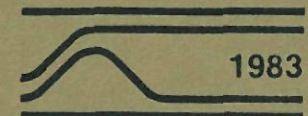


Ninth Research Conference on Subjective ● Probability, Utility and Decision Making

Groningen, Netherlands

29 August - 2 september



- PROGRAM
- MISCELLANEOUS INFORMATION
- LIST OF PARTICIPANTS

Organized by:

Katrin Borcharding - Mannheim
Berndt Brehmer - Uppsala
Baruch Fischhoff - Eugene
Pieter Koele - Amsterdam
Peter Lourens - Groningen
Anna Vari - Budapest
Charles Vlek - Groningen

NINTH RESEARCH CONFERENCE ON SUBJECTIVE PROBABILITY,
UTILITY AND DECISION MAKING

ACKNOWLEDGEMENT

The ninth SPUDM-Conference is generously supported by the Netherlands Psychonomics Foundation, the University of Amsterdam, the Royal Netherlands Academy of Sciences, and - above all - by the University of Groningen, directly as well as through its Department of Psychology and the independent Groningen University Fund. The University Congress Bureau has effectively assisted in clearing the organizational job. To all persons concerned the committee wishes to express its gratitude for the understanding, the loyalty and the enthusiasm by which its task was lightened.

Groningen, 28 August 1983

Note on locations: All plenary sessions, and paper sessions parallel to computer program demonstrations will take place in the OFFERHAUSZAAL on the 1st floor of the Academy Building at the "Academieplein". Parallel computer program demonstrations as well as workshop meetings take place in other rooms on the ground and 1st floors of the building. Evening lectures will be held in the AULA situated just above the main entrance hall. All conference rooms and the cafeteria for refreshments and lunches will be signposted.

Note on information: During conference days, all further enquiries, questions and uncertainties may be directed at the conference secretariat, headed by Mrs. Justa Renner-van Niekerk, on the ground floor of the Academy Building.

MONDAY, August 29th - MORNING (Chaired by Berndt Brehmer; location: OFFERHAUSZAAL)

- 08.30 : Registration and Coffee in Academy Building, until 09.30 (ground floor)
 09.30 : Committee welcome and announcements
 09.40 : Opening of the Conference by SIPKE D. FOKKEMA, President of the Netherlands Psychonomics Foundation
 10.00 : LAWRENCE PHILLIPS: A theory of requisite decision modelling
 (Discussants: Oswald Huber & John A. Michon)
 10.50 : BREAK
 11.05 : Parallel workshops (See Workshop Program)
 12.30 : BREAK (Lunch in cafeteria downstairs)

MONDAY - AFTERNOON (Chaired by Peter Lourens)

- 14.00 : JOHN FOX: Formal and knowledge-based methods in decision-technology
 (Discussants: Gernot Kleiter & Pieter de Vries Robbé)
 14.50 : NILS-ERIC SAHLIN: Two theories of how to combine evidence
 15.25 : BREAK
 15.55 : GUJE SEVÓN: Cognitive maps of past and future
 16.30 : RICHARD THALER & THOMAS RUSSELL: The relevance of limited rationality in competitive markets
 17.05 : BREAK

MONDAY - EVENING (Chaired by Berndt Brehmer)

- 20.30 : LEON RAPPOPORT: Alternative perspectives on human decision making (location: AULA)

TUESDAY, August 30th - MORNING (Chaired by Baruch Fischhoff)

- 09.00 : SPYROS MAKRIDAKIS: Judgmental biases in applied decision making situations
 (Discussants: K. Michael Aschenbrenner & W. Fred van Raaij)
 09.50 : DAN ZAKAY: The evaluation of managerial decisions' quality by managers
 10.25 : BREAK
 10.55 : Parallel workshops
 12.30 : BREAK

TUESDAY - AFTERNOON (Chaired by Charles Vlek)

- 14.00 : Panel discussion: "What constitutes 'a good decision'?"
 Participants: WARD EDWARDS, ISTVÁN KISS, GIANDOMENICO MAJONE, MASANAO TODA
 15.00 : BREAK
 15.30 : Panel discussion - continued
 16.30 : ANDREW MACKINNON & ALEXANDER WEARING: Controlling a simple dynamic system
 17.05

(in parallel:)

16.30 : Computer program demonstrations:

- a. PETER LOURENS & PIETER TERLOUW: Subjective probability assessment
 b. WIL HEINS & J. VREUGDENHIL: A simulation model to control the Oosterschelde storm surge barrier

17.30 : BREAK

WEDNESDAY, August 31st - MORNING (Chaired by Anna Vari)

- 09.00 : MAYA BAR-HILLEL: Probabilistic analysis in the legal fact-finding process
 (Discussants: Hans Crombag & Dirk Wendt)
 09.50 : ELZBIETA ARANOWSKA: Decisional aspects of the formation of scientific teams
 10.25 : BREAK
 10.55 : Parallel workshops
 12.30 : BREAK

WEDNESDAY - AFTERNOON (Chaired by Pieter Koele)

- 14.00 : FRED BRONNER & ROBERT DE HOOG: The intertwining of information search and decision aiding
 14.35 : ULF DAHLSTRAND & HENRI MONTGOMERY: Information search and evaluative processes in decision making
 15.10 : BREAK
 15.40 : TJERK VAN DER SCHAAF: Decision strategies in task-impeding conditions
 16.15 : IRMTRAUT GALLHOFFER & WILLEM SARIS: Decision heuristics describing Dutch foreign policy
 16.50

