

## Judgment And Decision Making An Interdisciplinary Reader Cambridge Series On Judgment And Decision Making

This volume explores how and why people make judgments and decisions that have economic consequences, and what the implications are for human well-being. It provides an integrated review of the latest research from many different disciplines, including social, cognitive, and developmental psychology; neuroscience and neurobiology; and economics and business. The book has six areas of focus: historical foundations; cognitive consistency and inconsistency; heuristics and biases; neuroeconomics and neurobiology; developmental and individual differences; and improving decisions. Throughout, the contributors draw out implications from traditional behavioral research as well as evidence from neuroscience. In recent years, neuroscientific methods have matured, beyond being simply correlational and descriptive, into theoretical prediction and explanation, and this has opened up many new areas of discovery about economic behavior that are reviewed in the book. In the final part, there are applications of the research to cognitive development, individual differences, and the improving of decisions. The book takes a broad perspective and is written in an accessible way so as to reach a wide audience of advanced students and researchers interested in behavioral economics and related areas. This includes neuroscientists, neuropsychologists, clinicians, psychologists (developmental, social, and cognitive), economists and other social scientists; legal scholars and criminologists; professionals in public health and medicine; educators; evidence-based practitioners; and policy-makers.

Behavioral decision research offers a distinctive approach to understanding and improving decision making. It combines theory and method from multiple disciplines (psychology, economics, statistics, decision theory, management science). It employs both empirical methods, to study how decisions are actually made, and analytical ones, to study how decisions should be made and how consequential imperfections are. This book brings together key publications, selected to represent the major topics and approaches used in the field. Put in one place, with integrating commentary, it shows the common elements in a research program that represents the scope of the field, while offering depth in each. Together, they provide a vision for what has become a burgeoning field.

In the Second Edition of *Rational Choice in an Uncertain World* the authors compare the basic principles of rationality with actual behaviour in making decisions. They describe theories and research findings from the field of judgment and decision making in a non-technical manner, using anecdotes as a teaching device. Intended as an introductory textbook for advanced undergraduate and graduate students, the material not only is of scholarly interest but is practical as well. The Second Edition includes: - more coverage on the role of emotions, happiness, and general well-being in decisions - a summary of the new research on the neuroscience of decision processes - more discussion of the adaptive value of (non-rational heuristics) - expansion of the graphics for decision trees, probability trees, and Venn diagrams. The central goal of this volume is to bring the learning perspective into the discussion of intuition in judgment and decision making. The book gathers recent work on intuitive decision making that goes beyond the current dominant heuristic processing perspective. However, that does not mean that the book will strictly oppose this perspective. The unique perspective of this book will help to tie together these different conceptualizations of intuition and develop an integrative approach to the psychological understanding of intuition in judgment and decision making. Accordingly, some of the chapters reflect prior research from the heuristic processing perspective in the new light of the learning perspective. This book provides a representative overview of what we currently know about intuition in judgment and decision making. The authors provide latest theoretical developments, integrative frameworks and state-of-the-art reviews of research in the laboratory and in the field. Moreover, some chapters deal with applied topics. *Intuition in Judgment and Decision Making* aims not only at the interest of students and researchers of psychology, but also at scholars from neighboring social and behavioral sciences such as economy, sociology, political sciences, and neurosciences.

This book offers an overview of recent research on the psychology of judgment and decision making, the field that investigates the processes by which people draw conclusions, reach evaluations, and make choices. An introductory, historically oriented chapter provides a way of viewing the overall structure of the field, its recent trends, and its possible directions. Subsequent sections present significant recent papers by prominent researchers, organized to reveal the currents, connections, and controversies that animate the field. Current trends in the field are illustrated with papers from ongoing streams of research. The papers on "connections" explore memory, explanation and argument, affect, attitudes, and motivation. Finally, a section on "controversies" presents problem representation, domain knowledge, content specificity, rule-governed versus rule-described behavior, and proposals for radical departures and new beginnings in the field. Students and researchers in psychology who have an interest in cognitive processes will find this text to be rewarding reading.

In situations requiring careful judgment, every individual is influenced by their own biases to some extent. With Bazerman's new seventh edition, readers can quickly learn how to overcome those biases to make better managerial decisions. The book examines judgment in a variety of organizational contexts, and provides practical strategies for changing and improving decision-making processes so that they become part of one's permanent behavior.

