



Newsletter

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The SJDM Newsletter, published electronically four times a year (March, June, September, and December), welcomes short submissions and book reviews from individuals and groups. Essays should: i) be less than 400 words, ii) use inline citations and no reference list, iii) not include a bio (a URL or email is ok). If you are interested in reviewing books and related materials, please email Dan Goldstein. The best way to send your contribution is via email, or as an MS Word email attachment.

Advertising Rates: Advertising can be submitted to the editor. Inclusion of the ad and the space given to the ad is at the editor's discretion. The current charge is \$200 per page (\$100 per 1/2 page). Contact Dan Goldstein for details.

Address Corrections: Please keep your mailing and/or email address current. Address changes or corrections should be sent Bud Fennema. Reports of problems in receiving or opening the pdf file should be sent to the editor.

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

Announcements

Volunteers wanted to help with Judgment and Decision Making (the journal). Jon Baron needs people who are willing to do copy editing on short notice. Someone who is good with LaTeX would be helpful too. The former would be good for grad students who would find the articles of interest anyway. Jon Baron (Editor): baron at psych.upenn.edu

The Center for Behavioral Decision Research at CMU invites the JDM community to explore its Web site <http://cbdr.cmu.edu/>

Gary McClelland and Dan Goldstein have developed online visualization tools to help in teaching statistics. McClelland's Boulder Stats Applets are at <http://www.bolderstats.com/jmsl/doc/> and Goldstein's Visual Least Squares tool can be found at <http://www.dangoldstein.com/regression.html>

Call for Papers: Special Issue of the Applied Economics Research Bulletin on Theoretical, Empirical, and Experimental Research on Auctions

The Applied Economics Research Bulletin intends to publish a special issue on auctions in its inaugural year. For this purpose high quality papers on theoretical, empirical and experimental research in the area are requested.

To be considered for the special issue on auctions, papers need to be submitted no later than February 1, 2008. To submit a manuscript all you need to do is email a pdf of your paper to Thomas D. Jeitschko (jeitschk@msu.edu) with a cc to Kathy Weaver (weaver.aerbuletin@gmail.com). Please clearly identify that you are intending your paper to be reviewed for the special issue on auctions by including in the subject line of your email AERB Auctions Issue. The paper you send us is exactly how the paper, if accepted, will be published.

There are no specific requirements on manuscript length, format, or style in which references or tables are laid out, etc. Furthermore, your paper can be as long or as short as you want and in whatever style or format you wish. We trust your judgment and in the interest of prompt dissemination of ideas, we have absolutely no such requirements.

There is no fee to submit a manuscript to the Applied Economics Research Bulletin. However, submission implies consent to review a paper under consideration for the special issue. Rather than submitting a full-length referee's report, reviewers are merely required to give a thumbs-up or thumbs-down assessment, coupled with a brief explanation. In the interest of quick dissemination, reviews are generally expected to be completed within a week or two of receipt of the paper—with all reviews

having been completed by February 15 at the latest. Publication of the special issue is targeted for March 15, 2008.

The Future of the European Association for Decision Making

The article below was published by European Association of Decision Making (EADM) president Robin Hogarth in the latest EADM newsletter:

As a professional organization, EADM is a strange animal. It comes to life every two years for the SPUDM conference and then essentially hibernates in the interim. In fact, SPUDM predates EADM and it is important to recall that EADM was created to ensure the continuity of SPUDM conferences. So perhaps that's all it should do?

And yet, several members feel that EADM should be more than just a support for SPUDM. Some question – with no little justification – the return they get for their annual membership dues. After all, SPUDM conferences are supposed to be self-financing.

Last year, as President of EADM, John Maule instigated a series of reflections on this topic amongst the EADM board members. As your new President, I reported on the substance of these discussions at the recent business meeting in Warsaw at SPUDM 21. However, few members attended the business meeting – and since I feel that we had some important things to say – I am taking this opportunity to report on what we said and to solicit your aid.

Attendance at SPUDM conferences – as well as the high quality of the many contributions – attests to the interest and talent for decision making research in Europe. However, this talent and interest is not matched by institutional support. One reason, I feel, is that we are all so busy doing our own “thing” that we fail to see how we can create synergies for all. For example, we miss out collectively on the many individual successes of our members. I strongly believe that when one of our members is successful professionally we should all rejoice in the achievement and literally take and enjoy some of the credit. A further important problem is that we lack information about what is going on in different parts of Europe and people from outside our organization have very little idea about what we do.

Given these issues, let me be more concrete and specify what the Board considers long-term goals for EADM that go beyond just supporting SPUDM conferences. There are three main goals:

1. To create more opportunities for research funding for our members. Currently, this is difficult because each country in Europe jealously deals with its own funding and we need to compete with established disciplines. However, with the advent of the new European Research Council that hopes to operate like the National Science Foundation in the US, things might change – see <http://www.sciencemag.org/cgi/content/full/313/5792/1371>
Clearly, EADM must be aware of what is going on here and be prepared to intervene if necessary, e.g., in the short-term let the ERC know that we exist!

