



Society for Judgment and Decision Making Newsletter

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SJDM Conference remembered, 11-14 November 2005, Toronto



Participants look for chairs to sit for



John Payne,



Michael Posner,



Nassim Nicholas Taleb, and dozens more!

2006 Executive Board

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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 Bud Fennema. Reports of problems in receiving or opening the pdf file should be sent to the editor.

Society membership: Requests for information concerning membership in the Society for Judgment and Decision Making should be sent to Bud Fennema.

The *JDM Newsletter*, published electronically four times a year (March, June, September, and December), 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 However, we do not publish substantive papers.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 e-mail, or as an MS Word e-mail attachment.

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 Warren Thorngate for details.

Minutes of the Executive Board Meeting
Society for Judgment and Decision Making
November 11, 2005 (7:22-10:20), Toronto, Canada

Attendees

Dan Ariely, Jon Baron, Bud Fennema, Terry Connolly, Craig Fox, Eric Johnson, Derek Koehler, John Payne, Ellen Peters, Alan Schwartz, Warren Thorngate

Announcements – John Payne

In Maya's absence, John agreed to chair the meeting and he called it to order at 7:22 p.m. The first order of business was to welcome Jon Baron as the new President-Elect and Craig Fox as the new Executive Board member.

Secretary/Treasurer's Report – Bud Fennema

The 2004 minutes were approved and the Treasurer's Report was given. The society was reported to be financially sound, with cash income exceeding expenses by about \$18,000 for the calendar year 2004. There are about 900 society members, as defined by anyone who has paid dues in any of the past three years. Advance registration for the meeting was 261, a little higher than last year. Several other points were discussed:

- About \$10,000 of 2004 income was due to the collection of royalties that were due the society over the past several years. Terry believed that Cambridge mistakenly sent the Society royalties that belong to the authors. The publications committee will investigate and advise Bud as to who and how much to pay.
- The \$500 "other" expense on the Treasurer's Report was for the Dawes event.
- \$35,000 was moved from the operating checking account into a higher yielding money market.
- The board agreed to remove members from the directory after three years of nonpayment. We will attempt to email those who will be deleted to solicit continued membership. Alan and Bud will work out the details.
- It was agreed that post docs would decide for themselves whether they are regular or student members.
- There was a discussion of the arrangement between EADM and SJDM concerning membership fee reduction. Craig Fox will investigate the situation and report to the Board his findings.
- The Board agreed to indefinitely give \$500 per year for the Beatty award for non-North American student travel.
- The Board agreed to make the \$500 Einhorn New Investigator award from biennial to annual.
- John brought up the possibility of developing a budget as part of the financial reporting process. Bud will attempt to develop one as part of an analysis of the cost per individual for membership and the annual meeting.

Conference Coordinator's Report – Derek Koehler

It was reported that sharing conferences with Psychonomics left SJDM with little space in the presentation rooms until Sunday at noon. That arrangement also forced all poster sessions to be on Sunday, which was not ideal. Derek was concerned about the coordination of having members lend projectors and laptops for the conference presentations. Following a discussion concerning the possibility of renting all equipment from the meeting hotel or a third party it was decided to wait until after this year's meeting was over to decide.

Webmaster's Report – Alan Schwartz

This year's elections were reported to have been executed without any problems. Alan reported that he would not need the \$500 Webmaster's budget for 2006. He also reported that we have not yet moved to a real-time system in which members can maintain their own contact information.

Newsletter Report – Warren Thorngate

Warren reported that he had some problems getting content for the newsletter from the membership. He also noted the following:

- The President's letter has been very useful.
- There is now no charge for job postings.
- He is trying to encourage younger contributors. To that end it was suggested that the Einhorn Award winner should write a piece each year.
- In order to increase exposure, maybe we should send the newsletter to some individuals outside the organization.

Ongoing Committee Reports

Program – Dan reported that the committee received over 300 submissions, of which 86 were accepted. This was the most submissions that had ever been received and it was a very competitive year. The following was also discussed:

- It was noted that three people review each paper submission.
- The possibility of blind reviews was discussed.
- It was noted that the quality of the posters is sometimes poor, as nearly every poster submission was accepted. The discussion focused on the somewhat conflicting goals of making sure that posters are not perceived be a second-class format and the desire to encourage as many posters submission as possible.
- It was proposed that Melissa Finucane be the new conference track member and serve until 2009.
- Alan agreed to be the new program track member to chair the committee in 2008 and serve until 2009.

Publications – Terry announced that there were two new books in process. Also, due to the length of time it takes for the book publication process, Terry proposed that a new publication committee member be installed every two years. Therefore the chairman would serve a two-year term. The board agreed to that arrangement.

Einhorn Award – It was proposed that Robin Hogarth join the Einhorn award committee.

New Business

Jon Baron proposed that SJDM should develop a free internet-based journal. The possibility of polling the membership to see if such an outlet would be welcomed was discussed. It was decided that Jon would draft a survey and send it to the Board for comment. Alan would then send it to the membership.