(in parallel:)

16.15 : Computer program demonstrations:

- a. JAAP HARTOG & JAAP SPRONK: Multi-criteria decision making methods
 b. VLADISLAV RAJKOVIĆ: An expert system for decision making

17.15 : BREAK

WEDNESDAY - EVENING (Chaired by Pieter Koele)

- 20.30 : WILLEM HOFSTEE: Methodological decision rules viewed as research policies: a betting reconstruction of empirical research (location: AULA)

THURSDAY, Sept. 1st - MORNING (Chaired by Katrin Borchering)

- 09.00 : PAUL SLOVIC, BARUCH FISCHHOFF & SARAH LICHTENSTEIN: Behavioral decision theory perspectives on risk and safety
 (Discussants: Tadeusz Tyszka & Gerald Wilde)
 09.50 : JOANNE LINNEROOTH: Uncertainty in the policy process
 10.25 : BREAK

- 10.55 : HANNU NURMI: Rational consensus theory: an evaluation
11.30 : MONICA SHAPIRA: The use of unobtrusive methods in data collecting and analysis of performance of professional judgment and decision-making in real-life settings
12.05 : STUART WOOLER: Weighting in MAU analysis: a discussion and review
12.30 : BREAK

THURSDAY - AFTERNOON (Chaired by Sarah Lichtenstein)

- 14.00 : WILLEM WAGENAAR & GIDEON KEREN: People's perceptions of a complex decision problem
14.35 : F. HUTTON BARRON, DETLOF VON WINTERFELDT & GREGORY FISCHER: Theoretical and empirical relationship between risky and riskless utility functions
15.10 : BREAK
15.30 : K. MICHAEL ASCHENBRENNER, DIETRICH ALBERT & FRANZ SCHMALHOFER: Stochastic choice heuristics
16.05 : Committee announcements; brief evaluation and planning
16.30-17.05 : PAUL KLEINDORFER, HOWARD KUNREUTHER & PAUL SCHOEMAKER: Decision sciences: an integrative overview
(in parallel:)
16.30 : Computer program demonstrations:
a. PATRICK HUMPHREYS & AYLEEN WISHUDA: Multi-attribute utility assessment
b. ALWIN ENGEMANN, MARGARETE RADTKE, ZOLTAN SCHRETER & STEFAN SACHS: A computer simulation system for the cognitive processes leading to decisions
17.30 : BREAK

THURSDAY - EVENING

- 19.00 : Departure to "Fraylemaborg", Slochteren (See "Miscellaneous Information")
19.45 : Conference closing dinner (until appr. 23.00 hrs)

FRIDAY, Sept. 2nd

Post-conference excursions. See Conference Preparation Book, page 207, and "Miscellaneous Information".

WORKSHOP PROGRAM

WORKSHOP 1: SUBJECTIVE PROBABILITY (organized by Pieter Terlouw)

- ROGER COOKE & HENK DRAAISMA: A method of weighing qualitative preference axioms
IVO MOLENAAR: Stability of decisions and subjective prior distributions
ISIS KSIENSIK: How to measure subjective probability
PIETER TERLOUW: Reliability and subjective probability distributions
ALLAN MURPHY: Probabilistic weather forecasting in The Netherlands and the United States: Some recent results
MAX HENRION & BARUCH FISCHHOFF: Calibration and error estimation in physics: Are physicists overconfident too?

WORKSHOP 2: MULTIPLE GOAL ANALYSIS (organized by Helmut Jungermann)

- DETLOF VON WINTERFELDT & RALPH KEENEY: Value Tree Analysis as a tool for analyzing conflicting objectives
GORDON PITZ: Purpose and preference: cognitive and affective determinants of decision structures
IVAN STANTCHEV & DIMITER DRIANKOV: Fuzzy multiple goal specification

WORKSHOP 3: STRUCTURING ILL-DEFINED DECISION PROBLEMS (organized by Patrick Humphreys)

- OLEG LARICHEV: Psychological foundations of decision-making methods
ANNA VÁRI & JÁNOS VECSENYI: Structuring decision problems in organizations
YASUAKI KOBASHI: Tables-oriented reconstruction of MAUD
PATRICK HUMPHREYS: Levels of representation in structuring decision problems

WORKSHOP 4: MODELS OF DYNAMIC DECISION MAKING (organized by Robin Hogarth)

- BERNDT BREHMER: Fire-fighting: A paradigm for exploring dynamic decision behavior
TERRY CONNOLLY & IAN C. ROGOFF: Active decision strategies: A justification and some empirical findings
JOSHUA KLAYMAN: Learning and the dynamics of understanding in a probabilistic environment
DON KLEINMUNTZ: Cognitive heuristics and task structure in a dynamic decision environment
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WORKSHOP 5: RISK AND SAFETY IN SOCIETAL DECISION PROBLEMS (organized by Ola Svenson)

WARD EDWARDS & DETLOF VON WINTERFELDT: Public disputes about risky technologies: stakeholders and arenas

HOWARD KUNREUTHER: Compensation and negotiation methods for siting hazardous waste facilities

HANS KUYPER & CHARLES VLEK: Contrasting risk perceptions among interest groups

TIBOR ENGLANDER, KLARA FARAGO et al.: Risk and risk perception in two countries

OLA SVENSON: A process study of biased judgments of cumulated risk

GEORGE CVETKOVICH: Pregnancy risk-taking and the failure to use contraceptive technology: An assessment of four psychological models