How do we make the judgments that inform our lives? Is there any way of consciously removing bias from the choices we make? What do our everyday personal decisions have in common with those made by groups, companies, and even nations? In this engaging and innovative textbook, Nancy Kim presents a multidisciplinary introduction to the dynamic field of judgment and decision-making. This lucidly written text delivers insights from cognitive psychology, aptly combining with interdependent findings from fields as diverse as neuropsychology, behavioural economics, social, developmental and clinical psychology, and philosophy. Offering not only a comprehensive explanation of the neurological structures and cognitive processes that underlie how we make decisions and form judgments in our everyday lives, readers can expect to learn the implications of these decisions upon an individual's prospects for health and longevity. Understanding behaviour is a central aspect of inquiry in the psychology discipline and as such this book is an essential companion for students taking undergraduate psychology, cognitive psychology and cognitive neuroscience courses; particularly those which include a module in judgment and decision-making. This text may also be helpful for undergraduate and postgraduate business courses on the subject.

From the Nobel Prize-winning author of *Thinking, Fast and Slow* and the coauthor of *Nudge*, a revolutionary exploration of why people make bad judgments and how to make better ones--"a tour de force" (New York Times). Imagine that two doctors in the same city give different diagnoses to identical patients—or that two judges in the same courthouse give markedly different sentences to people who have committed the same crime. Suppose that different interviewers at the same firm make different decisions about indistinguishable job applicants—or that when a company is handling customer complaints, the resolution depends on who happens to answer the phone. Now imagine that the same doctor, the same judge, the same interviewer, or the same customer service agent makes different decisions depending on whether it is morning or afternoon, or Monday rather than Wednesday. These are examples of noise: variability in judgments that should be identical. In *Noise*, Daniel Kahneman, Olivier Sibony, and Cass R. Sunstein show the detrimental effects of noise in many fields, including medicine, law, economic forecasting, forensic science, bail, child protection, strategy, performance reviews, and personnel selection. Wherever there is judgment, there is noise. Yet, most of the time, individuals and organizations alike are unaware of it. They neglect noise. With a few simple remedies, people can reduce both noise and bias, and so make far better decisions. Packed with original ideas,

and offering the same kinds of research-based insights that made *Thinking, Fast and Slow* and *Nudge* groundbreaking New York Times bestsellers, *Noise* explains how and why humans are so susceptible to noise in judgment—and what we can do about it.

*Judgment, Decision-Making and Success in Sport* presents a thorough overview and assessment of the study of Judgment and Decision-Making (JDM) in sports psychology, and represents an important source of information for those interested in the possible causes and reasons for success and failure in sport. The only book to apply the principles of JDM to sport Applies theory to practice by looking at problems of athletes, coaches, and referees and providing recommendations for dealing with them Offers an overview of current JDM research Useful for psychologists, physical education teachers, sports scientists, and researchers in this field

Identifies how human judgment and decision making may evolve, develop and be learned or trained.

This volume brings together classic key concepts and innovative theoretical ideas in the psychology of judgment and decision-making in social contexts. The chapters of the first section address the basic psychological processes underlying judgment and decision-making. The guiding question is "What information comes to mind and how is it transformed?" The second section poses the question of how social judgments and decisions are to be evaluated. The chapters in this section present new quantitative models that help separate various forms of accuracy and bias. The third section shows how judgments and decisions are shaped by ecological constraints. These chapters show how many seemingly complex configurations of social information are tractable by relatively simple statistical heuristics. The fourth section explores the relevance of research on judgment and decision making for specific tasks of personal or social relevance. These chapters explore how individuals can efficiently select mates, form and maintain friendship alliances, judiciously integrate their attitudes with those of a group, and help shape policies that are rational and morally sound. The book is intended as an essential resource for senior undergraduates, postgraduates, researchers, and practitioners.

Explores decision making in organizations, highlighting the roles of incentive, conflict, power and politics.

