

The Psychology Of Judgment And Decision Making

Rational Choice in an Uncertain World The Psychology of Judgment and Decision Making Social Judgment and Decision Making Thinking Research on Judgment and Decision Making Psychology of Judgment and Choice Blackwell Handbook of Judgment and Decision Making Judgment and Choice Judgment and Decision Making Judgment and Decision Making at Work Judgement and Choice Heuristics and Biases Judgment and Decision Making The Construction of Social Judgments Judgment, Decision-making and Success in Sport Judgment and Decision Making Judgment and Decision-making Judgments Under Stress The Wiley Blackwell Handbook of Judgment and Decision Making, 2 Volume Set Measurement, Judgment, and Decision Making Reid Hastie Scott Plous Joachim I. Krueger David Hardman William M. Goldstein Frank Restle Derek J. Koehler Robin M. Hogarth David Hardman Scott Highhouse Robin M. Hogarth Thomas Gilovich Hardman Leonard L. Martin Michael Bar-Eli Terry Connolly Nancy S. Kim Kenneth R. Hammond Gideon Keren Michael H. Birnbaum

Rational Choice in an Uncertain World The Psychology of Judgment and Decision Making Social Judgment and Decision Making Thinking Research on Judgment and Decision Making Psychology of Judgment and Choice Blackwell Handbook of Judgment and Decision Making Judgment and Choice Judgment and Decision Making Judgment and Decision Making at Work Judgement and Choice Heuristics and Biases Judgment and Decision Making The Construction of Social Judgments Judgment, Decision-making and Success in Sport Judgment and Decision Making Judgment and Decision-making Judgments Under Stress The Wiley Blackwell Handbook of Judgment and Decision Making, 2 Volume Set Measurement, Judgment, and Decision Making *Reid Hastie Scott Plous Joachim I. Krueger David Hardman William M. Goldstein Frank Restle Derek J. Koehler Robin M. Hogarth David Hardman Scott Highhouse Robin M. Hogarth Thomas Gilovich Hardman Leonard L. Martin Michael Bar-Eli Terry Connolly Nancy S. Kim Kenneth R. Hammond Gideon Keren Michael H. Birnbaum*

the authors are highly respected as leading figures in the field of judgment and decision making there are many existing books on topics related to judgment and decision making but this book makes a unique contribution to this field because of its systematic and scholarly approach and its breadth of coverage robert goldstone indiana university reid hastie and robyn dawes are two of the most eminent researchers in the field i know these authors to be excellent writers and i have no doubt that their writing style will be suitable for my students william goldstein university of chicago in the new edition of this award winning text renowned authors reid hastie and robyn dawes compare and contrast the basic principles of rationality with actual behavior in making decisions this book explores 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 new to this edition chapter introductions conclusions and cross references between chapters make the text more student friendly an abundance of examples from areas such as finance medicine law and engineering anchor concepts to the real world increased

consideration of descriptive psychological models of decision making augment the original emphasis on normative rational expected utility theory models bring the book up to date balance among the three major approaches to judgment and decision making cognitive psychological analyses of mental processes and heuristics descriptive algebraic models of judgment and decision processes and rational models of decision making

the psychology of judgment and decision making offers a comprehensive introduction to the field with a strong focus on the social aspects of decision making processes winner of the prestigious william james book award the psychology of judgment and decision making is an informative and engaging introduction to the field written in a style that is equally accessible to the introductory psychology student the lay person or the professional a unique feature of this volume is the reader survey which readers are to complete before beginning the book the questions in the reader survey are drawn from many of the studies discussed throughout the book allowing readers to compare their answers with the responses given by people in the original studies this title is part of the mcgraw hill series in social psychology

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

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

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 current 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

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

judgment and decision making is a refreshingly accessible text that explores the wide variety of ways people make judgments it examines assessments of probability frequency and causation as well as how decisions are rendered under conditions of risk and uncertainty topics covered include dynamic everyday and group decision making individual differences and the nature of mind and brain in relation to judgment and decision making offering up to date theoretical coverage including perspectives from evolutionary psychology and neuroscience this volume has everything a psychology student needs for bps accreditation whilst drawing out the practical applications for non psychology students with plentiful examples from business economics sport law and medicine the latest addition to the bps textbooks in psychology series this thorough text provides a succinct reader friendly account of the field of judgment and decision making

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

this comprehensive work provides many insights as to how decisions are made acknowledging the fact that most decisions are made intuitively the author shows how

intuition itself can be studied and educated

this book first published in 2002 compiles psychologists best attempts to answer important questions about intuitive judgment

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

researchers have been addressing social judgment from a cognitive perspective for more than 15 years within recent years however it has become increasingly clear that many of the models and assumptions initially adopted are in need of revision the chapters in this volume point out where the original models and assumptions have fallen short and suggest directions for future research and theorizing the contributors address issues related to judgment memory affect attitudes and self perception in addition many present theoretical frameworks within which these different issues can be integrated as such this volume represents the transition from one era of social cognition research to the next

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

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

the only introductory textbook offering an engaging multidisciplinary overview of the dynamic field of judgment and decision making and its application to everyday life

this book provides an ideal resource for researchers and students in cognitive science and cognitive psychology as well as an excellent source of information for those who train others in stressful occupations it will greatly benefit those interested in political science and social policy or anyone who has ever wondered about the psychological effects of stress book jacket

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

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

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Introduction

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