



SOCIETY for JUDGMENT and DECISION MAKING

The Headlines

NEWSLETTER

Think Florida, Think Orlando, Think JDM Society Meeting this November. Yes the annual meeting will be here before you know it. You will find the meeting program, a registration/dues form, and a hotel reservation form in this issue. For deals on Walt Disney World go to www.conventionplus.com/csr

VOTE: It is time to vote for President Elect and a new member of the JDM Board. Unfortunately I was unable to get the Society's Secretary to send me a ballot.

DUES: It is time to pay your insignificantly small Society membership dues. You should pay them along with registering for the meeting. If you are not going to attend the meeting, you should still use the meeting registration/dues form to pay your membership dues. You can also use this form to subscribe to several journals at a special member rate.

Proposed BY-LAW changes: Inside this issue are proposed changes to the Society By-laws that will be considered at our upcoming meeting.

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SUBMISSION DEADLINE FOR THE NEXT (DECEMBER) *JDM NEWSLETTER*: November 30, 2001

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SOCIETY FOR JUDGMENT AND DECISION MAKING

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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 However, we do not publish substantive papers.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.

Letter from the President

Dear Colleagues,

I have just returned from SPUDM-19, the bi-annual conference of the European Association of Decision-Making (EADM), which was held in Amsterdam. This was a very good meeting, and many of you would have enjoyed attending it. You can see the complete program and read abstracts of all the invited talks, presentations, symposia and posters presented on the conference web site (<http://spudm18.psy.uva.nl>).

The SPUDM conferences (by the way, the acronym stands for Subjective Probability, Utility and Decision-Making), have brought together researchers from Europe, US and Asia who are interested in various aspects of judgment and behavioral decision making. The first conference took place in Hamburg, Germany in 1969 and the next one will be in Zurich, Switzerland in 2003. You can find more information about the SPUDM conferences and on EADM on the society's web site (<http://www.psy.uva.nl/ResEdu/EADM/home.html>)

Several North American members of SJDM were among the participants and, as you well know, quite a few Europeans regularly attend the SJDM meetings. In fact, currently about 75 people are members of both societies. The executive boards of the two societies decided to initiate a joint effort to increase the level of cooperation between SJDM and EADM in the hope that this will promote additional collaboration in our field. As a first step in that direction, the two executive boards agreed to offer special reduced fees for joint membership in the two societies. More specifically:

1. Any regular member in one of the societies can also become member of the other society at a reduced (50%) rate. Members will pay their joint dues to the society of their choice (their primary society).
2. These members will be entitled to all the privileges of membership (directory, newsletter, reduced conference rates, reduced subscription rates, etc) of both societies.
3. The same applies to student members.

This arrangement will be in effect for a trial period of 3 - 4 years. The current membership fees of the two societies are comparable, so this arrangement will be easy to implement. In addition to the saving in fees (admittedly, not very large), this arrangement will make payment easier for everyone since it will eliminate the need to make two payments. However, the most important aspect of this new arrangement is its potential to foster and facilitate innovative collaborative efforts among members across societies and borders. I hope that many of you will take advantage of this opportunity and will join EADM.

This newsletter includes the preliminary program of our annual meeting, and it appears that, once again, the program committee has compiled an exciting and diverse program. I hope to see you all in Orlando.

David Budescu

Proposed Revisions to the By-Laws

Dear JDMers

Below and on the following pages you will find a slightly revised version of the Society's by-laws. The items that we propose to eliminate are crossed out and the items that we propose to add are underlined. All the proposed changes are related to the election of the SJDM's officers. More specifically, we propose:

- (a) a tie-breaking procedure for the nomination process;
- (b) a tie-breaking procedure for the actual elections; and
- (c) switching from mail voting to electronic voting over the Internet.

We will have the opportunity to debate these changes and to vote on them at the next business meeting that will take place on the morning of Sunday, November 17, during our annual meeting in Orlando.

David V. Budescu on behalf of the SJDM's Executive Board

BY-LAWS OF THE SOCIETY FOR JUDGMENT AND DECISION MAKING

Article I Name

The name of this organization shall be the Society for Judgment and Decision Making.

Article II Purpose

The purpose of the Society is the advancement and diffusion of knowledge about human judgment and decision processes. The Society is a non-profit organization of interested researchers.

Article III Membership

- A. The Society shall have two classes of membership: Members and student members.
- B. Membership shall be open to any person who has a relevant advanced academic degree and who is active in advancing the field of judgment and decision making.
- C. Applications for regular membership are subject to approval by the Executive Board of the Society.
- D. A full-time student in good standing in any field who has interests in advancing the field of judgment and Decision Making may become a student member, and may continue as long he or she remains a full-time student in good standing.

E. Members and student members of the Society may vote on all matters before the Society, attend general meetings, and submit papers for presentation at meetings. Submissions will be reviewed for content and appropriateness by the Program Committee of the annual meeting. (Nonmembers may participate in the annual meeting to the extent established by the Executive Board.)

F. Membership may be terminated by resignation, by nonpayment of dues for two consecutive years, or by action of the Executive Board in instances of violations of generally accepted ethical, professional, or scientific standards. Memberships are not transferable.

G. The Society shall have a class of corporate sponsorship. Requirements and benefits of corporate sponsorship shall be determined by the Executive Board.

Article IV Executive Board

A. The affairs of the Society shall be managed by an Executive Board consisting of the Past President, the President, the President-elect, the Secretary-Treasurer, the Editor of the Newsletter, the Program Committee Chair, and three (3) elected members. The 3 elected members shall serve for a three-year term with one (1) new member elected each year, and cannot be elected to two consecutive terms. The terms of the 3 elected members begin and end at the close of the annual meeting of the Society.

B. The Executive Board may from time to time appoint subcommittees as required. Membership on subcommittees need not be limited to the membership of the Executive Board.

C. A Program Committee shall be responsible for setting the program of the annual meeting of the Society. Members shall serve staggered three-year terms with a new member being appointed by the Executive Committee each year. Terms begin and end with the close of the annual meeting of the Society. The person in his or her second year on the Committee shall be the chair of the Committee.

Article V Officers

A. The officers of the Society shall be the Past President, the President, the President-elect, the Secretary-Treasurer, and the Newsletter editor. Elected and appointed officers shall assume their offices at the end of the annual meeting of the Society. Only regular members of the Society may serve as officers. At that time the current President-Elect shall become the President, the current President shall become the Past President, and the term of the current Past President shall expire.

B. A President-Elect shall be elected by ~~mail ballot of~~ the membership each year. Past Presidents (or Chairpersons) are not eligible for re-election as President-Elect.

C. The Secretary-Treasurer shall be appointed by vote of the Executive Board to serve a term of three years. The Secretary-Treasurer shall keep a list of the membership of the Society, collect dues, and make disbursements of funds as directed by the Executive Board. The Secretary-Treasurer may be re-appointed.

D. The editor of the Newsletter shall be appointed by the Executive Board to serve a term of three years. The Newsletter editor shall be responsible for publishing the periodic newsletter of the Society. The editor of the Newsletter may be re-appointed.

Article VI Elections

A. Once each year, the Secretary-Treasurer shall canvass the membership ~~by mail~~ for nominations of a candidate to serve as President-Elect and of candidates to serve on the Executive Board. Each member may nominate up to five persons for the Executive Board and two persons to serve as President-Elect.

