



SOCIETY for JUDGMENT and DECISION MAKING

The Headlines

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OPPORTUNITY KNOCKS: This is your big chance to be a major player in JDM. The three year terms for Newsletter Editor and for Secretary/Treasurer expire at the end of this calendar year. The Society desperately needs to find people who will fill these important positions for the next three years. Contact the President immediately to apply.

JDM ANNUAL MEETING: In this issue you will find a program for the meeting, the registration and dues form, and a hotel reservation form. **Judges are needed, see page 6.** We are planning a **Social Event** at this year's meeting. See the President's Column on page 3 for details.

VOTE: It is time to vote for the President elect and for a new member of the JDM board. You will find a Ballot in this issue.

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SUBMISSION DEADLINE FOR THE NEXT (December) *JDM NEWSLETTER*: November t 29, 2002

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SOCIETY FOR JUDGMENT AND DECISION MAKING

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The *JDM Newsletter*, published 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 However, we do not publish substantive papers.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 EMAIL or a 3.5" diskette. Send an IBM-compatible text file or word-processed document up to versions WordPerfect 10 or Word 2000. If you must send hard copy (e.g., if you are using special graphics or do not have computer access), the copy should be typed single-spaced on white 8½ by 11 paper. 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.

President's column: Wishful Thinking¹

George Loewenstein

“Men willingly believe what they wish.”

Julius Caesar

One of the perks of being SJDM president is that it allows one to publish unrefereed ramblings. This is my last chance to pontificate. Before rambling, however, I want to say two things about the upcoming meeting.

The first is *please attend!* As you will see in this newsletter, the program promises to be the best ever. The number of submissions rose substantially from prior years, and the quality is as good as ever. Responding to this embarrassment of riches, the program committee (with the able assistance of our Secretary Treasurer, Sandra Schneider) has extracted every minute out of the limited available time so as to air as many individual talks and symposia as possible. Many thanks to the program committee and Sandy for doing such a terrific job. Special thanks also to Steve Edgell for keeping the membership enlightened with quarterly newsletters and to Alan Schwartz for keeping us connected electronically.

Second, owing to expert sleuthing by Jennifer Lerner and Rachel Croson, we've managed to locate a spot for an **OFFICIAL JDM SOCIAL EVENT** – on Sunday night in a 'happening' nightclub called PUSH in downtown Kansas City. *Please be sure to register for the social event.* The \$25 fee (\$15 for students) includes transportation and a good dinner. For the extraverted there will be dancing (we've hired a DJ). For introverts there is pinball. If you want to talk, we've been assured, the club has ample quiet spots. On to the ramblings...

Sometimes, when I read about the "real world," I wonder if our field is missing the forest for the trees – focusing on the minutia and missing the real action. This struck me most recently while reading Jonathan Glover's brilliant treatise: Humanity: A Moral History of the Twentieth Century. Glover documents the misdeeds of the 20th century – bombings, deliberate starvation of populations, genocides, massacres, torture and so on (none of which show signs of abating in the new century). What does our field have to contribute to our understanding of these types of

¹ Thanks to Peter Ayton, Donna Harsch and Jennifer Lerner for instant comments.

‘decisions?’ Behavioral decision researchers have in fact been developing models that are intended to shed light on social interactions – e.g., models of social preferences and fairness -- but how much light can these models shed on the types of events documented by Glover?

The specific phenomenon I want to focus on, however, involves judgment. Behavioral decision researchers have uncovered all sorts of judgmental errors – misweighting of base-rates, the conjunction fallacy, non-Bayesian updating, the gambler's fallacy, and so on. But, I believe, all of these judgmental errors pale in comparison to a more pervasive and important source of human bias: our prodigious capacity for self-delusion. Similar to the case of “man’s inhumanity to man,” I believe, behavioral decision research provides little insight into the remarkable human ability to believe almost anything, if our desire to believe it is sufficiently strong.²

Consider quack remedies for medical conditions. When people are desperate about their health or that of loved ones, they are often ready to grasp at remedies – however far-fetched – that promise any hope. Quack remedies abound for all of the worst physical and mental health problems – cancer, heart disease, autism, and so on.³ Desperate smokers and overweight persons can likewise find an almost unlimited supply of 'solutions' for their problems, the vast majority of which have no effect or, worse, negative side-effects. A recent New York Times article noted that one of the more lucrative commercial applications of the worldwide web has been to sell unproven and doubtlessly *unprovable* methods of increasing the size or performance capabilities of one's sexual organs.

As a second example, consider get-rich-quick scams. Although most economists believe that there is no free lunch, hordes of people are willing – indeed, seemingly quite eager -- to be persuaded otherwise. Pyramid and ponzi schemes as well as diverse other scams routinely defraud multitudes, preying particularly on the unsophisticated. Sweepstakes promise millions if one subscribes to magazines, shady real estate solicitations offer mysteriously undervalued property, and I, for some reason, have been selected as the target for regular emails from Africa

² There *has* been research on wishful thinking (for a recent contribution, see Kay, A.C., Jimenez, M.C. and Jost, J.T., in press, "Sour grapes, sweet lemons, and the anticipatory rationalization of the *status quo*. *Personality and Social Psychology Bulletin*), but this has barely scratched the surface when it comes to exposing the human propensity toward self-deception.

³ For a sense of the abundance of questionable remedies available for a disease such as cancer, see: <http://www.mnwelldir.org/docs/cancer1/altthrp.htm>

informing me that, if I only put up a bit of my money for a short period of time, I can get my hands on a fortune -- with zero risk. In recent decades, moreover, some of our more esteemed institutions have gotten into the scam business. In the 1990s, virtually all of the nation's most respected financial institutions encouraged investors to throw their money into what, in retrospect, seems to have been a huge ponzi scheme – the stock market boom. And, for many years now, the government has been in the business of selling lottery tickets -- using marketing schemes that play on people's readiness to delude themselves that they are going to win.

Self-delusion is responsible for more than people throwing their money away on scams and quack remedies. It is, in fact, also a major contributor to people's ability to justify to themselves the types of heinous behaviors documented by Glover. The human capacity for rationalization – to delude oneself that one's actions are morally acceptable -- helps to explain why, despite a professed concern for future generations, we heat up the atmosphere with our gas-guzzling SUVs, or why our relatively benign social preferences don't impede us from killing our neighbors.

What is known about self-delusion? Casual empiricism suggests that significant self-delusion requires powerful emotions or desires – e.g., fear of death, greed, or economic despair. Self-delusion also often involves an element of social facilitation. When people see others buying lottery tickets, day trading, queuing up for a quack remedy, or expressing hatred toward other nations or ethnic groups, there is a very natural human tendency to follow-suit. Finally, self-delusion is often encouraged by external agents who benefit from it. For example, quack remedies and get-rich-quick schemes are offered and marketed by individuals who profit from selling them. Beyond such casual observations, however, we have almost no understanding of when and why self-delusion occurs, which is why more research is needed.

Is it possible to do rigorous research on self-delusion? Certainly, it will be more difficult than to study base-rate neglect or the gambler's fallacy. The problem is that self-delusion typically results from powerful emotions, which are difficult to induce in the lab. To demonstrate significant self-delusion in controlled experiments may require tapping into people's preexisting passions and testing for the distortion of beliefs by fears, longings, hatreds, etc.. Studies of this type are likely to be difficult and messy, but may be necessary if we want to gain an understanding of this 'wild side' of human judgment. If we shy away from studying phenomena such as human cruelty and self-delusion, let's not delude ourselves that we are studying the forest, when we are in fact studying the trees.

Volunteer judge/raters for the Student Poster Awards Needed



Very Important!



It's time again to sign up for the Student Poster Awards Committee. If you would be willing to help evaluate a few student posters (typically just one session) at the November SJDM meeting, your involvement would be greatly appreciated by the Society. Any (non-student) SJDM member is eligible to serve. It's a great way to meet some of our outstanding student members and to see firsthand what they're doing! To volunteer or for more information, contact the Committee Chair, J.D. Jasper, at jasper@utnet.utoledo.edu.

