**Indiana University, Bloomington** seeks applicants at all ranks for a tenure-track position in Quantitative-Cognitive-Clinical (including decision making) to begin in August 2002. Applicants should submit their vitae, reprints or preprints of relevant papers, and arrange to have three letters of reference sent to: Professor Joseph E. Steinmetz, Chair, Department of Psychology, Indiana University, 1101 E. 10<sup>th</sup> Street, Bloomington, IN 47405-7007. For more information contact Jerome R. Busemeyer at [jbusemey@indiana.edu](mailto:jbusemey@indiana.edu). Applications are now being reviewed.

**Miami University** seeks to fill a tenure-track position in cognitive psychology at the Assistant Professor level. Applicants should submit a letter describing research and teaching interests and experience, evidence of applied interests, a vitae, representative reprints and three letters of recommendation to: Dr. Leonard S. Mark, Cognitive Search Committee Chair, Department of Psychology, Miami University, Oxford, Ohio 45056. For more information: email Dr. Robin Thomas at [thomasrd@miavxl.acs.muohio.edu](mailto:thomasrd@miavxl.acs.muohio.edu). Review will begin 12/15/01.

**DePaul University** is seeking to fill a position of Assistant Professor in Cognitive Psychology, Tenure track, beginning Fall, 2002. Responsibilities include: teaching undergraduate and graduate courses in cognitive psychology, research methods, and statistics at both DePaul's Lincoln Park and Barat College campuses. To apply, send vitae, three letters of reference, recent publications and manuscripts, and statement of teaching and research interests to Cognitive Search Committee, DePaul University, Department of Psychology, 2219 North Kenmore, Chicago, IL 60614 or e-mail: [csheu@condor.depaul.edu](mailto:csheu@condor.depaul.edu). Review begins 1/15/02.

**University of California, Irvine** has several tenure-track or tenure positions and is developing strengths in the following areas of research: 1) Cognitive Neuroscience, 2) Perception and Action, 3) High Level Cognition, 4) Computational/Mathematical. To apply, send a cover letter indicating the area (1-4) of primary research, a CV, three recent publications and contact information for three to five references to Dept. of Cognitive Science, University of California, Irvine, CA 92697. For more information you can visit their website at <http://www.cogsci.uci.edu/>. Application review is in progress.

**University of Louisville**, Department of Psychological and Brain Sciences invites applications for a tenure-track position as Assistant Professor in cognitive neuroscience or computational neuroscience. Applicants should have a curriculum vitae, description of research and teaching interests and experience, reprints and/or preprints, and three letters of recommendation forwarded to: John R. Pani, Ph.D., Chair, Experimental Search Committee, Department of Psychological and Brain Sciences, University of Louisville, Louisville, KY 40292. Review begins January 10, 2002. For more information: <http://www.louisville.edu/a-s/psychology/>.

**Technical University of Berlin, Berlin, Germany** is seeking a tenured faculty position for Electrical Engineering and Computer Science in the area of artificial intelligence. Interest areas include decision making. Please send applications to: Chair of the Department of Electrical Engineering Computer Science, Technical University of Berlin, FR 5-1, Franklinstrasse 28/29, 10587 Berlin, Germany or e-mail: [fbv13@cs.tu-berlin.de](mailto:fbv13@cs.tu-berlin.de). Review is in progress.

**Carnegie Mellon University** is offering a two year postdoc position in Cognitive Modeling using ACT-R. To apply or obtain additional information, contact (email preferred): Dr. Christian Lebiere, Human-Computer Interaction Institute, Carnegie Mellon University, 5000 Forbes Avenue, Pittsburgh, PA 15213, or email: [cl@cmu.edu](mailto:cl@cmu.edu).

**The International University Bremen** expects to make an appointment for a professorship (all levels considered) in Cognitive Psychology effective February 1, 2002. We are particularly interested in applicants with an expertise in “affect and information processing” from a cognitive or social cognition perspective. Please send a letter of application, a curriculum vitae, papers or reprints, and arrange for three letters of recommendation to be sent to: Prof. Dr. Max Kaase ([mk@iu-bremen.de](mailto:mk@iu-bremen.de)), Dean of Humanities and Social Sciences, International University Campus Ring 1, P.O. Box 750561, 28725 Bremen, Germany. Review is currently underway.