B. The names of the three persons receiving the greatest number of nominations, and who signify their willingness to serve on the Executive Board, shall be placed on an election ballot, ~~which shall be mailed to all members.~~ If case of ties, all the tied nominees will be placed on the ballot. Each member may cast one ballot.

C. The names of the three persons receiving the greatest number of nominations, and who signify their willingness to serve as President, shall be placed on an election ballot, ~~which shall be mailed to all members.~~ If case of ties, all the tied nominees will be placed on the ballot. Each member may cast one vote.

D. Voting will take place on the Society's web site or by mail. Each member may cast one vote for each election. The voting procedures will be determined by the Executive Board and communicated to all members prior to the elections.

~~E. Sixty days after the mailing of the election ballot, the election shall be closed, and the ballots counted.~~ The one candidate for the Executive Board receiving the greatest number of votes shall be elected for a three-year term. The candidate receiving the greatest number of votes for President-elect shall be elected for a one-year term. In case of a tie the winner will be determined by a runoff election between the tied candidates. The method and timing of the vote will be determined and announced by the Executive Board.

~~F.~~ Any vacancy occurring among the elected or appointed officers or elected membership of the Board may be filled for the unexpired term by action of the Executive Board.

Article VII Dues

A. Annual dues shall be determined by the affirmative vote of not less than two-thirds of the total number of voting members of the Executive Board. All dues shall be payable by 1 January of each year for that year.

B. A member failing to pay dues for two consecutive years shall be considered to have resigned, but may be reinstated at any time within three years upon payment of back dues.

Article VIII Meetings

Meetings of the Society and of the Executive Board shall be held at such times and places and upon such notice as the Executive Board may from time to time determine. Ten percent of members present in person shall constitute a quorum at meetings of the Society, and a majority of the members of the Executive Board shall constitute a quorum at meetings of the Executive Board. The Executive Board shall determine the order of business at meetings of the Society. The Society shall have one regular meeting each year.

Article IX Recall

Upon petition of ten percent of the membership, an election ~~by mail ballot~~ will be held on proposals with respect to the recall of members of the Executive Board, or of any elected or appointed officers. Such recall will be effective upon tabulation of a majority ~~mail~~ vote of all members of the Society who voted.

Article X Dissolution

Upon the dissolution of the Society, assets shall be distributed to one or more scientific organizations or groups which have exempt purposes within the meaning of Section 501(c)(3) of the Internal Revenue Code, or corresponding section of any future tax code.

Article XI Amendment

The Executive Board may propose to the Society amendments to the Bylaws. Such proposed amendments shall be ~~sent by mail or~~ published in the Society's Newsletter, and on the Society's official web site at least thirty days before the Society meeting at which they are to be considered. A proposed amendment may be adopted by a two-thirds vote of the Members present and voting in person at a meeting of the Society.

Article XII Acceptance of Bylaws

These bylaws shall become effective upon approval by mail ballot, by a majority of those voting from the paid subscription list of the *Judgment/Decision Making Newsletter*. Only ballots returned within 60 days of mailing will be counted. All those voting on such a ballot become charter members of the Society in the appropriate membership category.

Original Bylaws dated February 28, 1986
Revised at Annual Meeting, November 19, 1989
[Revised at Annual Meeting, November 19, 2001](#)



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.

Dr. Patrick Andersson has successfully defended his doctoral dissertation “Expertise in Credit Granting: Studies on Judgment and Decision-Making Behavior” at a public disputation at Stockholm School of Economics, Sweden on May 11, 2001. The faculty opponent was the former SJDM president and distinguished researcher, Professor James Shanteau, Kansas State University. The thesis was chaired by Prof. Lennart Sjöberg from The Stockholm School of Economics. Copies of the dissertation can be obtained from Dr. Andersson at PPA@HHS.SE.

-----Paid Advertisement-----

Princeton University's Department of Psychology anticipates making two appointments at the assistant professor level.

(a) One will be in social psychology, and the specialization is open. (b) Another position will be a joint appointment between the Psychology Department and the Woodrow Wilson School of Public and International Affairs (WWS), as part of an expanding joint venture in psychology and public policy. The candidate will teach some psychology courses and some courses that explore the links between psychology and public policy. Social psychologists in a variety of policy-relevant areas and cognitive psychologists specializing in judgment and decision making are invited to apply for the joint WWS position.

All applicants must have an active research program, preferably some teaching or post-doctoral experience, and a commitment to teaching and advising in the Psychology Department at both the graduate and the undergraduate levels. Those considered for the joint appointment should be interested in interacting with neighboring social science disciplines (such as economics or politics). All applicants will be considered for both positions, unless they specify otherwise.

Applicants should submit a vita with a cover letter summarizing their qualifications, and arrange for three letters of reference to be sent to: Search committee SOC/JDM/WWS, Department of Psychology, Princeton University, Green Hall, Princeton, NJ 08544-1010 by October 15, 2001. PU/EO/AAE

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.)

Thomas R. Stewart and Ken Hammond edited “The Essential Brunswick: Beginnings, Explications, Applications” (Oxford University Press, 2001). Oxford is offering a discounted price of \$50 for Brunswick Society members. This discount is also offered to SJDM members. Royalties will go to the Brunswick Society. The table of contents and order form are posted at www.brunswik.org. Mention promotion code K699 for SJDM members.

Zur Shapira published a paper titled “Managerial allocation of time and effort: The effects of interruptions” with Sridhar Seshadri in the May issue of Management Science. The paper relates to any decision maker who has to deal with multiple tasks simultaneously where some are short term and another is long term and is being interrupted. For more information contact Dr. Shapira at <http://www.stern.nyu.edu/~zshapira>.

Zur Shapira has another paper that was published in the August 2001 issue of the Journal of Banking and Finance with Itzhak Venezia and it is titled: “Patterns of Behavior of Professionally Managed and Independent Investors”. They analyzed the investment patterns of a large number of clients of a major Israeli brokerage house during 1994. For more information contact Dr. Shapira at <http://www.stern.nyu.edu/~zshapira>.

Zur Shapira has a third paper coming out in the October 2001 issue of Organization Science with Joseph Lampel. The title is: “Judgmental Errors, Interactive Norms and the Difficulty of Detecting Strategic Surprises”. The concept of strategic surprise has been used by writers on military strategy to explore the successful amplification of resources during battle. This paper applies the same concept to subcontracting relationships, and develops a cognitive framework to explain the phenomenon of strategic surprises, using buyer-supplier relations as an example. For more information contact Dr. Shapira at <http://www.stern.nyu.edu/~zshapira>.

Bob Clemon would like to announce the creation of *Decision Analysis*, a new journal on all aspects of decision analysis. Robert Clemen and Don Kleinmuntz are co-editors. The first publication will be available in 2003. They invite you to submit your decision-analysis manuscripts for publication consideration by visiting the Decision Analysis website at: <http://faculty.fuqua.duke.edu/~clemen/DAJournal/>.