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 openings you are aware of for inclusion in this column.

Cornell's Johnson School of management has a tenure track position open. For details see their paid advertisement on page 31.

The University of Chicago Graduate School of Business has a tenure track position open. For details see their paid advertisement on page 31.

The Department of Psychology, University of Illinois is seeking a full-time quantitative psychologist. For details see their paid advertisement on page 32.

Carnegie Mellon University, Center for Integrated Study of the Human Dimensions of Global Change is looking for an executive director. This position includes coordinating the Center's research efforts, developing new projects (including proposal writing), assembling annual report, convening annual meetings, and maintaining contact with Center members - as well as pursuing personal research. Requirements include demonstrated familiarity with environmental policy, record of scholarly publication, management ability, fund raising, and experience with interdisciplinary work, involving natural and social sciences. The successful applicant should be comfortable with diverse research approaches, including modeling. Initial appointment is for one year, with a high potential for long-term self-initiated renewals. Submit a letter of application describing qualifications and plans (for the Center and personal research), a current vita, and contact information for three references to Barbara Bugosh, CIS-HDGC Administrator, Department of Engineering and Public Policy, Carnegie Mellon University, Pittsburgh, PA 15213, bbugosh@andrew.cmu.edu [Center website: <http://hdgc.epp.cmu.edu>]
Closing date: September 30, 2002.

2002 Meeting Registration and Dues Form

This form allows you to: (1) register for the 2002 annual meeting, (2) pay your dues, and (3) order three decision making journals for 2003 at a member discount rate. You may use the form for any one of these; but doing these all at once saves paperwork and should be more convenient for you.

NAME: _____ PHONE: () _____
 ADDRESS: _____ FAX: () _____

<input type="checkbox"/> Check if this is a new address	E-MAIL:		
	<u>Member</u>	<u>Student</u>	<u>Non-Member</u>
Meeting registration fee	<input type="checkbox"/> \$90.00	<input type="checkbox"/> \$45.00	<input type="checkbox"/> \$110.00
Late registration (after November 5)	<input type="checkbox"/> \$120.00	<input type="checkbox"/> \$60.00	<input type="checkbox"/> \$140.00
JDM party at "Push" (Sunday, Nov. 24 th from 7:30-Midnite)	<input type="checkbox"/> \$25.00	<input type="checkbox"/> \$15.00	
2003 Dues (including Newsletter)	<input type="checkbox"/> \$35.00	<input type="checkbox"/> \$10.00	
Past Dues	<input type="checkbox"/> \$ _____	<input type="checkbox"/> \$ _____	
Hard Copy Directory	<input type="checkbox"/> \$10.00	<input type="checkbox"/> \$10.00	
EADM ₁ discounted membership	<input type="checkbox"/> \$16.00	<input type="checkbox"/> \$6.00	

TOTAL \$ _____ \$ _____ \$ _____
Note: Registration includes coffee breaks, continental breakfasts (Sunday & Monday), and Monday Luncheon. Dues are separate from registration fees.

Check here if you request a vegetarian luncheon

METHOD OF PAYMENT:

- Check/Money Order (Please, no cash); Make checks payable to: Society for Judgment and Decision Making
- MasterCard VISA American Express

Account Number:

Signature _____ Expiration Date /

If paying by credit card:

Name on credit card: _____

Home Address: _____

If you want to subscribe to any of the following journals for 2003, just check the appropriate space(s). **Do NOT send your journal fees, you will be billed for the amount by the publishers.** The journal will bill you later for the price of subscription at the special Society rate. The rates for 2002 are shown to give an indication of the approximate amounts. I wish to subscribe to the following for 2003:

- Organizational Behavior and Human Decision Processes* (12 issues, \$270)
- Journal of Behavioral Decision Making* (5 issues, \$115)
- Risk, Decision, & Policy* (3 issues, \$39)

Mail this form to: Sandra Schneider/JDM; Department of Psychology, PCD 4118G; University of South Florida; 4202 E. Fowler Ave.; Tampa, FL 33620-; or email <sjdm@web.usf.edu>

¹European Association of Decision Making

HOTEL INFORMATION CROWN CENTER

The Crown Center Complex www.crowncenter.com

The 85-acre Crown Center complex is located just south of downtown Kansas City. Home to the international headquarters of Hallmark Cards, Inc., Crown Center offers everything from shopping, dining and live theaters to movies, special events and the Hallmark Visitors Center. The Crown Center Shops are connected to The Westin Crown Center and the Hyatt Regency Crown Center hotels via The Link, a beautiful elevated, weather-protected walkway.

The Hyatt Regency Crown Center 2345 McGee Street Kansas City, MO 64108 816-421-1234

Our 42-story luxury hotel offers three restaurants including a revolving roof-top restaurant and the famous Peppercorn Duck Club, Spectators Sports Bar, a fully equipped health club with swimming pool, tennis courts and spa. The Regency Club and Hyatt Gold Passport guests enjoy extra indulgences as they experience the Hyatt touch in Kansas City.

The Westin Crown Center One Pershing Road Kansas City, MO 64108 816-474-4400

This uniquely captivating hotel features a spectacular 5-story lobby waterfall and rock garden, two restaurants, 24-hour room service and a health club with year-round swimming, jogging, tennis, steam and sauna. Guests enjoy in-room voice mail, Language Line translation services and a complete hotel business center. You can expect the best of world class service at the Westin Crown Center

Mail completed reservation form to: Destination Crown Center – P.O. Box 413836 – Kansas City, MO 64141

CROWN CENTER ROOM RESERVATION REQUEST

Hotel Reservations

Please check the hotel of your choice; reservations will be honored on a space-available basis. To make reservations, complete and mail or fax this form, or call the hotel of your choice toll-free. Be sure to mention the Psychonomic Society 2002 to receive the convention rate.

Psychonomic Society, Inc. (JDM)
2002 Annual Meeting
November 18-25, 2002
Kansas City, Missouri

Accommodations	Hyatt Regency	Westin
Single	\$139	\$137
Double	\$139	\$137
Triple	\$149	\$158
Quad	\$159	\$183

Hyatt Regency Crown Center
2345 McGee Street
Kansas City, MO 64108
816-421-1234
800-233-1234 Toll-Free
816-435-4170 Reservation Fax
Reservation Code: G-PSYC
Early Departure Fee: \$50
Reservations Must Be Received
By October 18, 2002, To Confirm
Convention Rates

The Westin Crown Center
One Pershing Road
Kansas City, MO 64108
816-474-4400
888-627-8538 Toll-Free
816-391-4441 Reservation Fax
Reservation Code: PS1120
Early Departure Fee: \$50
Reservations Must Be Received
By October 23, 2002, To Confirm
Convention Rates

Please complete the following to receive confirmation by
Fax (Hyatt & Westin) _____
Email (Hyatt) _____

Due to a disability, I need the following accommodations in my room:

If the hotel of your choice is unavailable, your reservation will be forwarded to the alternate hotel and you will receive a confirmation from that hotel. *For suite reservations, contact the hotel.*

Name _____ Company Name _____

Address _____

Phone (_____) _____ Business Phone (_____) _____

Arrival Date _____ Check-in: 3:00 p.m. Departure Date _____ Check-out: 12:00 noon.

Person (s) sharing accommodations (one card per room) _____

Hyatt Westin Smoking Non-Smoking Single Double King Bed Double Beds

Accompanied by a one night's deposit Assured through credit card Frequent traveler # _____

Credit card information: American Express Diner's Club Visa MasterCard Carte Blanche Discover
Card # _____ Expiration date _____

For Guaranteed Reservations Only:

I understand I am liable for one night's room and tax which will be deducted from my deposit or billed to my credit card in the event that I do not cancel by 24 hours in advance of arrival date. A charge will be assessed for any departures earlier than the above stated departure date.