Craig discussed the possibility of increasing awareness of what SJDM does to the outside world.

Adjourn at 10:20.

A Journal of Judgment and Decision Making

Jonathan Baron

This is a proposal for an open-access SJDM journal. I have volunteered to be the founding editor.

1 Open access

Open-access academic journals have been advocated with increasing stridency by scholars, librarians, and policy makers in the last 20 years. [This page](#) provides some history, which includes contributions from [Stevan Harnad](#), [George Soros](#), and the [National Academies](#).

The main arguments are simple:

- Authors rightly want their work to be as widely read as possible. When readers must pay, we have fewer readers. University libraries in particular have their budgets stretched thin and resist maintaining subscriptions to specialty journals, particularly in developing countries (including China, India, and Brazil) and non-English-speaking countries (including most of Europe).
- The corollary is that readers would benefit too. Some of them may even learn of our field's existence by finding a journal article of interest.
- On-line publication is faster. The articles are timely. Print journals in many fields have become archives only. We should make the benefits of rapid publication available to all, not just the well-connected insiders who get drafts.
- The most crucial labor involved in producing a journal, reviewing, is unpaid anyway. Journals are produced mainly by volunteers (who may get other credit for their volunteer efforts, but that would still be true). The cost of journals buys little.
- Policy makers are disturbed that taxpayers must pay to read the results of research that they have already paid for.

As Eric Johnson (2001) put it, "There is something odd about a system where neither authors nor reviewers are paid, yet they are billed to see the result that they do not own." Given the existence of the World Wide Web, it seems Pareto inferior for us, as scholars, to turn over our work to publishers, who then charge us to read it and, in order to defend their copyright, reduce our readership. The continued existence of commercial scholarly journals is surely a massive example of the status-quo bias.

2 Why SJDM?

SJDM is in a nearly unique position to start an open-access journal. Most of our peer societies (Society for Medical Decision Making, International Association for Research in Economic Psychology) are committed to commercial publishers for their journals. SJDM as yet has no journal, although we have a book series. If we were to start a traditional journal, dues - now low - would increase substantially. By taking a commercial publisher out of the loop, we can start a journal without increasing dues.

Based on a survey sent out to members and to the SJDM mailing list, it seems that the best form for a journal to take would be one that emphasizes short articles (which have almost no outlet other than *Psychological Science*), practical applications as well as contributions to basic science or theory, readability, speed of decision making, and high quality. The combination of the last two criteria would mean that many articles would be rejected without review, a practice now common in journals such as *Science*, *New England Journal of Medicine*, and *Psychological Science*. Such a practice would reduce

substantially the risk of submission (compared, for example, to the possibility of waiting months for a rejection, which now happens even at *Psychological Science*).

3 Do we need a new journal?

Worldwide interest in JDM (judgment and decision making) seems to be increasing. JDM has become more relevant to many applied fields. Medical policy makers are attending more to cost-effectiveness analysis, which relies on utility measurement. We now have "behavioral law and economics," and "behavioral finance," and (recently) "behavioral public economics," which draw on JDM extensively, as does the older field of experimental economics.

Yet, the availability of journal space for basic JDM articles does not seem to be increasing. To get some very rough data on this question, I searched PsycInfo for "expected utility" from 1980 through 2004. Here are the numbers going backward. You can see that there is an increase (going right to left).

62 93 73 64 37 40 23 16 18 28 30 20 35 19 34 17 33 24 14 14 13 8 5 8 7

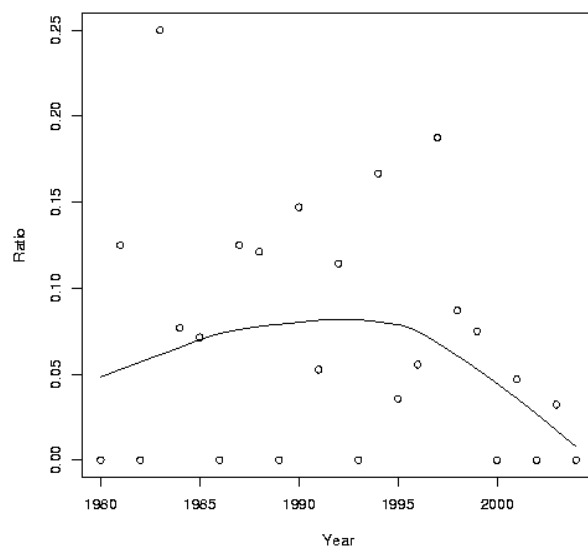
A lot of these are book chapters, but the basic idea is that there has not been a decline of interest in this topic.

Then I counted all of these articles in: *Journal of Experimental Psychology* [all versions, including Quarterly ... and Canadian ...]; *Journal of Personality and Social Psychology*; *Psychological Science*; and *Memory & Cognition*. I combined these. The corresponding numbers are:

0 3 0 3 0 3 2 3 1 1 5 0 4 1 5 0 4 3 0 1 1 2 0 1 0

Then I took the ratio of the latter numbers to the former, year by year. The question is, then, whether this ratio is declining. That is, are the main experimental journals publishing less work on a topic central to JDM.