Oswald Huber is one of the editors for a new psychological journal named *Experimental Psychology*. He would like to encourage you to submit your papers to the journal at: exppsy@uni-bonn.de. Subscriptions can be ordered from the publisher, Hogrefe-Verlag, Robert-Bosch-Breite 25, 37079 Goettingen, Germany. You can contact Dr. Huber at: Oswald.huber@unifr.ch.

Oleg Larichev and David L. Olson have a new book: *Multiple Criteria analysis in strategic Siting Problems* published by Kluwer.

Robyn Dawes presented a keynote address to the Ninth International Conference on Social Dilemmas. The title of the address was: “The past and future of social dilemma research.” A copy is available from Dawes at rdbl@andrew.cmu.edu.

Rex Brown has written a paper titled: “How decision makers are misled when quantitative methods are misused” and is available in hard copy from dnapolie@gmu.edu at George Mason University School of Public Policy or in electronic form from author Rex Brown at rbrouwn@gmu.edu.

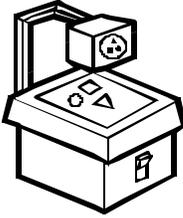
Want a Free Book?

The Newsletter policy statement has always said that we publish book reviews. However, I cannot recall seeing one. Have you seen a new book recently that you would like to review? Perhaps you have only seen information that it has been published and have been thinking about getting a copy and reading it. Why not review it for the Newsletter. I can probably get you a free copy for you to review.

Scott Armstrong has inquired about someone reviewing his new “Principles of Forecasting” Book. Ken Hammond also inquired about someone reviewing his book “Judgments Under Stress.” If you are interested in these are any other JDM books, please contact me.

The Editor

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.

Coronado Spring Resort in Lake Buena Vista. The program will include papers, symposia, and tutorials dealing with the use of computers in all areas of psychology including research, education, clinical, and industry. The call for **Society for Computers in Psychology**: November 15, 2001 in Orlando, Florida at the papers is posted on the Scip website: <http://www.lafayette.edu/allanr/scip.html>.

17th Annual Meeting of the Brunswik Society: November 15-16, 2001 in Orlando, Florida at Summerfield Suites by Wyndham. Register by e-mail info@brunswik.org. Organizers: Jim Holzworth (holz@uconn.edu) and Mandeep Dhani (mdhani@psyc.umd.edu). Website <http://www.brunswik.org/annualmeetings/meet17.html>

Psychonomic Society: November 15-18, 2001. (We meet in tandem with them. They always have good sessions on JDM topics.) Coronado Springs Resort, Orlando Florida. See <http://www.psychonomic.org>

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

Tenth Conference of the Australasian Mathematical Psychology Society: December 1-2, 2001, Newcastle University, Newcastle, New South Wales, Australia. Details for submitting abstracts is posted on their website: <http://science-nt1.newcastle.edu.au/sbs/files/amp.htm>.

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 abstracts 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 complete call for papers and all submission requirements can be accessed online on the conference website: <http://home.ust.hk/~mkzwick/AsiaPacificACR2002.html>. The deadline for submission is November 1, 2001. If you have any questions contact the conference co-chairs: Prof. Rami Zwick, Hong Kong University of Science and Technology <mkzwick@ust.hk> or Prof. Ping Tu, Guanghua School of Management, Peking University, Beijing, China <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/>.

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>.

2001 Committees of the Society for Judgment and Decision Making

Program Committee

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

Publications Committee

Michael Birnbaum (through 2001)
Jonathan Baron (chair) (through 2002)
William Goldstein (through 2003)
Barbara Mellers (starting 2001)

Beattie International Travel Award Committee

Peter Ayton
Josh Klayman (Chair)
Martin Weber

SJDM Webmasters:

Alan Cooke
Alan Schwartz

Einhorn Award Committee

Lola Lopes (chair) (through 2001)
Eldar Shafir (through 2002)
Rick Larrick (through 2004)
TBA (through 2006)

Student Poster Committee

JD Jasper (chair)
Members TBA

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

Hal Arkes

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.

Purdue University is seeking to fill a 12-month tenure-track position at the Professor or Associate Professor level. Applicants should possess a Ph.D., M.D. or D.Sc. degree and strong scientific background in quantitative comparative economic assessment. Understanding of the pharmacy profession and health care organization and delivery is required. Interested individuals should send a letter of intent with curriculum vitae and names and addresses of three references to: Joseph Thomas III, Ph.D., Search Committee Chair, Ref Position: PHAD-538, Department of Pharmacy Practice, Purdue University, School of Pharmacy and Pharmaceutical Sciences, West Lafayette, IN 47907-1335, (765)494-1468. You may e-mail him at: JT3@pharmacy.purdue.edu.

Hebrew University of Jerusalem, Israel. The Department of Psychology at the Hebrew University of Jerusalem invites applications for a tenure-track position in social psychology. Candidates with interests in any area of social psychology will be considered. Candidates should provide evidence of excellence in research and be strongly committed to teaching at both the undergraduate and graduate levels. Teaching is done in Hebrew. Applicants should send a curriculum vitae, a statement of research and teaching interests, sample research papers, and at least three letters of recommendation to: Gary Bornstein, Chair, Social Psychology Search Committee, Department of Psychology, Hebrew University of Jerusalem, Mount Scopus, Jerusalem, 91905, Israel. Inquiries should be directed to Gary Bornstein by phone 972-2-5883029 or e-mail msgary@mscc.huji.ac.il. They will begin reviewing applications October 21.

The 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. They will consider both beginning salary level Ph.D.s and more experienced candidates with excellent records. They are looking for candidates with strong disciplinary training in any of the social sciences who can use that discipline background to conduct research on aspects of behavior relevant to management in organizations and to introduce MBA students to behavioral science principles. This person will be responsible for teaching courses such as Managing in Organizations, Managerial Decision Making, Power and Politics and Negotiations. Candidates should be qualified to teach at least one of these courses plus another MBA elective. The group has a well-equipped laboratory for experimental research. Materials must be received by December 1, 2001. Applications should include a vita, one research paper and three letters of reference. Send materials to: Deputy Dean for Faculty, M.O.B. Recruiting, University of Chicago, Graduate School of Business, 1101 East 58th St., Rosenwald 105, Chicago, Illinois 60637.

Fox Chase Cancer Center, Philadelphia, PA announced the immediate availability of a post-doctoral position in the Prostate Cancer Risk Assessment Program. If interested in this position please send a CV, three letters of reference and cover letter to: Deborah Watkins Bruner, Ph.D., Director, Prostate Cancer Risk Assessment Program, Fox Chase Cancer Center, 510 Township Line Rd. 2nd Fl, Cheltenham, PA 19012. For more information contact: D.Watkins-Bruner@fcc.edu.

Cognitive or Social Psychologist - University of Florida: The Department of Marketing at the University of Florida is inviting applicants for an assistant professor position, effective August 2002. They are especially interested in candidates having research interests in memory, categorization, decision-making, attitudes and social cognition. Applicants should have a keen interest in theory development and applications to consumer and / or managerial contexts. Applicants must have a Ph.D., or be ABD near completion, and should exhibit a potential for innovative and impactful research. Their faculty is composed of an attractive mix of consumer researchers, marketing strategists, and quantitative modelers. They offer a supportive research environment with limited teaching pressure. Applications must be postmarked by November 1, 2001. Vitae, evidence of teaching ability, research papers and publications, and letters of support should be sent to: Chris Janiszewski, Department of Marketing, P.O. Box 117155, Gainesville, FL 32611-7155. Inquiries about position should be sent to chrisj@dale.cba.ufl.edu.

