

Society for Judgment and Decision Making

Newsletter

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Canadian psychologist captures human making a bad decision.

Learn more at

The SJDM annual conference in Vancouver, 9-10 November

Conference details on page 16

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President's Column: Compared to What?

Josh Klayman

I'd like to take advantage of this opportunity to talk informally about something in the JDM field that has been bugging me for the last 22 years. Really. I remember being bothered by this at a SPUDM conference in Budapest, a conference that was so long ago that the host city was still under communist rule. At that conference there was a symposium on, to put it more crudely than the organizers did, whether people were good decision makers or bad decision makers. Sound familiar?

That SPUDM symposium made me think of an old, and blessedly short, joke: Lou: "Hi, Phil! How are you?" Phil: "Compared to what?" I think that succinctly captures two critical features that I find so frustrating about the ongoing debate over whether we should look at human decision making as good and adaptive or lousy and full of biases: **It's an inappropriate question, and we shouldn't be debating.**

Before going further, let me acknowledge that almost every good point about this debate has already been made somewhere by someone. (Some skeptics might argue that almost every confused and misguided point has also been made.) There are so many good papers on this that I don't want to list them for fear of leaving out yours or your other favorites. I will mention, though, that a really excellent collection of analyses is slated for publication in an upcoming issue of *Behavioral and Brain Sciences*, in a target article by Joachim Krueger and David Funder, along with three dozen (!) commentaries. The context for Krueger and Funder is social psychology rather than JDM, but there are many overlaps and parallels. Their article is called, "Towards a

balanced social psychology: Causes, consequences and cures for the problem-seeking approach to social behavior and cognition." The article and the commentaries shine light into a lot of the murky shadows of this ongoing issue, while also sometimes stirring up some more murk. It's a must-read for anyone who cares about JDM or about social cognition, or is planning to join those fields. Despite all that, I still want to take this opportunity to expound on my two peeves, described above.

It's an inappropriate question. Phil is right. Whether he is great, mediocre, or terrible depends on what standard he uses for comparison. I'm not talking about the ongoing (and admittedly important) questions about whether the normative standards applied to the Blue Cab problem or Linda the Bank Teller are the right ones. I mean something a lot simpler. For example, the first sentence of Krueger and Funder's article says that "everyday social behavior and cognition includes both appalling lapses and impressive accomplishments." Already I disagree! What makes a lapse "appalling"? Only that people are worse at something than we would have guessed, which just implies that we overestimated people's ability to do it. Same with "impressive" accomplishments. We must have underestimated how easy that thing was to do. These are comments about the faulty intuitions we (psychologists, student participants, the general public) have about what people can and cannot do under what circumstances. Many other articles I have read use expressions like "people are remarkably good [bad] at..." They then go on to cite their favorite human abilities,

achievements, foibles, or disasters. Impressive, appalling, etc. are not qualities of the *performance*; it is the *observer* who is impressed or appalled. So, what are we debating? Whether I should be more impressed or you should be more appalled?

We shouldn't be debating. Here, let me refer to the concept of *polarities* that comes from organizational consulting.¹ People often frame conflicting goals or strategies as either-or, and then launch into a debate over, say, whether it is better to have centralized or decentralized management, or whether it is better for the organization to promote individual initiative or teamwork. People take sides and advocate them strongly, because it is important to them that the better of the two alternatives wins out. These debates are seldom fruitful, and often lead to pendulum swings, as one side becomes dominant and then cannot live up to the rosy picture it advocated. The other side says, "I warned you" and wins the day for a while, until the same thing happens to them. Alternatively, the two camps reach a compromise. With good luck, that leaves a share of the advantages and disadvantages of both poles, achieving calm but not much net improvement. With bad luck, the compromise fails to achieve the benefits of either pole, while preserving most of the disadvantages. Instead, the best solution to the tension between two extreme poles comes from trying to retain what's right and desirable *on both sides*, while minimizing what's false and undesirable. This often requires novel approaches that don't fall into either camp, nor on a straight line between them.

I think the longstanding JDM debate is a good example of a polarity that's still being

treated too much like a choice between mutually exclusive alternatives. Both sides of the debate are populated with smart, well-educated people who have thought about this a lot. The debate has lasted 22 years or more because, to a close approximation, *both* sides are right. We need to know how and why people mess up, *and* we need to know how they pull off their successes; we need to take environmental adaptation into account *and* we must not assume that everything we do is adaptive just because we do it, etc. etc. Let's talk more about how to do research that captures the best features of the "heuristics and biases" approach *and* of the "adaptive cognition" approach (to pick one version of the polarity), while minimizing what's unfortunate or wrong about *both*.

I think most JDMers are already sympathetic to the idea of moving away from the question of who's right and who's wrong, and toward the question of how to do it better. Yet, in the heat of the moment, it's hard to resist the debate—you see it even among the high-quality commentaries forthcoming in *BBS*. The challenge is to move from advocacy to integration, and to frame more productive and appropriate questions. Not "is it better to study success or failure," but how best to understand what makes some decisions harder than others. Not "are judges biased or on target," but what throws people off target and what keeps them from being thrown off? Not "are decision makers well adapted or poorly adapted," but how can we understand to which environments we are well or poorly adapted. Not "are people good or bad decision makers," but why do some people do better than others. Not "is judgment better modeled by shortcomings or achievements," but how to help people achieve their goals. We should stay focused on developing interesting new questions

¹Johnson, B. (1992). *Polarity Management: Identifying and Managing Unsolvable Problems*. Amherst, MA: HRD Press.

about judgment and decision making and innovative ways to investigate them. *That*

would be worth talking about for 22 years!

History of our Society – Part 2

James Shanteau

The Second (1981) Meeting in Philadelphia

As I described in my first installment of the history of SJDM, the success of the first meeting caught us by surprise. The meeting not only attracted greater attendance than we expected, the intellectual fervor was more intense than we ever could have hoped. It was a forgone conclusion that there would be another meeting (and beyond). For this second installment on the history of SJDM, I decided to focus on the 1981 meeting since many of the decisions made for that meeting set the pattern for later.

In planning the second meeting, we were faced with choices that were to have repercussions for a decade of meetings. The first was to expand the “core” set of planners to include a larger, more diverse group. *Chuck Gettys* and I organized the first meeting on our own. Following the initial meeting, several very competent individuals volunteered to play key roles for the next meeting: *Lola Lopes* took care of the hotel and meeting arrangements; *John Castellan* volunteered to become the first Newsletter editor; *Gary McClelland* became, in effect, the Secretary/Treasurer by compiling a mailing list; and Chuck and I retained our role as overall coordinators.

Second, the question of where (and when) to meet again was quickly answered. At our first meeting in 1980, we tagged on to the Psychonomic Society meeting in St. Louis. Following the strategy of “if it ain’t broke, don’t fix it,” we decided to do the same for the 1981 meeting by following

Psychonomics in Philadelphia. The Society graciously included us in their negotiated rate for meeting and hotel rooms. After our bizarre experience at a small motel for the first meeting (see the first installment), we decided to stick with large hotels for all later meetings.