As you can see from the graph, there has been a recent decline in this ratio. The points are year by year. The line is the result of applying loess, a smoother. The downward trend wasn't quite significant over the whole 25 years. But I think it does provide some evidence that main-line experimental journals are not becoming more friendly to JDM articles.



We still have OBHDP and JBDM, but we no longer have such easy access to JPSP, JEP:HPP, and JEP:Applied as we did in years past. We are pretty much limited to JEP:General, which tends to favor multi-experiment articles that are of interest to "a broad readership." *Psychonomic Bulletin and Review* has just announced that it will be accepting more JDM articles, but it is a general journal and cannot accept that many. *Psychological Science* went through a lull but now seems to be publishing more JDM articles again, but it, too, is general and cannot solve the problem. It also has a very high rejection rate.

I conclude that there is some need for a new journal. I do not think this is the main reason for doing it, and the increased need is small, but the opportunity is there. In putting it this way, I recognize that a new journal will, to some extent, compete with existing ones. However, the shorter articles we would encourage would mostly not be published in current journals.

4 Absent readers

In the long run, it matters how easy it is for people to read articles in a journal. The relevant people are not just active researchers but also students at all levels (high school to graduate school), journalists, and bloggers. The main method of access now is institutional (usually university) libraries. After that, perhaps, is individual subscriptions, but very few students and journalists have these.

To get an idea of how available our work is, I looked in the [OCLC WorldCat](#) database, which combines library catalogs from all over the world. The first few items listed below estimate the number of relevant institutional libraries in the database, probably about 2000. By this estimate, OBHDP is in less than 40% and JBDM in less than 20%. On the assumption that institutional subscriptions represent most readership, JDM work is not easy to access.

2206 Journal of Abnormal Psychology
 2129 American Psychologist
 1891 Journal of Personality and Social Psychology
 1859 Psychological Bulletin
 1835 American Economic Review
 1639 Psychological Review
 1396 Ethics
 1302 Journal of Experimental Psychology: General
 1049 Management Science
 940 Journal of Consumer Research
 845 Memory and Cognition
 721 **OBHDP**
 648 Psychological Science
 409 Journal of Mathematical Psychology
 309 Risk Analysis
 307 Journal of Economic Psychology
 264 Medical Decision Making
 250 Journal of Economic Behavior and Organization
 179 Journal of Risk and Uncertainty
 153 **JBDM**

Looking at individual subscriptions, the picture is not much different. JBDM has an estimated individual circulation of 450 (from the Journal, thanks to Lauris Olson for digging this up). JEP:General, by

contrast, has 726 individual subscriptions. Of course, *Psychological Science* has about 12,000, all the members of APS, but APS includes relatively few members from Europe or developing countries.

Notice also that web publication makes a journal accessible to Google and other search engines. News reporters as well as students will find relevant articles this way. My impression is that very few students know how to use PsycInfo compared to the number who know how to use Google.

My conclusion is that open access, on the web, will increase the potential readership of JDM articles by something on the order of 500%, probably even more when we count undergraduates and journalists. Of course, if we are going to take advantage of this boost in readership, we need to make sure that articles are readable. Many journals appear to be write-only and do not worry much about this.

5 How it could work

The journal would have an editorial board drawn mostly from members of SJDM, and it would include the publication committee. The board would have an editor, associate (action) editors, and consulting editors. The editor would appoint the initial board with the advice and consent of the publication committee. The board would make major editorial decisions, including decisions about format changes, selection of new editors (main, associate, or consulting). Policy decisions, such as dissolution of the journal, will require approval from the publication committee.

The review process would work much like that of *Psychological Science*. The editor and action editor would both have power to reject without review. Reviews would include reviewers recommended by the author. The general presumption is that articles sent out for review look like they are publishable, but reviewers may find fatal flaws or prior art, so probably about half of these would actually be published. This means that probably another half of submitted articles, or more, would be rejected without review. One successful open-access journal is the [Journal of Vision](#), produced by a society much like SJDM. Many of its features are specific to its field, and the author charges starting at \$85/page seem excessive to me right now. (They are only a little better than PLoS, the *Public Library of Science*, which charges \$1,500 per article.)

Another model is [RNews](#). This journal, while shorter than what I would eventually like to see, demonstrates the technical and financial feasibility of a lower-cost solution. It is produced entirely by volunteers, and no money changes hands at any stage. The contributors to *RNews* all submit articles in a standard L^AT_EX format. We could not do that because most non-economists use word processors. However, if contributors follow a standard format with minimal formatting and with EPS images, the translation to L^AT_EX may be almost automatic. If this does not work, we will charge small author fees - probably less than \$100 per article - and these will be waived for those who can submit usable copy or those from developing countries. Of course, reviews will be done using whatever the author submits.