Carnegie Mellon University has an opening for a Postdoctoral fellowship position. The position is funded by the Army Research Laboratories under the "Advanced Decision Architectures" cooperative agreement. Their project, entitled "Cognitive Process Modeling and Measurement" intends to build cognitive models of decision making and learning in dynamic tasks. The ideal candidate will have a Ph.D. in Psychology, Cognitive Science, Decision Science or equivalent, and experience conducting research in real world environments. They expect candidates to have strong research interests in all facets of decision making research: conducting cognitive task analysis of real world situations, helping in the design of computer simulations that mimic the real world, conducting laboratory studies using these simulations, analyzing data and writing reports. Appointment will pay highly competitive rates based on background and experience. Anticipated start date is October 1, 2001. Applicants should send curriculum vitae, relevant journal articles, a letter of research interests, and three reference letters to: Dr. Cleotilde Gonzalez, Social and Decision Sciences, Carnegie Mellon University, 5000 Forbes Ave. Pittsburgh, PA 15213. Electronic applications are encouraged. Send electronic documents (Word, Pdf) to: coty@cmu.edu.

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.

Robert F. Bordley (robert.bordley@gm.com) Recently published an article in the *Journal of Statistical Education* on Teaching Decision Theory in Applied Statistics Courses. The paper first reviews the fact that decision theory is, for the most part, excluded from most introductory textbooks in statistics. In those cases when it is included, it is only a treatment of expected value. It also reviews some of the main concerns of statistics educators (i.e., that students find it boring). The paper then proposes a way of teaching decision theory as an extension of reliability theory--which is a core part of the statistics curriculum. It's based on a recent target-based interpretation of utility function. He notes that this will overcome the problem of being boring. The paper is too long to reprint here, but you can get it easily because this is an electronic journal of the American Statistical Association, and is available through the ASA Web site at: <http://www.amstat.org/publications/jse/>. Robert told me he sure would appreciate comments and feedback on the article.

Rex Brown is working on a new text for an introductory course on on decision aiding tools: Rational Choice and Uncertainty: Tools for Modeling Policy Judgment. Anyone interested in inspecting or trying it out can get the draft text-book by email from the author at rbrown@gmu.edu. A brief description follows.

This course teaches basic models of decision analysis, applied especially to public policy issues, such as whether to close down a nuclear plant or legalize assisted suicide, or if the Clean Air Act is worth its cost. There are no course prerequisites, but some background in quantitative methods is valuable.

Models have two main uses:

- As operational tools to help a policy maker to make up his (or her) mind on perplexing and controversial choices, and to explain them to others. His judgments of fact and value are modeled quantitatively, and made logically coherent.
- As rationale for major policy initiatives. Models of judgment are enriched by impersonal data and analysis, and can be reviewed and second-guessed by others.

Types of decision tasks include: choice involving conflicting objective and/or uncertain outcomes; direct and indirect assessment of uncertainty; combining alternative ways of making a judgment. They are aided by modeling tools based on statistical decision theory, including multiattribute utility, decision trees, influence diagrams, expected utility, and plural evaluation.

The critical skill is integrating models into how the decider *really* thinks about a live (not a hypothetical) choice. This can be developed in personal, just as well as in public or professional situations. The material is intellectually challenging and requires substantial logical aptitude, but no explicit mathematics or statistics is involved. The exercise is interdisciplinary, and includes understanding of how people currently make decisions and the human and institutional context decision aids operate in.

Some News from the Federation

Human Subjects Research Guidelines Posted on the Internet: Researchers conducting behavioral and social sciences research often have questions about the applicability of their research to the Federal regulations protecting human subjects (research participants). The document is posted at <http://obssr.od.nih.gov/IRB/protect.htm> and is also available as an Adobe Acrobat file <http://obssr.od.nih.gov/IRB/protect.pdf>

Special Issue of the Human Factors journal: Quantitative Formal Models of Human Performance: The Co-Editors are Michael Byrne & Wayne D. Gray. One of the goals of research in Human Factors is the prediction of human performance. While verbal theories and empirical results clearly add to the science, they are not especially useful for quantitative performance prediction. Formal models, on the other hand, can be used to make specific quantitative predictions about human performance. This special issue is intended to examine the use of quantitative formal models in understanding and predicting human performance in a human factors context. "Formal models" are construed to include both computational and mathematical models, and "human performance" is construed widely to encompass the full range of human performance including cognition, perception, and motor control, as well as physical aspects of performance such as biomechanics and anthropometrics. They are especially interested in models that span a broad range of performance, for example, those including vision, cognition, and manual control. They invite submissions that include formal models of the task, artifact, or environment. Models or modeling frameworks that jointly consider the human element, the task, and the artifacts/environment should be of special interest to the human factors community. DEADLINE: 1 October 2001 Send five (5) copies of your manuscript to: Editor, Human Factors, Attention: Special Issue Models of Human Performance, Human Factors and Ergonomics Society, P. O. Box 1369, Santa Monica, CA 90406-1369 USA For questions or queries please contact the special issue co-editors at: byrne@acm.org (Mike Byrne) or gray@gmu.edu (Wayne Gray)

Behavioral and Social Sciences Research at NIH During the Appropriations hearing of the House Subcommittee on Labor, HHS, Education, and Related Agencies held in May, Congressman Patrick Kennedy asked Dr. Ruth Kirschstein, Acting Director of the National Institutes of Health (NIH), for a report of ongoing behavioral and social sciences research at NIH. The Report is available at <http://obssr.od.nih.gov/Publications/NIHBSSR2001.pdf>.

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: *[Note this is new!]* 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>.

2001 SJDM Conference Program

Saturday, November 17, 2001

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|-------------|---|
| 4:30 - 5:30 | Early Registration |
| 5:30 - 7:00 | Graduate Student Social Hour at Francisco's Bar |
| 6:00 - 9:00 | Board Meeting |

Sunday, November 18, 2001

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|---------------|--|
| 8:30 - 10:30 | Registration |
| 8:30 - 10:00 | Continental Breakfast |
| 9:30 - 10:30 | Business Meeting |
| 10:30 - 11:30 | Invited Address by Yaacov Trope |
| 12:00 - 12:45 | Graduate Student Seminar: Getting Ahead as a Graduate Student in JDM
(Organized by Peter McGraw and Janet Schwartz) |
| 1:00 - 2:45 | Paper Session 1a, 1b, 1c (papers listed below) |
| 2:45 - 4:15 | Poster Session 1 (posters listed below) |
| 4:15 - 6:00 | Paper Session 2a, 2b, 2c (papers listed below) |
| 6:00 - 7:30 | Poster session 2 (posters listed below) |

Monday, November 19, 2001

- | | |
|---------------|--|
| 8:00 - 8:45 | Continental Breakfast |
| 8:45 - 10:30 | Paper Session 3a, 3b, 3c (papers listed below) |
| 10:45 - 12:30 | Paper Session 4a, 4b, 4c (papers listed below) |
| 12:30 - 2:00 | Luncheon
Student Poster Award presented by JD Jasper
Presidential Address by David Budescu:
"Aggregation of Probabilistic Forecasts and Opinions" |
| 2:00 - 3:45 | Paper Sessions 5a, 5b, 5c (papers listed below) |