2. To create positions in academic and related institutions for decision researchers. As anyone involved in placing recent PhD's on the academic job market knows, Europe is not a seller's market. There are many barriers and difficulties that result from both our nationalistic tendencies and the lack of regular decision making positions in academic departments.

3. To have the input of decision researchers in important policy decisions affecting our lives as European citizens. As you are no doubt aware, it is quite normal in many policy debates to seek the input of academic economists and sociologists. Moreover these social scientists are typically willing to provide opinions on issues where, in fact, the findings of decision research might be more relevant. Consider, for example, providing people with information about risks, product safety, and other related topics.

In short, the goals of the Board are to increase the image of decision research in Europe – to have positive effects on research funding, academic positions, and influence that reflects our unique knowledge.

These goals were well-received by the few members who attended the business meeting in Warsaw but the real question is how to achieve them. In the short-term, several actions can be taken:

1. Initiate discussions with the new European Research Council. Your President has some contacts here and will follow up on this.

2. Continue to fund small conferences such as we have been doing for the last two years. However, people sponsoring such conferences will be required to investigate their PR potential (see immediately below).

3. Investigate ways in which EADM can use PR to publicize SPUDM, the small conferences, work done by EADM members, and any other newsworthy activities. John Maule's son has a small PR firm in London and is willing to help us on this pro bono (the only cost is that he should be allowed to advertise EADM as one of his clients). Clearly we are at an early stage on this project – help is needed!

4. Develop an attractive and active webpage. In today's world, we believe this to be essential. The webpage should be something that members access on a regular basis, where you find up-to-date information about what research is going on, funding opportunities, job opportunities, interesting ideas for teaching, and so on. The list of topics is limited only by our lack of imagination. In short, the webpage should become a "living newsletter." In early brainstorming on this idea, we also thought of having different access points for different people who might be interested in our webpage – members, university administrators, the general public... To move things forward, we have appointed Gaëlle Villejoubert to lead a "task force" to develop a web that we can be proud of. So, if you have ideas, please contact Gaëlle. As President of EADM, I strongly believe that it is in our collective interest to allocate some of our budget to this project. The webpage is our face to the world.

5. I also intend to discuss with Board members of our sister society, the Society for Judgment and Decision Making, whether there are any ways of creating positive synergies between our two organizations along the lines mentioned above.

Finally, if you have any reactions to the above, please contact me or any of the Board members. Our goal is to promote decision research in Europe.

Conferences

The 3rd Annual Judgment and Decision Making Pre-Conference at the meeting of the Society for Personality and Social Psychology (SPSP) will be held February 7, 2008 in Albuquerque, NM.

The JDM preconference highlights the emerging nexus of social-personality, judgment, and decision making research. The program consists of invited addresses and a poster session.

Poster presentation submissions are now being accepted. For further information, please visit our web site: <http://www.socialthinking.org/jdm.html>

This year's JDM Pre-Conference organizers are happy to field further questions: Ayelet Fishbach, University of Chicago; Peter McGraw, University of Colorado; Neal Roese, University of Illinois; Kelly See, New York University

We are pleased to announce that the 13th FUR conference will be held on July 2-5, 2008 at IESE Business School, University of Navarra, in Barcelona. See <http://www.iese.edu/furXIII> for details and updates.

FUR XIII is the latest in the series of International FUR conferences. FUR is an acronym for The Foundations and Applications of Risk, Utility and Decision Theory. The first FUR conference was held in Oslo in 1982 and was founded by Maurice Allais and Ole Hagen. Since then they have been held in Venice (1984), Aix-en-Provence (1986), Budapest (1988), Duke (1990), Paris (1992), Oslo (1994), Mons (1997), Marrakech (1999), Torino (2001), Paris-Cachan (2004), and Rome (2006).

FUR is truly interdisciplinary, reflected by the fact that its Scientific Committee includes experts in the Decision Sciences from Economics, Management Science, Psychology, Finance, Mathematics, Philosophy, Computer Science and Statistics. The preliminary deadline for submission of papers is April 15, 2008. Accepted papers will be notified by May 10th.

Jie Weiss and Michael Birnbaum invite you to beautiful Fullerton, CA for the 46th Annual Edwards Bayesian Conference. The name of the Conference honors the founder, Ward Edwards, who passed away in 2005.

But the Conference is still run very much the way Ward did it: conversational presentation style, lots of time for discussion, lavish hospitality, and no parallel sessions. We also follow Ward's tradition that the Conference is much more open than its name would suggest. Presentations are accepted if Ward would have been interested in them. That intentionally vague description opens the door to topics in judgment,

decision analysis, and even some statistics. Ward wanted the talks to describe new rather than previously published work, so that he could feel as though he was participating in the baking process. The dates for the Conference are January 9-11, 2008, with the talks scheduled for Thursday and Friday. We maintain a low registration fee (\$60) by having the Conference take place on campus between academic sessions.