The next question was what sort of programmatic format to follow for the meetings. Since we were unsure of attendance at the first meeting, we purposely kept the schedule flexible, i.e., we had undesignated workshops listed on the program. For the second meeting, we no longer had doubts about the quantity and the quality of the attendees. So we were faced with organizing a real meeting, with prespecified content and speakers.

We purposely set out to establish a template that could be followed later; we didn’t want to go through the process of rethinking the program structure every year. Also, we discovered that some of our ideas for speakers, workshops, etc, might not work one year, but could be carried over to the next. Since we wanted to be able to “slot in” these carryovers in subsequent years, it helped to have a common structure to the program. We ended up with six components that ultimately became the “SJDM template.”

First, we initially opted for a two-day meeting that overlapped, in part, with Psychonomics; this was changed the following year (see below). We started the evening before with a Reception in the hospitality suite arranged by *Lola Lopes*; the

suite was used for the Social Hour and Hospitality Time on the second day. The suite also housed graduate students at no cost so that they could afford to attend the meeting. One of those students, *Gary Gaeth*, later told me that because of the free room, he was able to go to the “best professional meeting” he ever attended.

Second, we started a series of talks by the founders of JDM research. Taking advantage of the meeting location in Philadelphia (where the American “founding fathers” first met), we originally labeled these the “Founding Fathers” talks. However, *Sarah Lichtenstein* and *Ruth Phelps* quickly let me know that this was both sexist and inaccurate. Henceforth, they became known simply as the “Founders” talks.

Since we had no money to pay expenses for speakers, we just issued invitations and hoped that the “honor of speaking” at SJDM would be enough to attract major presenters. We were very fortunate that *Ward Edwards* agreed to give the first Founders talk entitled, “Research on Inference and Decision: How We Got to Where We Are.” *Wendell (Tex) Garner* provided the introduction and commentary. By the way, we initially asked founders to reminisce about the beginning of their involvement in the field; but most (included Ward) had little interest in revisiting the old days and instead focused on their current research agenda. We quickly learned not to object and instead followed the rule of “let invited speakers talk about whatever they want to talk about.”

Third, we decided to focus on major talks and invited workshops; we encouraged those with individual papers to present during the Psychonomics JDM sessions. At the second meeting, we also began the tradition of “Major Addresses” by influential

researchers with *Hillel Einhorn* presenting “Intuition in Judgment and Choice;” commentaries were provided by *Michael Birnbaum*, *Rebecca Pliske*, and *Thomas Wallsten*. As we said at the time, “we hope to have one major address each year, with commentaries by investigators reflecting a variety of views.”

Fourth, we wanted to continue our exploration of the background of decision making. *Brown Grier* agreed to talk on the “Early History of the Theory and Measurement of Risk.” As with his presentation the first year (“Judgment and Decision Making: 2000 Years of History”), Brown offered insights and background that I still find useful. In the second half of the session, *Lola Lopes* presented “Risk as a Psychological Concept.” *Duncan Luce* provided the introduction and commentary for both talks. (As an aside, I find it unfortunate that many JDM researchers, both young and old, know so little about the history of our field. In the future, I will make my tape recordings of these history talks available as part of the SJDM archives.)

Fifth, we scheduled a “Washington Report” on funding opportunities for JDM research. *Jeryl Mumpower* from NSF (National Science Foundation) was the organizer, with *Ruth Phelps* from ARI (Army Research Institute) and *Martin Tolcott* from ONR (Office of Naval Research) providing insights on opportunities for funding of JDM research. This became a regular part of later meetings, with presentation by funding officials included as part of the business meeting.

Finally, we scheduled several friendly debates on the hot topics of the day. One between *Gary McClelland* and myself was on “Conjoint versus Functional

Measurement.” Both of us scored points, but neither of us landed a knockout punch. But the audience became quite involved and the ensuing discussion with insightful comments by Duncan Luce and Michael Birnbaum was better than either Gary’s or my initial arguments. Other workshop topics/debates were on “Predecisional Processes with *Charles Gettys* and *Ruth Phelps* and “Biases and Heuristics Revisited” with *Ward Edwards*, *Daniel Kahneman*, and *Robin Hogarth*.

The latter produced the following classic bit of doggerel by *Robin Hogarth* and *Hillel Einhorn*:

*In the beginning was God.
Then along came Ward with log odds.
K & T cried,
“Halt! Processes are at fault,”
and Bayes turned over in the sod.*

*Now nobody knows what to do,
Since the normative model’s askew.
What track should we take
to define a mistake,
since the options we have are so few?*

*The field clearly needs a new view.
Will learning or causality do?
Framing say some,
and feedback’s not dumb,
and each may provide a new cue.*

There were 56 registered attendees at the second meeting, with a dozen or so guests from Psychonomics who dropped in to hear one or more of our speakers. In all, the attendance was double the number at the first meeting in St. Louis. With the greater number, we had for the first time a slight budget surplus that was used to plan the third meeting in Minneapolis. No longer did we have to hide SJDM operating expenses

for copying, mailing, etc, inside our personal departmental accounts.

A major accomplishment at the second meeting was an expansion of the core group of organizers to include “new blood.” Specifically, *Tom Mehle* and *Bill Wright* joined *Lola Lopes* in making hotel and local arrangements for the next meeting. The program committee was expanded to include *Mike Birnbaum*, *Eric Johnson*, and *Tom Nygren* in addition to *Chuck Gettys* and *Jim Shanteau*. The Newsletter “staff” added *Jerry Busemeyer* to assist *John Castellan*. For those of who began SJDM on “a song and a prayer,” it was certainly encouraging to see such an outpouring of talented help.

Several topics were discussed at the business meeting that were to have major consequences in later years. To begin, there was general consensus that the name of the major journal in the field (at the time, it was “*Organizational Behavior and Human Performance*”) was inappropriate for JDM research. Also, there was an interest in getting a price reduction for members of SJDM. *Jim Shanteau* along with *Ward Edwards* and *Chuck Gettys* were designated to approach *Jim Naylor*, the editor of *OBHP*, about making these changes. Naylor was receptive, although it was not until two years later following the SJDM meeting in San Diego that the name was officially changed to “*Organizational Behavior and Human Decision Processes*.” In addition, a subscription price break was introduced at about the same time for SJDM members.

It was suggested by *Tom Wallsten* that future meetings not overlap with Psychonomics. *Steve Link* agreed and further suggested contacting the program chair of Psychonomics about scheduling JDM papers on their last half-day prior to the start of our meeting. In essence, JDM talks would run

two full days, with the first session included as the finale of the Psychonomics meeting. This would also allow for individual papers to be presented (something that we did not do for many years on the SJDM program). The Psychonomics Society readily agreed to our request since few presenters actually want to talk at the end of a meeting. The JDM part of Psychonomics expanded in later years to as many as four two-hour sessions (an entire day's worth of papers).

Another suggestion made at the meeting was to create and distribute a Directory of SJDM members. *Gary McClelland* had developed a mailing list following the first meeting. This list was reproduced in the next Newsletter after Philadelphia. The SJDM Directory has been distributed regularly to the membership since. (Interestingly, the first Directory contained 187 entries; the latest Directory contains nearly 1,000 entries!)