Paper Session 1a

Symposia: Judgment and Decision Processes in Older Adults
Organized by Paul Slovic (Decision Research and University of Oregon)

A Social-Cognitive Perspective on Aging and Decision-Making
Thomas Hess (North Carolina State University)

Bringing Meaning to Numbers: Affective and Deliberative Processing of Information
Display Formats in the Decisions of Younger and Older Adults
Ellen Peters (Decision Research)

Aging and Decision-Making Competence *Melissa L. Finucane (Decision Research)*

Discussant *Paul Slovic (Decision Research and University of Oregon)*

Paper Session 1b

The Illusion of Courage: Underestimating Social-Risk Aversion in Self and Others
Leaf Van Boven (University of British Columbia), George Loewenstein (Carnegie Mellon University), Edward Welch (Carnegie Mellon University), & David Dunning (Cornell University)

On the Inverse Relationship Between Confidence and Calibration in Self and Social Prediction
Nicholas Epley (Harvard University) & David Dunning (Cornell University)

Deciding to Give and Take Advice
Alyssa A. Mitchell, Reeshad S. Dalal, Marcus Crede, Janet A. Sniezek (all at the University of Illinois at Urbana-Champaign)

Agent Overweighting of Attribute Importance Information
Alan D. J. Cooke & Suzanne Altobello Nasco (both at the University of Florida)

Paper Session 1c

Criminality and Present-Oriented

Linda Babcock (Carnegie Mellon), Angela Hung (Carnegie Mellon), Greg Pogarsky (SUNY Albany), & George Wu (University of Chicago)

A Social Comparison Account of Satisfaction in Bargaining
Nathan Novemsky (Yale University) & Maurice Schweitzer (University of Pennsylvania)

When the Means Justify the Ends: Tradeoffs Between Distributive and Procedural Fairness
Rebecca W. Hamilton (University of Maryland)

I'll Take the Variable Risk Preferences Model for \$1000 Alex: Aspiration, Survival and Competitive Risk Taking in the Jeopardy! Game.
Elizabeth Boyle & Zur Shapira (both at New York University)

Paper Session 2a

The Role of the Future When Evaluating the Past: Forward Processing of Hedonic Experiences that Extend Over Time
Gal Zauberman (University of North Carolina, Chapel Hill) & Dan Ariely (University of California, Berkeley)

Procrastination, Deadlines, and Performance: Using Precommitment to Regulate One's Behavior
Dan Ariely (University of California, Berkeley) & Klaus Wertenbroch (INSEAD)

Investment Valuation and Disclosure of Market Risk: An Experimental Investigation
Don N. Kleinmuntz (University of Illinois at Urbana-Champaign)

Punitive Damages and the WTA/WTP Discrepancy
Rachel Croson (University of Pennsylvania), Jeffrey Rachlinski (Cornell University), & Jason Johnston (University of Pennsylvania)

Paper Session 2b

Evaluating Methods of Translating One Person's Verbal Probabilities to Another's
Tzur M. Karelitz & David Budescu (both at the University of Illinois at Urbana-Champaign)

A Rank Problem: Translating Among Linguistic Probability Lexicons
Mandeep K. Dhami (University of Victoria) & Thomas S. Wallsten (University of Maryland)

Quality of Continuous Probability Assessments for Past and Future Variables: Historical Information Provided and the Underlying Random Process
Richard S. John (University of Southern California), Ruby Brougham (Chapman University), & Detlof von Winterfeldt (University of Southern California)

fFormula Scoring and Key Balancing in Multiple Choice Tests: A Rational Critique
Maya Bar-Hillel (The Hebrew University)

Paper Session 2c

Ignoring Others' Cognition in Bargaining: Can it be Overcome? *Yoella Bereby-Meyer (Ben-Gurion University) & Brit Grosskopf (Harvard Business School)*

Hiding and Seeking are Not the Same *Peter Ayton (City University, UK) & Ruma Falk (The Hebrew University, Israel)*

Rational Reasoning or Adaptive Behavior? Evidence from Two-Person Beauty-Contest Games *Brit Grosskopf (Harvard Business School) & Rosemarie Nagel (Universitat Pompeu Fabra)*

The Evolution of Concession Strategies: How can Bargaining Under Incomplete Information Achieve Equality of Utility? *Takezawa Masanori (Max Planck Institute for Human Development)*

Paper Session 3a

Symposia: The Effects of Goals on Choice. *Organized by Nathan Novemsky (Yale University)*

Goal-Induced Risk Taking in Strategy Choice *Richard P. Larrick (Duke University), Chip Heath (Stanford University), & George Wu (University of Chicago)*

The Effects of Goal Fulfillment on Risk Preferences in Sequential Choice
Ravi Dhar & Nathan Novemsky (both at Yale University)

Goal Activation, Preference and Prediction *Miguel Brendl (INSEAD), Arthur Markman (University of Texas at Austin), & Julie Irwin (University of Texas at Austin)*

The Joyless Consumer: Pre-committing to Luxury to Overcome the Necessity Compulsion
Ran Kivetz (Columbia University) & Itamar Simonson (Stanford University)

Paper Session 3b

Non-Cash Incentives: Getting More than your Money's Worth
Joseph C. Nunes & C.W. Park (both at the University of Southern California)

The Limits of Fungibility: Relational Schemata and the Meaning of Things
A. Peter McGraw, Philip E. Tetlock, & Orië V. Kristel (all at the Ohio State University)

Separating or Combining Health Outcomes: A Failure to Find Resource Buffering
Alan Schwartz, Julie H. Goldberg, & Memoona Hasnain (all at the University of Illinois at Chicago)

Rational Actors and Rational Fools: Insights about Rationality from the Study of Cigarette Smokers
Paul Slovic (Decision Research and University of Oregon)

Paper Session 3c

Does an Economics Environment Foster Self-Interest? *Joyce M. Ehrlinger, Thomas Gilovich, & Dennis Regan (all at Cornell University)*

Effects of Financial Incentives on the Breakdown of Mutual Trust *Jim Parco (University of Arizona), Amnon Rapoport (University of Arizona), & William E. Stein (Texas A& M University)*

The Effects of Minimum Prices on Value Judgments in Auctions
Gerald Häubl & Peter T. L. Popkowski Leszczyc (both at the University of Alberta)

Search With Recall For The Best Option From Relatively Ranked Alternatives
Rami Zwick (Hong Kong University of Science and Technology), Amnon Rapoport (University of Arizona), Alison King Chung Lo (Duke University), & A. V. Muthukrishnan (Hong Kong University of Science and Technology)

Paper Session 4a

Effort as Information: The Influence of Perceived Decisional Effort on Willingness to Pay
John Godek (University of Michigan), DJ Nayakankuppum (University of Iowa), & J. Frank Yates (University of Michigan)

A Dynamic Choice Process: How Choice Conflicts Generate Biased Memory that Influences Future Choices
Yi Chen & Shi Zhang (both at UCLA)