Talks will be held on the campus of California State University, Fullerton. There will be a pre-Conference reception at the Chase Suites Wednesday evening, January 9, and a post-Conference party at the nearby home of Jie and David Weiss Friday evening, January 11. We hope that you can arrange your schedule to include these extra-curricular events. Ward often said that what comes through the alcohol-induced fog might prove even more valuable than the talks.

Much more information is available on the Conference website

<http://psych.fullerton.edu/mbirnbaum/bayes/>

Oklahoma-Kansas Judgment and Decision Making conference, April 26 2008.

The Oklahoma-Kansas Judgment and Decision Making conference/workshop will be held in Oklahoma City on Saturday April 26, 2008. This small scale, informal conference allows sharing of research in a friendly, supportive setting. Participants from anywhere are welcome, of course. The call for papers and posters will be sent out in the winter. To receive that email, or the later one with the program schedule, contact Rob Hamm (Robert-hamm@ouhsc.edu), Rick Thomas (rthomas@psychology.ou.edu), or Jim Shanteau (Shanteau@ksu.edu).

The Decision Research Faculty at UC San Diego's Rady School of Management invites submissions of papers, symposia, and posters for the 11th biennial conference on **Behavioral Decision Research in Management (BDRM)**. The conference will be held April 25-26, 2008, at the Rady School of Management's new building overlooking the Pacific Ocean in La Jolla, California.

We encourage submissions of original research in all areas of behavioral decision research, especially as it applies to management and related disciplines. This includes, but is not limited to, consumer behavior, organizational behavior, negotiation, managerial decision making, behavioral finance, experimental and behavioral economics, decision analysis, behavioral strategy, behavioral operations research, behavioral accounting, and medical and legal decision making.

Paper submissions require 400-word (max) abstracts for review and 100-word abstracts for the program. Poster submissions require 100-word abstracts. Abstracts should be submitted electronically.

The submission deadline is January 18, 2008, with final decisions by late February.

Rady School Decision Research Faculty: David Schkade, Uri Gneezy, Craig McKenzie, On Amir, Leif Nelson, Ayelet Gneezy, Uri Simonsohn More information and future updates available at www.bdrm.org.

The 2008 Marketing and Public Policy Conference (MPPC) will be held in Philadelphia, Pennsylvania May 29–31, 2008 at the Loews Hotel with easy access to attractions including Independence Hall and the Liberty Bell, the Constitution Center and the Franklin Institute. The MPPC has an extensive history of discussion on the impact of marketing strategies and tactics on consumer, competitor, and societal problems, the complex ways public policy actions affect solutions to these problems, and the resulting influence of these marketing interventions on marketing practices. Scholars from a variety of academic disciplines are encouraged to attend along with marketing professionals, lawyers, business leaders, legislators and staff members, government representatives, and consumer advocates. General conference information is available at <http://www.villanova.edu/business/excellence/marketing/>

Please be invited to submit a paper to the 2008 NeuroPsychoEconomics Conference in Munich, Germany. The conference will be held from October 9-10, 2008 at the Platzl Hotel, in Munich's Historic Old Town (Sparkassenstrasse 10, Munich, Germany 80331). Deadline for submissions is July 15, 2008. The conference theme of 2008 is: "Neuroeconomics, neuromarketing, and neurofinance - Advancing our understanding of decision making processes"

Manuscripts should combine concepts from neuroscience and/or psychology with problems of business and economics. Topics may include (but are not restricted to):

- Application of concepts and methods from neuroscience and/or psychology in solving business and economics problems (e.g., marketing, behavioral finance, organization science, management, and decision science)
- Analysis of interpersonal behavior (e.g., relationships between customer-supplier, supervisor-subordinate, and/or investor-firm) with the means of neuroscience and/or psychology
- Discussion of ethical and legal issues at the interface of psychology, neuroscience, and business and economics research
- Evaluation of the state of the field of research in neuroeconomics
- Presentation of state-of-the-art techniques for solving neuroeconomic problems

Empirical as well as conceptual manuscripts are welcome. Manuscripts can be written in English or German. The conference language will be English. Manuscripts submitted for the conference must not currently be under review, accepted for publication, or published elsewhere. Please see our website for details at <http://www.jnpe.org>

Call for papers: Economics and Psychology of Football 2008
29 - 30 May 2008, University of Innsbruck

One week prior to the opening match of the EURO 2008, the European Football Championship, the University of Innsbruck (Austria) hosts an international conference on the Economics and Psychology of Football. The objective of this conference is to bring together scholars from around the world who are doing research related to (European) football. Submissions of papers are solicited to be presented at this conference. Possible areas include, for instance, strategic behaviour of coaches and teams, referee behaviour, fallacies of coaches and players, betting and prediction markets both of lay people and experts, labour markets in football as well as team performance and investor behaviour. Both theoretical and empirical/experimental papers are welcome.

The conference will include keynote speeches by Stefan Szymanski (Imperial College London) and Urs Meier (former FIFA referee, Switzerland). Researchers and practitioners who are interested in contributing to this conference are invited to submit either a full paper or an extended abstract of about 600 words via the conference website which features additional information and can be found at: <http://www.uibk.ac.at/experiment/football2008> The deadline for submissions is February 29, 2008. Authors will be notified of acceptance of their paper no later than March 31, 2008.

