Structure Of Decision The Cognitive Maps Of Political Elites Princeton Legacy Library

Since 1972, scientists from all over the world working on fundamental questions of echinoderm biology and palaeontology have conferred every three years to exchange current views and results. The 11th International Echinoderm Conference held at the University of Munich, Germany, from 6-10 October 2003,continued this tradition. This volume comprises 95 submitted papers and 96 abstracts covering a wide spectrum from innovative student contributions to the lessons learnt from experienced specialists. The content of the contributions ranges from original research results to the latest synopses concerning a variety of topics, including visual sensing, larval cloning, mutable collagenous tissues, sea urchin aqua-culture, deuterostome phylogeny, palaeobiology and taphonomy.

This book offers an exciting new collection of recent research on the actual processes that humans use when making decisions in their everyday lives and in business situations. The contributors use cognitive psychological techniques to break down the constituent processes and set them in their social context. The contributors are from many different countries and draw upon a wide range of techniques, making this book a valuable resource to cognitive psychologists in applied settings, economists and managers.

The Psychology of Learning and Motivation publishes empirical and theoretical contributions in cognitive and experimental psychology, ranging from classical and instrumental conditioning to complex learning and problem solving. This guest-edited special issue is devoted to research and discussion on decision making from a cognitive perspective. Topics include judgment and decision making with respect to memory processes and techniques, domain-specificity, and confirmation bias. Key Features * Synthesis of decision and cognitive research * New theoretical treatments of critical phenomena * New findings and systematic reviews of past work * Coverage of preference, inference, prediction, and hypothesis-testing * Written by the new leading generation of researchers

This collection of papers and abstracts stems from the third meeting in the series of Sperlonga workshops on Cognitive Models of Speech Processing. It presents current research on the structure and organization of the mental lexicon, and on the processes that access that lexicon. The volume starts with discussion of issues in acquisition and consideration of questions such as, 'What is the relationship between vocabulary growth and the acquisition of syntax?', and, 'How does prosodic information, concerning the melodies and rhythms of the language, influence the processes of lexical and syntactic acquisition?'. From acquisition, the papers move on to consider the manner in which contemporary models of spoken word recognition and production can map onto neural models of the recognition and production processes. The issue of exactly what is recognised, and when, is dealt with next - the empirical findings suggest that the function of something to which a word refers is accessed with a different time-course to the form of that something. This has considerable implications for the nature, and content, of lexical representations. Equally important are the findings from the studies of disordered lexical processing, and two papers in this volume address the implications of these disorders for models of lexical representation and process (borrowing from both empirical data and computational modelling). The final paper explores whether neural networks can successfully model certain lexical phenomena that have elsewhere been assumed to require rule-based processes.

Three aspects of the world to which people can react (events, actions of agents and objects) are used to characterize a wide range of emotions and reveal the cognitions that underlie distinct types of human emotion.

Traditional approaches to cognitive psychology correspond with a classical view of logic and probability theory. More specifically, one typically assumes that cognitive processes of human thought are founded on the Boolean structures of classical logic, while the probabilistic aspects of these processes are based on the Kolmogorovian structures of classical probability theory. However, growing experimental evidence indicates that the models founded on classical structures systematically fail when human decisions are at stake. These experimental deviations from classical behavior have been called `paradoxes', `fallacies', `effects' or `contradictions', depending on the specific situation where they appear. But, they involve a broad spectrum of cognitive and social science domains, ranging from conceptual combination to decision making under uncertainty, behavioral economics, and linguistics. This situation has constituted a serious drawback to the development of various disciplines, like cognitive science, linguistics, artificial intelligence, economic modeling and behavioral finance. A different approach to cognitive psychology, initiated two decades ago, has meanwhile matured into a new domain of research, called 'quantum cognition'. Its main feature is the use of the mathematical formalism of quantum theory as modeling tool for these cognitive situations where traditional classically based approaches fail. Quantum cognition has recently attracted the interest of important journals and editing houses, academic and funding institutions, popular science and media. Specifically, within a quantum cognition approach, one assumes that human decisions do not necessarily obey the rules of Boolean logic and Kolmogorovian probability, and can on the contrary be modeled by the quantum-mechanical formalism. Different concrete quantum-theoretic models have meanwhile been developed that successfully represent the cognitive situations that are classically problematical, by explaining observed deviations from classicality in terms of genuine quantum effects, such as `contextuality', `emergence', `interference', `superposition', `entanglement' and `indistinguishability'. In addition, the validity of these quantum models is convincingly confirmed by new experimental tests. We also stress that, since the use of a quantum-theoretic framework is mainly for modeling purposes, the identification of quantum structures in cognitive processes does not presuppose (without being incompatible with it) the existence of microscopic quantum processes in the human brain. In this Research Topic, we review the major achievements that have been obtained in quantum cognition, by providing an accurate picture of the state-of-the-art of this emerging discipline. Our overview does not pretend to be either complete or exhaustive. But, we aim to introduce psychologists and social scientists to this challenging new research area, encouraging them, at the same time, to consider its promising results. It is our opinion that, if continuous progress in this domain can be realized, quantum cognition can constitute an important breakthrough in cognitive psychology, and potentially open the way towards a new scientific paradigm in social science.