PIETER-JAN STALLEN & AREND TOMAS: Technological risk and personal control

ORTWIN RENN: Reconstruction of intuitive risk perception and risk acceptance

WORKSHOP 6: JUDICIAL DECISION MAKING (organized by Robert Goldsmith)

G. KETTE & H. BRANDSTÄTTER: Determinants of judicial decision making in trial process

CLIFF MCKNIGHT: Magistrate decision making

EMILIA KANDEVA-SPIRIDONOVA: Some uses of law for problem structuring

JOCHEN HAISCH: Judicial shortcomings and psychological corrective measures: An "inertia effect" in judicial decision-making and its reduction

WORKSHOP 7: MEDICAL DECISION MAKING (organized by Dik Habbema & Jan Kardaun)

FARROKH ALEMI: Use of selective attention for improving accuracy of models of judgment

G.J. GELPKE, J. HABBEMA & R. BRAAKMAN: Application in practice of a probabilistic prognosis aid

E. GIRELLI BRUNI: Bayesian decision theory connected to the statistical quality control of lead

JØRGEN HILDEN: Conflicts and contradictions in normative medical utilistics

BAS DE MOL & O. ALFIERI: Current methods of decision making in cardiac surgery

PIETER DE VRIES ROBBÉ: The use of causal graphs in medical decision making

MISCELLANEOUS INFORMATION

1. Location. All conference meetings will be held in the Academic Building ("Academiegebouw") at the Academieplein. This is situated close to the center in the north-west quadrant of your multi-colored map of Groningen. Within the building, the conference secretariat, main lecture hall, workshop rooms and computer demonstration rooms will be sign-posted.
2. Transport. The conference site is easily reached on foot from the WEEVA (10 mins.) and DE DOELEN hotels (5 mins.). From the CREST hotel and the EUROMOTEL one would need a 30-minute walk, but there are regular city buses (3&18) to the "Grote Markt". Guests of CREST and EUROMOTEL should use their "strip-penkaart" (2 strips per ride) for bus transportation to and from their hotel.
3. Accommodation. We regret that a number of participants has not been accommodated in agreement with their first preference. The city of Groningen has very limited budget-hotel space, and there do not exist student apartments which become freely available during the summer.
4. Meals/refreshments. The provision of lunches, coffee and tea during breaks is covered by the conference registration fee, and so are the food and drinks served during the Sunday reception evening. Except for Monday - when we'll have an "embellished" Dutch sandwich lunch - there will be "non-bread" lunch menus during the conference week. Please use lunch and coffee/tea tickets when needed. A list of restaurants is given in the conference folder, as well as in your tourist booklet on Groningen.
5. Workshops. Embedded in the main program are seven special workshops. In order to encourage a reasonable spreading of participants over workshops and to encourage that participants stick to one and the same workshop throughout, we have prepared sign-up lists, each suggesting that a workshop is attended by no more than 35 persons. PLEASE SIGN UP SOONEST POSSIBLE FOR YOUR MOST PREFERRED WORKSHOP on the list available at the registration desk. We would appreciate your doing this no later than Monday morning 9.30.
6. Meeting place. Outside conference hours a suggested place for informally meeting other participants is "De Kosterij", a café situated in the north-east corner of the "Grote Markt" at the foot of the Martini Tower. The owner has been notified about a possibly unusual number of guests during the evening hours. They are open until 23.30.
7. Proceedings. As a start towards the production of "Selected Conference Proceedings" potential contributors are asked to submit their papers to the editorial committee before Wednesday 16.00 hrs. at the conference secretariat. During Wednesday and Thursday morning a sign-up list for referees of papers will be circulated. You are kindly requested to sign-up for one or several papers which you think you could judge and comment upon in a competent and constructive manner before November 1, 1983. We ask for two referees for each paper, and we urge you to thus assist the editorial committee in its rather difficult task to select and edit a worth-while set of proceedings. See page 205 of the "Conference Preparation Book" for further information.
8. The conference closing dinner on Thursday evening is planned to take place in the "Fraeylemaborg", Slochteren, about 20 kms. from Groningen. The Fraeylemaborg is an old stately mansion bordered by a farmhouse-restaurant, both surrounded by a pleasant park situated in an otherwise flat rural landscape. The evening is priced at Dfls. 50,- which includes an apéritif, a varied cold-and-warm buffet to which we'll drink wine, and transportation from and to Groningen. If you would like to participate (and we truly hope that all will do!), PLEASE SIGN UP AND PAY at the registration desk before Monday 16.00 hrs. Chartered buses will come by your hotel to pick you up around

18.45 on Thursday evening. Their exact schedule is: 18.45 in front of CREST hotel (just opposite from the EUROMOTEL); 18.55 in front of WEEVA hotel (one street away from DE DOELEN). All participants are expected to assemble near the entrance of either CREST or WEEVA hotels just before these departure times. The ride to Slochteren will take about 40 minutes.

9. Excursions. The post-conference excursions on Friday are planned as described on page 207 of the "Conference Preparation Book".

A. The bus-and-boat-trip to Schiermonnikoog will start at 12.20 at the bus - 63 - stop ("GADO-bus", platform E) for "Lauwersoog", at the main railway station (bus leaves at 12.30 hrs. sharp). From Lauwersoog a boat will leave to the island. There you will arrive at about 14.00. At Schiermonnikoog a walk is planned through the dunes and across the magnificent beach towards the village, where one may have drinks and a meal. Also, bicycles may be rented and there are other things to be done by those who would rather not walk. This excursion costs Dfls. 25,-; at least one committee member will go along with those who participate.