We concluded with a brief discussion of what to call ourselves. Following a suggestion by *Ward Edwards*, it was agreed that we would label our meeting the "Judgment/Decision Making Conference." The title stuck for years until we formally became a Society – more about that in the next installment.

In recalling the second meeting, I can think of several trends that were either started or continued in Philadelphia. First, the meeting was purposely *inclusionary*, not *exclusionary*. We wanted to include all points of view on JDM and to exclude no one. We also chose to emphasize program topics (such as the history of the field) that were of interest to all.

Second, we decided on a meeting strategy that would eventually have all the leaders in the field give major addresses. We created a list of these leaders and, with one exception,

they all eventually gave (one or more) talks at SJDM meetings. The exception was *Herbert Simon* who was willing to speak, but unfortunately died before we could arrive at a mutually agreeable date for his presentation.

Third, the organizers of the meeting were a congenial miss-mash of researchers representing all points of view from across the country (and eventually from around the world). No one earned any money (or even much credit) for organizing these early meetings. The work was done because we personally enjoyed attending and because we thought it would stimulate the field.

Fourth, we invited speakers who presented well and had something to say. We tried to set high standards for those who gave longer talks, which meant inviting some speakers back several times (such as *Robin Hogarth* and *Daniel Kahneman*) and not inviting others. This was not done on the basis of theoretical approach or friendship, but rather on the basis on speaking ability and substance. (By the way, neither Chuck nor myself included ourselves as appropriate for these longer talks.)

Finally, we went out of our way to include young people in every phase of our meetings (with the exception of giving major addresses). They participated in the workshops, as discussants, and as organizers of the social gatherings. In addition, we kept our costs low (the Newsletter fee was \$2 for many years) and even then we provided a price break for graduate students to attend the meeting.

Thus, the Philadelphia meeting laid the foundation for the present Society for Judgment and Decision Making. For the next installment, I will describe the meetings that followed and the planning that

eventually led up to the founding the formal Society.

(In preparing these comments, I had help with my admittedly faulty memory from Gary McClelland, Robin Hogarth, Steve

Edgell, Lola Lopes, Gary Gaeth, and Warren Thorngate. Any errors, of course, are all mine. Prepared by James Shanteau, co-founder of SJDM, e-mail: shanteau@ksu.edu).

Teaching judgment and decision making: Take it or leave it

Warren Thorngate

When I ask my students to describe some of the most important decisions of their life, a few are mentioned repeatedly. These include choosing a partner, choosing a job or a home or a university. Interestingly, there is at least one feature in addition to importance common to these decisions: they present alternatives serially and require a yes/no decision about each as it appears. Beyond dating game television shows, for example, it is usually offensive to line up potential life partners and comparison shop. In a seller's market, it is usually risky to ask that a job offer or home or university acceptance be held indefinitely while other alternatives are collected and compared. Social norms, time or circumstance constrain us in these decision situations to consider each alternative, one at a time, when it comes, then to "take it or leave it."

Which should lead any self-respecting decision researcher to ask how people make take-it-or-leave-it (*tioli*) decisions, how satisfied they are with their chosen alternative, and what might improve the quality of the choice made. There seems to be a paucity of decision making research about *tioli* choices -- a great relief for students who dislike reading what we write, and a terrific reason to think from scratch. What research might be done about *tioli* decisions? Some students enjoy turning their paradigmatic crank to generate proposals for the usual factorial experiments: presenting participants with multifarious alternatives,

one at a time, in beautifully counterbalanced orders, then watching which alternatives are rejected and which is chosen, correlating the results with age, sex, and the personality variable of the month. Other students prefer to engage in some thought experiments derived from a simple computer simulation. So do I.

The *tioli* simulation below is written in Euler, that wonderful and free little programming language developed by our mathematician colleague Rene Grothmann (<http://mathsrv.ku-eichstaett.de/MGF/homes/grothmann/euler/>) as noted in the previous SJDM newsletter. The programme simulates a person faced with choosing among an arbitrarily large number of alternatives, examining them one at a time until the first one appears meeting or exceeding the person's minimum criteria of acceptance. This first-found, satisfactory alternative is then chosen, ending the first run of the simulation. The number of examined alternatives is recorded, the simulation is rerun 99 times, each time with a new random set of alternatives, and the resulting 100 counts of examined alternatives are averaged. Students can vary (1) the minimum acceptable criteria and (2) the chance that an alternative will meet any given criterion to see how these two variables affect (3) how long, on average, it takes to find the first acceptable alternative.

What do students expect the simulation will show? Most are aware that the more criteria a decision maker has, the higher his/her standards, the longer it will usually take to find an acceptable alternative. Ask students to plot what they believe is the relationship between these two variables, and most will draw a straight line. They are wrong.

To illustrate the correct relationship between number of criteria and expected number of alternatives examined, we begin with perhaps the simplest version of a computer simulation. We assume that each alternative can be assessed for the presence or absence of 10 desired features. We assume that the chances of any one desired feature being present in an alternative is independent of all other nine features, and that this probability, pf , is equal for each feature; for example, if we set the probability of feature A being present in an alternative, $pf(A) = 0.32$, then probability of features B, C, ... being present in the alternative will all = 0.32 as well. Finally, we assume that the decision maker adopts the following choice rule: "Choose the first alternative that has at least nf desirable features out of 10 ($1 \leq nf \leq 10$)." A simulated decision maker who demanded that all 10 desired features be present might be called picky, fussy, full of high aspirations or standards. A simulated decision maker willing to take, say, the first alternative with any two or more of the ten features might be called lax, lazy, aspiration deprived or unmotivated. All of the simulation parameters can be altered to be more realistic, but the results of the simple combination used here can at least prompt lively class discussion.

The algorithm simulating the decision maker's choice rule is, of course, pure satisficing. And it can lead to an interesting discussion about the constraints that

decision situations can put on the choice rule used. In take-it-or-leave-it situations, choosers cannot apply the usual dog's breakfast of fancy prescriptions and plain heuristics; no chance to maximize SEUs or eliminate by aspects here. *Tioli* situations force choosers to satisfice, illustrating that the choice of a heuristic is determined by more than cognitive limits or individual differences among choosers -- a cheap insight even before the simulation is run.

One version of the simulation programme is listed at the end of this article. What do runs of the simulation show? Quite dramatically, they show the average number of alternatives that must be examined before finding a satisfactory one increases exponentially as the criteria for satisfaction increase. One must examine, for example, an average of about 1.5 alternatives to find one with at least 5 of 10 desired features when each of the 10 features has a 50% chance of occurring. One must examine about 1,150 alternatives, on average, if one holds out for an alternative with 9 of 10 desired features. Lower the chances of a desired feature occurring in an alternative from 50% to 25%, and a chooser must examine about 11 alternatives before getting one with 5 of 10 such features, and about 36,000 alternatives before finding one with 9 of 10 features. Conclusion? A small increase in fussy can produce a huge increase in time and effort needed to find a satisfactory alternative, so picky people must be exponentially patient. Few of us have the time or patience to reject 1,150 job offers before finding one that is almost perfect, or the energy to date 36,000 potential mates before finding the one close to our dreams. Students can thus learn an important practical lesson from the exercise. Life is finite. Waiting is no fun. To quote a sign above my desk: "If all else fails, lower your standards!"