This book endorses Coleridge's statement: "nothing can permanently please which does not contain in itself the reason why it is so". It conceives of "Kubla Khan" as of a hypnotic poem, in which the "obtrusive rhythms" produce a hypnotic, emotionally heightened response, giving false security to the "Platonic Censor", so that our imagination is left free to explore higher levels of uncertainty. Critics

intolerant of uncertainty tend to account for the poem's effect by extraneous background information. The book consists of three parts employing different research methods. Part One is speculative, and discusses three aspects of a complex aesthetic event: the verbal structure of "Kubla Khan", validity in interpretation, and the influence of the critic's decision style on his critical decisions. The other two parts are empirical. Part Two explores reader response to gestalt qualities of rhyme patterns and hypnotic poems in perspective of decision style and professional training. Part Three submits four recordings Of the poem by leading British actors to instrumental investigation.

This important edited volume is the first such book ever published on fuzzy cognitive maps (FCMs). Professor Michael Glykas has done an exceptional job in bringing together and editing its seventeen chapters. The volume appears nearly a quarter century after my original article "Fuzzy Cognitive Maps" appeared in the International Journal of Man-Machine Studies in 1986. The volume accordingly reflects many years of research effort in the development of FCM theory and applications—and portends many more decades of FCM research and applications to come. FCMs are fuzzy feedback models of causality. They combine aspects of fuzzy logic, neural networks, semantic networks, expert systems, and nonlinear dynamical systems. That rich structure endows FCMs with their own complexity and lets them apply to a wide range of problems in engineering and in the soft and hard sciences. Their partial edge connections allow a user to directly represent causality as a matter of degree and to learn new edge strengths from training data. Their directed graph structure allows forward or what-if inferencing. FCM cycles or feedback paths allow for complex nonlinear dynamics. Control of FCM nonlinear dynamics can in many cases let the user encode and decode concept patterns as fixed-point attractors or limit cycles or perhaps as more exotic dynamical equilibria. These global equilibrium patterns are often "hidden" in the nonlinear dynamics. The user will not likely see these global patterns by simply inspecting the local causal edges or nodes of large FCMs.

This book contains an edited selection of papers presented at the Eighth Research Conference on Subjective Probability, Utility and Decision Making, held in Budapest. Together they span a wide range of new developments in studies of decision making, the practice of decision analysis and the development of decision-aiding technology. The volume is arranged in sections: Societal Decision Making; Organizational Decision Making; Aiding the Structuring of Small Scale Decision Problems, and Tracing Decision Processes. The emphasis is on decision processes and structures and their applications, rather than formal modelling in isolation, thus reflecting current developments in research and practice which follow from the understanding of the nature and operation of decision theoretical models gained during the 1970's. The fifth section, A Symposium on the Validity of Studies on Heuristics and Biases, is of a different nature. The papers take stock of the considerable volume of work investigation ``heuristics and biases'' in decision making over the past decade, and their implication for theory and practice.

"This cohesive treatment of cognitive radio and networking technology integrates information and decision theory to provide insight into relationships throughout all layers of networks "and across all wireless applications. It encompasses conventional considerations of spectrum and waveform selection, and covers topology determination, routing policies, content positioning, and future hybrid architectures that fully integrate wireless and wired services. Features specific examples of decision-making structures and criteria required to extend network density and scaling to unprecedented levels. - Integrates sensing, control plane and content operations into a single cohesive structure - Provides simpler and more powerful models of network operation - Presents a unique approach to decision-making and mechanisms to adjust control plane activity to ensure network scaling. - Generalises the concepts of shared and adaptive spectrum policies - Addresses network transport operations and dynamic management of cognitive wireless networks' own information seeking behaviour"--