Signature _____

Mail completed reservation form to: Destination Crown Center – P.O. Box 413836 – Kansas City, MO 64141

<p>Society for Judgment and Decision Making Preliminary Annual Meeting Schedule November 24-25, 2002 Hyatt and Westin Hotels Kansas City, MO</p>

Saturday, November 23, 2002

- 4:30 – 5:30 pm Early Registration
5:30 – 7:00 pm Graduate Student Social Event
6:00 – 9:00 pm Board Meeting

Sunday, November 24, 2002

- 7:30 - 11:00 Registration
7:30 - 9:00 Continental Breakfast
8:00 - 9:20 Paper Session 1a, 1b, 1c
9:25 – 10:45 Paper Session 2a, 2b, 2c
10:45- 11:00 Coffee Break
11:00 – 12:20 Paper Session 3a, 3b, 3c
12:21 – 1:29 pm ☺ Lunch on your own
1:30 – 2:30 Invited Address by Daniel Ellsberg
“*The Allais and Ellsberg Paradoxes: 40 Years Later*”
2:40 – 4:10 Poster Session 1
4:20 – 5:40 Paper Session 4a, 4b, 4c
5:50 – 7:20 Poster Session 2
7:30 on Social Event at Push

Monday, November 25, 2002

- 7:30 - 9:00 Continental Breakfast
8:20 - 9:40 Paper Session 5a, 5b, 5c
9:45 – 11:20 Business Meeting and Einhorn Young Investigator Award
11:25 - 12:45 Paper Session 6a, 6b
12:50 - 2:30 Luncheon
Student Poster Award presented by JD Jasper
Presidential Address by George Loewenstein
2:45 - 4:05 Paper Session 7a, 7b

Session 1a

What If The Grass Is Greener On The Other Side? The Psychology Of Deferred Decisions
Veinott, Elizabeth (University of Michigan); Yates, J. Frank (University of Michigan); Gonzalez, Richard (University of Michigan); Verosky, Sara (Cornell University)

Effect of choice on the temporal course of outcome evaluation
Ritov, Ilana (Hebrew University)

Generic Effects on Preferences Between Default and Non-Default Options
Simonson, Itamar (Stanford University); Kramer, Thomas (Stanford University); Young, Maia (Stanford University)

Majority rule: Some boundary conditions and implications

Zhang, Jiao (University of Chicago); Hsee, Christopher (University of Chicago)

Session 1b

Decisions from experience and the effect of rare events

Hertwig, Ralph (Max Planck Institute for Human Development); Barron, Greg (Technion); Weber, Elke E. (Columbia University); Erev, Ido (Technion)

The Shape of the Probability Weighting Function in Risky Intertemporal Choice

Onculer, Ayse (INSEAD)

Interior Additivity of Subjective Probabilities: A Support Theory Model

Clemen, Robert (Duke University); Ulu, Canan (Duke University)

The representativeness heuristic: An instance of the inverse fallacy?

Villejoubert, Gaëlle (Leeds University Business School); Mandel, David R. (University of Victoria)

Session 1c

Symposia: An Assessment of Decision Decomposition in the Professional Literature and the Real-World (Organizer: Morera, Osvaldo F.)

Decomposition versus Holistic Decision Making Literature: A Review of the Literature

Fernandez, Norma (University of Texas at El Paso); Morera, Osvaldo F. (University of Texas at El Paso); Francis, Wendy (University of Texas at El Paso)

Are All Judgments Equal?

Gonzalez-Vallejo, Claudia (Ohio University); Arkes, Hal (The Ohio State University); Reid, Aaron (Ohio University); Wilson, Jessica (Ohio University); Muntz, Chad (Ohio University); Bonham, Aaron (Ohio University)

Holistic Versus Disaggregated Ratings in the Evaluation of Scientific Convention Presentations

Arkes, Hal (The Ohio State University); Dawes, Robyn (Carnegie Mellon University); Shaffer, Victoria (The Ohio State University)

Divide and Conquer (in) the Real World

Kleinmuntz, Don N. (University of Illinois at Urbana-Champaign)

Session 2a

Overconfidence in subjective confidence intervals

Soll, Jack B. (INSEAD); Klayman, Joshua (U. of Chicago)

Looking for Lake Wobegon: Why sometimes we're all *below* average

Klayman, Joshua (U. of Chicago); Burson, Katherine A. (U. of Chicago)

Non-Monetary Incentives and Motivation

Jeffrey, Scott A. (University of Chicago)

How do people judge the frequency of occurrence of health risks?

Pachur, Thorsten (Max Planck Institute for Human Development, Berlin, Germany); Hertwig, Ralph (Max Planck Institute for Human Development, Berlin, Germany); Kurzenhäuser, Stephanie (Max Planck Institute for Human Development, Berlin, Germany)

Session 2b

Are Adjustments Insufficient?

Epley, Nicholas (Harvard University); Gilovich, Thomas (Cornell University)

What Diversification Heuristics Exist and When Are They Invoked?

Salisbury, Linda Court (University of Michigan); Brown, Christina L. (University of Michigan)

Constructing Prices: Anchoring, Adjustment, and Affect

Peters, Ellen (Decision Research and University of Oregon); Slovic, Paul (Decision Research and University of Oregon); Gregory, Robin (Decision Research)

Focalism as a Cause of Myopic Social Prediction in Competitive Contexts

Moore, Don A. (Carnegie Mellon U.); Kim, Tai Gyu (Carnegie Mellon U.)

Session 2c

Symposia: Teaching Judgment and Decision Making (Organizer: Rude, Dale E.)

An Exercise on the Value of Conflict in Group Decision Making

Russo, J. Edward (Cornell University)

Exercises in Judgment and Decision Making under Uncertainty

Fox, Craig (Duke University)

Cases as Motivation for Judgment and Decision Making

Wu, George (University of Chicago)

Two Behavioral Finance Exercises

Rude, Dale E. (University of Houston)

Session 3a

The Weakest Link: The Relationship Between Fairness Beliefs and Behavior in Ultimatum Bargaining

Buchan, Nancy R. (University of Wisconsin - Madison); Croson, Rachel T.A. (University of Pennsylvania); Johnson, Eric J. (Columbia University)

The Salience of a Recipient's Alternatives and the Evaluability of Outcomes: Inter- and Intrapersonal Comparison in Ultimatum Games.

Handgraaf, Michel (Tilburg University); Van Dijk, Eric (Leiden University); Wilke, Henk (Leiden University); Vermunt, Riel (Leiden University)

Do The Ones We Love Sometimes Hurt Us The Most: The Influence Of Relationship Norms On Perception Of Fairness

Aggarwal, Pankaj (University of Toronto)

Pro-social motives and fairness as two different types of motives for cooperation

Markoczy, Livia (UC Riverside); Randazzo, Katherine (Fielding Graduate Institute)

Session 3b

Feeling, Believing, and Trusting: The Influence of Emotion on Trust

Dunn, Jennifer R. (University of Pennsylvania); Schweitzer, Maurice E. (University of Pennsylvania)

Promises and Lies: Restoring Violated Trust

Schweitzer, Maurice (U. Pennsylvania); Hershey, John (U. Pennsylvania); Bradlow, Eric (U. Pennsylvania)

Population dynamics in a three-player centipede game

Rapoport, Amnon (University of Arizona); Murphy, Ryan O. (University of Arizona)

Intended message versus message received in physician risk communication: exploring the gap

Gurmankin, Andrea (University of Pennsylvania); Baron, Jonathan (University of Pennsylvania); Armstrong, Katrina (University of Pennsylvania)

Session 3c

Symposia: Resource-Allocation Behavior (Organizer: Langholtz, Harvey)