How do decision makers adjust their standards in these take-it-or-leave-it situations? If a decision maker begins with very low standards, the time and effort to find a good alternative declines, but the chances of regret increases. The reverse is true for decision makers who begin with high standards. Kurt Lewin, David McClelland and others studied something similar long ago as *level of aspiration* and *achievement motivation*, but considered it more of a personality variable than an adaptive strategy. It is certainly both. Students have little difficulty recounting how their standards have risen and fallen according to what is learned about alternatives when sampling them. Some of my favourite anecdotes come from students

who begin looking for an apartment close to campus, with a nice view, two bedrooms, swimming pool, dishwasher, high speed internet access and utilities included in the rent, for no more than \$200 per month. These students are called idealists. One week later, and a dozen bus trips to look at apartments, the same students are ready to settle for any shared basement room with running water, anywhere in the city, for anything less than \$600 per month. They are called realists. It is a short step from such anecdotes to student proposals for surveying friends about adjusting their criteria to make take-it-or-leave-it decisions, and for conducting laboratory research to examine how situational and personality variables affect the adaptive decline of ideals.

```
function tioli
standards=input("How many desired features (1 to 10)");
chance=input("Chance that a desired feature is present (0.0 to 1.0)");
seed(time()); .. seed the random number generator
results=zeros(1,100); .. create 100 containers to hold results
for trial = 1 to 100
  examined=0; .. reset the rejected alternative counter
  repeat; ..loop until job is done
  examined=examined+1; ..increment the examined alternative counter
  numfeatures=sum(random(1,10)<=chance); ..count # features out of 10
  if numfeatures>=standards; ..does this alternative meet minimum standards?
    break; .. if yes, break out of loop
  endif
end; .. if no, loop to next alternative
results(1,trial)=examined; ..record number of alts examined
end; .. loop to next trial
return mean(results)
endfunction
```

Important Society News

Search for a new Conference Manager

Sandra Schneider, our current, first-rate Conference Manager, would like to pass the torch to a new, first-rate Conference Manager. If you are first-rate, or know someone who is, please put your/his/her name forward. The conference manager has the following responsibilities:

1. to work with conference reps to secure adequate meeting rooms for the SJDM meeting;
2. to arrange for all of the refreshments associated with the SJDM meeting;
3. to work with the program committee, sec/treas, and newsletter editor to coordinate the annual meeting and to provide timely info about the conference to members;
4. to organize the Executive Board dinner (find a restaurant, make reservations, pay the bill, and get reimbursed by Sec/Treas.);

5. to create conference registration forms for early/late registration and for onsite registration;
6. to make meeting name tags and on-site registration receipts;
7. to run onsite registration in collaboration with the sec/treas;
8. to monitor refreshments, rooms, and AV throughout the conference to prevent or resolve any problems;
9. to help with taking minutes at the Exec Board meeting and/or the Business meeting;
10. to organize and run the Sunday afternoon book auction, and to analyze and report winners by first thing Monday am.

There are perks: SJDM (typically through conference "freebie" rooms) covers the hotel cost of your stay for Sat and Sun, and provides some funds to help support one student to provide primary help with registration. Other student helpers receive free conference registration. Please nominate yourself, or someone else first-rate but too bashful to step forward, by sending a statement of interest to Josh Klayman, joshk@uchicago.edu, before reading the next announcement.

Two Changes to Bylaws to be Proposed at the JDM Meetings

At the business meeting in Vancouver, the Executive Board will propose two amendments to the SJDM bylaws (<http://www.sjdm.org/bylaws.pdf>). One concerns election procedures and the other concerns the name of the Society. These will be voted on by the members present at the business meeting. As usual, all SJDM members are urged to attend the business meeting and to vote.

1. Elections

This amendment to Article VI will allow the use of a better voting process for choices among multiple candidates. With the method (simple plurality) currently employed, nomination votes are spread very thinly. Often, nominees receive a place on the election ballot having gotten only a few votes. If the amendment is adopted, the Board plans to implement approval voting. All willing nominees will be listed in the election and each member can designate any number of candidates that he or she prefers over the others. The nominee receiving the largest total of votes will be elected. The proposed amendment is shown below, with new wording underlined.

VI.A. Once each year, the Secretary-Treasurer shall canvass the membership 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~~ two persons for the Executive Board and two persons to serve as President-Elect.

VI.B. The names of ~~the three persons receiving the greatest number of nominations, and all~~ nominees who signify their willingness to serve on the Executive Board, shall be placed on an election ballot. ~~In case of ties all the tied nominees will be placed on the ballot.~~

VI.C. The names of ~~the three persons receiving the greatest number of nominations, and all~~ nominees who signify their willingness to serve as President, shall be placed on an election ballot. ~~In case of ties all the tied nominees will be placed on the ballot.~~

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

VI.E. (**unchanged**) 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.

II. Change of name

The Board also proposes that we modify the name of the Society to clarify the Society's purpose, which is to promote *research into* judgment and decision making. The board has two alternatives to propose. (See the June Newsletter, p. 3-4 <http://www.sjdm.org/newsletters/03-jun.pdf>) At the business meeting, the board intends to take a preliminary vote on which of the two new names is preferred. We will then put the preferred name up for approval, withdrawing the other from consideration. That is, *one* of the following amendments to Article I will be proposed, depending on the preliminary vote:

The name of this organization shall be the Society for <u>Research in</u> Judgment and Decision Making.	OR	The name of this organization shall be the Society for Judgment and Decision Making <u>Research</u> .
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Book Reviews

Emerging Perspectives on Judgment and Decision Research

Schneider, S., & Shanteau, J. (Eds.) (2003). Cambridge: Cambridge University Press. ISBNs = 0-521-80151-6 hardback, \$95, and 0-521-52718 paperback, \$35.

As judgement and decision making research continues to proliferate, it becomes ever more difficult to follow the field. Patches of research grow around the sustenance of a new methodology, idea or personality, taking root within and across academic territories in progressions as logical as historical accidents. Sooner or later, the accumulation of stuff prompts the need for a survey, and sooner or later someone is blessedly foolish enough to create it. Hal Arkes and Ken Hammond, for example, did us a great service by compiling *Judgement and decision making: An interdisciplinary reader* (1986), as did Scott Plous (1993) in writing a readable introductory textbook about our field.

Sandra Schneider and James Shanteau have now taken their turn, producing what is sure to become the next standard reference in judgement and decision making research. Challenged to disprove a chronic accusation that there were no new ideas in the area, Schneider and Shanteau have gathered a wonderful collection of chapters surveying five different territories where rapid growth in ideas and research has occurred in the past decade:

1. Fortifying traditional models of decision making
2. Elaborating cognitive processes in decision making
3. Incorporating affect and motivation in decision making
4. Understanding social and cultural influences on decisions
5. Facing the challenge of real-world complexity in decisions

Each territory is surveyed by 3-4 chapters written especially for this volume. Michael Doherty provides a cogent post-script to them all. No chapter is badly written; most are written well.