B. The sailing trip on the Frisian lakes starts at 8.45 for guests of the CREST hotel and EUROMOTEL (just across the roundabout) and at 9.00 for guests of WEEVA and DE DOELEN hotels and others. At these times a bus will come to pick participants up in front of CREST and WEEVA, respectively. From Groningen you will travel for about 75 minutes to the village of Heeg in the province of Friesland. There a number of 4-5-person boats has been rented (rigged with 16 m² of sail) by which you will sail on a fairly large lake called "De Fluesen" from which there is easy access to a number of smaller lakes bordered by picturesque villages. The surrounding area is very flat and green, and populated by more waterfoal and cattle than human beings. It is possible that you decide to have dinner in Heeg or nearby before embarking upon the return trip to Groningen (the bus will wait till the group decides to go back). This excursion costs Dfls. 40,-; at least one member of the organizing committee will go along with those who participate in it. Competent sailors: please identify as such when registering!

C. The walk-on-the-flats of the Wadden-sea starts around 7.50 at the bus-34-stop ("GADO-bus", platform A) near the main railway station (bus leaves at 8.00 sharp). From there you will travel to the ferry-boat pier of Holwerd, a village in Friesland not far from the border with the province of Groningen. There, accompanied by two experienced guides, you will start walking towards the island of "Ameland". This will take about 2½ hours which is just enough to profit from the low tide which is at 12.03 hrs. Once on the island there will be plenty of time left to clean up, swim and rest on the northern beach, and to walk towards the village of Buren, from where a bus will take you to the ferry, sailing back to Holwerd at 18.30. This excursion costs Dfls. 30,-, it has a maximum of 30 participants; at least one committee member will go along with those who participate in it (food, fruit and drinks should be in your baggage upon departure, to cover the period between 8.00 and about 16.00 hrs.).

For all excursions, please SIGN UP AND PAY before Tuesday 14.00 hrs., if you would like to participate. Also, please note that you are supposed to take care of your own food, fruit and drinks during the excursion day. In view of traditional unreliability of weather conditions in the Netherlands, definite announcements about each excursion will be made during the conference dinner (those who do not attend should see the conference secretariat before Thursday 18.00 hrs.).

10. It would be helpful for starting up the organization of the next conference if you would be kind enough to take some time for writing down your suggestions about it. Where could it best take place, and when? What topics should certainly be dealt with, and how? Could you give names of colleagues who might make a major contribution? What sorts of activity should that conference consist of? Et cetera. Your ideas and suggestions are very welcome at the Conference Secretariat, or with one of the current organizers.

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W O R K S H O P
"MULTIPLE GOAL ANALYSIS"
Organizer: Helmut Jungermann

The subject of this working group will be the elaboration of conflicting goals within a decision theoretic framework. In prescriptive approaches, the explication of goals has gained increasingly importance, particularly in combination with multiattribute utility theory; e.g., goal hierarchies or value trees are used to identify the relevant dimensions for evaluation. In descriptive approaches, on the other hand, the meaning of goals for cognitively structuring decision problems has only little been discussed; e.g. how goals influence the generation of alternatives. So far, no mutual fertilization between prescriptive and descriptive approaches has taken place, as we observed it regarding subjective probabilities and utilities. This is the aim of the group: To present the two ways of handling goals in decision theory, discuss their respective thoroughness and relevance, and produce ideas about further developments and improvements in the area.

After a brief introduction to the "state of the art", the following papers will be presented:

- o Detlof von Winterfeldt (Los Angeles) will talk about the (prescriptive) development of goal hierarchies, with particular emphasis on a recent case study where conflicting goals regarding energy technologies were elicited: "Value Tree Analysis as a tool for analyzing conflicting objectives".
- o Gordon F. Pitz and Sharon Riedel (Carbondale) will talk about the role of the goals for decision making from a (descriptive) psychological perspective, with particular emphasis on a discussion of the von Winterfeldt paper: "Cognitive and affective concerns in the construction of value trees".
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- o Participants of the working group are encouraged to present short statements (5 minutes) about their own work or views with respect to the subject.
- o The work of the group should consist of a thorough discussion of papers as well as a constructive consideration of issues like methods for eliciting or inferring goals, the difference between goals for generating evaluative dimensions and for generating actions, the distinction between goal hierarchies and heterarchies, etc.

VALUE TREE ANALYSIS AS A TOOL FOR ANALYZING CONFLICTING OBJECTIVES

Detlof von Winterfeldt

Social Science Research Institute
and
Institute for Safety and Systems Management
University of Southern California
Los Angeles, Cal., USA

This presentation will describe a methodology for structuring value trees or objective hierarchies as the first step of a multiattribute utility analysis. It will focus on contexts in which the decisions are highly controversial and in which opposing stakeholders exist with quite different sets of values. The presentation will first outline some basic concepts of value tree structuring, including the top down approach and the bottom up approach. In the top down approach general areas of concern are specified until their meaning is clear and measurability is assured at least in principle. In the bottom up approach characteristics that distinguish among the alternatives are first listed, and subsequently pruned and clustered into a tree. Several checks and techniques for improving the quality of a value tree are described and pitfalls are pointed out.

An example will be presented of structuring Germany's energy objectives. In this example, value trees were structured for ten stakeholder groups concerned with future energy systems in West Germany. These stakeholder groups included the Churches, Unions, Environmental Organizations, and Industrial Organizations. The product of this effort was a combined value tree, which represents a broad spectrum of values and concerns voiced in the German energy debate.