**Unilever in Bedford, UK** has the following positions open for Decision Analysts: Probabilistic Modeller (Ref. W030); Decision Analyst x 2 (Ref. W027/028); Risk Assessors in Toxicology for Food, Toxicology for Home and Personal Care Products, Contaminants, Microbiology and Environment (Ref. AF609-612). Please contact Deborah Hale, SRG Search & Selection, Trevelyan House, 7 Church Road, Welwyn Garden City, Herts. AL8 6NT. email: [s&swgc@srg.co.uk](mailto:s&swgc@srg.co.uk) or visit the website at [www.srg.co.uk](http://www.srg.co.uk). Review is underway.

**The University of Arizona**, Tucson, Eller College of Business and Public Administration is seeking to fill tenure-track positions at the Assistant and at the Associate/Full ranks, to begin August 2002. Interested individuals should immediately send the following materials: a current vitae, a letter of application, three sample research papers, and three letters of recommendation. to: Recruiting Secretary, Department of Management and Policy, BPA, The University of Arizona, McClelland Hall, Room 405, P.O. Box 210108, Tucson, AZ 85721-0108 or email: Lisa Ordonez at [lordonez@u.arizona.edu](mailto:lordonez@u.arizona.edu). Review is in progress.

**Darden Graduate School of Business Administration, University of Virginia** are asking for applications for a tenure-track position. A doctorate in management science, business administration, or a related area is required. Applicants should send a Curriculum Vitae (including research accomplishments, teaching experience, and publications) to: Professor Robert L. Carraway, Darden Graduate School Business of Business Administration, University of Virginia, Box 6550, Charlottesville, VA 22906, or email to: [CarrawayR@virginia.edu](mailto:CarrawayR@virginia.edu). or visit the following websites: <http://www.darden.virginia.edu/> or [http://www.darden.virginia.edu/overview/do\\_fastfacts.htm](http://www.darden.virginia.edu/overview/do_fastfacts.htm)

**University of Illinois at Urbana-Champaign**, The Division of Quantitative and Evaluative Research Methodologies within The Department of Educational Psychology seeks a full-time tenure-track faculty member (Assistant Professor or advanced Assistant Professor) specializing in educational measurement or quantitative methods. Interested individuals should send a brief statement of research and teaching interests, a vitae, three letters of reference relevant to the position, and representative publications to: QUERIES Search Committee Chair, c/o Rita Gaskill, Department of Educational Psychology, University of Illinois at Urbana-Champaign, 226 Education Building, 1310 South Sixth Street, Champaign, IL 61820-6990. Telephone: 217-333-1434, or email: [EdPsySMSearch@mail.ed.uiuc.edu](mailto:EdPsySMSearch@mail.ed.uiuc.edu), Review is in progress.



**University of Illinois at Urbana-Champaign**, is seeking a quantitative psychologist with interests in measurement, scaling, psychometrics, mathematical models, and/or behavioral statistics. For full consideration, inquiries and nominations, as well as completed applications (vitae, statement of interest, at least three letters of recommendation, and pre/reprints) should be sent to: Lawrence Hubert, Quantitative Search Committee Chair, University of Illinois at Urbana-Champaign, Department of Psychology, 603 East Daniel Street, Champaign, Illinois 61820. Review of applications is in progress.

**Universitat Pompeu Fabra**, The Department of Economics and Business is seeking to hire tenure-track faculty within the broad area of organizational behavior. 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 Olga Aguilar [olga.aguilar@ajau.upf.es](mailto:olga.aguilar@ajau.upf.es), Secretary, Faculty Recruiting Committee, Department of Economics and Business, Universitat Pompeu Fabra, Ramon Trias Fargas 25-27, 08005 Barcelona, Spain. Additional information can be found at <http://www.econ.upf.es>. Deadline for application is December 13<sup>th</sup>, 2001.

**University of Illinois** at Urbana-Champaign seeks a Postdoctoral Traineeship in Quantitative Methods for behavioral and social science. A Curriculum Vitae, statement of research interests, reprints, and three letters recommendation should be sent to: Stanley Wasserman, Coordinator, NIMH Training Program in Quantitative Psychology, Department of Psychology, University of Illinois, 603 E. Daniel, Champaign, Illinois 61820, or e-mail: [stanwass@uiuc.edu](mailto:stanwass@uiuc.edu). Deadline is February 28, 2002.