A read of this excellent volume provides ample evidence that judgement and decision making research is going madly off in all directions. Some may fear that this will do little more than replace ignorance with confusion, or that it will hasten disintegration of the discipline. Others may cheer that confusion is a parent of innovation, and that Schneider and Shanteau's survey nicely maps what now must be addressed to continue developing the discipline. All can agree that *Emerging perspectives on judgment and decision research* is well worth the money spent to buy it. [wt]

Time and Decision

Loewenstein, G., Read, D., & Baumeister, R. (Eds.) (2003). New York: Russell Sage Foundation. ISBN 0-87154-549-7 hardback

Of the many new territories now being explored by research in human judgement and decision making, one of the most active covers important questions about short-term and long term values. Economists have long recognized that the current value of many outcomes is not the same as their value a week or year or three decades from now, and they have assumed that value declines as the future increases – the assumption of *discounted utility*. Further assumptions have been made about the shape of the discounting function, often to simplify mathematical calculations. Psychologists and others interested in delay of gratification, or in choices with delayed outcomes, have examined these simplifying assumptions and found them flawed. In the process, they have produced a long list of complexities that govern valuation over time. *Time and Decision* offers a rich source of information documenting these complexities, ideas about why they occur, and examples of the usefulness of what is now known.

Following a well-written review of time discounting and time preference by Fredrick, Loewenstein and O'Donoghue, *Time and Decision* offers 17 additional chapters of research and theory on psychological aspects of time and value, grouped under four main headings:

- Philosophical, evolutionary and neurobiological underpinnings
- Theoretical perspectives
- Patterns of preference
- Applications

Included are chapters on the evolution of patience, time preference and personal identity, willpower and self-control, brain mechanisms, consumer choice, dieting, drug dependence and fear.

The volume exemplifies the remarkable ability of intellectual activity and empirical research to vitiate simplifying assumptions, whittling every forest of “in general” into pick-up sticks of “it depends”. The book nicely documents some of the situational and personal variables that make relations between time and value so complex, and provides some theory simplifying some of this complexity in new ways. The application chapters provide evidence that something practical can still be done in the midst of this complexity. The book is a terrific addition to any reading list or library of judgement and choice. [wt]

Decide and Conquer

Robbins, S. (2004). Upper Saddle River, NJ: Financial Times – Prentice Hall. ISBN 0-13-142501-3, paperback, \$19.95

Ever wonder what happens to all that theory and research we produce in such abundance? Studies have shown that most of it lies around unread and uncited, at best hefted or counted by members of promotion or grant committees who compare vitas as if size really matters. Of course, a few theories and studies do hit the pop charts for reasons as much related to Zeitgeist as to quality or truth. Some of our stuff even makes its way behind the eyeballs of writers of *How To* books – writers such as Stephen Robbins, author of *The truth about managing people* and now this volume with its subtitle promise of “making winning decisions to take control of your life.”

Robbins seems to have written this book for the busy manager standing at the airport bookstore. His references read like our own, full of citations of Tversky, Kahneman, Fischhoff, Slovic, Loewenstein, Beach, Hastie and Arkes. There are 36 short chapters with titles such as:

- Why it’s hard to be rational
- What’s your decision style? [a self-test]
- Are you a risk taker? [another self-test]
- Are you overconfident? [one more self-test]
- The inertia bias
- The gratification bias
- The framing bias
- Coping with randomness
- More information isn’t necessarily better

And most chapters end with *Decision Tips* such as:

- “Recognize your tendency to be overconfident” (p.59);
- “Become a skeptic” (p. 80);
- “Small sample sizes can distort results” (p. 92); and
- “Focus on goals” (p. 140).

It is, I suppose, tempting to dismiss such a book as more management schlock. On the other hand, it is worthwhile to ask why we who produce the raw materials for such a book are not ourselves writing something better. I recommend this book for all those who are interested to see how academic work in human judgement and decision making is translated into homilies for busy folk. Robbins has done a passable job, in part because he likely knows his audience. If we can do better, let’s get on with it. [wt]

Tired of [wt] reviews? You can help silence the one-man band by writing your own reviews for the newsletter. Every review you write means one less wt review, a relief for all concerned. Please contact the newsletter editor to volunteer reviewing any recent book you have read in judgement or decision making warrent@ccs.carleton.ca

Jobs, Jobs, Jobs!

RESEARCH SCIENTIST IN ADAPTIVE DECISION MAKING -- The Center for Adaptive Behavior and Cognition at the Max Planck Institute for Human Development in Berlin, Germany, is seeking applicants for a 6-year research scientist position (renewable every 2 years) beginning immediately. Candidates must have a PhD in either psychology (e.g., judgment and decision making, evolutionary, cognitive), experimental economics, AI/computer modeling, or a related field, and interest in studying the cognitive mechanisms underlying bounded, social, and ecological rationality in real-world domains. Salary is dependent on age and experience (BAT IIa/Ib). The Center provides excellent resources including staff and equipment support for conducting experiments and computer simulations, and travel support for conferences. For a detailed description of our research projects and current researchers, please visit our homepage at <http://www.mpib-berlin.mpg.de/abc> or write to Dr. Peter Todd (ptodd@mpib-berlin.mpg.de).

The working language of the center is English, and prior knowledge of German is not necessary for living in Berlin and enjoying the active life and cultural riches of this prospering city. We strongly encourage applications from women, and members of minority groups. The Max Planck Society is committed to employing more handicapped individuals and especially encourages them to apply.

Send applications (consisting of a cover letter describing research interests, curriculum vitae, 3 or more letters of recommendation, and reprints) by October 31, 2003 to Wiebke Moeller, Center for Adaptive Behavior and Cognition, Max Planck Institute for Human Development, Lentzeallee 94, 14195 Berlin, Germany.

JUDGMENT AND DECISION MAKING: The Iowa State University Department of Psychology invites applications for a tenure-track assistant professor in the area of human judgment and decision making. The new faculty will affiliate with one (or more) of our three current Ph.D. program areas—social, counseling, or cognitive psychology. Judgment and decision research applicable to problems in developmental psychology, health, law, or agriculture (e.g., fear of genetically modified crops) may be given preference, but all areas of JDM research will be considered.

A research-friendly teaching load involving graduate and undergraduate instruction creates a favorable situation for a productive career in our supportive department. Additional research and grant opportunities are available through affiliation with the Institute of Science and Society, the Institute for Social and Behavioral Research, the Virtual Reality Applications Center, and the new Human/Computer Interaction interdisciplinary graduate program. **Review of applications will begin October 1 and continue until the positions are filled.** Candidates should send their vita, a cover letter describing research and teaching interests, relevant (p)reprints, and three letters of reference to: Gary L. Wells, Chair of JDM Search, Department of Psychology, W112 Lagomarcino Hall, Iowa State University, Ames, IA 50011-3180. Applicants are invited to view our web site: <http://www.psychology.iastate.edu/>. Iowa State University is an Affirmative Action/Equal Opportunity Employer.

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. Candidates must have earned a Ph.D. (or equivalent) or expect to receive a doctorate in the near future. 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 should be received by November 1, 2003. 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.