If there is sufficient demand, a print version of the journal, with a nice cover, will be produced and mailed to those who request it. The cost of this will be much less than for a standard journal because everything is done except the printing and the cover.

The journal will be archived by volunteers on their computers. Librarians now regard digital archives as more durable than paper, and I shall seek their advice about how best to do it. Records will be kept using free software, and backed up locally. Volunteers will be solicited for duplicate backups, as well as for mirrors of the entire journal site.

The journal will be indexed in PsycInfo and other standard indices. A mailing list will announce new issues, with titles and abstracts.

Copyright issues remain to be worked out, although the *Journal of Vision* seems to have a good starting point. My inclination is for the journal to have copyright but allow authors to excerpt articles for other publications, to include excerpts or entire articles from published conference proceedings unless the publications were "generally available" (i.e., books published by a standard publisher).

We could accept advertising, especially if we needed a little money.

6 Conclusion

As pointed out to me by Bud Fennema, we can view this as a decision under uncertainty, but the downside risk to SJDM is small. This journal could succeed. If it does, it will bring prestige to SJDM, and possibly new members, and it could encourage more research in JDM, especially by those now largely shut out by lack of access, including those who don't even know we exist and will discover us through Google. It could also maintain standards for research and provide encouragement to novel approaches. I think that the probability of success is greater than 50%.

It could also fail. Based on discussions with someone who edited such a journal that failed, this would mean that the journal would attract too few high-quality submissions, despite the editor's beating the bushes for them. In this case, the main loss would be the editor's time spent trying to get the journal started. (Presumably the reviewers and editors would be reading roughly the same papers for some other journal.) In my case, the loss would also involve my current editing positions, with which I am quite happy except that the journals are not open-access.

I am willing to take this risk. But the important thing, I think, is that failure would not have much cost, if any, to SJDM. SJDM would still have the option of starting another journal in some other way, or giving up the journal business.

If you have gotten this far and if you are willing to help, please [let me know, at baron@psych.upenn.edu](mailto:baron@psych.upenn.edu). The early stages will require help from someone with a better sense of design than I possess, as well as volunteers to review or serve as consulting editors.

The Devilish Dictionary:
How it Leads Us into Traps
David J. Weiss
California State University, Los Angeles
James Shanteau
Kansas State University

Authors often like to start a paper by referring to a dictionary definition of a key construct. Sometimes they include humorous definitions as well. When we discuss expertise, we like Edwin Meese's "An expert is somebody who is more than 50 miles from home, has no responsibility for implementing advice he gives, and shows slides." Humor aside, a definition can have serious consequences, and so this essay is a cautionary tale that may be relevant to other domains.

Regarding expertise, we believe Webster has unwittingly pointed researchers in wrong directions. Webster defines an expert as "one who has acquired special skill in, or knowledge about, a particular subject through professional training and practical experience". While this may sound innocuous, it has several unfortunate implications.

(1) The definition suggests there are two kinds of people, experts and non-experts. Some authors have extended the classification approach to posit several categories (e.g., novice, advanced beginner, competent, proficient, expert). They argue about specific criteria for the categories.

Our view is that there is a continuum of capability, and where one chooses to draw arbitrary category boundaries is not an important research issue. The debate would be harmless enough if it were merely academic. But people who are officially classified as "expert" have vested interests in maintaining that status, and so they resist independent assessment of their performance. On many campuses, this resistance shows up in the form of professors battling against merit pay.

In the research arena, when we first began to implement our CWS index of performance with FAA sponsorship, we were not embraced by the air traffic controllers whom we wanted to study. We later realized they had little reason to want their competence assessed more precisely.

We now view experts simply as the best of their lot. Whoever performs the best has shown the most expertise. If the best baseball hitters succeed only one third of the time, so be it – they are still the expert hitters.

(2) The definition extols professional training and practical experience. Training and experience may help, but they do not inevitably lead to expertise. Lots of people receive professional training and practical experience, but they do not become equally proficient. For example, all baseball players are taught to hit, but they do not end up equally good. And even the best fail most of the time. The definition does not point us toward figuring out how to describe these differences, which are important in all domains.

Of course, training matters. But so does native ability. The nature vs. nurture debates were fought through in psychology many years ago, and surely everyone now realizes that both matter and that they interact. No matter how much training we get, we will never play for the Lakers - or for the Philharmonic, for that matter.

The unfortunate by-product of this narrow view is that researchers spend lots of time studying training, and essentially no time examining selection. When we tried promoting the CWS index as an aid to selection rather than as an assessment tool, that did not make our approach any more attractive.

(3) The definition highlights that a person is expert in a particular subject. Expertise is certainly task specific, but most professions require multiple expertises. A consequence of the emphasis on subject specificity has been that researchers have sought common personal characteristics among experts in particular professions. This attempt has not been very fruitful, perhaps because professionals within multi-faceted fields have different strengths.