**University College London** is recruiting for the position of Chair of Psychology. Applications (10 copies for UK-based candidates, one copy for overseas candidates), including a curriculum vitae and the names and addresses of three referees (including at least one international referee) and details of current salary, should be addressed to the Provost and President of UCL and sent to the Director of Academic Services, UCL, Gower Street, London. WC1E 6BT to arrive not later than January 2, 2002. For more information on this position e-mail Alan Johnson: [a.johnston@ucl.ac.uk](mailto:a.johnston@ucl.ac.uk)

**University of Chicago Graduate School of Business** is seeking to hire tenure-track faculty with interests in the areas of decision-making, negotiations, social psychology and organizations, all broadly defined. Applications should include a vitae, one research paper and three letters of reference. sent to: Deputy Dean for Faculty, M.O.B. Recruiting, University of Chicago, Graduate School of Business, 1101 East 58<sup>th</sup> Street, Rosenwald 105, Chicago, Illinois 60637. Additional information contact Richard Thaler [thaler@gsb.uchicago.edu](mailto:thaler@gsb.uchicago.edu). Review is in progress.

**University of Illinois at Chicago, Department of Medical Education** has a tenure-track position, at any rank, with interests in medical judgment and decision making from a descriptive, normative, or prescriptive viewpoint. Send a letter of application, a CV, a recent relevant article or manuscript, and the names of three references by December 24, 2001 to: Alan Schwartz, Chair, Clinical Decision Making Search Committee, Department of Medical Education (M/C 591), UIC, 808 S. Wood St., 986 CME, Chicago, IL 60612-7309. Further information may be requested at this address or by email: [alansz@uic.edu](mailto:alansz@uic.edu).

## JDM Society ON-LINE

JDM maintains a web page and listservers through the gracious and excellent work of Alan Cooke <acooke@sjdm.org> and Alan Schwartz <alansz@sjdm.org>. (They welcome comments and suggestions for new features.)

### **The JDM Web Page <http://www.sjdm.org>.**

The JDM Society has a set of pages on the Worldwide Web, providing information about the Society and Society membership, upcoming events, our electronic services including course syllabi, forms for subscribing to JDM mailing lists, the reference archive, links to related web sites that may be of interest to members, copies of the JDM Newsletter (for Society members only), and the JDM directory (for Society members only) with links to members' home pages.

**Passwords for the member only services on the web page:** If you have already established one, it will still work. If you need one, visit the web site and take the "Member Services" link. Read and follow the instructions describing how to determine your login name and password. You'll know whether you got it right if you can get to the JDM Newsletters or the on-line directory. Please change your default password as soon as possible. Be sure you can remember your new password.

**On-line Society Newsletters:** The JDM Newsletters are available on-line in Adobe PDF format. There is a link on the home page.

**On-line Directory:** The Society Directory is available on-line. There is a link on the home page.

**Reference Archive:** The system allows users to store and retrieve book and chapter references related to the fields of judgment and decision making. Follow the chapter archive link from the web page to the link to the reference archive.

**Electronic Mailing Lists:** The Society maintains a listserv. You can subscribe or unsubscribe to it and find full instructions for using it by following the mailing lists link on the home page or go directly to <http://www.sjdm.org/mailman/listinfo/jdm-society>.