How Does Choice Change Experience?: Motivational vs. Cognitive Explanations for Post-Choice Biases in Judgment
Christina L. Brown & Fred Feinberg (both at the University of Michigan)

"No Reason to Blame Yourself": Justification in Decision-Related Regret
Terry Connolly & Jochen Reb (both at the University of Arizona)

Paper Session 4b

Numerically Driven Inferencing: A New Paradigm for Examining Judgments, Decisions, and Policies Involving Base Rates
Michael Ranney, Franz Cheng, Jennifer Garcia de Osuna, & Janek Nelson (all at the University of California, Berkeley)

Motivated Reasoning and the Wason Selection Task
Erica C. Dawson, Thomas Gilovich, & Dennis T. Regan (all at Cornell University)

Simultaneous Assimilation and Contrast in the Anchoring Bias: Two Examples in Judgment and Choice *Noel T. Brewer (Rutgers University), Gretchen B. Chapman (Rutgers University), Janet A. Schwartz (Rutgers University), & George Bergus (University of Iowa)*

Continue or Quit Decisions: Type II Gamblers Fallacies and De-escalation
Brian Zikmund-Fisher (Carnegie Mellon University)

Paper Session 4c

Paradoxical Betting on Items of High Confidence with Low Value: The Effects of Control on Betting *Adam S. Goodie (University of Georgia)*

Egocentrism and Failures of Contingent Thinking in Strategic Prediction
Don Moore (Carnegie Mellon University)

An Evidential Support Accumulation Model of Subjective Probability
Derek J. Koehler, Chris M. White, & Ray Grondin (all at the University of Waterloo)

Working Memory Constraints Induce Sub-optimal Hypothesis Generation and Subadditivity
Michael Dougherty & Jennifer Hunter (both at the University of Maryland)

Paper Session 5a

Symposia: Comparison of Decision Making Under Risk with Stated Probabilities Versus Decision Making Under Uncertainty with Probabilities Learned from Experience
Organized by Jerome Busemeyer (Indiana University)

Review of the Behavioral Regularities Observed in Probability Learning Tasks
Ido Erev (Columbia University)

Learning Probabilities from Experience vs. Learning Them by being Told: Do we Need Two Theories of Risky Choice? *Elke Weber (Columbia University)*

Frequency Versus Probability as a Basis for Probability Judgments *Alan Sanfey & Reid Hastie (both at the University of Colorado)*

Role of Experiential Learning in the Bechara Gambling Task *Jerome Busemeyer & Julie Stout (both at Indiana University)*

Paper Session 5b

On the Psychology of Queues: Why Does the Number of People Behind Matter?
Rongrong Zhou & Dilip Soman (both at Hong Kong University of Science and Technology)

Decisions Made and Facilitated on the Web: Beware of Negative Interattribute Correlations! *Barbara Fasolo, Gary H. McClelland, & Katharine Lange (all at the University of Colorado at Boulder)*

Fuzzy-Trace Theory and Clinical Decision-Making about Cardiovascular Risk

Valerie Miranda (University of Arizona), Valerie F. Reyna (University of Arizona), Patrick Whalen (University of Arizona), Antony Hazel (University of Arizona), Vijay Pottathil (University of Arizona), Matt Haverty, & Farrell Lloyd

A Neural Network Model of Multi-alternative Preferential Choice Behavior

Frank Y. Guo & Keith J. Holyoak (both at the University of California, Los Angeles)

Paper Session 5c

Music, Pandas, and Muggers: On the Affective Psychology of Value

Christopher K. Hsee & Yuval Rottenstreich (both at the University of Chicago)

Do Incidental Feelings Shape Willingness to Pay and Willingness to Accept? Experiments with Disgust and Sadness
Jennifer Lerner, Deborah Small, & George Loewenstein (all at Carnegie Mellon University)

Choosing How to Choose - Identifying Factors that Influence Decision Mode Selection

Patricia G. Lindemann & Elke U. Weber (both at Columbia University)

Priming, Expertise and the Construction of Preferences

Eric J. Johnson (Columbia University) & Naomi Mandel (Arizona State University)

Poster Session 1

Dynamic Decision Behavior: Competitive tests of Decision Policies in a Class of Two-Armed Bandit Problems: *Elizabeth Abraham (Gustavus Adolphus College)*

Regret as an Illusory Motivator of Inaction Inertia: Introspections Diverge from Observations: *Christopher J. Anderson (University at Albany, SUNY)*

How Much Information do Professionals Acquire? A Computer-based Experiment with Experienced Loan Officers: *Patric Andersson (Stockholm School of Economics Sweden)*

Understanding the Risks and Benefits of Screening and Treatment for Prostate Cancer: *David E. Bard (University of Oklahoma) & Robert M. Hamm (University of Oklahoma Health Sciences Center)*

Network Topology and Global Coordination in the El Farol Bar: *J. Neil Bearden (The University of North Carolina at Chapel Hill)*

The Role of Risk and Monetary Incentives in the Decision to Participate in Biomedical Research: *John P. Bentley & Paul G. Thacker (both at The University of Mississippi)*

Introducing TRACS: A Unique Game and a Useful Tool: *Kevin J. Burns (MITRE)*

Judgment Analysis Using Efficient Versus Representative Research Designs: *Kristophor G. Canali & R. James Holzworth (both at the University of Connecticut)*

Consumer Choices for Herbal and Prescription Medicines: *Erica Carlisle & Eldar Shafir (both at Princeton University)*

Differences in Attitudes Toward the Uncertainty of Fraud: External Auditors versus Forensic Auditors: *Tina D. Carpenter (Florida State University)*

Decomposition of a Mixed Lottery with Both Gain and Loss Outcomes: *Young-Hee Cho (California State University-Long Beach) & R. Duncan Luce (University of Ca-Irvine)*

Explaining the Risk Diffusion Effect, the Illusion of Safety in Numbers: *Hannah Faye Chua (University of Michigan), Susumu Yamaguchi (University of Tokyo), & J. Frank Yates (University of Michigan)*

Effect of the Number of Cues on Desirability Bias in Probability Judgment: *Robert D. Cone & Paul C. Price (both at California State University, Fresno)*

Evaluation Group Decision Making with Advanced Collaborative Technology: Discussion Process Matters More than Interaction Medium: *Marcus Crede & Janet A. Sniezek (both at the University of Illinois at Urbana-Champaign)*

Product Customization Model: *Janis J. Crow & James Shanteau (both at Kansas State University)*

Does The Option to Cancel an Order in a Double Auction Market Matter? *Steven M. Crowley & Orly Sade (both at the University of Utah)*

Choice Versus Action: Are Hypothetical Choices the Same as Consequential Choices: *Toni Dancu & Russell Cooper (both at USIU)*

Exploring Overconfidence: Response Mode and Question Difficulty with Four-choice Stimuli: *Patrick Doyle, Richard John, & Detlof von Winterfeldt (all at the University of Southern California)*

A Judgment Analysis of Exam Marking in Psychology: *James Elander & David Hardman (both at London Guildhall University)*

The Role of Vivid Statistical Information and Patient Testimonials in Medical Decision Making: *Angela Fagerlin (Ann Arbor Veterans Affairs; University of Michigan), Catharine Wang (University of Michigan), & Peter A. Ubel (Ann Arbor Veterans Affairs; University of Michigan)*