This emphasis on personal characteristics may have been inspired by the early focus on chess experts. Unfortunately, chess masters are atypical of most expert professionals, in that their domain is limited in scope. Within the world of games, studying bridge players might have been luckier. Their game calls for three relatively independent skill sets (bidding, declarer play, defense), and is thereby a better analog to most professions.

And so our conclusion is that researchers ought to rely less on dictionaries when exploring central concepts. Instead, they need to think hard about the nature of the research problem; in our case, how best to evaluate experts at work. Only then will we be able to avoid the trap of “Webster says”.

Posters at an Exhibition (with apologies to Modest Mussorgsky)



Congratulations to winners of the Best Posters Contest:

- Eran Magen & James Gross, *TV or not TV: Changing the reward value of temptation through cognitive re-construal.*
- Laura Smarandescu, Douglas Wedell & Rose Randall, *Two peas in a pod: Attribute mutability in across-category product associations.*
- Carey Morewedge, Michael Berkovits, Boaz Keysar & Daniel Gilbert, *Hedonic invisibility: Spreading small gains too thin.*

MouselabWEB **Monitoring information acquisition processes on the Web**

MouselabWEB is a process tracing tool that can be used to monitor the information acquisition process of decision makers on the web (and in the lab). It is derived from earlier work studying decision processes termed Mouselab (Johnson, Payne, Schkade, & Bettman, 1993).

The design philosophy behind MouselabWEB is to allow process tracing in ordinary web browsing. MouselabWEB uses technology already in the browser, dynamic HTML and javascript technology. It works in all recent browsers, and therefore is Operating System independent. The user (participant) does not need to download plugins or other software and the pages are small enough to run experiments across a dial-up phone connection.

For the researcher, MouselabWEB offers a set of scripts to quickly setup and run experiments on the web. It uses MySQL and PHP (which is open source software supported by most hosting services) on the server side to save participant data (but can also be used without this technology by using a form mailer that sends the data by email to the experimenter). Included in the package are web-based tools to create pages and manage data:

- **Designer** program to design pages with MouselabWEB and other questions
- **Datalyser** program to retrieve and replay a movie of the process data

MouselabWEB has already been used successfully to gather process data on the web, as we have reported at the last JDM conference in Toronto. We have replicated well-known effects such as the Asian Disease, using MouselabWEB, with a sample of ordinary US citizens, spanning a broad range of ages and educational levels.

MouselabWEB is open source (GNU/GPL license) and we encourage others to use it and help us with the development. For more information about MouselabWEB, visit:

<http://www.mouselabweb.org/>

Best regards

Martijn Willemsen and Eric Johnson

Research funding

An announcement has been posted on the National Science Foundation web site for a new Human and Social Dynamics (HSD) competition. The announcement is available here:

http://www.nsf.gov/publications/pub_summ.jsp?ods_key=nsf06509

The deadline for Exploratory Research and Research Community Development proposals is February 14, 2006 and the deadline for Full Proposals is February 21, 2006. Information about the HSD priority area may be found here:

http://www.nsf.gov/funding/pgm_summ.jsp?pims_id=11678&org=NSF&from=fund .

A list of recent awards can be located near the bottom of this page.

General questions about HSD may be directed to Keith Crank, the HSD Competition Coordinator. If you would like to discuss whether a proposal is appropriate to an HSD emphasis area, please contact one of the emphasis area representatives. Technical questions about preparing and submitting a proposal in FastLane should be referred to the FastLane help desk (1-800-437-7408).

An Invitation to Decision-Making Researchers: Journal of Management

I have just taken over as Editor-Elect of the *Journal of Management*, a well-established journal with a growing reputation and readership, and a mission to advance the organizational sciences by publishing papers that build and test theories of human behavior in work settings. JOM would enjoy having more contact with the world of JDM research, given the obvious relevance of many JDM topics to our interests. I am hoping to build up JOM's coverage of these shared interests, and have invited JDM scholars to join the Editorial Board. We would enjoy the opportunity to consider more papers on judgment and decision-making, especially as these phenomena have applications or implications within the workplace. As examples, research on such topics as risk assessment, affect and decision-making, planning, negotiation, and group decision-making would be welcome for review, and numerous other topics might well emerge as of joint interest. I would be happy to discuss with potential contributors the appropriateness of particular papers for the JOM audience. To submit a manuscript to *Journal of Management*, please see our website: <http://services.bepress.com/jom/> . You can also learn more about the journal by visiting <http://jom.sagepub.com/> .

Russell Cropanzano, Editor-Elect, *Journal of Management*

Psychonomic Bulletin & Review: Call for papers

Beginning January 1, 2006, I will become Associate Editor of *Psychonomic Bulletin & Review*. This is the flagship journal of the Psychonomic Society and is sent to all 2300 or so members and, of course, many libraries, and is available on-line through many services. It covers all areas of cognition. The articles are primarily of two types: short empirical pieces of 4,000 words or less (Psychological-Science types) and theoretical/review articles that can be of substantial length. The impact factor is high (though I don't have it at my fingertips).