<b>SJDM Treasurer's Report</b>	<b>2000</b>	<b>1999</b>	<b>1998</b>	<b>1997</b>
<b>Income</b>				
Membership (check/cash)	7,705.00	7,150.00	8,257.00	8,562.00
Membership (credit card)	5,490.00	5,980.00	3,895.00	0
Total Membership Dues	13,195.00	13,130.00	12,152.00	8,562.00
Conference Fees (1997)	-	0	17,162.00	17,050.00
Conference Fees (1998)	-	229	17,162.00	0
Conference Fees (1999)	-	15,525.00	0	0
Conference Fees (2000; check/cash)	7,355.00	0.00	0	0
Conference Fees (2000; credit card)	13,395.00	0.00	0	0
Total conference Fees (2000)	20,750.00			
Royalties	6,095.98	1,530.62	4,126.00	2,299.00
Ads & Mailing Labels	565.16	690	695	447
Interest	376.30	158	219	151
Beattie Fund Net Income (Int+Div)	682.36	119.67	2,800.00	2,155.00
<b>Total Income</b>	<b>41,664.80</b>	<b>\$31,382.29</b>	<b>\$37,154.00</b>	<b>\$30,664.00</b>
<b>Expenses</b>				
Newsletter, Dir & Web	7,671.12	4,821.83	7,326.00	13,878.00
Newsletter, Dir & Web (for previous year)	7,365.57			
Office Total	3,895.60	2,223.90	3,032.00	2,083.00
Exec Asst & Supplies	2,494.27	1,307.22	2,090.00	2,083.00
Bankcard	1,401.33	916.68	942	0
Federation 96	-	0	0	4,213.00
Federation 97	-	0	0	6,061.00
Federation 98	-	5,973.00	0	0
Federation 99	-	4,818.00	0	0
Federation 00	4,917.00	0.00	0	0
Donation to Gettys Fund	-	0	0	500
Conference Total	22,644.64	16,364.93	17,187.00	12,650.00
Hotel charges	15,659.72	13,490.81	14,967.00	9,740.00
Speaker expense	1,620.72	901.36	833	833
Clerical on-site	880.41	443.32	313	354
Social events	278.46	200	200	450
Exec Board dinner	838.31	751.66	719	191
AV charges	1,567.02	429.01	0	0
Awards	1,800.00	148.77	0	32
Printing & Misc (1999)Ind SecSt fee)	10.00	0	0	380
1999 Conference AV (pd 2000)	1,139.84			
1996 Conference (pd 1997)		0	0	702
Awards (1999 meeting)	835.00			
Awards (1998 meeting)		291.55	0	0
Other (transfer to Beattie) 45.00 (APS conf rep) 330.00			0	
<b>Total Expenses</b>	<b>48,478.77</b>	<b>\$34,538.21</b>	<b>\$27,875.00</b>	<b>\$39,417.00</b>
<b>Cash Balance</b>	<b>14,774.91</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	605	300
Regular Checking/Savings	9,443.37	16,408.17	19,742.00	12,946.00
Petty Cash		46.24	33	0
Jane Beattie Mem Fund	5,331.54	5,119.67	4,955.00	2,155.00
Office Supplies		0	0	50
Total Assets	14,774.91	\$21,574.08	\$25,335.00	\$15,451.00
<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
Beattie Awards	-	835.00 (pd 1/24/00)	0	0
1998 Federation Dues	-	0	5,973.00	0
AV for Conference	-	1,173.16	0	0
Total Liabilities	-	\$9,723.73	\$9,039.00	\$250.00
<b>Assets-Liabilities</b>	<b>14,774.91</b>	<b>\$11,850.35</b>	<b>\$16,296.00</b>	<b>\$15,201.00</b>

**2002 Society for Judgment and Decision Making Dues**  
**along with half price membership in the EADM (European Association for**  
**Decision Making), address corrections, and journal orders**

Please **print** or **type**:

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

Address: \_\_\_\_\_  
 \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

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

Email : \_\_\_\_\_

Institution: \_\_\_\_\_

Student members must have the endorsement of a faculty member:

Faculty Signature : \_\_\_\_\_ Date \_\_\_\_/\_\_\_\_/02

	<b>Member</b>	<b>Student</b>
<b>2002 SJDM Dues</b>	_____ <b>\$35</b>	_____ <b>\$10</b>
<b>2002 EADM Dues</b>	_____ <b>\$16</b>	_____ <b>\$ 6</b>
<b>Hard Copy Directory</b>	_____ <b>\$10</b>	_____ <b>\$10</b>
<b>Past Dues (\$25M/\$5S) Amount \$</b>	_____	<b>Amount \$</b> _____ <b>Year(s)</b> _____
<b>TOTAL:</b>	_____	_____

You may pay by check or credit card (VISA/MasterCard/American Express)  
 Checks must be in US dollars and payable through a US bank

If paying by credit card: (please circle): **American Express**      **MasterCard**      **VISA**

Credit Card Number: \_\_\_\_\_ Exp Date \_\_\_\_\_

Mail the form and check to:

SJDM c/o Sandra Schneider, Department of Psychology

University of South Florida, 4202 E. Fowler Ave., PCD 4118G, Tampa, FL 33620

--OR-- pay electronically by credit card (forward number & exp date) to: [sjdm@web.usf.edu](mailto:sjdm@web.usf.edu)

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