BEHAVIORAL ECONOMIST / SOCIAL PSYCHOLOGIST. The Mattson Jack Group, a global healthcare / pharmaceutical consulting firm in St. Louis, is seeking a psychologist with background in behavioral economics and/or social psychology. The chosen candidate will be responsible for designing, executing and interpreting primary market research studies that support marketing decisions for pharmaceutical products. This person will also serve as a primary contact with clients in communicating study results. Approximately 25% travel is required.

Qualified candidates should possess:

- An advanced degree in psychology with an emphasis on behavioral economics, marketing, and/or life sciences (e.g., physiology, biology, chemistry, medicine).
- Quantitative and qualitative skills, with a quantitative orientation and intermediate knowledge of statistics and research design.
- Creative problem-solving and project management skills.
- Interest in working with a research team comprised of diverse talents and personalities.
- Strong oral and written communication skills, particularly in small group and presentation-type settings.
- Intermediate technical proficiencies in Word, Excel, and PowerPoint.
- Experience with statistical packages, including SPSS, SYSTAT, and/or SAS.

The Mattson Jack Group is a diverse group of professionals with extensive medical, pharmaceutical, and business experience. This blend of science and business gives MJG a strategic advantage in meeting clients' needs. Our culture values individuals who are intelligent, motivated, and interested in developing ideas that may benefit our clients.

MJG offers salary commensurate with relevant experience, a comprehensive benefits package, and an excellent work environment. No relocation expense reimbursement is offered with this

position. Interested candidates should submit a letter of introduction, resume and salary history / requirements (A MUST) to, Jodi Hose:

jhose@mattsonjack.com
 or fax: 314-469-6794
 Human Resources
 The Mattson Jack Group
 11960 Westline Industrial Dr., Suite 180
 St. Louis, MO 63146

APPLIED SOCIAL PSYCHOLOGY (including decision making). Subject to budgetary approval, the Department of Psychology, Carleton University wishes to make a tenure-track appointment at the level of Assistant Professor to begin July 1, 2004. Preference will be given to candidates with research and teaching interests in the area of Applied Social Psychology, and who are able to teach courses such as organizational psychology, social issues, conflict resolution and evaluation research. Social-Organizational Psychology is an area of growth in the Department of Psychology; we currently have faculty conducting research on organizational diversity, action research, policy making, group processes, award adjudication, organizational effects of information technology, workplace stress and downsizing. The Department of Psychology has a strong undergraduate and graduate program in experimental psychology. Further information can be obtained from our website at <http://www.carleton.ca/>.

Applicants should send their curriculum vitae, copies of representative publications, and a summary of research objectives and teaching experience to Dr. John Logan, Chair, Department of Psychology, Carleton University, 1125 Colonel By Drive, Ottawa, Ontario, K1S 5B6. At the same time, candidates should arrange to have three referees forward supporting letters to the same address. Canadian citizens and permanent residents will be considered first for this position. Carleton University is committed to equality of employment for women, aboriginal peoples, visible minorities and persons with disabilities. Interested persons from these groups are encouraged to apply. Applications will be reviewed beginning December 1, 2003.

THE DEPARTMENT OF MANAGEMENT AND POLICY at the University of Arizona is seeking to fill a tenure-track position at the rank of Assistant Professor in the field of judgment and decision making. Start date will be in August of 2004. Minimum qualifications include: (1) a Ph.D. degree from a relevant discipline (2) a proven record of research accomplishments, (3) evidence of effective teaching, and (4) evidence of potential for securing external funding. It is expected that the candidate will have completed his or her doctoral degree by the start date.

Applicants should send a cover letter, vitae, reprints/preprints of 3-5 representative articles, statements of teaching and research interests, evidence of teaching effectiveness, three letters of recommendation and full contact information for all references. Please reference job number 26802. Submit materials to:

Recruiting Chair, Department of Management and Policy
 Eller College of Business and Public Administration
 McClelland Hall, Room 405
 P.O. Box 210108
 Tucson, AZ 85721-0108

Review of materials will begin on October 15, 2003 and continue until the position is filled. More information on the Department can be obtained at w3.arizona.edu/~mapol. The University of Arizona is an EEOC/AA Employer – M/W/D/V.

The SJDM 2003 Conference in Vancouver, British Columbia

A fine coincidence! One of North America's best conferences will be held in one of North America's best cities. SJDM meets Vancouver, British Columbia. A double dose of good!

Julie Irwin steered the programme committee through the difficult and thankless task of selecting papers and posters for the conference. Sandra Schneider lined up bookings in the elegant Hotel Vancouver (once part of the Canadian Pacific hotel chain from the late 1800s that included the Banff Springs Hotel). Thanks to Julie and Sandra and their committee members for a great effort.

Some fine details of the conference programme are still to be settled, but this we know. Registration will commence Saturday afternoon, 8 November. Papers will be given in six parallel sessions from early Sunday, 9 November to mid-Monday, 10 November. Posters will be shown in massively parallel sessions from 2:40-4:10 and 5:50-7:20 on Sunday, 9 November. The book silent auction is again scheduled for this year, as is the annual general meeting. Danny Kahneman, who once taught at the University of British Columbia, is scheduled to give a plenary address. Further details will be given in the coming weeks at the Society web site: www.sjdm.org

Map of Vancouver and travel notes



Map of Vancouver

Travel notes

1. The red star + word “Vancouver” is NOT the centre of town. The centre is in the area surrounding the words “Howe St”. The conference hotel is where the “S” in street is shown.
2. The airport is at the bottom of the map, where “2002 Navigation Technologies” is shown.
3. The green patch behind “1a” and “99” is Stanley Park – a must to see!
4. The grey blob around “Strait of Georgia” and “W 16th Ave” is the University of British Columbia. The white patch inside the grey blob is the location of UBC’s West Coast Suites described below.
5. The blue inlet between “Howe St” and “7” is False Creek. Directly below the “H” in Howe and half-way between the “H” and “7” is Granville Island, with a great, covered market and a fine brewery full of beer.
6. To learn about Vancouver and see maps: <http://www.discovervancouver.ca/map/>

Fairmont Hotel Vancouver

This hotel will be used for all SJDM sessions. The following rates are available 11/4/03–11/10/03.

Rates quoted in Canadian dollars (\$1 Cdn = about 72 cents US):

\$213 Single/Double

\$243 Triple

\$273 Quad

Be sure to mention the Psychonomic Society Meeting when booking. If booking on-line, enter the Promotional Code GRLEW1.

Be sure to obtain a confirmation number from the hotel for your room.