Factor Structure of a Rating-Scale Measure of Security-Potential Focus: *Nancy S. Fagley (Rutgers University), Paul M. Miller (St. John's University), & Mitchel G. Adler (Rutgers University)*

Letter Frequency Judgements: Based on Ease of Retrieval or Recall? *Ana M. Franco-Watkins, Michael R.P. Dougherty, & Jennifer E. Hunter (all at the University of Maryland)*

The Lawyer-Negotiator as Mood Scientist: Lessons and Questions From Two Cognitive Sciences: *Clark Freshman, Adele Hayes, & Greg Feldman (all at the University of Miami)*

Individual Versus Group Resource-Allocation Performance: *Roxana M. Gonzalez (Carnegie Mellon University), Harvey J. Langholtz (College of William & Mary), Constance J. Pilkington (College of William & Mary), & Barron Sopchak (College of William & Mary)*

Rationality and Worry in Protective Behavior: *Andrea D. Gurmankin, Jonathan Baron, & Howard Kunreuther (all the University of Pennsylvania)*

Time-Tradeoff Utility Assessment with Equal Horizons: Preference for "Good then Bad" or "Moderate" Depends on Features of the Method: *Robert M. Hamm (University of Oklahoma Health Sciences Center), Scott B. Cantor (University of Texas M.D. Anderson Cancer Center), Renee B. Patrick (University of Oklahoma Health Sciences Center), James L. Mold (University of Oklahoma Health Sciences Center), Dewey C Scheid. (University of Oklahoma Health Sciences Center), and Robert J. Volk (Baylor College of Medicine)*

Fairness and Framing: *David Hardman (London Guildhall University)*

Do Differences in Risk Preference Develop at an Early Age? Studying Risky Decision Making in 4- and 5- Year Olds: *Stephanie Hart & Irwin Levin (both at the University of Iowa)*

Optimal and Supra-Optimal Information Processing in Groups: A Signal Detection Analysis: *Verlin B. Hinsz & Phillip J. Gunderson (both at North Dakota State University)*

Attribute Framing Effects: Insights from Process Tracing: *J.D. Jasper (University of Toronto)*

Effects of Number of Outcomes and Richness of Context on the Meanings of Linguistic Probabilities: *Hong Jiang & Thomas S. Wallsten (both at the University of Maryland)*

Three Measures of Discrimination: ROC area, Normalized Discrimination Index, and Slope Index: *Matthew T. Karafa (Cleveland Clinic Foundation, Cleveland OH) & Neal V. Dawson (Center for Health Care Research and Policy, Case Western Reserve)*

The Conjunction Fallacy: From Frequencies to Probabilities: *Monika Krishan & Gretchen B. Chapman (both at Rutgers University)*

Individual Differences in Coping with Uncertainty: *Shyhnan Liou (National Cheng Chung Uni., Dept. Labor Relation Taiwan) & Yeou-Geng Hsu (Industrial Technology Research Institute)*

Weighing Information from Different Sources: Are People Rational? *Shenghua Luan & Robert Sorkin (both at the University of Florida)*

Judgement Aggregation on the Basis of Statistical Game Structures: *Gustavo Mazcorro-Téllez (National Autonomous University of Mexico)*

Effects of Prediction Type on "Wishful Thinking" About the Future: *Carla Marquez & Paul C. Price (both at California State University, Fresno)*

Resource Allocation: A Social Value Orientation Perspective: *Antoinette T. Marty & Harvey J. Langholtz (both at The College of William and Mary)*

Is Natural Better? The Naturalism Bias in Food and Medication Choices: *Alexandra Michalescu & Gretchen Chapman (both at Rutgers University)*

Security-Potential Focus, Framing, Sex, and Risky Choice: *Paul M. Miller (St. John's University), Nancy S. Fagley (Rutgers University), & Mitchel G. Adler (Rutgers University)*

Seeing Approach in Avoidant Behavior: The Personal Decision to Reject is Interpreted as a Decision to Choose in Others: *Leif D. Nelson & Dale T. Miller (both at Princeton University)*

Using Graphical Formats for Communicating Low-Probability Risk Information: The Role of Salience: *Stephanie C. Parks (Wake Forest University), Eric R. Stone (Wake Forest University), Winston R. Sieck (University of Michigan), & J. Frank Yates (University of Michigan)*

Need for Closure and the Hindsight Bias: *Mark V. Pezzo (University of South Florida), Stephanie C. Parks (Wake Forest University), James R. Porter (University of South Florida), & Tina M. Egnatuk (University of South Florida)*

The Impact of Numeric Information and Format on Risk Perception: *John W. Pracejus (University of Alberta), Norman R. Brown (University of Alberta), & Ann H. Bostrom (Georgia Institute of Technology)*

Where All the Real Estate Agents Are Above Average: *Paul C. Price & Candice Prieto (both at California State University, Fresno)*

Tracing People's Thoughts about Consumer Credit Decisions: Information Search, Mental Accounting and Evaluation Strategies: *Rob Ranyard (Bolton Institute, UK)*

Vaccination and Regret: Still Searching for an Omission Bias: *Jochen Reb & Terry Connolly (both at the University of Arizona)*

Risk Communication for Human Papilloma Virus: A Fuzzy Trace Theory Analysis: *Carrie Reed & Valerie F. Reyna (both at the University of Arizona)*

Regulatory Focus as a Predictor of Preference in Framed Decision Making: *Aaron Ashley Reid (Ohio University)*

Deceptively Simple: New Decision Rules for Specific-Issue Polygraph: *Stuart M. Senter (Department of Defense Polygraph Institute)*

Distribution Entropy in Common-Value Auctions and the Winners' Curse: An Empirical Investigation: *Jose Camoes Silva (Washington University)*

Helping 'THE' Victim or Helping 'A' Victim: Altruism and Identifiability: *Deborah Small & George Loewenstein (both at Carnegie Mellon University)*

Decision Aids and Hormonal Replacement Therapy Decisions with Hispanic Women: *Anna Valencia & Osvaldo F. Morera (both at the University of Texas at El Paso)*

Group Probability Distributions for Continuous Variables: Effects of Prior Commitment and Forced Group Consensus: *Detlof von Winterfeldt & Richard S. John (both at the University of Southern California)*

A Darwinian Approach to Risk and Risky Choice: *X. T. Wang (University of South Dakota)*

Psychophysical Uncertainty Testing Using "Real-Life" Stimuli: *David Washburn (Georgia State University), J. David Smith (SUNY at Buffalo), Jared Taglialatela (Georgia State University), & Lauren A. Baker (Georgia State University)*

The Roles of Group Membership and Worldview in Ecological Risk Perception: *Henry H. Willis & Michael L. DeKay (both at Carnegie Mellon University)*

Wishful thinking in Consumer Credit Card Adoption Decisions: *Sha Yang (UC,Riverside), Livia Markoczy (UC,Riverside), & Min Qi (Kent State University)*

Poster Session 2

Preference Theory: A Cognitive-Affective Approach to Routinized Decision Making: *Tilmann Betsch (University of Heidelberg, Germany)*

Coping with Stressful Decisions: The Role of Cognitive Appraisals in Choice Processes: *Ann-Renée Blais (CIRANO, Montréal, Québec) & Barbara Mellers (The Ohio State University)*