Resource-Allocation Behavior: Human Decisions and an Optimal Model

Langholtz, Harvey (The College of William & Mary)

Minimizing Cost in Resource-Allocation Decisions

Gonzalez, Roxana (Carnegie Mellon University); Sopchak, Baron (The College of William & Mary)

How do people learn to allocate resources? Comparing two learning theories

Rieskamp, Jörg (Indiana University, Bloomington); Busemeyer, Jerome (Indiana University, Bloomington)

Naive diversification and partition dependence in investment allocation

Langer, Thomas (University of Mannheim); Fox, Craig (Duke University)

Session 4a

Reasons for Endowment

Johnson, Eric J. (Columbia University); Gerald Haeubl (University of Alberta)

Bidding Frenzy and Product Valuation in Ascending-Bid Auctions

Haeubl, Gerald (University of Alberta); Popkowski-Leszczyc, Peter (University of Alberta)

Information-Seeking in a Public Goods Game

Kurzban, Robert (U. of Pennsylvania); Shang, Jen Yue (U. of Pennsylvania)

Aspiration Level and Decision Making: a Descriptive Extension of RDU

Diecidue, Enrico (INSEAD); Van de Ven, Jeroen (Tilburg University)

Session 4b

The Consequences of Love-Hate Relationships with Financial Windfalls

Levav, Jonathan (Duke University); McGraw, A. Peter (Princeton University)

Does control always lead to happiness? Rethinking the relationship between perceived control, self-determination, and satisfaction with the outcome

Botti, Simona (University of Chicago, GSB); Iyengar, Sheena S. (Columbia Business School)

Customization Decisions: The Effects of Task Decomposition on Process and Product Evaluations

Godek, John (University of Michigan); Brown, Christina L. (University of Michigan); Yates, J. Frank (University of Michigan)

Decision Justification Theory

Connolly, Terry (University of Arizona); Zeelenberg, Marcel (Tilburg University)

Session 4c

Symposia: Biased information flows in the social environment lead to biased individual decisions (Organizer: Chip Heath)

Why pseudo-scientific ideas survive: One factor that combines social pressure with cognitive "satisficing"

Dawes, Robyn M. (Carnegie-Mellon University)

Selection bias in finance and law

Koehler, Jay (University of Texas); Mercer, Molly (Emory University); Starks, Laura (University of Texas)

Effect of affectively biased information flows on judgment and decisions

Slovic, Paul (Decision Research and University of Oregon); Peters, Ellen (Decision Research and University of Oregon)

Emotional selection in urban legends and Mad Cow disease

Heath, Chip (Stanford University); Sinaceur, Marwan (Stanford University); Bell, Chris (York University); Sternberg, Emily (Duke University)

Session 5a

Effects of Fear and Anger on Perceived Risks of Terrorism: A National Field Experiment

Lerner, Jennifer S. (Carnegie Mellon); Gonzalez, Roxana M. (Carnegie Mellon); Small, Deborah A. (Carnegie Mellon); Fischhoff, Baruch (Carnegie Mellon)

Intensity Bias in Social Emotional Comparisons

Van Boven, Leaf (University of Colorado); White, Katerine (University of British Columbia); Kruger, Justin (University of Illinois)

Hedonic Consequences of Anticipation Versus Recollection

Ashworth, Laurence T. (UBC); Van Boven, Leaf (UBC)

How bad is affective forecasting? What can make it better?

Ayton, Peter (City University, UK); Naseem, Naila (City University, UK); Pott, Alice (City University, UK)

Session 5b

Learning vs. Remembering: How experience affects the decision to exercise employee stock options

Massey, Cade (Duke University)

On Not Wanting to Know: Choices Regarding Predictive Genetic Testing

Yaniv, Ilan (Hebrew University)

Bracketing Beliefs: How Segmenting Information Influences Judgment

Shu, Suzanne B. (University of Chicago); Wu, George (University of Chicago)

The influence of probability response mode, prior knowledge, and task experience on information search

Pleskac, Timothy J. (University of Maryland - College Park); Wallsten, Thomas S. (University of Maryland - College Park)

Session 5c

Relating Risky Decision Making of Young Children and Their Parents

Hart, Stephanie S. (University of Iowa); Levin, Irwin P. (University of Iowa); Hietpas, Katie (University of Iowa); Budden, Jill (University of Iowa); Bretthauer, Megan (University of Iowa)

Procrastination as risk taking

Lo, Alison KC (Duke University); Desai, Preyas (Duke University); Bettman, Jim (Duke University)

Risk Perception and Risk Attitude in Informed Consent
Schwartz, Alan (UIC); Hasnain, Memoona (UIC)

Comparing three models of how context base-rate affects probability phrase interpretation
Jiang, Hong (University of Maryland); Wallsten, Thomas S. (University of Maryland)

Session 6a

Looking Forward to Looking Backward: The Misprediction of Regret

Gilbert, Daniel T. (Harvard University); Morewedge, Carey K. (Harvard University); Risen, Jane L. (Cornell University); Wilson, Timothy D. (University of Virginia)

When Good Decisions Have Bad Outcomes: Attenuating the Effect of Regret on Switching Behavior

Ratner, Rebecca K. (University of North Carolina at Chapel Hill); Herbst, Kenneth C. (St. Joseph's University)

Sign Theory: A Non-extensional Theory of Preference

Lin, Shuyeu (Minghsin University of Science and Technology, Taiwan); Slovic, Paul (Decision Research, USA)

Dual Unpacking: A Test of Support Theory

Kramer, Karen M. (University of Illinois at Urbana-Champaign)

Session 6b

Decreasing Payments and Increasing Performance: A Tale of Two Markets

Heyman, James (U.C. Berkeley); Ariely, Dan (MIT)

What Should We Accept from Juries?

Mellers, Barbara A. (University of California, Berkeley); Arkes, Hal R. (Ohio State University)

Identity-Based Choice and Preference Inconsistency

LeBoeuf, Robyn A. (University of Florida); Shafir, Eldar (Princeton University)

Decision Making Styles and Information Acquisition

White, Rebecca J. (Ohio State University); Nygren, Thomas E. (Ohio State University)

Session 7a

When Time is Not Like Money: The Role of Perceived Resource Slack in Revealed Time Discounting

Zauberman, Gal (University of North Carolina, Chapel Hill); Lynch, John (Duke University)

In eight weeks [it will be January 25th]: Descriptions of delay & temporal discount rates

Frederick, Shane (MIT); Read, Daniel (LSE)

Positive/Negative Asymmetries Underlying Matching and Choice

Keren, Gideon (Eindhoven University of Technology); Willemsen, Martijn C. (Eindhoven University of Technology)

Exploring mental appropriation: Antecedents and effects

Reb, Jochen (University of Arizona); Connolly, Terry (University of Arizona)

Session 7b

Discounting of Cognitive States in Heuristic Judgment

Oppenheimer, Daniel M. (Stanford University)

Confidence as Inference from Subjective Experience

Norwick, Rebecca J. (Harvard University); Epley, Nicholas (Harvard University)

Brain correlates of uncertain predictions: degrees and types of uncertainty

Volz, Kirsten G. (Max-Planck-Institute of Cognitive Neuroscience, Leipzig, Germany); Schubotz, R. I. (Max-Planck-Institute of Cognitive Neuroscience, Leipzig, Germany); von Cramon, D. Y. (Max-Planck-Institute of Cognitive Neuroscience, Leipzig, Germany)

A Multifaceted Measure of Older Adults' Decision-Making Competence

Finucane, Melissa L. (Center for Health Research)

Poster Session 1

Forecasting the fast and frugal way: A study of experts' and novices' information processing strategies when predicting the World Cup 2002 in soccer

Andersson, Patric (Stockholm School of Economics, Sweden); Ekman, Mattias (Stockholm School of Economics, Sweden); Edman, Jan (Penn State University, Worthington Scranton)

The relationship between the 'Big 5' personality variables and solution generation

Arsenault, Chad D. (University of Nebraska-Omaha); Reiter-Palmon, Roni (University of Nebraska-Omaha); Illies, Jody J. (St. Cloud State University)

Could Faulty Bayesian Inference Be Responsible for False Memories?