Presentation of a paper is not a prerequisite for participation. Find all details regarding submissions of papers and registration on the website after January 15, 2008. All participants have to register for the conference before May 1, 2008. Papers presented during the conference will be eligible for publication in a special issue of the Journal of Economic Psychology, upon author approval to be considered and subject to the standard review process of the journal. To be considered for publication in the special issue, final versions of papers need to be submitted to the Journal by July 31, 2008. Please share this announcement with colleagues who might be interested. We look forward to seeing you in Innsbruck! In case you have any questions do not hesitate to contact either Martin Kocher (martin.kocher@lrz.uni-muenchen.de) or Matthias Sutter (matthias.sutter@uibk.ac.at). Conference organizers: Patric Andersson (Stockholm School of Economics), Martin Kocher (University of Munich), Carsten Schmidt (University of Mannheim), Matthias Sutter (University of Innsbruck).

Yale Center for Customer Insights-Call for Abstracts

Abstracts are invited for the annual conference to be held at the Yale School of Management on May 9-10, 2008. This year's conference is sponsored by the Yale Center for Customer Insights and the Marketing Science Institute.

Abstracts should be two pages, double-spaced. They will be reviewed by the conference committee comprised of Ravi Dhar, Subrata Sen, K. Sudhir, N. Novemsky (Yale); Punam Anand Keller (Dartmouth); Rajesh Chandy (Minnesota); Choong Park (USC); Kannan Srinivasan (Carnegie Mellon); Florian Zettelmeyer (Berkeley) and Delaine Hampton (P&G). Each session will allow for the presentation of four papers.

All empirical papers (behavioral and quantitative) are encouraged for all tracks. Preference will be given to those papers that are either multidisciplinary or collaborative. Abstracts should be sent to Eugenia.hayes@yale.edu by February 15, 2008. Please specify who will be presenting at the conference on your paper. Chosen presenters will be notified by March 15, 2008. Presenter's registration fee, travel, and hotel expenses will be paid by the sponsoring institutions.

Abstracts on any of the following topics are welcomed:
 Understanding Customer Choices, Metrics & Marketing Strategy, New Product Innovations,
 Maximizing Brand Performance, Competitive Marketing Strategies, Marketplace Impact

The conference will begin with a reception on Thursday evening, May 8th, and will end at noon on Saturday, May 10th. There will be a celebratory dinner on Friday evening. The registration fee is \$275. Register online at May 2008 conference. Registration begins January 15, 2008. Info at http://cci.som.yale.edu/events/Up_events/Spring08.asp

 2008 Summer Institute In Informed Patient Choice: Interprofessional Education in Decision Support
 Dartmouth College, Hanover, NH, USA June 25 - July 2, 2008

The Background Motivation for SIIPC 2008: Patient-centered care could be improved if the different members of multidisciplinary health care teams can work together in providing high-quality Decision Support /Patients' Decision Aids (DS/PtDAs). Therefore, we need to develop, test, and implement effective, sustainable interprofessional training programs to teach DS/PtDAs as a clinical skill. To do this well, we need to build collaborative links between experts in DS / PtDAs and experts in inter-professional education.

The SIIPC 2008 Format:

Throughout the week, 12 Faculty & 70 selected Fellows will:

- * Identify promising theories, methods, and outcomes evidence for designing educational programs for effective interprofessional training in the clinical practice of DS /PtDAs.
- * Compare different models for implementing interprofessional clinical training programs in DS/PtDAs.
- * Debate whether there's a need to certify clinicians in the practice of DS/PtDAs, and, if so, identify the key principles for establishing a sustainable process for certification.
- * Develop collaborative links among scientists who are prepared to investigate key basic and applied problems in the field of interprofessional education about the clinical practice of DS/DAs.

This discussion, debate, and exploration will take place in lectures, in small workgroups, and in interactive electronically-supported research labs.

Applying for a Summer Institute Fellowship: For application forms and information about the submission process, visit: <http://www.dartmouth.edu/~cecs/cic/2008/index.html>

The application deadline is January 15, 2008. Applicants' submissions will be reviewed by the Planning Committee. Selected Fellows will be notified in April, 2008. Fellows will be provided with housing on the Dartmouth campus, some meals, and course materials.

Announcing a one-day workshop sponsored by The European Association for Decision Making (EADM) and The Centre for Economic Learning and Social Evolution (ELSE): "Unravelling decisions from experience" Saturday 05 January, 2008, London, UK.