*Cognitive Sophistication and the Development of Judgment and Decision-Making* reviews the existing literature on the development of reasoning, judgment and decision-making, with a primary focus on measures from the heuristics and biases tradition. The book presents a model based on cognitive sophistication to examine the development of judgment and decision-making, including age related differences in developmental samples, associations with intellectual abilities and executive functions, and associations with dispositional tendencies that support judgment and decision-making. Additional sections cover the empirical findings of a longitudinal study conducted over seven years that tie together the discussed aspects related to cognitive sophistication. This book will provide a much-needed description of the theoretical and conceptual issues, a review of empirical findings, and an integrative summary of the implications for developmental models of reasoning, judgment and decision-making. Explores whether individual heuristics and biases are associated Reviews individual differences in cognitive abilities and thinking dispositions Examines reasoning from the lens of cognitive sophistication Discusses the implications for models, including dual process models Tests and elaborates using empirical findings from a longitudinal study

How do we make the judgments that inform our lives? Is there any way of consciously removing bias from the choices we make? What do our everyday personal decisions have in common with those made by groups, companies, and even nations? In this innovative textbook, Nancy Kim presents a multidisciplinary introduction to the dynamic field of judgment and decision-making. Throughout the book, insights from traditional cognitive approaches are combined with findings from fields as diverse as neuropsychology, behavioural economics, social, developmental and clinical psychology, and philosophy. It is an essential companion to any student taking a first course in judgement and decision-making, or a general survey course in cognitive psychology. *Judgment and Decision-Making*: Covers an enormous breadth of material in a rigorous and thoughtful manner, remaining accessible without over-simplifying the field Surveys both classic and contemporary research and builds beyond findings from laboratory settings to emphasise real-world application of theory in many different contexts Features learning goals, suggested readings, questions for discussion and detailed walk-throughs of example problems to show how students can apply theory to their own homework, classwork or research *Judgment and Decision Making* is a refreshingly accessible text that explores the wide variety of ways people make judgments. An accessible examination of the wide variety of ways people make judgments Features up-to-date theoretical coverage, including perspectives from evolutionary psychology and neuroscience Covers dynamic decision making, everyday decision making, individual differences, group decision making, and the nature of mind and brain in relation to judgment and decision making Illustrates key concepts with boxed case studies and cartoons

Decision making plays a crucial role in managerial life. But too often, our decisions are clouded by personal biases and uncertainty. This book shows readers how to identify their own biases in order to make better decisions.

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Employees are constantly making decisions and judgments that have the potential to affect themselves, their families, their work organizations, and on some occasion even the broader societies in which they live. A few examples include: deciding which job applicant to hire, setting a production goal, judging one's level of job satisfaction, deciding to steal from the cash register, agreeing to help organize the company's holiday party, forecasting corporate tax rates two years later, deciding to report a coworker for sexual harassment, and predicting the level of risk inherent in a new business venture. In other words, a great many topics of interest to organizational researchers ultimately reduce to decisions made by employees. Yet, numerous entreaties notwithstanding, industrial and organizational psychologists typically have not incorporated a judgment and decision-making perspective in their research. The current book begins to remedy the situation by facilitating cross-pollination between the disciplines of organizational psychology and decision-making. The book describes both laboratory and more "naturalistic" field research on judgment and decision-making, and applies it to core topics of interest to industrial and organizational psychologists: performance appraisal, employee selection, individual differences, goals, leadership, teams, and stress, among others. The book also suggests ways in which industrial and organizational psychology research can benefit the discipline of judgment and decision-making. The authors of the chapters in this book conduct research at the intersection of organizational psychology and decision-making, and consequently are uniquely

positioned to bridging the divide between the two disciplines.

Measurement, Judgment, and Decision Making provides an excellent introduction to measurement, which is one of the most basic issues of the science of psychology and the key to science. Written by leading researchers, the book covers measurement, psychophysical scaling, multidimensional scaling, stimulus categorization, and behavioral decision making. Each chapter provides a useful handbook summary and unlocks the door for a scholar who desires entry to that field. Any psychologist who manipulates an independent variable that affects a psychological construct or who uses a numerical dependent variable to measure a psychological construct will want to study this book. Written by leading researchers in fields of measurement, psychophysical scaling, multidimensional scaling, stimulus categorization, and behavioral decision making Provides basic definitions and summaries of theories Presents summaries and citations to relevant literature Contains new developments, current controversies, and open questions Explains relationships among fields and historical links