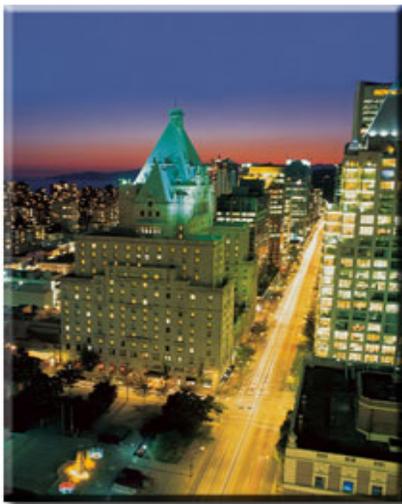
604-684-3131 (voice)

604-662-1924 (fax)

800-441-1414 (toll free)

<http://www.fairmont.com>

You can make hotel room reservations by going to: www.psychonomic.org/res03



Fairmont Hotel Vancouver

A cheaper alternative

I lived in Vancouver while attending graduate school at UBC in the 1960s. Hotels were cheap then. Times have changed. Americans will benefit from the exchange rate when paying for a room at the Hotel Vancouver. But for those of us who must pay in our native currency with no travel subsidy, or who live on the equivalent of a Canadian professor's wages, a cheaper alternative is required. Nothing I know close to the Hotel Vancouver is cheap and cosy, but there is a terrific alternative an easy bus ride away. My alma mater now has some very nice suites (furnished, one bedroom apartments with kitchen) for short-term rent: \$129 Canadian per night for two single beds in the bedroom; \$15 more to use the fold-out double bed in the living room. After conversion, each of three cost-sharing graduate students can stay in one for about \$33 US per night, plus tax. Two buses (#44 direct and #99 with transfer) at the university bus mall 200 meters away take them downtown in bus-bench comfort. My students have booked a room there. So have I. To find out more about the West Coast Suites click:

http://www.ubconferences.com/accommodation_westcoastsuites.htm

Travel in Vancouver

Travel from the Vancouver Airport to the hotels costs about \$25 Cdn by taxi. A limousine carrying 6–8 people cost \$41.73 Cdn, and can be arranged through Limojet Gold Express, (604) 273-1331, limojetgold.com. The Airporter (bus) departs every 15 minutes from 6:30 am to 9:15 pm, and every 30 minutes from 9:15 pm to midnight. Cost of the bus is \$12 one-way, \$18 round trip. Tickets can be purchased at the Airporter counter or on the bus, and the bus stops at the Domestic and International Arrivals level curb. No reservations are required.

Paper sessions

Below are titles and authors of papers selected for the conference, with their groupings and approximate times. A list of the titles and authors of poster sessions was not available at press time, but will appear on the SJDM web site in the next few weeks: www.sjdm.org. If you have not yet registered for the conference, look at the last page of this newsletter. There is printed the registration and dues form to be completed and mailed, with cheque, to Bud Fennema at his address shown at the bottom of the form.

First parallel sessions (probably Sunday, 9 November, 8:00 – 9:20 AM)

1A: Overconfidence and Self-Deception

- Overconfidence in the NFL Draft. Thaler, Richard H. (University of Chicago)
- Self-deception: How we come to believe we are better than we truly are. Norton, Michael I. (MIT)
- Cues and Processes Underlying Confidence in General Knowledge. Sieck, Winston R. (Klein Associates)
- Motivated Recall of Decision Criteria. Dawson, Erica (Yale University)

1B: Financial Decision Making

- Testing a Behavioral Theory of Risk and Performance in the Mutual Fund Industry. Carp, Sari (NYU/Stern)
- The Impact of Framing on Spending and Saving: Why People Don't Spend Tax Rebates. Epley, Nicholas (Harvard University)
- Promotion and Prevention across Mental Accounts: When Financial Products Dictate Consumers' Investment Goals. Zhou, Rongrong (HKUST)
- Cumulative Prospect Theory and Non-linear Probability Weighting in Individual Asset Allocation. Davies, Greg B (University of Cambridge)

1C: Memory and Cognitive Resources

- Why Live Is Better than Taped: A Preference for Authenticity in Consumption. Vosgerau, Joachim (INSEAD)
- Does forgetting serve an adaptive function in memory based inference?. Schooler, Lael J. (Max Planck Institute for Human Development)
- Decision Fatigue: Making Choices Consumes a Limited Resource. Baumeister, Roy F. (Florida State University)
- Dynamics of Exploration and Exploitation in Strategic Interactions: A Function of Memory Size on Adaptive Learning in Repeated Zero-sum Games. Takezawa, Masanori (Max Planck Institute for Human Development)

Second parallel sessions (probably Sunday, 9 November, 9:25 – 10:45 AM)

2A: Symposium in Honor of Janet Sniezek

2B: Ethical Behavior and Trust

- To Trust or Not to Trust: Monitoring in Interdependent Relationships. Schweitzer, Maurice E. (U. of Pennsylvania)
- Experimental Evidence on Behavioral and Distributive Preferences. Croson, Rachel (Wharton, UPenn)
- Ambiguous Probabilities and Self-serving Biases of Fairness. Haisley, Emily (Carnegie Mellon University)
- Exploiting Moral Wriggle Room: Altruism Inconsistent with Fair Outcome Preference. Dana, Jason (Carnegie Mellon University)

2C: Individual Differences -- Gender and Culture

- Trust and Gender: An Examination of Behavior, Biases, and Beliefs in the Investment Game. Buchan, Nancy R. (University of Wisconsin - Madison)
- Gender and the initiation of negotiations in ambiguous situations. Small, Deborah A. (Carnegie Mellon University)
- The Symptoms of Resource Scarcity: Judgments of Food and Finances Impact Partner Preferences. Nelson, Leif D. (New York University)
- Positive vs. Negative Emphasis: Cultural Variations in Effort Decisions. Chua, Hannah Faye (University of Michigan)

Third parallel sessions (probably Sunday, 9 November, 11:00 AM – 12:20 PM)

3A: Prospect Theory and Reference Points

- Inside the Minds of Buyers and Sellers: Mental Construals in the Endowment Effect. Mishra, Himanshu (University of Iowa)
- Anchoring Effects on the Willingness-to-Pay and Willingness-to-Accept. Simonson, Itamar (Stanford)
- Reservation price changes with underlying fixed utility. Silva, Jose (U.C. Berkeley)
- Loss Aversion and Predictions of Utility. McGraw, A. Peter (Princeton University)

3B: Uncertainty 1

- The Dirt on Coming Clean: Perverse Effects of Disclosing Conflicts of Interest. Cain, Daylian (CMU-GSIA)
- Giving the Benefit of the Doubt. Heyman, James (University of California - Berkeley)
- Beyond a reasonable doubt. Dhimi, Mandeep K. (University of Victoria)
- The Retrospective Gambler's Fallacy. Oppenheimer, Daniel M. (Stanford University)

3C: Anger and Empathy

- Green, Mean and Mistrusting: The Influence of Envy on Trust and Trustworthiness. Dunn, Jennifer R. (University of Pennsylvania)

- Mad, Mean, and Mistaken: The Effects of Anger on Perceptions and First Offers in Negotiations. Gonzalez, Roxana M. (Carnegie Mellon University)
- On Feeling Angry and Self Assured. Lerner, Jennifer S. (Carnegie Mellon University)
- The "identified victim" effect: Caring about individuals and groups. Kogut, Tehila (Hebrew University)

Fourth parallel sessions (probably Sunday, 9 November, 4:20 – 5:40 PM)

4A: Affect

- The Affect Heuristic and the Attractiveness of Simple Gambles. Slovic, Paul (Decision Research)
- Deciphering Descarte's Error - Experimental Tests of the Somatic Marker Hypothesis. Leland, Jonathan (IBM TJ Watson Research)
- Evaluation of public goods: Coherence, categories, and context . Ritov, Ilana (Hebrew University)
- Ignorance of Hedonic Adaptation to Hemo-Dialysis: A Study Using Ecological Momentary Assessment. Riis, Jason (Princeton University)