Experience-based decision making: In most laboratory research on risky choice, participants are given a description of the probabilities and outcomes associated with each option. However, in many everyday tasks, outcomes and probabilities must be learned or estimated from personal experience or observation. A number of key papers have recently been published that compare decisions from description with decisions from experience (Barron & Erev, 2003; Fox & Hadar, 2006; Hertwig, Barron, Weber, & Erev, 2004, 2006; Weber, Shafir, & Blais, 2004). The discrepancy in patterns of choice between these two classes of decision has led some to call for alternative theories of choice for each type of decision (Hertwig, Barron, Weber, & Erev, 2004). This new programme of research reinvigorates interest in important research on decisions from experience (e.g., the probability matching phenomenon), which was undertaken in the 1950s and 60s. The search for process models of experience-based choice provides an important vehicle for JDM researchers to consider the role of key cognitive mechanisms such as memory and learning in decision making.

The workshop will bring together key researchers working in the burgeoning field that has become known as 'experience-based-decision making'. Confirmed participants include: Greg Barron, Jerker Denrell, Ido Erev, Ralph Hertwig and Robin Hogarth.

For an outline of the workshop programme and details of how to register:
<http://www.essex.ac.uk/psychology/DfExp.html>

Usability, Psychology, and Security 2008. April 14, 2008 San Francisco, CA, USA

OVERVIEW

Information security involves both technology and people. To design and deploy secure systems, we require an understanding of how users of those systems perceive, understand, and act on security risks and threats.

This one-day workshop will bring together an interdisciplinary group of researchers, systems designers, and developers to discuss how the fields of human computer interaction, applied psychology, and computer security can be brought together to inform innovations in secure systems design. We seek to deepen the conversation about usable security to go beyond the user interface, toward developing useful and usable systems of humans and technology.

IMPORTANT DATES

Submissions due: January 18, 2008. Notification of acceptance: February 28, 2008. Final papers due: March 18, 2008. For more information see: <http://www.usenix.org/upsec08/cfp>

The Center for Marketing Communication is sending out the Second Call for Papers for the Conference on NeuroEconomics (ConNEcs) 2008. The conference is concerned with how decision neuroscience can inform consumer and business research, and it takes place at Copenhagen Business School, May 15-16, 2008.

The purpose of the ConNEcs 2008 is to provide an international discussion forum for research in the intersection of the psychology and neuroscience of decision-making and to set a stage for the presentation of recent contributions.

Theoretical, conceptual and empirical studies on (consumer) decision-making and related issues are invited. Methodological papers illustrating the use of measurements of eye-movements, brain scanning, facial expressions, verbal and pictorial scales are encouraged. Papers will be selected based on a peer review process involving experts in all of the above mentioned fields.

Deadline for submitting abstracts is January 15, 2008. More information about the conference is available online at our website: www.connecs.org

Call For Papers: Special Research Forum: Biological Basis Of Business
Guest Editors: Colin Camerer, Drazen Prelec, And Scott Shane

In recent years, researchers have begun to use biological methods to examine issues related to business. Studies have looked at such topics as the role of genetic factors in leadership, entrepreneurship, and job satisfaction; the role of neural circuits in purchasing decisions, investment behavior, and response to financial reward; the effect of hormones on occupational choice, managerial decisions, and risk taking; the physiological effects on employees of workplace stress, organizational reward systems, and leadership styles; and the biological basis of key managerial issues such as strategic responses in competitive situations; the drive for power; and reputation.

This research has generated some fascinating findings. For instance, we now know that there is a genetic component to leadership. We also know that different parts of the neural system are stimulated by immediate and delayed financial reward. And we know that hormones affect occupational choice. While these are only a few illustrative examples of what studies of the biological basis of business have taught us, most management researchers know little about these findings. Much of the research in this vein has been published in journals that management scholars do not routinely follow, and the different studies themselves have been isolated from one another, making it difficult to see the cumulative set of findings and their effect on management unless scholars systematically look for it. We believe that the time is right to bring the biological basis of business to the attention of the mainstream of the management research community.

Our goal in this Special Research Forum is simple, but also broad. We seek to understand how human biology affects business-related behavior. Therefore, we invite papers that examine any aspect of this topic. Our aims are threefold:

- First, we aim to bring together research that examines how biological factors affect different areas of management from organization behavior to entrepreneurship to business strategy to financial decision making to marketing. We believe that the phenomenon orientation of management research often leads researchers examining similar theoretical issues in different areas of business study to fail to connect their work. By organizing a special issue around the theme of biology rather than around different business topics as is often the case in management research, we hope to bring together the findings in disparate areas in a way that illuminates the power of the theme.
- Second, we hope to link together research that takes fundamentally different approaches to examine the biological basis of business. For instance, we want to bring together researchers who conduct behavioral genetics studies with those examining the physiology of emotion and those who use brain imaging to examine brain imaging because we believe that by putting papers from these different perspectives together will help to stimulate thought about the connections between them. These connections are important, we believe, because a biological basis of business will ultimately need to collect all of these pieces into a coherent and related whole.
- Third, we seek to bring to the attention of the academic community in management the widespread research that has been conducted to examine the biological basis of business, both to introduce additional researchers to the methodologies used in this area, to show the important stylized facts that have been collected, and to demonstrate the evidence for theoretical arguments that have been amassed to date.