A couple of months ago, I spoke to the incoming Editor-in-Chief (Rob Nosofsky, Indiana University) and told him that I would like to publish more JDM-ish content articles and he was quite enthusiastic about it. Then at the SJDM conference I spoke to Dan; I was hoping we could make a general announcement to the society either in an e-mail or the SJDM newsletter.

As you probably know (and Dan knows for sure), I was Associate Editor of Psychological Science for a couple of years. I handled many JDM manuscripts and was quite happy with the ones I ended up publishing. (Including articles by: Dan Ariely; Jen Lerner/George Loewenstein; Jay Koehler; Gerd Gigerenzer; Ralph Hertwig; etc.) Several of them ended up being written about by Sharon Begley in her Wall Street Journal Friday Science column. I will stay in touch with her and give her more heads ups about relevant PB&R JDM pieces.

The only caveat to publishing in PB&R, of course, is that the research has to have some “cognitive” content. I think that nearly everything I have ever seen at SJDM would easily meet that criterion.

Many members of SJDM are also members of the Psychonomic Society and so already get the journal. On the PB&R Editorial Board, there are several staying-on (Craig McKenzie) and incoming (Danny Oppenheimer and Jerome Busemeyer) consulting editors who do JDM research; and, if the JDM submissions increase, I have a promise from Nosofsky that I can get another consulting editor there.

Oh – and although people do not have to be members to submit to the journal, Psychonomics is an easy society to join. I was Chair of the Membership Committee last year. It’s relatively cheap, the conference is immediately before SJDM and has no registration fee, and all members can give ONE talk or poster each year if they so desire. Membership info: People can join either as an Associate Member (Ph.D. in Psych or a related field; sponsorship by a member) or a Full Member (nomination by a member and (a) hold the PhD degree or equivalent, (b) have published significant independent research other than the doctoral dissertation, and (c) be actively involved in scientific research in psychology or allied sciences. Typically, a successful candidate will be at least 2 years post-PhD, will have at least four research publications in refereed journals after the date of the PhD (at least three of which are based on research subsequent to the PhD), will demonstrate clear evidence of independent scholarship, and will be engaged in scientific research).

So, let me know how you want to proceed. I would love to start receiving good mss starting in January. (Getting JDM mss to handle will reduce my load of categorization mss....)

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Conferences

The Edwards Bayesian Research Conference
January 12-13, 2006, Fullerton CA

Ward Edwards, one of the main founders of the field of behavioral decision making, hosted the Bayesian Research Conference annually since 1961. For many years the conference was held in Studio City, CA, near Ward's home. It is now hosted by Michael Birnbaum and Jie Weiss, JDM members from Cal State Fullerton, and has been moved to their campus. With the passing of Ward in 2005, we are honoring him and flattering ourselves by henceforth attaching his name to the conference.

Features of the Edwards Bayesian Research Conference:

- 1) An intimate, friendly two-day meeting with no parallel sessions, lots of time for informal discussion, and low registration fee (\$50). Sessions meet on the campus of Cal State Fullerton; excellent rates (\$89 including breakfast and a Jacuzzi in every room) are available at the nearby Chase Suites.
- 2) An eclectic program. The label "Bayesian" was actually more narrow than the conference. Although there have always been talks about Bayesian analysis and reasoning, the talks in recent years have covered a wide variety of topics in both theoretical and applied aspects of decision making. Ward was very open-minded, and we will follow that tradition. Ward always asked for people to bring new ideas, even if not fully baked, for him to mull over. Two particular traditions of the Conference are that paper titles will be "improved" to be humorous and that time is allocated for discussion after every presentation.
- 3) The Conference is held prior to the Martin Luther King holiday weekend, with paper sessions Thursday and Friday. There will also be a reception Wednesday evening in the hotel and a party Friday evening (another of Ward's traditions) at the nearby home of David and Jie Weiss.
- 4) It's usually warm and sunny in Southern California in January (but there is non-zero utility attached to the umbrella at the bottom of the suitcase). On the Saturday following the conference, there will be a (no-cost) tennis session for those who dare.

The Cal State Fullerton campus is easily reached using Super Shuttle or Prime Time Shuttle. The closest four commercial airports are (in order of proximity)

Long Beach (LGB)
John Wayne-Orange County (SNA)
Ontario International (ONT)
Los Angeles International (LAX)

If you are interested in attending, please see the conference website for further information (<http://psych.fullerton.edu/mbirnbaum/bayes/>) and a registration form. Please register before December 6, 2005.

Dear All,

We have taken the liberty of sort of free-riding on the back of the message from David Weiss concerning the Edwards Bayesian Conference. Our feeling is that, if you are interested in that conference, you may well be interested in this one. We are proud to say that LUISS in Rome will be hosting FUR XII June 22-26, 2006. The FUR conferences have a long and distinguished history - I have been to all except one, and I particularly remember the first one in Oslo in 1982. Over the years, there have been many memorable sessions at FUR conferences - I remember well the interchange between Allais and Machina, for example. We cannot promise to reproduce this event, but we can promise that FUR XII 2006 at LUISS in Roma will be a conference to remember. We have already some distinguished Plenary Speakers, and we have three Round Tables planned on provocative issues. In addition, the conference will be held at LUISS (Libera Università Internazionale degli Studi Sociali) in Roma - a beautiful University in the most magic city in the world.