Bard, David E. (University of Oklahoma); Gronlund, Scott D. (University of Oklahoma)

Framing and responsibility: Reactions to decision maker involvement

Barnes, Monica D. (University of South Florida); Jackson, Alex A. (University of South Florida); Schneider, Sandra L. (University of South Florida)

Expectancy-effect on perception of multi-sensory stimuli

Brechan, Inge (University of Sussex); Lanseng, Even J. (Agricultural University of Norway)

Confidence Judgments by Patients: More Experience is Bad, but Does It Matter?

Brewer, Noel T. (Rutgers University)

Getting the Odds at TRACS: Are People Playing With a Full Deck?

Burns, Kevin J. (MITRE)

Using Heuristics and Biases to Understand Why Consumers Favor Herbal Medicines

Carlisle, Erica C. (Princeton University); Shafir, Eldar (Princeton University)

Egocentrism in Judgments about the Extremity of One's Beliefs and Preferences

Chambers, John R. (University of Iowa)

Anticipated vs. Experienced Worry in Health Decisions

Chapman, Gretchen B. (Rutgers University); Coups, Elliot J. (Rutgers University)

Effect of the Number of Cues and Prediction Type on Desirability Bias

Cone, Robert D. (California State University, Fresno); Price, Paul C. (California State University, Fresno)

Taking a hint: Some anchors are more informative than others

Covey, Judith A. (University of Durham); Loomes, Graham C. (University of East Anglia); Swann, Michael (University of Durham)

Compatibility effects and anchoring

Covey, Judith A. (University of Durham); Lawless, Timothy (University of Durham)

Perception, Processing, and De-biasing of Vague Probabilities

Hadar, Liat (Ben Gurion University); Fischer, Ilan (Ben Gurion University)

Estimating Frequency: Does Typicality affect Strategy Use?

Franco-Watkins, Ana M. (University of Maryland); Dougherty, Michael R.P. (University of Maryland)

Exploring Strategy Development with the CWS Index of Expert Performance

Friel, Brian M. (Kansas State University); Thomas, Rickey P. (Kansas State University); Raacke, John D. (Kansas State University); Shanteau, James (Kansas State University)

Confidence in skill: Tracking changes in performance produced by practice

Harvey, Nigel (University College London); Fischer, Ilan (Ben Gurion University of the Negev)

Effects of Time Pressure on Probability Judgments and Subadditivity

Hunter, Jennifer, E. (University of Maryland, College Park); Dougherty, Michael, R. P. (University of Maryland, College Park)

Computer-based Information Search and Ill-Defined Problem Solving

Illies, Jody J (Saint Cloud State University); Nies, Jennifer A (Saint Cloud State University); Reiter-Palmon, Roni (University of Nebraska at Omaha)

Resistance of Anchors to Framing Effects.

Jackson, Alexander (University of South Florida); Schneider, Sandra L. (University of South Florida)

Contextual and Individual Differences in Inclusion-Exclusion Strategy Choice

Jasper, J. D. (University of Toledo)

Reducing errors in multi lingual communication with verbal probabilities

Karelitz, Tzur, M. (University of Illinois at Urbana Champaign); Budescu, David, V. (University of Illinois at Urbana Champaign)

Meaning now, specifics later? Does prior focus on abstract information impede access to additional types of information needed for problem solving?

Koutstaal, Wilma (Department of Psychology, University of Reading)

Rule-Based vs. Associative Processing in Multiple-Outcome Probability Judgment

Krizan, Zlatan (University of Iowa); Windschitl, Paul D. (University of Iowa)

On the measurement of 'latent variables'

Mazcorro-Tellez, Gustavo (Member); Guillén Burguete, Servio T. (No member)

Bayesian Network Properties and Information Format Affect Causal Reasoning Ability

Mulligan, Elizabeth J. (University of Colorado at Boulder); Fasolo, Barbara (University of Colorado at Boulder); Hastie, Reid (Graduate School of Business, University of Chicago)

Learning from feedback: effects of task information and task structure

Newell, Ben R. (University College London); Weston, Nicola J. (University College London); Tunney, Richard (University College London); Shanks, David R. (University College London)

SIMILE on the WWW: Stimulus Integration Models Iterated for Likelihood Estimates

Norman, Kent L. (University of Maryland)

Disparate Impact of Felon Disenfranchisement

Ochs, Holona LeAnne (University of Kansas)

Explanations and Affect: their influence in judgemental forecasting

O'Connor

Elimination of Framing Effects through Explicitly Provided Reference Points

Oppenheimer, Daniel M. (Stanford University); McKenzie, Craig R. M. (University of California San Diego); Le, Van (Stanford University)

Perceiving Correlations: Implications for Racial Profiling

Oskarsson, An T. (University of Colorado); Hastie, Reid (University of Chicago); McClelland, Gary H. (University of Colorado)

Are Two Taxonomies Better Than One?

Pounds, Julia (FAA); Isaac, Anne (EUROCONTROL)

My House is Better Than Your House: Optimistic Bias in the Evaluation of One's House
Prieto, Candice L. (California State University, Fresno); Price, Paul C. (California State University, Fresno)

Applying the Cochran-Weiss-Shanteau Index to Evaluate Computer Usability

Raacke, John D. (Kansas State University); Farris, J. Shawn (Kansas State University); Shanteau, James (Kansas State University)

The relationship between ability, problem type and solution generation

Reiter-Palmon, Roni (University of Nebraska at Omaha); Scherer, Lisa L. (University of Nebraska at Omaha)

Approaching and avoiding Linda: Motor signals influence the conjunction effect

Riis, Jason (University of Michigan); Schwarz, Norbert (University of Michigan)

Towards Understanding Financial Literacy: The Illusion of Market Stability

Treu, Maria (University of Houston); Rude, Dale E. (University of Houston)

Effect of Age and Emotional Intelligence on the Quantity of Solutions Generated to an Ill-Structured Problem

Scherer, Lisa (University of Nebraska-Omaha); Herman, Anne (University of Nebraska-Omaha); Wager, Lisa (University of Nebraska-Omaha)

Getting by with a Little Help from your Friends: The Impact of Combining Assigned Scores across Evaluators on Polygraph Accuracy

Senter, Stuart (Department of Defense Polygraph Institute); Ryan, Andrew (Department of Defense Polygraph Institute)

The effect of familiarity on confidence judgments and accuracy: Differences in high and low achieving students

Shaffer, Victoria (Ohio State University); Arkes, Hal (Ohio State University)

Information Leakage from Logically Equivalent Frames

Sher, Shlomi (Duke University)

A Causal Definition of Counterfactual Regret

Stose, Stephen J. (University of Virginia); Spellman, Barbara A. (University of Virginia)

Context effect in category judgment: Mental box model and its empirical finding

Takemura, Kazuhisa (Dept. of Psychology, Waseda University); Fujii, Satoshi (Dept. of Civil Engineering, Tokyo Institute of Technology)

Probability intervals and interval probabilities are not the same

Teigen, Karl H. (University of Oslo); Jorgensen, M. (University of Oslo)

Understanding the Role of Experience and Argument Construction in Belief Processing

West, Donna (University of Arkansas for Medical Sciences); Wilkin, Noel (University of Mississippi); Bentley, John (University of Mississippi)

Improving Performance on Joint Probability Estimation: An Intervention Based on Fuzzy-Trace Theory

Wolfe, Christopher R. (Miami University); Reyna, Valerie F. (University of Arizona)

The directionality of verbal probability produces preference reversals

Yamagishi, Kimihiko (Tokyo Institute of Technology)

Reconsidering Cognitive Information Feedback

Youmans, Robert J. (Wake Forest University); Stone, Eric R. (Wake Forest University)

Learning about the importance of occurrence and non-occurrence

Beckmann, Josh S. (Southern Illinois University at Carbondale); Young, Michael E. (Southern Illinois University at Carbondale); Ellefson, Michelle R. (University of Warwick)

Decision style in the courtroom: Individual differences in the reactions to an expert witness

Paul Zarnoth (Saint Mary's College of California); Mike Ford (George Mason University)

Poster Session 2

The Influence of Cultural Values on Decision Making for Others Versus for Oneself

Allgaier, Liz M. (Wake Forest University); Stone, Eric R. (Wake Forest University)

Do Schizophrenics Make More Rational Decisions?