Business runs on decisions. Business relies on estimates, plans, and projections - and we all know how accurate they tend to be. Careers are made, careers are broken based on perceived accuracy in estimation and planning. But what if the successes and failures of these projects were not based on the prowess of those making the plans? What if successes and failures were instead the result of a more complex set of events? What if our own cognitive biases - our own brains - were creating our inaccuracies, our poor assumptions, and our unreasonable expectations? Why Plans Fail directly addresses our ability to plan, to forecast, and to make decisions. Written by Jim Benson, author of the Shingo Research Award-winning Personal Kanban, urban planner, software developer, and business owner who has planned and built everything from small software projects, to houses, to urban freeway systems, Why Plans Fail is told by someone with much skin in the estimation and planning game. This short work is the first in the Modus Cooperandi MemeMachine series - which looks specifically at underlying issues that directly impact the success of teams, companies, and individuals. The Mememachine series is meant to start conversations and advance discussion.

This exciting textbook introduces students to the dynamic vibrant area of cognitive science - the scientific study of the mind and cognition. Cognitive science draws upon many academic disciplines, including psychology, computer science, philosophy, linguistics and neuroscience. This is the first textbook to present a unified view of cognitive science as a discipline in its own right, with a distinctive approach to studying the mind. Students are introduced to the cognitive scientist's 'toolkit' - the vast range of techniques and tools that cognitive scientists can use to study the mind. The book presents the main theoretical models that cognitive scientists are currently using, and shows how those models are being applied to unlock the mysteries of the human mind. Cognitive Science is replete with examples, illustrations, and applications, and draws on cutting-edge research and new developments to explore both the achievements that cognitive scientists have made, and the challenges that lie ahead.

Should I have this medical treatment or that one? Is this computer a better buy than that one? Should I invest in shares or keep my money under the bed? We all face a perplexing array of decisions every day. Thoroughly revised and updated throughout, the new edition of Straight Choices provides an integrative account of the psychology of decision-making, and shows how psychological research can help us understand our uncertain world. Straight Choices emphasises the relationship between learning and decision-making, arguing that the best way to understand how and why decisions are made is in the context of the learning and knowledge acquisition which precedes them, and the feedback which follows. The mechanisms of learning and the structure of environments in which decisions are made are carefully examined to explore their impact on our choices. The authors then consider whether we are all constrained to fall prey to cognitive biases, or whether, with sufficient exposure, we can find optimal decision strategies and improve our decision making. Featuring three completely new chapters, this edition also contains student-friendly overviews and recommended readings in each chapter. It will be of interest to students and researchers in cognitive psychology, behavioral economics, and the decision sciences, as well as anyone interested in the nature of decision making.

Recognition that aging is not the accumulation of disease, but rather comprises fundamental biological processes that are amenable to experimental study, is the basis for the recent growth of experimental biogerontology. As increasingly sophisticated studies provide greater understanding of what occurs in the aging brain and how these changes occur

The International Conference on Cognitive Modeling brings together researchers who develop computational models to explain and predict cognitive data. The core theme of the 2004 conference was "Integrating Computational Models," encompassing an integration of diverse data through models of coherent phenomena; integration across modeling approaches; and integration of teaching and modeling. This text presents the proceedings of that conference. The International Conference on Cognitive Modeling 2004 sought to grow the discipline of

computational cognitive modeling by providing a sophisticated modeling audience for cutting-edge researchers, in addition to offering a forum for integrating insights across alternative modeling approaches in both basic research and applied settings, and a venue for planning the future growth of the discipline. The meeting included a careful peer-review process of 6-page paper submissions; poster-abstracts to include late-breaking work in the area; prizes for best papers; a doctoral consortium; and competitive modeling symposia that compare and contrast different approaches to the same phenomena.

This book outlines a new approach to the analysis of decision making based on "cognitive maps." A cognitive map is a graphic representation intended to capture the structure of a decision maker's stated beliefs about a particular problem. Following introductory chapters that develop the theory and techniques of cognitive mapping, a set of five empirical studies applies these new techniques to five policy areas. Originally published in 1976. The Princeton Legacy Library uses the latest print-on-demand technology to again make available previously out-of-print books from the distinguished backlist of Princeton University Press. These editions preserve the original texts of these important books while presenting them in durable paperback and hardcover editions. The goal of the Princeton Legacy Library is to vastly increase access to the rich scholarly heritage found in the thousands of books published by Princeton University Press since its founding in 1905.