A comprehensive, up-to-date examination of the most important theory, concepts, methodological approaches, and applications in the burgeoning field of judgment and decision making (JDM) Emphasizes the growth of JDM applications with chapters devoted to medical decision making, decision making and the law, consumer behavior, and more Addresses controversial topics from multiple perspectives – such as choice from description versus choice from experience – and contrasts between empirical methodologies employed in behavioral economics and psychology Brings together a multi-disciplinary group of contributors from across the social sciences, including psychology, economics, marketing, finance, public policy, sociology, and philosophy 2 Volumes

The Blackwell Handbook of Judgment and Decision Making is a state-of-the art overview of current topics and research in the study of how people make evaluations, draw inferences, and make decisions under conditions of uncertainty and conflict. Contains contributions by experts from various disciplines that reflect current trends and controversies on judgment and decision making. Provides a glimpse at the many approaches that have been taken in the study of judgment and decision making and portrays the major findings in the field. Presents examinations of the broader roles of social, emotional, and cultural influences on decision making. Explores applications of judgment and decision making research to important problems in a variety of professional contexts, including finance, accounting, medicine, public policy, and the law.

Professionals in child welfare and protection are often required to make decisions--fraught with many difficulties and shortcomings--that have crucial implications for children and families. There are many indications that these decisions are frequently unreliable and involve unavoidable errors in judgement due to the uncertainties. Despite the central role of judgements in the field, child welfare and protection training and research programs pay limited attention to leveraging the human factors aspect of practice. Although extensive research exists in relevant areas--such as medicine, psychology, business administration, and economics--little has been done to help develop, transfer, and translate scientific knowledge to the child welfare arena. Decision-Making and Judgment in Child Welfare and Protection pulls together the best internationally sourced expertise and makes it accessibly available and applicable to scholars, educators, practitioners, students, and policymakers--the key stakeholders in child protective services and child welfare.

Behavioral decision research provides many important insights into managerial behavior. From negotiation to investment decisions, the authors weave behavioral decision research into the organizational realm by examining judgment in a variety of managerial contexts. Embedded with the latest research and theories, Managerial Decision Making 8th Edition gives students the opportunity to understand their own decision-making tendencies, learn strategies for overcoming cognitive biases, and become better decision makers.

Children face an overwhelming amount of information and a range of different choices every day, and so there has never been a more important time to understand how children learn to make judgments and decisions in our modern world. Individual Differences in Judgment and Decision-Making presents cutting-edge developmental research to advance our knowledge and understanding of how these competencies emerge. Focusing on the role of individual differences, the text provides a complementary theoretical approach to understanding the development of judgment and decision-making skills, and how and why these competencies vary within and between different periods of development. Sampling a diverse set of developmental paradigms and measures, as well as considering typical and atypically developing samples, this volume provokes thinking about how we can support our children and youth to help them make better choices. Drawing on the expertise of a range of international contributors, this book will be of interest to students and researchers of thinking and reasoning from both cognitive and developmental psychology backgrounds.

A timely and comprehensive study on behavioural decision-making within the field of accounting.

Human Judgment and Decision Processes is a collection of papers that covers the various theoretical frameworks that relate judgment to decision making. The book is comprised of 10 chapters that cover both mathematical models involved in decision making and interpersonal aspect of judgment process. The first five chapters cover papers about decision making. The subjects of the papers include multiattribute utility measurement for social decision making; portfolio theory and the measurement of risk; and information-integration analysis of risky decision making. The other half of the text deals with the judgment process, which includes topics such as interaction of judge and informational components; judgment and decision processes in the formation and change of social attitudes; and the role of probabilistic and syllogistic reasoning in cognitive organization and social inference. The book will be of great use to psychologists involved in research on human judgment and decision process.

Author is a leading theorist in negotiation and decision-making.

Research on human judgment and decision making has been strongly guided by a normative/descriptive approach, according to which human decision making is compared to the normative models provided by decision theory, statistics, and the probability calculus. A common empirical finding has been that human behavior deviates from the prescriptions by normative models--that judgments and decisions are subject to cognitive biases. It is interesting to note that Swedish research on judgment and decision making made an early departure from this dominating mainstream tradition, albeit in two different ways. The Neo-Brunswikian research highlights the relationship between the laboratory task and the adaptation to a natural environment. The process-tracing approach attempts to identify the cognitive processes before, during, and after a decision. This volume summarizes current Swedish research on judgment and decision making, covering topics, such as dynamic decision making, confidence research, the search for dominance structures and differentiation, and social decision making.

