Syllabus 2008
Judgment and Decision Making (18:829:682)

Instructor: Nancy S. Fagley, Ph.D.
Office hours: 2-4:00 Tuesdays and by appointment
Office: Room A355, Psychology Bldg., Busch
Phone: 732-445-2000 ext. 123 (with voice mail) or (732) 745-8771 (home phone with answering machine) or email: fagley@rci.rutgers.edu. Email preferred.

Required Text:


Other readings will be made available through the sakai site for the course or electronic reserve on the library website.

For further reading on JDM topics, I recommend these books:


Course Description:

Reviews theory and research on judgment and decision making, including decision theory, Security-potential/Aspiration theory and judgmental heuristics, framing, and sunk cost effects. Includes research from cognitive and social psychology as well as organizational behavior and management.

Grades:

Grades will be based on a short term paper (30%), a take-home exam (30%), weekly questions based on the readings (10%), and taking responsibility for half of one class session (30%) which involves facilitating discussion of that week's material. Because discussion is a key part of the course, attendance is required. Missing more than three classes will lower one's final grade by one-third of a letter grade (e.g., from an A- to a B+, or from B+ to a B). Topics for the paper need to be approved by the instructor in advance. I will be providing a list of possible topics, and students are welcome to generate their own topics for approval. Papers are due Nov. 26 so that I can read them carefully before grades are due. Late papers will be explicitly penalized.

Supplemental Readings are provided to facilitate further exploration of a topic, such as for your term paper.
Sept. 3  Introductions; Reader Survey; Video on Judgment and Decision Making.

Sept. 10  Selective Perception; Memory
Plous: ch. 1: selective perception
part of ch. 3: memory--first four pages only (we read the rest later)

Articles:

Sept. 17  Context and Understanding; Language & Thought
Plous, ch. 4: Context Dependence
Trabasso (1982) Importance of Context
Garnham & Oakhill (1994) ch 3: Language & Thought


Sept. 24  Labelling and Framing
Plous  5: Plasticity
6: Effects of Question Wording & Framing
Bazerman (1984) Relevance of Kahneman and Tversky's Concept of Framing to Organizational Behavior. J. of Management

Oct. 1  Affect and Decision Making
Isen & Labroo (2003). Some ways in which positive affect facilitates decision making and judgment. In Schneider & Shanteau (Eds), Emerging Perspectives in JDM Research.


Oct. 8  Intuition
Klein chapter: Intuition. In Sources of Power.
Epstein, Pacini, Denes-Raj, & Heier (1996): Intuitive vs. Analytical Thinking Styles, JPSP

Oct. 15  Theories of Decision Making: Applications of Framing
Plous ch. 7: Expected Utility Theory;
Plous Ch. 9: Descriptive Models of Decision Making
Research

Oct. 22  A Taxonomy of Judgment Shortcomings; Image Theory
Fagley (1993) original manuscript + reviewer comments, as well as Psych. Bulletin note
Beach & Mitchell (1996) Image Theory: a Unifying Perspective (chapter 1) in L. R. Beach

Oct. 29  Heuristics: Representativeness and Availability
Plous  10: Representativeness Heuristic
   11: Availability Heuristic
Huber (1986). Managerial Applic. of Judgmental Biases and Heuristics. OB Teaching
Review

Nov. 5  More on Heuristics: Anchoring
Plous  13: Anchoring & Adjustment Bias
Pain and Sharpley (1989). Varying the Order in which Pos & Neg Info is Presented. JCP
Psych.

Nov. 12  Probability, Risk, and Randomness
Plous ch. 12: Probability & Risk
   14: Perception of Randomness
Eddy (1982). Probabilistic reasoning in clinical medicine: Problems and
opportunities. In D. Kahneman, P. Slovic, and A. Tversky (Eds.), Judgment
Gigerenzer & Edwards (2007). Simple tools for understanding risks: from innumeracy to
insight. BMJ
Maltreatment

Nov. 19  Correlation, Causation, & Attribution
Plous  ch. 15: Correlation, Causation, & Control
   16: Attribution Theory
Biases in Clinical Practice, in Turk & Salovey book
Jordan, Harvey, & Weary (1988) Attributional Biases in Clinical Decision Making, from
Turk & Salovey book
Nov. 26  **Papers Due  6pm Wednesday -- send via email**
***but no class***    Happy Thanksgiving!

Dec. 3  **Social Influence, Group Decisions, & Overconfidence**
Plous  17: Social Influence
18: Group judgments & decisions
19: Overconfidence


Dec. 10  **Self-fulfilling Prophecy; Stigma & Labeling; Behavioral Traps**
Plous  ch. 20: Self-fulfilling prophecy
21: Behavioral Traps
Larrick (1990) Teaching Cost Benefit Reasoning. *Psychological Science*
Eden (1986) OD and Self-fulfilling Prophecy. *JABS*

Supplemental: Garb (1997) Race, Social Class, & Gender Bias. *Clinical Psychology: Science & Practice*

Dec. 17  **Hindsight Bias; Debiasing; Considering our own bias**
Plous: Afterword--Taking a Step Back
Hindsight bias--the rest of Plous chapter 3


Other Supplemental papers:
Tetlock (2002) Pragmatic Politician Metaphor
Lowenstein and Weber (2001) Risk as Feelings

Psychopathology and Decision Making:
Rassin & Muris (2005). To be or not to be…indecisive: Gender differences, correlations with obsessive-compulsive complaints, and behavioural manifestation. *PID*
Jackson et al. (1999). Relationship between indecisiveness and neuroticism. *PID*

Special Issue of *Journal of Behavioral Decision Making on Clinical Judgment*:
Arkes_Comparing Holistic and Disaggregated Ratings_JBDM 2006
Dana_In defense of Clinical Judgment_JBDM 2006
Morera n Dawes_Clin and Stat Prediction After 50 Years_JBDM 2006
Promberger n Baron_Do Patients Trust Computers_JBDM 2006
Weiss Shanteau_People Who Judge People_JBDM 2006