This essential text provides an authoritative overview of research methodology for both students and professional researchers in management. Based on course needs and written by expert academics in the field, this core text addresses the practical concerns of students in undertaking research that is relevant to management practice. It places emphasis on the more practical concerns of management researchers, focusing on the detail of developing and applying particular sets of research skills. In addition, the book gives straightforward advice on how to: ·develop a systematic methodology · learn to be a successful writer · acknowledge the individual in the researcher The text develops tangible skills and will be an invaluable guide for management researchers and students at postgraduate and MBA levels.

This book is a commendable source of reference for entrepreneurship researchers. It offers insight into a number of focused research accounts that may assist other researchers in their entrepreneurship research proposals and execution. . . the literature review section will be of particular value to such early scholars of the field. The book is highly recommended for postgraduate entrepreneurship students and would be worthy of filling a space on any active entrepreneurship researcher s bookshelf. David Douglas, International Journal of Entrepreneurial Behaviour and Research Strategic choices made by entrepreneurs have major consequences for SME performance. This book explores the factors that influence entrepreneurial strategic decisions using a cognitive theoretical framework. The proposed model, based on a dual processing approach, integrates motivation, emotions and information processing modes and is tested in several empirical studies. The results show the model s potential for furthering interesting research agendas in entrepreneurial cognition research. The authors also reveal that entrepreneurial cognitions can be elicited and represented in the form of cognitive maps. The structural complexity of the cognitive maps (cognitive complexity) is an important prerequisite of effective strategic decisions and is a core concept for the advancement of our knowledge in entrepreneurial cognition. The book is an informed and interesting exploration of entrepreneurial cognition with both theoretical and methodological contributions to this field of research. Entrepreneurial Strategic Decision-Making will be of great interest to undergraduate students and academics in the field of entrepreneurship. Policymakers will learn from this book to understand the distinctions between various types of entrepreneurial decision-makers and the way they make strategic decisions.

Vol. includes all papers and posters presented at 2001 Cog Sci Mtg & summaries of symposia & invited addresses. Deals w/ issues of repres & model'g cog processes. Appeals to scholars in subdisciplines that comprise Cog Sci: Psych, Computr Sci, Neuro, Lin

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.

This new study presents exciting international research developments on personal control and self-regulation. Each chapter examines the subject at a different level of analysis to foster a complete understanding. Brief synopses of each chapter are provided as introductions to the three major sections of the book. These sections cover the person as an agent of control, affective and cognitive mechanisms of executive agency, and reactions to threatened control.

This e-book brings together scholars in both the neurosciences and organizational sciences who have adopted various approaches to study the cognitive mechanisms mediating the social behavior that we see within organizations. Such an approach has been termed by ourselves, and others, as 'organisational cognitive neuroscience'. In recent years there has been a veritable increase in studies that have explored the cognitive mechanisms driving such behaviors, and much progress has been made in understanding the neural underpinnings of processes such as financial exchange, risk awareness and even leadership. However, while these studies are informative and add to our understanding of human cognition they fall short of providing evidence-based recommendations for practice. Specifically, we address the broader issue of how the neuroscientific study of such core social behaviors can be used to improve the very way that we work. To address these gaps in our understanding the chapters in this book serve as a platform that allows scholars in both the neurosciences and the organizational sciences to highlight the work that spans across these two fields. The consolidation of these two fields also serves to highlight the utility of a singular organizational cognitive neuroscience. This is a fundamentally important outcome of the book as the application of neuroscience to address economically relevant behaviors has seen a variety of fields evolve in their own right, such as neuromarketing, neuroeconomics and so forth. The use of neuro-scientific technologies,in particular fMRI, has indeed led to a bewildering (and somewhat suffocating) proliferation of new approaches, however, the speed of such developments demands that we must proceed carefully with such ventures or risk some fundamental mistakes. The book that you now hold will consolidates these new neuroscience based approaches and in doing so highlight the importance of this approach in helping us to understand human social behavior in general. Taken together the chapters provide a framework for scholars within the neurosciences who wish to explore the further the opportunities that the study of organisational behavior may provide.

The 2010 Asian Conference on Intelligent Information and Database Systems (ACIIDS) was the second event of the series of international scientific conferences for research and applications in the field of intelligent information and database systems. The aim of ACIIDS 2010 was to provide an international forum for scientific research in the technologies and applications of intelligent information, database systems and their applications. ACIIDS 2010 was co-organized by Hue University (Vietnam) and Wroclaw University of Technology (Poland) and took place in Hue city (Vietnam) during March 24–26, 2010. We received almost 330 papers from 35 countries. Each paper was peer reviewed by at least two members of the International Program Committee and International Reviewer Board. Only 96 best papers were selected for oral presentation and publi- tion in the two volumes of the ACIIDS 2010 proceedings. The papers included in the proceedings cover the following topics: artificial social systems, case studies and reports on deployments, collaborative learning, collaborative systems and applications, data warehousing and data mining, database management technologies, database models and query languages, database security and integrity,- business, e-commerce, e-finance, e-learning systems, information modeling and - quirements engineering, information retrieval systems, intelligent agents and mul- agent systems, intelligent information systems, intelligent internet systems, intelligent optimization techniques, object-relational DBMS, ontologies and information sharing, semi-structured and XML database systems, unified modeling language and unified processes, Web services and Semantic Web, computer networks and communication systems.