COGNITIVE AND AFFECTIVE CONCERNS IN THE CONSTRUCTION OF VALUE TREES

Gordon F. Pitz and Sharon Riedel

Department of Psychology
Southern Illinois University at Carbondale
Carbondale, Ill., USA

The purpose of multiattribute utility analysis is to help a decision maker arrive at a decision that is consistent with his or her stated preferences. To achieve this consistency a hierarchical multiattribute value structure, or value tree, is used to represent the decision maker's preferences. An examination of the process used to generate this structure suggest several questions that might be of interest to a psychologist.

Axiomatizations of multiattribute utility theory imply that a decision problem can be decomposed into individual attributes, and that single-attribute utilities can be combined by means of an additive or multiplicative integration rule. The assumption is made that a decision reached through decomposition and integration is more likely to be consistent with the person's preferences than is a single, wholistic judgment. While there is some evidence to support this assumption, there are reasons to be concerned about the validity of the decomposition process.

Arguments have been raised by authors in other fields concerning the suitability of decomposition models for capturing a person's understanding of a problem. For example, some critics of current models of thinking and understanding argue that these models oversimplify such processes as intentionality and comprehension. The points raised by these critics suggest ways in which value trees might fail as representations of a person's understanding of a problem. Aside from the question of whether there are inherent limits to an approach based on decomposition, one might also ask whether a hierarchical tree structure is the best way to model a person's beliefs and values. Little or no evidence on this issue is available, but one can examine current theories of knowledge and ask if these theories are consistent with value tree representations.

For most problems it is necessary to find out from the decision maker which attributes are relevant. Clearly, then, the person's ability to justify his or her preferences is important. There has been a continuing literature concerned with people's ability to verbalize reasons for their choices. Factors such as social desirability, impression management, and situational demand characteristics are important determinants of a person's verbalized justifications. Recent theories that distinguish between declarative and procedural knowledge suggest that the latter is not readily available to introspection. To the degree that a person's choice behavior involves autonomous cognitive skills, the basis for these choices may be difficult to elicit.

A FUZZY SETS APPROACH TO DECISION MAKING WITH INTERDEPENDANT GOALS

Dimiter Driankov and Ivan Stantchev

Higher Institute of Economics "Karl Marx"
Department of Systems Analysis, Sofia, Bulgaria

An outline of an approach for solving real-world decision problems is presented which recognizes their interdependant-goals nature along with the often verbally-assessed-elements-of-the-decision associated with these problems.

Fuzzy objectives

In the approached outlined goals represent operational targets which if realized would be considered to be an attainment of the decision-maker's original objectives. The latter articulate the totality of his perceived needs, wants, desires, opportunities, requirements etc. The goals themselves are obtained in the process of the clarification of the original objectives which because of their general formulation or build-in complexity and thus ambiguous are very often of no operational value. We define goal as some fixed linguistic value, called aspiration level, which belongs to the term-set of a particular linguistic variable X. This particular linguistic variable has been elicited in the process of the clarification of the meaning of some original objective. It simply has been found that X coincides fully or approximates well enough the meaning of this original objective. In many instances the decision-maker specifies more than one goal in order to clarify the meaning of certain original objective. Then, each of these goals contributes to a different degree for the understanding of the meaning of the original objective under consideration. The aspiration values are allowed for verbal expression which helps the decision-maker easily to acquire and process imprecise and qualitative information regarding the decision problem at hand.

Interdependancies among goals

According to Carlsson C. (1982) the following two criteria determine whether the decision problem at hand actually represents a decision problem:

- 1) Is there single goal involved or there are many goals present?
- 2) If there are many goals present are they independent or interdependent?

In the approach outlined interdependence among goals means that the implementation of an alternative may result in an "almost high degree of attainment" of G_i which in turn is a cause for a "low degree of attainment" of G_j etc. All this is due to the fact that among the linguistic variables employed for the representation of the goals may exist relationships of causal influence. Under causal influence we understand that values taken by X_i cause X_j to take certain corresponding values. Thus, if the value taken by X_i is close to the aspiration level of G_i then the corresponding value of X_j may be in the direction opposite to the aspiration level of G_j . In the approach outlined a model for describing the interdependence among the goals is proposed. The model is built upon three different types of answers supplied by the decision-maker and regarding the interdependencies among the goals. These interdependencies are described in the terms of "degrees of attainment". We consider the case when the relationships of causal influence among the linguistic variables can not be described in the form of mathematical equations but can only be determined via verbally expressed propositions or taken into account implicitly. The model built helps the decision-maker to answer questions like: If G_i is attained to a certain degree, expressed verbally, what will be the degree of attainment of G_j , will it deteriorate or improve and if so what value it will take.