This message announces the launching of the FUR XII 2006 at LUISS in Roma website. You can find it at www.luiss.it/fur2006 . There you can register as an Interested Person and hence receive details of the conference as they emerge. Do go there now. Our pledge is to make FUR XII 2006 at LUISS in Roma a conference to remember.

John D. Hey Daniela Di Cagno
LUISS, Roma.

2006 international conference on family decision making 'Coming home - Te hokinga mai'
The Department of Child, Youth and Family Services (New Zealand) in conjunction with the Family Group Conference network, is holding an international conference on family decision-making in statutory social work in November 2006. The conference will be held in Wellington, New Zealand at the Town Hall Convention Centre from 27 to 29 November. Presentations will include New Zealand research into the effectiveness of family decision-making, the New Zealand experience of family decision-making as a statutory requirement in care and protection and youth justice, international experiences in family decision-making in statutory social work, family empowerment and innovative responses to family group conference practice. This conference is a must for those people working within the child welfare and child protection sector involved in the family-decision making process. See <http://www.cyf.govt.nz/2753.htm>

10th Biennial European Conference on Medical Decision Making (SMDM Europe 2006)
June 11 - 13, 2006. Birmingham, UK. For further information contact the [Conference Secretariat](mailto:lynshlds@aol.com) (lynshlds@aol.com), stating SMDM Europe 2006 as Subject.

In Two Minds: Dual-Process Theories of Reasoning and Rationality July 5 - 7, 2006. The Open University UK, at Fitzwilliam College, Cambridge, UK. <http://www.open.ac.uk/arts/dualprocess>.

SPSP Judgment and Decision Making Pre-conference January 25 - 26, 2006. Palm Springs (CA), USA. <http://web.mit.edu/ariely/www/SPSP/>.

The 12th international conference on social dilemmas will be held in Seattle, Washington, in 2007. Organizers are Jeff Joireman and Craig Parks, of Washington State University, <http://www.wsu.edu/psychology/2005/FacultyPages/CParks.htm>
<http://www.wsu.edu/~joireman/>

Recent publications

David R. Mandel, Denis J. Hilton, & Patrizia Catellani (Eds.). *The Psychology of Counterfactual Thinking*. New York, Routledge, 2005.

People have a penchant for thinking about how things that matter to them might have turned out differently – either for the better or for the worse. For the past two decades psychologists have been intrigued by this phenomenon, which they call counterfactual thinking. Specifically, researchers have sought to answer “big” questions like: Why do people have such a strong propensity to generate counterfactuals, and what functions does counterfactual thinking serve? What are the determinants of counterfactual thinking, and what are its adaptive and psychological consequences? *The Psychology of Counterfactual Thinking* brings together a collection of thought-provoking papers by social and cognitive psychologists who have made important theoretical and empirical contributions to our understanding of this topic. The essays in this volume contain novel theoretical insights, and, in many cases descriptions of previously unpublished empirical studies. *The Psychology of Counterfactual Thinking* will provide an excellent overview of this fascinating topic for researchers, as well as advanced undergraduates and graduates in psychology, particularly those with an interest in social cognition, social judgment, decision making, thinking, and reasoning. Contact: David R. Mandel, Ph.D. mandel@psych.utoronto.ca

The Chinese edition of Lewis Hopkins's "Urban Development: The Logic of Making Plans" (Island Press) is scheduled to be out by this Christmas. In translating the book, Shih-Kung Lai adds an essay to each of the ten chapters to provide a context in which the original ideas are elaborated using cases in China, Hong Kong, and Taiwan. SJDM members who are interested in figuring out how making plans for urban development could be related to decision theory might find this book and its Chinese edition helpful and useful. For further enquiries about the Chinese edition, please e-mail to Shih-Kung Lai at lai@mail.ntpu.edu.tw.

Guion, R., & Highhouse, S. (2006). *Essentials of Personnel Assessment and Selection*. Lawrence Erlbaum and Associates.