Because the domain of this research forum is very broad – the examination of any aspect of biology on any aspect of business – we expect that researchers will identify a number of research questions that we have not thought of. However, in the interest of suggesting ideas, prospective contributors may wish to consider (but are certainly not limited to) the following research questions: Is there a biological component to risk taking? If so, what is it? Do hormones affect occupational choice? If so, how? Are there physiological differences between entrepreneurs and/or managers and the rest of the population? If so, what are they? What parts of the brain are used to make different types of managerial decisions? How does brain function affect decisions in organizations? How do emotions affect decision making? What are the neural mechanisms that underlie key organizational issues such as conformity to authority, creativity and innovation, planning, among other things? What is the biological basis of such things as wishful thinking and organizational sense-making? How does brain function lead to anomalies in intertemporal choice? How does advertising tap brain circuitry for desire and reward? Is there a genetic basis for entrepreneurship, creativity and/or innovation? What are the physiological reactions to work environments and how do they affect organizational behavior? What are the physiological effects of different organizational reward mechanisms, such as money, recognition, and power? How do managerial actions affect hormone release? Are reputations, preferences for organizations, and organizational networks, among other things, encoded dopaminergically? How does the neural system affect investment behavior?

Submissions are due no later than June 30, 2008. The editors will select papers to be presented at a conference to take place at Case Western Reserve University on October 20-21, 2008 from among the submissions. The travel and accommodation expenses for one author will be paid for by the conference organizers. The papers presented at the conference will then go through the refereeing process. A subset of the papers presented at the conference will be published in a special issue of Organizational Behavior and Human Decision Processes.

For additional information about the conference or special issue, please contact Scott Shane at scott.shane@case.edu, or 216-368-5538. Submissions should be sent electronically to Scott Shane.

Jobs

Post-Doctoral Study in Consumer Behavior - University of Florida

The Marketing Department at the University of Florida invites applications for a post-doctoral position in consumer behavior. We invite students with backgrounds in experimental research who strive to make both theoretical and applied contributions to the discipline. Students may have a background in behavioral decision making, social cognition, attitude theory, or any other discipline that can contribute to the understanding of consumer behavior.

Post-docs will have the opportunity to work with faculty who are highly recognized within the discipline. Our faculty comprises a number of researchers trained in social and cognitive psychology. Our research interests include various topics in decision making (preference measurement, subjective calibration, context, inter-temporal choice, and framing), social cognition (attitudes and persuasion, self-identity, goal pursuit, and social comparison), unconscious processing, and emotion, to name a few. We are interested in working closely with students to help them develop their research skills and apply them productively in the discipline.

The Marketing Department at the University of Florida has a well-equipped laboratory for behavioral research. Our laboratory consists of 24 lab stations for in-person computerized and pencil-and-paper studies, a network file server, and a web server and software for conducting complex, multimedia web-based experiments.

If you are interested in exploring such a possibility, please send a PDF copy of your vita including three references, a statement of purpose outlining your interests and goals as they relate to our department, GRE/GMAT test scores, and representative publications to Dr. Alan Cooke (alan.cooke@cba.ufl.edu) by February 1, 2008. For more information about our faculty and their research interests, see <http://www.cba.ufl.edu/mkt/>

PhD fellowship available in Decision Making at Brunel University, London. Details can be found at: <http://jobs.ac.uk/jobfiles/DE527.html>

The Human-Technology Interaction group in Eindhoven, has a Ph.D. position open on the topic of Modeling user preferences for MultiMedia recommender systems. MyMedia is an European project about dynamic personalisation of multimedia. The MyMedia consortium brings together seven multidisciplinary partners from universities and the industry.

Within the project, the PhD student will conduct research to develop a conceptual model for user preference and choice to enable automatic selection and presentation of multimedia material interesting to the user. Besides providing input for the development of the recommender system itself, this research will provide more insight into the dynamic preferences of users and how these can be reliably measured, and to what extent users trust the output of these recommender systems in their selection of multimedia content.

Candidates with a master-level degree in Experimental Psychology, Cognitive Psychology or related programs, and an interest in Decision Making are invited to apply. More details can be found at: <http://vacatures.tue.nl/web/Vacature.aspx?VacatureNummer=V%2039.436&Taal=English>

Deadline for submitting an application is January 7, 2008

Mayo Clinic College of Medicine in Rochester, MN, is seeking applicants for a postdoctoral research position to work on designing interventions and to design and conduct clinical trials of interventions to promote shared medical decision making. Examples of current areas of focus include decision aids, redesign of clinical offices, health policy interventions; sharing quantitative information with patients about novel diagnostics and therapeutics; clinical decisions and treatment adherence in patients with chronic conditions; interventions in usual primary care settings.

Research background in applied psychology, health policy, or health services is highly desired; knowledge of health services/clinical research methodology, adequate communication (written and oral) and teamwork skills are required; history of successfully funded grants would be a plus.