The decision scheme

In order to be able to measure the degree of attainment of the different goals the latter are defined over the set of these linguistic variables that have been already employed for the representation of the consequences of the alternatives and the inverse. Thus, the consequences of a particular alternative do correspond to certain new values taken by the linguistic variables employed for the representation of the goals. So, it is intuitively clear that the worth of the alternatives is to be measured on a performance scale with elements representing how close are the different values taken by X to certain a priori fixed value from the term-set of X called aspiration value. The consequences of the alternatives are also allowed for verbal expression. Then

a fuzzy decision rule is constructed. It measures the degree of attainment of an original objective taking into account both the degree of attainment of the goals and the degree to which each of these goals contributes to the meaning of this particular original objective. Then the decision problem of interest is as follows: If each of the original objectives is to be attained to certain desired degree, to what degree each of the goals that constitute the meaning of this original objective is to be attained. A system of fuzzy equations is constructed, on the basis of the fuzzy decision rule. The unknown variables are the degrees of attainment of the goals that constitute the meaning of the original objective under consideration. The solution of the system gives us the minimal and maximal degree of attainment for each of the goals. If the degree of attainment of each of the goals is between its minimal and maximal value then the original objectives will be attained to their desired degrees of attainment. The problem that comes next is as follows: when solving the system we have ignored the interdependencies among the goals. This means that as a next step we have to correct the so computed degree of attainment for each of the goals according to the interdependencies that hold among them. But then, some of the corrected degrees of attainment may cease to belong anymore to the set of values they must have if we want our original objectives attained to their desired degrees. A computationally simple procedure is developed that helps to correct the solutions of the system. It is based on the already built model of interdependencies. Furthermore, the procedure tells us which of the corrected solutions are still valid solutions. Thus the actual solution, the one that has taken into account the interdependencies is found.

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A comparative study of computer aided choice behavior:
Goal structuring versus direct elicitation of attributes

Marten Boekhoudt en Arnold Reinders

Institute for Environmental Studies
University of Groningen

In this exploratory study we compared empirical results obtained from subjects who used two different decision aids. Both decision aids are interactive computer programs intended to help the user evaluate a number of options (alternatives) in terms of multiple utility attributes.

The two programs differ in the procedure for elicitation of these attributes. In one program (MAUD) the user formulates relevant attributes directly, using the Repertory Grid Technique. The other program (TREE) helps the user to specify, step by step, a goal hierarchy which is relevant to the choice problem at hand. The utility attributes taken from this hierarchy are the specific objectives at the terminal nodes.

Using these two computer programs, 65 students of a business school made a choice of one out of five potentially suitable jobs for themselves. This was done on two occasions separated by a period of three months. There were six groups of subjects. Every group received a different combination of first and second computer program (MAUD or TREE) and first and second set of alternatives (set 1 or set 2).

By comparing the results of the six groups in different ways, it was revealed that a subject using different programs produces two sets of attributes that are less alike than the two attribute sets of a subject using the same program twice. There was, however, only a weak positive relation between the discrepancy of the two sets of attributes and the discrepancy between the two ultimate preference orders of the five options.

There was not enough support for the expectation that the utility attributes resulting from a goal hierarchy (program TREE) are more stable through time and less sensitive to changes in the set of alternatives than attributes resulting from MAUD.

The necessity of importance weights assigned to utility attributes could not be demonstrated. Different kinds of importance weighing (including 'equal weights') proved to have little effect upon the ultimate preference order across the five candidate-jobs.

Charles Vlek
Institute for Experimental
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University of Groningen
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9750 AA HAREN (Gr.)
The Netherlands

FACHBEREICH 2
GESELLSCHAFTS-
U. PLANUNGS-
WISSEN-
SCHAFTEN

Institut für
Psychologie

Prof. Dr.
Helmut Jungermann

Unser Zeichen
Ju/Pe

☎ (030) 314-
5290

Datum
September 27, 1983

Re: Review of Pitz & Riedel, Purpose and preference:
Cognitive and affective determinants of decision structures

Dear Charles:

when I signed up as a referee for the paper by Pitz & Riedel, I was hoping for an easy task. I had heard the paper presented by Gordon in my workshop, I know many of his papers, and I was interested in the topic. Well, my hopes were justified indeed. This paper definitely deserves to be included in the Proceedings.

In general, it is an innovating paper. It raises, in its theoretical part, important questions with respect to value tree analysis; not so much from a prescriptive or technical point of view but rather from a cognitive-psychological perspective. To my knowledge, it is the first time that value tree analysis has been challenged on these grounds, and I find this important since the method is getting increasingly popular without being seriously examined from a psychological standpoint. The empirical study presented in the second part of the paper is also very interesting. On the one hand, because it serves as an illustration for the kind of critique and examination of value tree analysis that is possible and necessary. On the other hand, because the experiment in itself provides some first insights in how people's value or goal generation processes depend on the direction their thinking takes or is given. Of course, it is a purely descriptive study with only a very tentative linkage to theoretical concepts.

A few critical comments;

- There are a few typos that have to be corrected;
- The empirical study was performed with only N=6 Subjects; it clearly can be considered a preliminary study only;

- The Ss themselves rated how much attributes and objectives generated by the two procedures differed or overlapped. It might have been good to have independent raters as well;
- I would like to see a paragraph on the instruction given to Ss regarding the two procedures for generating attributes and objectives (i.e., top-down / bottom-up).

However, these are minor points and do not modify my statement of the beginning, namely, that the paper should be accepted for publication. It is alright on all five criteria that you have formulated in your letter to referees.

Viele Grüße


—

To: Referees of papers submitted
for consideration for Selected
Proceedings of the Ninth SPUDM-
Conference.

Dear Referee,

Enclosed you'll find the paper(s) you have declared willing to
comment upon.

We would kindly ask you to judge this/these paper(s) with respect
to the following criteria:

1. Its over-all length (12 pages for a specific paper, 20 for a
major paper or evening lecture. Everything in 1½- space typing).
2. The coherence of its message : are there pertinent theoretical
questions or hypotheses; do these questions, possible empirical
data and final conclusions form a consistent message?
3. The quality of emperical work : are assumptions justified; are
measured variables sufficient operationalized; have measures
been collected under appropriate circumstances?
4. Quality of data analysis : is underlying model valid; do methods
match with kind of data; should/could other methods have produced
other/richer outcomes or conclusions?
5. Quality of explacation, style and language : does the paper read
well; is language correctly used etc ?.