4B: Uncertainty 2

- Estimates, Preferences and Preference Change: Biasing, Debiasing, and Seeding Effects in Thinking About Base Rates. Ranney, Michael A. (University of California at Berkeley)
- Unpacking Implicit Probability Judgment. Sloman, Steven (Brown University)
- Handedness Differences in Anchoring Effects. Jasper, J.D. (U of Toledo)
- The long and short of it: Anchoring and adjustment with physical quantities. LeBoeuf, Robyn A. (University of Florida)

4C: Symposium -- A New Look at Constructed Preferences

Fifth parallel sessions (probably Monday, 10 November, 8:25 – 9:40 AM)

5A: Decision Strategies

- Decisions by rules: Disassociation between preferences and willingness to act. Amir, On (Yale)
- Escaping the tyrannies of choice. Fasolo, Barbara (Max Planck Institute of Human Development)
- How do People Select Strategies in Decision Making. Rieskamp, Joerg (Max Planck Institute for Human Development)
- "Sensemaking" in interviews. Dawes, Robyn M. (Carnegie Mellon University)

5B: Temporal Issues

- Expediting versus Deferring Utility: The Effect of Temporal Perspective on Sensitivity to Prospective Duration. Zauberman, Gal (UNC Chapel-Hill)
- Comparative discounting: A new model of intertemporal choice. Read, Daniel (London School of Economics)
- Testing the isolation-integration explanation of dynamic inconsistency. Barkan, Rachel (Ben-Gurion University)
- Reconciling Impulsiveness with Self-Control: Explaining Differential Impatience toward Hedonic and Utilitarian Consumption. Urminsky, Oleg (Columbia University)

5C: Regret

- Are decision regret and outcome regret different?. Wright, Chris (City University, London)
- Inaction Conversion and Inaction Inertia: How regret can lead to more customers at worse prices. Anderson, Christopher J. (Temple University)
- Coping with disappointing outcomes: Retroactive pessimism and the motivated suppression of counterfactual alternatives. Tykocinski, Orit (Ben Gurion University)
- (Nonexistent) Chemical Warfare in the Persian Gulf War: The Problem of Unbelieving False Positive Chemical Warfare Alarms. Brewer, Noel T (Rutgers University)

Sixth parallel sessions (probably Monday, 10 November, 11:25 AM – 12:45 PM)

6A: Framing

- Do decision makers want to be told what to do? An investigation of alternative forms of advice. Gibbons, Alyssa Mitchell (University of Illinois at Urbana-Champaign)
- Diversification and Partition Dependence in Choice and Allocation. Fox, Craig (University of California at Los Angeles)
- Different Scales for Different Frames: The Role of Subjective Scales and Experience in Explaining Attribute Framing Effects. Cooke, Alan (Univ. of Florida)
- Weather to go to college. Simonsohn, Uri (University of Pennsylvania)

6B: Risk

- Attention, frame condition, and decision making under risk: An empirical test of the Contingent Focus Model using an eye gaze recorder. Fujii, Satoshi (Tokyo Institute of Technology)
- How to keep children safe in traffic: Find the daredevils early. Hertwig, Ralph (Max Planck Institute for Human Development)
- Modeling Behavior in a Clinically-Diagnostic Sequential Risk-Taking Task. Pleskac, Timothy J. (University of Maryland)
- Decision Making without Judgment. Rottenstreich, Yuval (University of Chicago)

6C: Considering Others in Decision Making

- How are expectations formed and how do they influence our choices? The game, the cue and our social knowledge. Abele, Susanne (Erasmus University of Rotterdam)
- Choosing the less attractive option to get a better outcome. Bereby-Meyer, Yoella (Ben Gurion University)
- Paying \$1 to lose \$2: Misperceptions of the value of information in predicting the performance of others. Moore, Don (Carnegie Mellon)
- Profit Maximization versus Disadvantageous Inequality in Joint Evaluation: Social Category-Based Preference Reversals. Garcia, Stephen (University of Michigan)

Other Conferences

The 25th Annual Meeting of the **Society for Medical Decision Making**, 19-22 October 2003, Hyatt Regency on the Riverwalk, Chicago Illinois. <http://www.smdm.org>

19th Annual Meeting of the **Brunswik Society**, 6-7 November 2003, Vancouver (BC), Canada. <http://www.brunswik.org>

2004 Family Group Decision Making Conference and Skills-Building Institutes Hilton. Harrisburg & Towers. June 6-9, 2004. Sponsored by American Human's National Center on Family Group Decision Making. http://www.americanhumane.org/site/PageServer?pagename=pc_fgdm_conference

Ninth International Conference on Principles of Knowledge Representation and Reasoning. June 2 - 5, 2004. http://magic.it.uts.edu.au/KR2004/call_papers.html

The Fifth International Conference on Thinking, will be held in the Department of Psychology of the University of Leuven, Belgium, 22-24 July 2004. It should be of special interest to those interested in the "J" of JDM. <http://www.psy.kuleuven.ac.be/schaeken/ICT2004/>

The 17th International Conference of the **International Society on Multiple Criteria Decision**, 6-11 August, 2004, Vancouver, British Columbia, Canada. <http://www.mit.jyu.fi/MCDM/conf.html>

2003 SJDM Meeting Registration and Annual Dues Form

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

Check if this is a new address

E-MAIL: _____

	<u>Member</u>	<u>Student</u>	<u>Non- Member</u>
2003 Meeting registration fee (Vancouver, BC)	<input type="checkbox"/> \$90.00	<input type="checkbox"/> \$45.00	<input type="checkbox"/> \$110.00
Late registration (after October 24)	<input type="checkbox"/> \$120.00	<input type="checkbox"/> \$60.00	<input type="checkbox"/> \$140.00
Annual SJDM Membership Dues	<input type="checkbox"/> \$35.00	<input type="checkbox"/> \$10.00	
<u>NOTE.</u> SJDM members who pay regular price are entitled to a discount on EADM membership, contact EADM (www.eadm.org) for details.			
Reduced SJDM Dues for EADM members	<input type="checkbox"/> \$17.50	<input type="checkbox"/> \$ 5.00	
<u>NOTE.</u> Only EADM members who have paid full price for EADM membership are entitled to ½ off regular SJDM dues.			
Past Dues	<input type="checkbox"/> \$ _____	<input type="checkbox"/> \$ _____	
Hard Copy Directory	<input type="checkbox"/> \$10.00	<input type="checkbox"/> \$10.00	
<u>NOTE.</u> SJDM members can access an electronic copy of the directory free of charge at www.sjdm.org .			

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 /

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Name on credit card: _____

Home Address: _____

Mail the form and check to: SJDM c/o Bud Fennema, College of Business, Florida State University,
Tallahassee, FL 32306-1110

Or pay electronically by credit card (forward number & exp date) to: sjdm@cob.fsu.edu

Journal Note: SJDM Members are entitled to discounts on the following journals: *Organizational Behavior and Human Decision Processes*, *Journal of Behavioral Decision Making*, and *Risk, Decision and Policy*. Contact the publishers for details. Links to journal websites may be found on the SJDM website (www.sjdm.org) under related links.