Mayo Clinic College of Medicine is a not-for-profit organization that integrates research with clinical practices and education in multi-campus environment. Mayo offers an attractive benefit package. Salary will be determined by the successful candidate's experience. For further information, please visit <http://www.mayo.edu/>

Applications, including curriculum vitae and bibliography, summary of past accomplishments, and the names and email addresses of three references, should be sent to: Victor M. Montori, MD, MSc, c/o Carolyn Valone Bell, Wiser Choices Program, Knowledge and Encounter Research Unit, Mayo Clinic, 200 First Street SW, Rochester, MN 55905

We invite applications for a postdoctoral research fellowship at the Psychology Department, University of Warwick, England. The post is fixed term for 3 years and offers £25,134 pa - £32,796 pa (approximately \$50,941 pa - \$66,492 pa).

This ESRC funded project will investigate risky decision making. You will work with Dr Neil Stewart, running a series of decision-making experiments and analyses to compare different models of decision making. You must have a good undergraduate degree or equivalent, and preferably a doctorate, in

psychology or a related discipline (e.g., economics, computer science). The start date in early 2008 is flexible.

Informal enquiries should be directed to Dr Neil Stewart (neil.stewart@warwick.ac.uk). Closing date: 3 January 2008. Full advert and further details at <http://www2.warwick.ac.uk/fac/sci/psych/jobs>

The University of Illinois at Chicago (UIC) Department of Medical Education (DME) invites applications for an open-rank, tenure-track faculty position; rank commensurate with experience. The ideal candidate for this faculty position will be a junior or mid-career person in the social sciences or education with demonstrated scholarship in cognitive or organizational studies. Practical experience in medical education or other health professions is desirable. MD, PhD, or EdD degree is required.

This academic position carries responsibilities in research, teaching, and service in medical or health professions education. Research and service activities will vary with the specific interests of the applicant. Priority areas of application of the theories and methods of his/her specialty include simulations, faculty development or continuing professional development, distance learning, leadership, instruction, informatics, or performance assessment. The individual in this position will collaborate with other DME and College of Medicine faculty to conduct research and development activities. DME faculty members are also expected to teach and advise graduate students in the department's Master of Health Professions Education (MHPE) program. Candidates should indicate their specific field of expertise (e.g., cognition and simulations or organizational studies and distance learning") and their experience in teaching.

Applicants should indicate their interest by sending a letter, curriculum vitae, and selected publications or other works of scholarship (maximum 3). Please send materials by January 15, 2008 to Georges Bordage, MD, PhD, Professor, Department of Medical Education (M/C 591), University of Illinois at Chicago, 808 S. Wood Street, 986-D CME, Chicago, IL 60612-7309. (bordage@uic.edu)

Department of Operations and Information Management The Wharton School University Of Pennsylvania.

The OPIM Department at the Wharton School is home to faculty with a diverse set of interests in decision-making, information technology, information strategy, operations management, and operations research. We are seeking applications for tenure-track positions starting in the 2008-2009 academic year. Applicants must have the potential for excellence in research and teaching in the OPIM Department's areas of concern. Rank is open. Ph.D. is required.

Applications consisting of PDF files with (i) a one-page cover letter (ii) a resume or CV (iii) at least one research paper (iv) three contacts for letters of recommendation (v) a list of any upcoming conferences at which you plan to present your work should be entered at <http://opim.wharton.upenn.edu/home/recruiting.html>

The department will begin reviewing applications on November 15, 2007. To ensure full consideration, materials should be received by November 15th, but applications will continue to be reviewed until appointments are made. The University of Pennsylvania is an Equal Opportunity Employer. Minorities, females, individuals with disabilities, and veterans are encouraged to apply.

David Mandel is seeking to hire up to 2 Postdoctoral Research Fellows in the behavioral sciences, especially with expertise in judgment and decision making research, statistical modeling, and computer science. Since the fellowships would be administered through the Natural Science and Engineering Council of Canada's (NSERC's) Visiting Fellowships in Canadian Government Laboratories (VF) Program (see http://www.nserc.gc.ca/sf_e.asp?nav=sfnave&lbi=3d), candidates must be Canadian citizens and would be required to obtain an Enhanced security clearance (Level I) to work at Defence R&D Canada. The (non-negotiable) stipend set by NSERC for these fellowships is \$43,724 per year and the duration is 1 year renewable up to three years in total subject to approval. Although administered through NSERC, funding for these positions will come from my project funds. Successful candidates will be expected to contribute to an ongoing project that focuses on developing warning intelligence models for state instability and other conflict indices. Current work, for instance, builds on the modeling efforts of the Political Instability Task Force (PITF). Other aspects of the project focus on understanding how to predict and influence adversarial intent through a better understanding of the interplay of cognitive, affective, and motivational factors. Successful candidates would also be expected to contribute to a program of research devoted to understanding and augmenting human capabilities for intelligence production. The research environment is highly multidisciplinary (the section currently includes defence scientists with backgrounds in physics, psychology, neuroscience, political science, and religious studies, as well as full-time research assistants and undergraduate co-op students). Candidates would be expected to work regular business hours 5 days/week (coffee is included, though). If you know someone who may be interested in this opportunity, I'd be grateful if you let them know. Requests for further information or expressions of interest should be directed to me, preferably initially by email. The start date is negotiable but funding is in place and I hope to recruit at least one candidate to start early in the new year.