Anderson, Christopher J. (Tilburg University)

Does experience matter in lending? A process-tracing study on experienced loan officers' and novices' decision behavior

Andersson, Patric (Stockholm School of Economics, Sweden)

The effect of individual differences in cognitive styles on decision-making accuracy.

Blais, Ann-Renee (DRDC-Toronto); Baranski, J.V. (DRDC-Toronto); Thompson, M.M. (DRDC-Toronto)

Gift exchange and outcome based incentives in principal-agent contracts

Bottom, William P. (Washington University); Holloway, James (Washington University); Miller, Gary J. (Washington University); Mislin, Alexandra (Washington University); Whitford, Andrew (University of Kansas)

Consumer-Defined Product Space through Customization

Crow, Janis J. (Kansas State University); Shanteau, James (Kansas State University)

An Experimental Demonstration of Constructed Risk Preferences

Dana, Jason (Carnegie Mellon U.)

Consumer Preferences for Discount Policies

Dhami, Mandeep K. (University of Victoria, BC); Mandel, David R. (University of Victoria, BC)

Using Information Display Characteristics to Provide Decision Guidance in a Choice Task under Conditions of Strict Uncertainty

Dilla, William (Iowa State University); Steinbart, Paul (Arizona State University)

Deciding about a Hand Transplant

Edgell, Stephen E. (University of Louisville); McCabe, Steven J. (University of Louisville); Breidenbach, Warren C. (University of Louisville); LaJoie, Andrew S. (University of Louisville)

Fechner's Law and Random Utility Maximization Hypothesis Lead to Generalized Matching Law

Fujii, Satoshi (Tokyo Institute of Technology); Takemura, Kazuhisa (Waseda University)

Effects of Euro Illusion on Choice

Gamble, Amelie (Department of Psychology, Göteborg University, Sweden); Gärling, Tommy (Department of Psychology, Göteborg University, Sweden); Västfjäll, Daniel (Department of Psychology, Göteborg University, Sweden); Marell, Agneta (Department of Business Administration Umeå University, Swede)

Experimental manipulations of control: People bet more on knowledge than on matched random events

Goodie, Adam S. (University of Georgia)

The Influence of Attitudes, Decisional Conflict, and Health Beliefs on Prostate Cancer Screening Intentions and Actions

Hamm, Robert M. (University of Oklahoma, Health Sciences Center); Bard, David E. (University of Oklahoma)

Simple Heuristics: A Test of their Information Search and Decision Making Rules

Harries, Clare (University of Leeds, UK); Dhami, Mandeep K (University of Victoria, BC, Canada)

Using a simulated web-based job fair to study judgment and choice

Brooks-Laber, Margaret (Bowling Green State University); Highhouse, Scott (Bowling Green State University); Reeve, Charlie (Purdue University); Stanton, Jeffrey (Syracuse University)

Information Seeking in Advisor-Decision Maker Interactions

Jonas, Eva (Ludwig-Maximilians-University Munchen, Germany); Krey, Laura (Univ. of California-Berkely)

The Role of Information Framing and Problem Content in Everyday Health Decisions

Lauriola, Marco (University of Rome, Italy); Russo, Paolo M. (University of Rome, Italy); Lucidi, Fabio (University of Rome, Italy); Levin, Irwin P. (University of Iowa, USA)

Modeling Group Decision Making in the ACT-R Cognitive Architecture

Lebiere, Christian (Carnegie Mellon U.); Shang, Jen Yue (U. of Pennsylvania)

Narrowing Choices: Pure and Mixed Strategies

Heller, Daniel (University of Iowa); Levin, Irwin P. (University of Iowa)

On the Form of Decision Weight Function

Liou, Shyhnan (National Chung Cheng University); Cheng, Chung-Ping (National Taiwan University)

Psychological Interpretation of Decision Weight Function

Liou, Shyhnan. (National Chung Cheng University); Kao, Yi-chun. (National Chung Cheng University)

The Cognitive Infrastructure of Venture Creation Decision

Kao, Yi-chun. (National Chung Cheng University); Liou, Shyhnan. (National Chung Cheng University)

Probabilistic Intertemporal Choice and Framing Effects

Malinek, Tamar R. (Stanford University); Oppenheimer, Daniel M. (Stanford University)

Frames, representation, and choice: How irrational are we really?

Mandel, David R. (University of Victoria)

Prospect Theory, Institutional Theory, and Re-Direct Foreign Investment

Miller, Van V. (Texas A& M International University); Loess, Kurt (East Tennessee State University)

Decider versus Advisor perspectives on advising

Mitchell, Alyssa (University of Illinois); Sniezek, Janet (University of Illinois)

Cross-Cultural Assessment of the Decision Making Styles Inventory

Espinoza, Paola (Department of Psychology; University of Texas at El Paso); Skewes, Monica (Department of Psychology; University of Texas at El Paso); Morera, Osvaldo F. (Department of Psychology; University of Texas at El Paso); Nygren, Thomas E. (Department of Psychology; The Ohio State University)

Rationality and Choice: Can American Pragmatism Help Economists?

Mousavi, Shabnam (Virginia Polytechnic Institute)

Building Trust: The Effects of Hostage Posting under Uncertainty

Nakayachi, Kazuya (Tezukayama University); Watabe, Motoki (Kyoto University)

Compromise and constraint satisfaction in career decision making: Finding value of the university before and after admission

Naoko, Kuriyama (Tokyo Institute of Technology, Japan); Hideo, Ueichi (Tokyo Institute of Technology, Japan); Takahiro, Saito (National Institution for Academic degrees, Japan); Takashi, Kusumi (Kyoto University)

Subjective Randomization in a Two-Person Constant-Sum Game

Ohtsubo, Yohsuke (Nara University)

Testing the similarity-substitution hypothesis for the phantom decoy effect

Pettibone, Jonathan C. (Southern Illinois University, Edwardsville); Wedell, Douglas H. (University of South Carolina); Zeitlin, Deborah (Southern Illinois University, Edwardsville)

The More, the Riskier: Effects of Group Size on Risk

Price, Paul (California State University, Fresno); Smith, Andrew (California State University, Fresno)

Analysis of Team Performance: Is an Aggregate Appropriate?

Raacke, John D. (Kansas State University); Thomas, Rickey (Kansas State University); Friel, Brian M. (Kansas State University); Shanteau, James (Kansas State University)

Increasing cooperation using fixed strategies in a repeated Prisoner's Dilemma Game

Ramírez, Jimena (UNAM); Vázquez, Fernando (UNAM)

Emotion as a Value Determinant and Attribute Importance Weight.

Reid, Aaron Ashley (Ohio University); Gonzalez-Vallejo, Claudia (Ohio University); Patterson, Stephen (Ohio University)

Quantifying Attitude Change in Choice: The Decision Threshold of a Stochastic Choice Model

Reid, Aaron Ashley (Ohio University); Gonzalez-Vallejo, Claudia (Ohio University); Mitchell, Elizabeth (Ohio University)

The Decision to Cheat: J/DM Approaches to Academic Dishonesty

Jordan, Augustus (Middlebury College); Rettinger, David A. (Yeshiva University)

Can social and political events affect decision making?