Essentials of Personnel Assessment and Selection discusses the essentials that managers and other well-educated people should know about the assessment processes so widely used in contemporary society—and so widely not understood. It emphasizes that good prediction requires well-formed hypotheses about personal characteristics that may be related to valued behavior at work and the need for developing a theory of the attribute one hypothesizes as a predictor—a thought process too often missing from work on selection procedures. In addition, it explores such topics as team-member selection, situational judgment tests, non-traditional tests, individual assessment, and testing for diversity. The goal is to produce an accessible guide to assessment that covers basic and advanced concepts in a straight-forward, readable style. It provides a review of the most relevant statistical concepts and modern selection practices that will equip the reader with the tools needed to be competent consumers of assessment procedures and

practices, and to be well-informed about the kinds of questions to be answered in evaluating them.
Contact: Scott Highhouse shighho@bgnet.bgsu.edu

Jobs, jobs, jobs

Faculty Position in Decision Science, University of Louisville

Candidates are invited to apply for a senior faculty position in the Department of Bioinformatics and Biostatistics in the School of Public Health and Information Sciences at the University of Louisville (UofL) in the area of Decision Science. Duties of faculty will include curriculum development, teaching and supervision of graduate courses, conducting methodological and collaborative research, and the development of interdisciplinary programs and grant initiatives.

We seek candidates who will contribute to the growth of the School of Public Health and Information Sciences. Applicants should hold a doctoral degree in decision science, biostatistics, psychology, or a related discipline and have published in the area of decision science related to public health or health care. We seek candidates with nationally recognized scholarly accomplishments in decision science. A background of extramural funding is valued, as is experience in teaching and graduate student mentorship.

The U of L School of Public Health and Information Sciences currently offers the MSPH and Ph.D. degrees in Biostatistics-Decision Science and an MPH. The School is actively involved in public health and public health research as well as collaborative research with the Brown Cancer Center, the Louisville Medical Center affiliated hospitals, and the UofL Schools of Medicine, Dentistry, and Nursing.

Applicants should submit a curriculum vitae and at least two letters of reference, along with a letter describing their background, research interests, and relevant experience to:

Rudolph S. Parrish, Ph.D.
Chair, Department of Bioinformatics and Biostatistics
School of Public Health and Information Sciences
University of Louisville
Louisville, Kentucky 40292

Applications will be considered until available positions are filled. The University of Louisville values diversity and is an Affirmative Action/Equal Opportunity Employer.

Postdoctoral Traineeship in Quantitative Methods: University of Illinois at Urbana-Champaign

NIMH funded training in quantitative methods for behavioral and social science. Appointment commences July or August 2006. Seminars on advanced topics include; combinatorial methods for data analysis, decision theory, mathematical psychology, multidimensional scaling, multivariate analysis, neuroimage analysis, and social choice modeling. Opportunities for both methodological and applications research. Faculty includes: C. Anderson, D. Budescu, H. Chang, J. Douglass, S. Hong, L. Hubert, A. Klein, J. Meulman, G. Miller, M. Regenwetter, B. Roberts, J. Spencer-Smith and M. Wang.

Stipend range: \$35,568 to \$41,796. Applicants should be US citizens or have been admitted for permanent residence. Funding limits appointments to individuals who are no more than two years post-

PhD. Curriculum Vitae, statement of research interests, reprints, and three letters of recommendation should be sent to: Prof. Michel Regenwetter, c/o Kim Mallory, NIMH Training Program in Quantitative Psychology, Department of Psychology, University of Illinois, 603 E. Daniel, Champaign, Illinois 61820. e-mail: regenwet@uiuc.edu Submissions must be received by February 28, 2006.

[And if it's not too late...]

New York University, Department of Psychology, Faculty of Arts and Science

The Department of Psychology in the Faculty of Arts and Science at New York University seeks to make an open-rank appointment in social or cognitive aspects of decision-making. The candidate will contribute to a joint Psychology/Neuroscience/Economics initiative on interdisciplinary approaches to decision making (The Center for Experimental Social Science). The appointments may begin as soon as September 1, 2006, pending budgetary and administrative approval. The primary criteria for all appointments will be excellence in basic research and teaching. Review of applications may begin November 15, 2005. Send vita, statement of research and teaching interests, representative publications and three letters of reference to: Decision-Making Search Committee, Department of Psychology, Faculty of Arts and Science, New York University, 6 Washington Place, Room 550, New York, NY 10003. New York University is an Affirmative Action/Equal Opportunity Employer.

The Psychology Department at Ohio University

invites applications for a tenure-track position in its Social Judgment and Behavioral Decision Making program. This program presently includes faculty in social and cognitive psychology, organizational behavior, and behavioral decision making. The program's emphasis is on human judgment and decision-making processes, focusing on both basic research as well as on applied aspects such as medical, organizational, and legal judgment and decision making. Rank is at the assistant professor level. The successful candidate will be expected to maintain an active, high quality, fundable research program. Responsibilities will include supervising doctoral students and teaching graduate and undergraduate courses in the candidate's area of expertise. Candidates for this position should send a letter of application, curriculum vitae, three letters of recommendation, copies of recent publications, a statement of research interests, and, for candidates with teaching experience, evidence of teaching effectiveness to Mark Alicke, Chair, SJBDM Search Committee, Department of Psychology, Ohio University, Athens, Ohio 45701-2979; 740-593-1068; alicke@ohio.edu. Review of applications will begin December 1, 2005. We strongly encourage applications from minority and women candidates. Ohio University is an Equal Opportunity/Affirmative Action Employer.