Some Experiments on the Endowment Effect in Consumer Choice: *Fergus Bolger (Bilkent University) & Gerrit Antonides (Erasmus University)*

The Lure of Choice: *Nicola Bounie (University of Leeds) & Daniel Read (London School of Economics)*

The Effect of Attitudes on Memory Construction Mediated Through Selective Exposure: *Inge Brechan (University of Florida)*

Preferences for Risky, Riskless, and Mixed Options in Multiple-Trial Decision Making: *Yuh-Jia Chen & James E. Corter (both at Teachers College, Columbia University)*

Revisiting WTA-WTP Disparities: Human Causes, Natural Causes, and Personal Responsibility: *Timothy L. Coleman (University of Texas at El Paso), Osvaldo F. Morera (University of Texas at El Paso), & Michel E. Walker (Educational Testing Service)*

CWS Applied to the Longitudinal Development of Expertise: *Brian M. Friel, Rickey P. Thomas, John Raacke, & James Shanteau (all at Kansas State University)*

Reframing the Relationship Between Mathematical and Mental Models: *Deborah Frisch* (National Science Foundation)

Reported Use of Seven Decision Styles: *Bernard Goitein & Edward Bond* (both at Bradley University)

Components of "Everyday Kantianism": Symmetry and causal illusions: *Jeffrey Goldberg, Livia Markoczy, & Larry Zahn* (all at UC, Riverside)

Effects of Context on the Decision Threshold of a Stochastic Model of Choice: *Claudia Gonzalez-Vallejo, A.A. Reid, and J. Schiltz* (all at Ohio University)

The Interdependence of Probability and Utility in Decisions: *Susanne Haberstroh* (University of Heidelberg, Germany)

Subliminal Factors in Decision Making: *Harold B. Haley* (Carlion Hospice, Roanoke VA)

Selection of Strategies for Screening Options on Multiple Choice Tasks: *Daniel Heller & Irwin Levin* (both at the University of Iowa)

The Benefits of Bounds: Why Bigger May Not be Better: *Ralph Hertwig* (Columbia University)

Retrospective Evaluation under Time Pressure: Intuitive Judgements Reflect the Entire Sum of Prior Experiences: *Connie Höhle, Beate Molter, & Tilmann Betsch* (all at the University of Heidelberg, Germany)

The Problem with Proprioception: How Internal Cues Lead Self-Judgments of Emotion Astray: *Kerri Lawson Johnson & David Dunning* (both at Cornell University)

Influences of Positive and Negative Affect on Decisions Involving Judgmental Biases: *Dustin K. Jundt & Verlin B. Hinsz* (both at North Dakota State University)

Using Social Judgment Theory to Compare Court Rulings and Layperson Judgments of Real Sexual Harassment Court Cases: *Lisa M. Kath & R. James Holzworth* (both at the University of Connecticut)

The Interactive Effects of Context and Working Memory on Decision-Making: *Alexandra Kincannon* (University of Virginia)

Identity Congruent Preference Reversals: *Robyn A. LeBoeuf & Eldar Shafir* (both at Princeton University)

Effects of Testing Repetition on False Memory Creation and Persistence for Unrelated Distractors: *Ambrocio Mojardín* (Universidad Autónoma de Sinaloa), *Valerie F. Reyna* (University of Arizona), & *Charles J. Brainerd* (University of Arizona)

Attribute Range and Attribute Weights in the Analytic Hierarchy Process: *Oswaldo F. Morera (University of Texas at El Paso), Michael E. Walker (Educational Testing Service), & Bridget Ortiz (University of Texas at El Paso)*

The Bear Facts: Explanations Determine Stock Price Judgments: *Elizabeth J. Mulligan & Reid Hastie (both at the University of Colorado at Boulder)*

The Effect of Task Length and Accountability on the Accuracy and Preference of Disaggregated Versus Holistic Judgments: *Chad Alan Muntz (Ohio University), Claudia Gonzalez-Vallejo (Ohio University), Jessica Wilson (Ohio University), & Hal Arkes (Ohio State University)*

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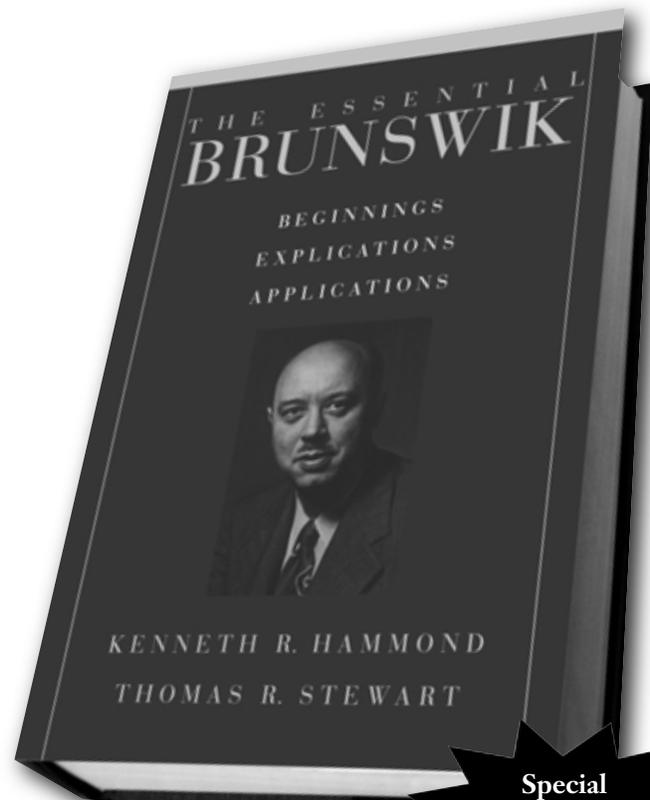
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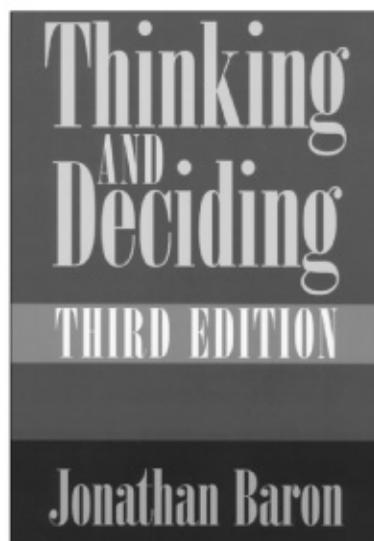


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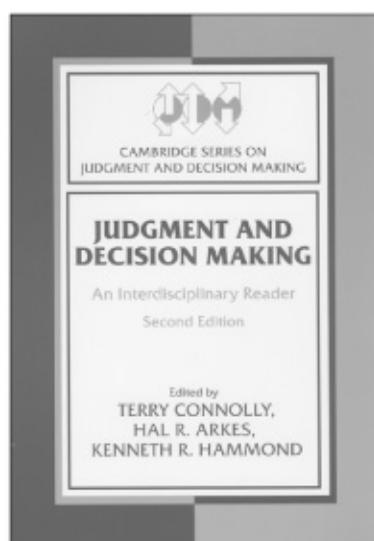
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