Sacco, Katuscia (University of Turin, Italy); Blanzieri, Enrico (University of Trento, Italy)

Framing Effects, Risk Preferences, and
Schnier, Kurt Erik (University of Arizona)

The Effect of Dominating Alternatives on Investors' Trade-offs between Investment Candidate Quality and Performance
Schwarzkopf, David L. (Bentley College)

Context effects on regret and their implications for regret-avoidance decision strategies
Sevdalis, Nick (University College London); Harvey, Nigel (University College London)

Commuting Decisions are Not Commutative: Constructed Preferences and Travel Demand
Simonsohn, Uri (Carnegie Mellon University)

Comparing the Efficacy of Policy Capturing Weights and Direct Estimates for Predicting Future Job Choices
Slaughter, Jerel E. (University of Arizona)

Emotion-specific Influences on Public Policy Preferences
Small, Deborah A. (Carnegie Mellon University); Lerner, Jennifer S. (Carnegie Mellon University)

The impact of an economic manipulation of trust on team problem solving
Smith, Kip (Kansas State University)

Tests of the peak-and-end model of retrospective evaluation in laboratory rats responding for brain stimulation
Sonnenschein, Bonnie H. (CSBN, Concordia University, Montreal, Canada); Shizgal, Peter (CSBN, Concordia University, Montreal, Canada)

To choose between the devil and the deep blue sea: Choices between equally valenced alternatives
Västfjäll, Daniel (Department of Psychology, Göteborg University, Sweden); Gärling, Tommy (Department of Psychology, Göteborg University, Sweden)

Threat/No-Threat Decisions in an X-Ray Search Task
Washburn, David A. (Georgia State University); Baker, Laurenn A. (Georgia State University); Tagliatela, Jared P. (Georgia State University); Smith, J. David (University at Buffalo, SUNY)

Playing for peanuts: Risk seeking is more common for low stakes gambles
Weber, Bethany (Rutgers University); Chapman, Gretchen (Rutgers University)

Does the Pursuit of Information Influence Choice?
White, Rebecca (Ohio State University); Shaffer, Victoria (Ohio State University); Arkes, Hal (Ohio State University)

Advantage of A or disadvantage of B? Positive and negative facets in the description of choice options

Willemsen, Martijn C. (Eindhoven University of Technology); Keren, Gideon (Eindhoven University of Technology)

Do Values Reflect Preferences? Measuring Individual Preferences for Different Health States
Wimberg, Jacob (Kobi) (Carnegie Mellon University); Downs, Julie, S. (Carnegie Mellon University); Cook, Robert, L. (University of Pittsburgh); Dawes, Robyn, M. (Carnegie Mellon University)

The Effects of Self-Esteem and Anxiety on Decision Making for Self versus Others in Relationships

Wray, Laura D. (Wake Forest University); Stone, Eric R. (Wake Forest University)

Is there a role for anticipating regret in reducing health risk behaviour among young adults: Preliminary findings of a study based on sunbathing

Wright, Chris (City University, London, UK); Ayton, Peter (City University, London, UK)

Ego-threaten and Player 2's Decisions in Ultimatum Bargaining Game

Zhang, Liqing (Case Western Reserve University); Baumeister, Roy F. (Case Western Reserve University)

Weak Sensitivity to Reputation-building in An Ultimatum Scenario

Zwick, Rami (Hong Kong University of Science and Technology); Weg, Eythan (Purdue); Ching Chyi Lee (The Chinese University of Hong Kong)

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.



Robyn A. LeBoeuf recently defended her dissertation, entitled "Alternating selves and conflicting choices: Identity salience and preference inconsistency" in Princeton University's Psychology Department. The dissertation advisor was Eldar Shafir, and other committee members were Dale Miller, Sam Glucksberg, John Darley, and Phil Johnson-Laird. Robyn is now an assistant professor in the Marketing Department of the University of Florida, and can be reached at leboeura@notes.cba.ufl.edu

Web Sites

If you know of any sites that would be of interest, please send them to the editor.

Are you planning for the JDM meeting this November? Of course you are. You might want to check out: <http://www.visitkc.com> for Kansas City tourist information.

Alan Reifman, a Professor in Dept of Human Dev't and Family Studies, College of Human Sciences, Texas Tech University, Lubbock, TX 79409-1162, (806) 742-3000, <http://www.hs.ttu.edu/hdfs/Faculty/reifman.htm>, has started a web page for hot hand research (concerned with the question of whether observed streaks in sports performance represent anything more than chance occurrences). The address is: <http://www.hs.ttu.edu/hdfs3390/hothand.htm>.

Olivier Barreteau started a new mailing list on interactive modeling. The purpose of the list is mainly to exchange on: - practices (e.g. feed back on experiments to be discussed) - methodological patterns - more classical information such as Call for papers, conferences, etc. relevant to the list. You can join by sending an Email to: sympa@cines.fr, with SUB smaj <name> <surname> in the message

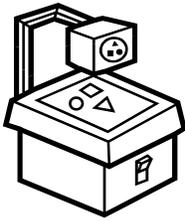
As you probably know, JDM is a member of the Federation. You can check them out at <http://www.thefederationonline.org/>. If you want to subscribe to their newsletter:

1. Send an email to listserv@lists.apa.org
2. Do not put any text in the subject line
3. In first line of the text area, by example, if your name is Joe Smith, type:
SUB federationnewsletter Joe Smith

If you are interested in doing research on the web, you might want to check out what Brown University is doing at <http://www.stg.brown.edu/projects/Sloman/first.php>

This might also be of interest to people who want to do research on the web. A company is selling a web research service. You can check them out at <http://www.psychdata.net>.

MEETINGS



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

The Department of Psychological Sciences, Purdue University announced a new annual meeting of mathematical psychologists, **the Purdue Winer Memorial Lectures**. The first meeting will take place in early November of this year (the exact dates will be announced later). The Lectures will last two days and will consist of lectures by invited speakers. If you have any suggestions or questions, please mail them to Justin MacDonald (macdonja@purdue.edu).

The 24th Annual Meeting of the **Society for Medical Decision Making** will be October 20-23, 2002 in Baltimore. For information see the "Annual Meeting" page <http://www.smdm.org>. The deadline for submission has passed. They have a number of interesting 3 hour short courses that you might want to check out on their web page.

ANNIE 2002 (<http://www.umn.edu/~annie/annie02>) will be held November 10-13, 2002, at the Marriott Pavilion Hotel in downtown St. Louis, Missouri. This will be the twelfth international gathering of researchers interested in Smart Engineering System Design using neural networks, fuzzy logic, evolutionary programming, data mining, and artificial life. The submission deadline has passed.

The 18th Annual International Meeting of the **Brunswik Society** will be held on November 21-22, 2002 in Kansas City, MO. They present papers on theoretical or empirical/applied topic related to Egon Brunswik's philosophy and paradigm. The submission deadline has passed. You may register by email (info@brunswik.org), telephone (518-442-3850), or fax (518-442-3398). The registration fee, which includes lunch on Friday, November 22, will be \$40. Students may register for \$20. You may pay the registration fee any time up to the day of the meeting. Advance payment is greatly appreciated. Checks payable to "Brunswik Society" and sent to: The Brunswik Society, c/o Tom Stewart, 135 Western Ave. Milne 300, Albany, NY 12222.

Psychonomic Society will meet November 21-24, 2002, right before the JDM meeting in the same hotel in Kansas City, (see <http://www.psychonomic.org>).

JDM will meet November 24-25, 2000 in Kansas City. The program is in this newsletter.