Judgment, Decision-Making, and Embodied Choices introduces a new concept of embodied choices which take sensorimotor experiences into account when limited time and resources forces a person to make a quick decision. This book combines areas of cognitive psychology and movement science, presenting an integrative approach to understanding human functioning in everyday scenarios. This is the first book focusing on the role of the gut as a second brain, introducing the link to risky behavior. The book's author engages readers by providing real-life

experiences and scenarios connecting theory to practice. Discusses the role of gut feelings and the brain-gut behavior connection Demonstrates that behavior influences decision and other people's perceptions about mood or character Includes research on medical decisions and shopping decisions Illustrates how to train embodied choices

Human Judgment and Decision Processes in Applied Settings is the second to two volumes that attempt to define the areas of progress in the understanding of human decision making processes. The first volume, Human Judgment and Decision Processes (Academic Press, 1975) was concerned with formal and mathematical approaches to the problems of judgment and decision making. The major theoretical orientations (information integration theory, signal detection theory, portfolio theory, and multiattribute-utility measurement) were presented and their rationales discussed. The present volume is concerned with the application of these theories, and the various techniques derived from them, to the problems of decision making in the everyday world. The chapters reflect the many modifications and adjustments that must be made to mathematical rules in order to apply decision theory models in the real world. The tools described serve a broad variety of interests: those of the urban health or social planner, the organizational manager, the researcher, the educator, and, in fact, all of those who must weight evidence to reach decisions. Planner, manager, researcher, teacher, policymaker—all will find assistance in overcoming the commonly encountered roadblocks when one must choose between alternatives in what remains an uncertain world.

This work examines issues such as medical diagnosis, weather forecasting, labour negotiations, risk, public policy, business strategy, eyewitnesses, and jury decisions. This is a revision of Arkes and Hammond's 1986 collection of papers on judgment and decision-making. Updated and extended, the focus of this volume is interdisciplinary and applied.

In recent years, newspaper articles, television specials, and other media events have focused on the numerous hard decisions faced by today's youth, often pointing to teen pregnancy, drug use, and delinquency as evidence of faulty judgment. Over the past 10 years, many groups - including parents, educators, policymakers, and researchers - have become concerned about the decision-making abilities of children and adolescents, asking why they make risky choices, how they can be taught to be better decision makers, and what types of age-related changes occur in decision making. This book serves as a starting point for those interested in considering new ways of thinking about the development of these issues. The purpose is to bring together the voices of several authors who are conducting cutting-edge research and developing new theoretical perspectives related to the development of judgment and decision making. The Development of Judgment and Decision Making in Children and Adolescents is divided into three parts: Part I presents three distinctive developmental models that offer different explanations of "what develops" and the relative importance of different cognitive components and experiential components that may be important for developing judgment and decision making skills. Part II emphasizes the emotional, cultural, and social aspects of decision making--three topics that have been influential in the adult literature on judgment and decision making but are just beginning to be explored in the developmental area. Part III provides three examples of research that applies developmental and decision making models to practical research questions. This book is intended for the professional market or for graduate courses on decision making or cognitive or social development.

Covering core judgement and decision making skills, this book includes contributions and case studies from a range of fields including intensive care, midwifery, and community setting and a mental health unit. It also discusses creative thinking for whole systems working, advance practice and developing skills.

Researchers in a growing number of fields--public policy, law, business, medicine, psychology, engineering, and others--are working to understand and improve human judgment and decision making. This book, which presupposes no formal training, brings together a selection of key articles in the area, with careful organization, introduction and commentaries. Issues involving medical diagnosis, weather forecasting, labor negotiations, risk, public policy, business strategy, eyewitnesses, and jury decisions are treated in this largely expanded volume. This is a revision of Arkes and Hammond's 1986 collection on judgment and decision making. Updated and extended, the focus of this volume is interdisciplinary and applied.

The first international handbook to bring the areas of reasoning, judgment and decision making together, now in paperback format. The book brings three of the important topics of thinking together - reasoning, judgment and decision making and discusses key issues in each area. The studies described range from those that are purely laboratory based to those that involve experts making real world judgments, in areas such as medical and legal decision making and political and economic forecasting. International collection of original chapters by leading researchers in the field Several chapters contain important new theoretical perspectives Paperback version is more affordable for individual researchers

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