Interest in the field of managerial and organizational cognition has been intense over the last few years. This book explores and provides an in-depth overview of the latest developments in the area and presents answers to the questions accompanying its growth: Is the field distinctive? How does it extend our understanding of managerial processes? From different disciplinary perspectives and empirical settings, the contributors study patterns of managerial cognition. In particular, the longitudinal approach reflected in the volume contributes to its impact as a grounded, practice-based analysis of cognition in organizations.

The International Conference on Cognitive Modeling brings together researchers who develop computational models to explain and predict cognitive data. The core theme of the 2004 conference was "Integrating Computational Models," encompassing an integration of diverse data through models of coherent phenomena; integration across modeling approaches; and integration of teaching and modeling. This text presents the proceedings of that conference. The International Conference on Cognitive Modeling 2004 sought to grow the discipline of computational cognitive modeling by providing a sophisticated modeling audience for cutting-edge researchers, in addition to offering a forum for integrating insights across alternative modeling approaches in both basic research and applied settings, and a venue for planning the future growth of the discipline. The meeting included a careful peer-review process of 6-page paper submissions; poster-abstracts to include late-breaking work in the area; prizes for best papers; a doctoral consortium; and competitive modeling symposia that compare and contrast different approaches to the same phenomena.

Anthropology is a science specialized in the study of the past and present of societies, especially the study of humans and human behavior. The disciplines of anthropology and consumer research have long been separated; however, it is now believed that joining them will lead to a more profound knowledge and understanding of consumer behaviors and will lead to further understanding and predictions for the future. Anthropological Approaches to Understanding Consumption Patterns and Consumer Behavior is a cutting-edge research publication that examines an anthropological approach to the study of the consumer and as a key role to the development of societies. The book also provides a range of marketing possibilities that can be developed from this approach such as understanding the evolution of consumer behavior, delivering truly personalized customer experiences, and potentially creating new products, brands, and services. Featuring a wide range of topics such as artificial intelligence, food consumption, and neuromarketing, this book is ideal for marketers, advertisers, brand managers, consumer behavior analysts, managing directors, consumer psychologists, academicians, social anthropologists, entrepreneurs, researchers, and students.

Clinical decision-making is an indispensable facet of professional nursing care. In order to become a registered nurse it is essential that the student develops sound decision-making skills in order to deal with the challenges ahead. This book enables pre-registration nursing students to understand, develop and apply these skills in order to practise safely and effectively. The structure of the book helps students to progress in effective decision-making right from the first to the final year of their programme. The book links theory to realistic experiences and clinical scenarios to show student nurses how to use these skills in practice. Key features: -provides practical ways designed to help student nurses reach sound and safe decisions -uses active learning features and activities that promote the use of evidence, critical enquiry, reflection and patient-centred care -linked to the latest NMC Standards and Essential Skills Clusters

Fourteen contributors from six countries present recent research results in the study of decision-making processes. They address cognitive and evaluative issues involved in human choice and judgement. Several studies model how decision makers represent and structure information involved in making choices. Others discuss theory, methods, or group decision making.

This book provides the first clear, comprehensive, and accessible account of complex adaptive social systems, by two of the field's leading authorities. Such systems--whether political parties, stock markets, or ant colonies--present some of the most intriguing theoretical and practical challenges confronting the social sciences. Engagingly written, and balancing technical detail with intuitive explanations, Complex Adaptive Systems focuses on the key tools and ideas that have emerged in the field since the mid-1990s, as well as the techniques needed to investigate such systems. It provides a detailed introduction to concepts such as emergence, self-organized criticality, automata, networks, diversity, adaptation, and feedback. It also demonstrates how complex adaptive systems can be explored using methods ranging from mathematics to computational models of adaptive agents. John Miller and Scott Page show how to combine ideas from economics, political science, biology, physics, and computer science to illuminate topics in organization, adaptation, decentralization, and robustness. They also demonstrate how the usual extremes used in modeling can be fruitfully transcended.