Recognition and Awards

Peter Wakker received the Career Achievement Award of the Society for Medical Decision Making in 2007, at the 29th Annual Meeting of the Society for Medical Decision Making, October 24, Pittsburgh, PA, USA.

In August Don Moore won the Cummings Scholar award from the Organizational Behavior division of the Academy of Management, recognizing "significant scholarly achievement at the early- to mid-career stage."

Josh Klayman and Don Kleinmuntz published a profile of Benjamin Kleinmuntz recently: Klayman, J., & Kleinmuntz, D. N. (2007). Benjamin Kleinmuntz (1930 –2006). *American Psychologist*, 62(7), 698. The following is an extract and online at <http://www.decisionsciencenews.com/?p=275>

"In the 1960s, the idea that clinical judgments should be aided, or even replaced, by computerized algorithms was quite radical. Computerized interpretation of standardized tests is accepted now, although its role remains controversial. Benjamin Kleinmuntz was a pioneer in the study of computers in clinical reasoning and a founder of the field of judgment and decision research. He passed away at his home in Wilmette, Illinois, on June 28, 2006, at the age of 76. Ben was born in Cologne, Germany, in 1930 and, as a child, fled Nazi Germany with his family, settling in Brooklyn. He graduated from Brooklyn College in 1952 with a major in literature and was then drafted into the U.S. Army. Luckily for Ben, the Army decided that this college-educated native German speaker would best serve with a NATO intelligence unit located in a French chateau rather than on a Korean battlefield...

Ben's early research concerned statistical methods for identifying psychopathologies and interpreting personality profiles. Frustrated in his initial attempts to secure a faculty position, he accepted a clinical position in the University of Nebraska counseling center. A year later he moved to the Carnegie Institute of Technology (now Carnegie-Mellon University), because the position included a part-time appointment in the Department of Psychology. There Ben met Allen Newell and Herbert Simon and found their work with computer simulations of problem solving and information processing to be very compatible with his own interests and inclinations.

Ben then focused on investigating the use of computers in clinical diagnosis. In 1963, he published an article in *Science* that demonstrated the superiority of computerized personality test interpretation, an idea that was distinctly cutting-edge at the time. He soon became a full-time faculty member in psychology and was promoted to full professor in 1967. With Newell and Simon, he organized the first three Carnegie Symposia on Cognition, an annual series that continues today. He edited three books of influential papers from those symposia. The third volume, *Formal Representation of Human Judgment* (1968), was particularly important to the field of judgment and decision-making research, anticipating many of the developments that launched that field in the 1970s....

In Chicago, Ben renewed his friendship with Hillel Einhorn, whom he first met when Einhorn visited Carnegie- Mellon in 1971. Einhorn had established the Center for Decision Research (CDR) at the University of Chicago. Ben encouraged his eldest son Don to work at the CDR and to join the doctoral program there. Don, Ben, and Hilly collaborated on a 1979 *Psychological Review* article, "Process Tracing and Regression Models of Judgment," which integrated cognitive characterizations of decision processes a la Newell and Simon with statistical models of decision making in the tradition of Meehl. To Ben's delight, he and Don eventually published three more papers together, and Don continued the family business in decision research and its applications.

During the 1980s, Ben (with his student, Julian Szucko) investigated polygraphic lie detection and became an outspoken critic of the method. In 1990, Ben published another article, "Why We Still Use Our Heads Instead of Formulas: Toward an Integrative Approach" (*Psychological Bulletin*), which synthesized the extensive research literature on statistical and intuitive judgment. Many of its themes

remain central in judgment and decision research. As his friend and colleague Zur Shapira remarked, “The beauty of his work stems, among other things, from his effort to not criticize intuition, as many of his colleagues did and do, but rather to integrate it with formal approaches...”.

Online Resources

SJDM Web site

<http://www.sjdm.org>

Judgment and Decision Making – The SJDM journal, entirely free and online

<http://journal.sjdm.org>

SJDM Newsletter – Current and archive copies of this newsletter

<http://www.sjdm.org/newsletters>

SJDM mailing list – List archives and information on joining the email list

<http://www.sjdm.org/mail-archive/jdm-society/>

Decision Science News – Most of the content of this newsletter is released early in blog form here

<http://www.decisionsciencenews.com>

Note from the Editor

I pre-release some of the content of the SJDM newsletter in Web log (blog) form at <http://www.decisionsciencenews.com>. The reasons for this are several. Blogs facilitate: weekly instead of quarterly releases, instant revisions of time-sensitive content (e.g., conference deadline changes), and easy subscription via RSS newsreaders. The newsletter will continue to be published March, June, September, and December on the SJDM site in PDF form, as always.

Headlines from the blog can now be seen on the Society for Judgment and Decision Making home page in the left margin: <http://www.sjdm.org/>