The Editorial Committee would strongly urge you to read, re-read and
comment upon this/these paper(s) in a careful manner and on a short-
term basis. We would appreciate receiving your detailed comments/
suggestions/critisms plus a general recommendation (publish or not
publish) as soon as possible, but definitely no later than October 20th,
1983.

Please assist us in maintaining a production schedule that leaves authors
of selected paper(s) ample time to prepare a definite version before
January 1, 1984, whilst taking your comments into account.

Thank you for your cooperation.

Katrin Borcharding
Berndt Brehmer
Charles Vlek
Willem A. Wagenaar.

* All referee comments should be sent in quadruplicate (4 copies) before
October 20th, to : Ch. Vlek
Institute for Experimental Psychology
University of Groningen
P.O. Box 14
9750 AA HAREN (Gr.)
The Netherlands.

Dr. Charles Vlek
Institute for Experimental Psychology
P.O. Box 14
9750 AA Haren (Gr.)

Niederlande

FACHBEREICH 2
GESELLSCHAFTS-
U. PLANUNGS-
WISSEN-
SCHAFTEN

Institut für
Psychologie

Prof. Dr.
Helmut Jungermann

Unser Zeichen Ju 1030/314- 5290 Datum 5.8.83

Dear Charles,

some feedback to your feedback of July 22:

1. I agree with the idea to have short reports about the workshops as a whole. Such reports may be structured into a conceptual statement about the topic, a summary of the papers presented and the discussion in the group; something like 5 to 10 pages.
2. Having pondered about it for some time, I agree also to not presenting workshop conclusions to a plenary session. Such reports may be too general and vague to be really interesting.
3. The idea of a "numerus clausus" is good but I doubt that it would work. People will probably go to the workshop they find interesting anyway, whatever they will have signed. They will also switch workshops if they get bored in the one they have signed for and attended once. Since we cannot control this, I plead against a numerus clausus. But, of course, people should sign up during registration, to give the organizers an idea of what they can expect.
4. Thanks for the invitation to the informal meeting on Tuesday!
5. Although we will probably discuss the "next conference" problem at this meeting in detail, here are already two comments: First, I don't mind that our conference has grown - it demonstrates also that decision theory has been successful in the last 15 years. Apart from that I think that Groningen has attracted particularly many people, due to the geographical location and to your image as a good organizer. Second, I suggest as places for the next conference Fontainebleau (Makridakis at INSEAD), Vienna (Linneroth at IIASA), Helsinki (Sévon) Cambridge (Watson). As members for the next OK I suggest as candidates Huber, Montgomery, Bar-Hillel, Hogarth, Pitz, Wooler, May, Scholz - not all of them, of course. For reasons of continuity, either Berndt or Katrin should also be in the next OK.

I am looking forward to see you soon in Les Arcs,



PS I am still waiting for an Abstract by Martin Bockhondt!

Jay Chruskew - S. - Dejar Paper

**ninth research conference
on subjective probability,
utility and decision making**



groningen, netherlands

29 august - 2 september

Organizing committee: Katrin Borcharding, Mannheim - Berndt Brehmer, Uppsala - Baruch Fischhoff, Eugene (USA) - Pieter Koele, Amsterdam - Peter Lourens, Groningen - Anna Vari, Budapest - Charles Vlek: *Institute for Experimental Psychology, P.O. Box 14, 9750 AA HAREN (Gr.), The Netherlands, phone: 050-116768*

Haren, 22 July 1983

To Workshop Organizers

Lieber Helmut!

It seems appropriate to give you some recent feedback and last-minute information before you start off on your trip to Groningen. Also, there are a few points to bring to your attention which we had not fully thought out earlier.

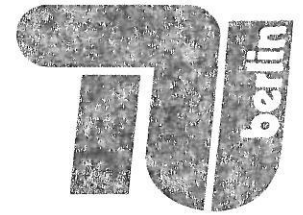
1. Our committee is surprised about the large number of registered participants (over 160) so far. This may create some problems we have not encountered before. We sincerely hope that smoothness of organization does not run counter to opportunities for informal discussion.
2. Helmut Jungermann has brought up the question of whether there should be written contributions for the Selected Proceedings from workshops (i.e. specific papers) or about workshops (i.e., a summary description revolving around main conclusions). Pending further discussion with the other editors (Borcharding and Brehmer, with Wagenaar at a later stage) I would suggest that it may be nice to have short reports about workshops as a whole under responsibility of the workshop organizer concerned. This does not preclude specific workshop papers from entering the proceedings, but as of this moment it can, of course, not be guaranteed that all papers from a workshop will find a place in the volume of proceedings. The editor-in-chief of Acta Psychologica recently let me know that he welcomes independent submission of SPUDM-papers, which then are to be published at a later time. Evidently, their interest in the whole area is rising, too.
3. Also the question has been asked whether at the conference itself there will be an opportunity to report main workshop conclusions in plenum. The committee has discussed this idea earlier and we thought we could decline it. But if most of you feel that this would be essential we may try to find an (extra) hour on Thursday, September 1st. If you are interested, please let us have your reaction to this point, as well as to the next one.
4. It is somewhat of a problem to try and see to it that all workshops have at least a minimal number of participants (not all participants have expressed their interest on the registration sheet). Given the present set of workshops it might be reasonable to set a 'numerus clausus' on each workshop (e.g. 35 at most). This could be achieved by letting participants sign up during registration.
5. There will be very few changes in the program as published in the Conference Preparation Book. Added is one paper by Kleindorfer, Kunreuther and Schoemaker on Thursday at 16.30 (parallel to computer demonstrations). The formal opening of the conference is to be done by Sipke D. Fokkema, president of the (inter-disciplinary) Netherlands Psychonomics Foundation. Abstracts of papers for Jungermann's Multiple Goal Analysis workshop will be distributed at registration. And you are kindly invited to a pre-luncheon reception by Groningen University's Rector Magnificus on Tuesday. Also, we are attempting to arrange for an informal evening for 'major contributors' like yourself on Tuesday.
6. In the informal circuit we and you will certainly have to think about the next conference, if there is to be any. Kleiter and Huber from Salzburg have let me know that they can't have it there in 1985, and the same goes for Jungermann in Berlin. Dirk Wendt has complained that SPUDM is growing out of hands. With a responsibility to hand over the organization of the conference to a successor-committee we are highly interested in your suggestions about the where, when, how, and especially who of any SPUDM-1985.