The 16th meeting of **Neural Information Processing Systems** will take place 12/9-12/14, 2002 in Vancouver, British Columbia, Canada. This is an interdisciplinary conference, which brings together cognitive scientists, computer scientists, engineers, neuroscientists, physicists, statisticians, and mathematicians interested in all aspects of neural and statistical processing and computation. One invited speaker is Paul Glimcher, New York University speaking on Decisions, Uncertainty and the Brain: Neuroeconomics. For information see <http://nips.cc> (The submission deadline has passed.)

The Fifth **International Conference on Cognitive Modeling (ICCM 2003)** will take place in Bamberg, Germany, April 10 - 12, 2003. The deadline for submissions is: November 1, 2002 and pre-registration starts now. For more information and pre-registration see <http://iccm2003.ppp.uni-bamberg.de/>

ISIPTA '03 3rd International Symposium on Imprecise Probabilities and Their Applications will meet July 14-17, 2003 at the University of Lugano, Switzerland. The ISIPTA meetings are one of the primary international forums to present and discuss new results on the theory and applications of imprecise probabilities. Imprecise probability has a wide scope, being a generic term for the many mathematical or statistical models which measure chance or uncertainty without sharp numerical probabilities. These models include belief functions, Choquet capacities, comparative probability orderings, convex sets of probability measures, fuzzy measures, interval-valued probabilities, possibility measures, plausibility measures, and upper and lower expectations or previsions. Imprecise probability models are needed in inference problems where the relevant information is scarce, vague or conflicting, and in decision problems where preferences may also be incomplete. For information and to submit a paper see <http://www.sipta.org/~isipta03>. Paper submission deadline: February 1, 2003. For questions contact Marco Zaffalon, IDSIA, Galleria 2, CH-6928 Manno, Switzerland, phone +41 91 610 8665, fax +41 91 610 8661, e-mail zaffalon@idsia.ch.

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.

Again, material is needed for this column.

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.)

Send the Editor information for the next newsletter.

Call for Papers

Journal of Behavioral Decision Making Special Issue: Information Sharing in Groups
Submission due date: April 2, 2003, Guest Editors: Janet Sniezek and Margaret Neale

The effectiveness of group decision processes has become an increasingly important organizational concern. In response to growing demands for efficiency and flexibility, organizations are implementing teams to do much of the work traditionally accomplished by individuals. In part, this strategy is based on the assumption that decisions made by groups of members with diversified expertise will be higher in quality than those made by any one member (e.g., a manager) who might have access to the same knowledge, but whose singular organizational perspective would be more limited. The research literature shows many examples of groups outperforming their average, or even best, member in terms of judgment and choice quality. Yet, other studies identify problems that groups face in knowing who in the group has what forms of information and how to combine members' individual information to the advantage of the decision making process. For example, in groups that form through naturally occurring processes, the most common bases for member selection are similarity, proximity, and prior acquaintance. A common organizational response to this problem is to design crossfunctional teams, combining representatives of different organizational functions to insure diversity in knowledge and perspectives. But these heterogeneous groups exhibit additional problems. In a variety of tasks requiring this type of information sharing, researchers have observed a tendency for groups to focus their discussions on the common knowledge members shared prior to their interaction, and to ignore or discount the unique knowledge to which only one or few members have access. As a result, group discussions, and group judgments, may be dominated by knowledge that members held in common, while information of which most members are unaware (i.e., knowledge that is most informative) is discussed less often and has less influence. Given the current organizational trend toward using groups for the explicit purpose of pooling unshared knowledge and information, the bias against effective use of unique information presents a formidable threat to the effectiveness of crossfunctional teams, task forces, and other groups whose purpose is to learn through interaction. The purpose of this special issue of the Journal of Behavioral Decision Making is to shed light on the features and processes of teams that facilitate or inhibit effective pooling of individual members' informational resources in the process of making judgments and decisions.

Manuscripts should be sent as e-mail attachments to: J. Frank Yates, Associate Editor, Journal of Behavioral Decision Making, Department of Psychology, University of Michigan, 525 East University Avenue, Ann Arbor, MI 48109-1109, USA, jfyates@umich.edu. Manuscripts should conform to the specifications described in the "Guidelines for Authors" that appear in each issue of the Journal and should be accompanied by a cover letter indicating a desire for consideration for the special issue on information sharing in groups.

For further information, please contact the guest editors, Janet Sniezek (jsniezek@uiuc.edu) or Margaret Neale (Neale_Margaret@gsb.stanford.edu), or the associate editor, J. Frank Yates (jfyates@umich.edu).

J/DM Election Ballot, 2002

All members are urged to vote in this election for a new President-Elect and a new Executive Board member. The person elected to the Executive Board will serve a three-year term, 2003-2005. The person elected President-Elect will serve as President-Elect (2003), as President (2004), and as Past President (2005).

Please indicate your preferred candidates. You may check as many or as few names as you wish. (This is known as approval voting, and may have advantages relative to the single vote system.)

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 (Member's name will be kept strictly confidential and only known to the Sec/Treas and her assistant in order to tabulate votes. However, names must be included because we are accepting both email and paper ballots. This assures each member will vote only once.)

Ballots can be emailed to sjdm@web.usf.edu or sent by mail to SJDM c/o Sandra Schneider; 4202 E. Fowler Ave., PCD 4118G; Tampa, FL 33620-8200.

BALLOTS MUST BE RECEIVED BY NOVEMBER 8, 2002
RESULTS WILL BE ANNOUNCED AT THE ANNUAL MEETING

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TENURE-TRACK POSITION – ORGANIZATIONAL BEHAVIOR

Cornell University's Johnson Graduate School of Management is seeking applicants for their Management & Organizations Group. Candidates at all levels will be considered. We are particularly seeking candidates with research and/or teaching strengths in leadership, organizational change, global management, or managerial consulting. Direct inquiries to: Professor Elizabeth A. Mannix, S. C. Johnson Graduate School of Management, 452 Sage Hall, Cornell University, Ithaca, NY 14853-6201. Applications must be received by 11/15/2002, and should include a vita, copies of recent research papers, course syllabi and teaching evaluations (if applicable), and three letters of recommendation. An Affirmative Action/Equal Opportunity Employer.

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The University of Chicago
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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. We will consider both beginning salary level Ph.D.s and more experienced candidates with excellent records. We 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 position is part of the Managerial and Organizational Behavior area, whose members are 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. To guarantee full consideration, all materials must be received by November 15, 2002. Applications should include a vita, one research paper and three letters of reference. Materials should be sent to: Deputy Dean for Faculty, M.O.B. Recruiting, University of Chicago, Graduate School of Business, 1101 East 58th Street – Rosenwald 105, Chicago, Illinois 60637. The University of Chicago is an Equal Opportunity/Affirmative Action Employer.

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QUANTITATIVE PSYCHOLOGIST -- THE DEPARTMENT OF PSYCHOLOGY, UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN is seeking a full-time quantitative psychologist with interests in measurement, scaling, psychometrics, mathematical models, and/or behavioral statistics. Candidates should have an active interest in psychological research as well as a strong background in mathematics and statistics. Candidates should have an outstanding record of research and scholarship involving quantitative approaches.

Instructional responsibilities include participation in the teaching of the departmental courses in statistics and quantitative methods. Ability to develop and teach graduate seminars in quantitative topics is also expected.

The position is at the Assistant Professor level, tenure-track with an appointment beginning August 21, 2003. Applicants should hold a Ph.D. at time of appointment. Salary depends upon qualifications. Although seeking an Assistant Professor, in special circumstances consideration may be given to more senior candidates with outstanding and exceptional records of accomplishment.

For full consideration, inquiries and nominations, as well as completed applications (vita, statement of interest, at least three letters of recommendation, and pre/reprints) should be sent to David Budescu, Quantitative Search Committee Chair, University of Illinois at Urbana-Champaign, Department of Psychology, 603 East Daniel Street, Champaign, Illinois 61820. Although interviews may start earlier, all applications received by December 15, 2002, will receive full consideration. The University of Illinois is an Affirmative Action/Equal Opportunity Employer.

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