Looking forward to your reactions and to seeing you again soon,

with best wishes

Charles
Charles Vlek

P.S. You will soon be sent an abstract by Marten Bockhondt. He will give me a neat copy of it at the same time.



TU Berlin - Sekr. DO 205 - Institut für Psychologie - Dovesstr. 1-5, D-1000 Berlin 10

Dr. Charles Vlek
Institute for Experimental Psychology
P.O.Box 14
9750 AA Haren / Groningen
Holland

FACHBEREICH 2
GESELLSCHAFTS-
U. PLANUNGS-
WISSEN-
SCHAFTEN
Institut für
Psychologie

Unser Zeichen Ju/Pe (030) 314 5290 Datum July 5, 1983

Dear Charles,

a quick note that will not take up much of your time:

- o Could you please ask your students to send me an abstract of their paper (that they will present in my working group) as soon as possible? Only if they want to present it, of course.
- o I found that all other working groups have published the abstracts of their papers in the conference book. I did not know that that was expected. If I should send you the abstracts of "my" papers until August 15, could they be copied and put together like it was done for the Workshop on Medical Decision Making? I could then distribute them at the beginning of the conference.
- o You do not mention whether papers from or about working groups can/will be published. If you consider papers from workshops only, the deadline September 1 is okay. However, if you consider also, or as an alternative, papers about workshops, the deadline is impossible since any paper would have to incorporate the discussion in the workshop. I would appreciate a feedback since it has consequences for my preparation.
- o I did not get yet a "separate sheet" with regard to my accommodation (i.e., which hotel). Was that sheet supposed to be included in the material or will I get it later?

Best wishes,

W O R K S H O P

"MULTIPLE GOAL ANALYSIS"

Organizer: Helmut Jungermann

The subject of this working group will be the elaboration of conflicting goals within a decision theoretic framework. In prescriptive approaches, the explication of goals has gained increasingly importance, particularly in combination with multiattribute utility theory; e.g., goal hierarchies or value trees are used to identify the relevant dimensions for evaluation. In descriptive approaches, on the other hand, the meaning of goals for cognitively structuring decision problems has only little been discussed; e.g. how goals influence the generation of alternatives. So far, no mutual fertilization between prescriptive and descriptive approaches has taken place, as we observed it regarding subjective probabilities and utilities. This is the aim of the group: To present the two ways of handling goals in decision theory, discuss their respective thoroughness and relevance, and produce ideas about further developments and improvements in the area.

The group will be organized as follows: After a brief introduction to the "state of the art", two "major" papers will be presented:

- o Detlof von Winterfeldt (Los Angeles) & Ralph Keeney (San Francisco) will talk about the (prescriptive) development of goal hierarchies, with particular emphasis on a recent case study where conflicting goals regarding energy technologies were elicited: "Value Tree Analysis as a tool for analyzing conflicting objectives".
- o Gordon Pitz (Carbondale) will talk about the role of the goals for decision making from a (descriptive) psychological perspective, with particular emphasis on a discussion of the von Winterfeldt & Keeney paper: "Purpose and preference: Cognitive and affective determinants of decision structures".

The work of the group should consist of a discussion of papers as well as a constructive consideration of issues like methods for eliciting or inferring goals, the difference between goals for generating evaluative dimensions and for generating actions, the distinction between goal hierarchies and heterarchies, etc.. Some specific papers will also be presented. Additionally, participants are invited to present short statements (5 minutes) about their own views and research findings; it is appreciated if I am contacted ahead of time: Helmut Jungermann, Institut für Psychologie, Technische Universität, Dovesstr. 1-5, D-1000 Berlin 10/Germany; Phone: (030) 314-5290 or -3856



TU Berlin - Sekr. DO 205 - Institut für Psychologie - Dovesstr. 1-5, D-1000 Berlin 10

Dr. Gordon Pitz
Department of Psychology
University of Carbondale

Carbondale, Ill. 62901

USA

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Institut für
Psychologie

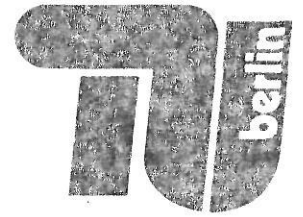
Unser Zeichen JU/Pe (030) 314. 5290

Datum July 5, 1983

Dear Gordon,

I would appreciate if you could send me a one-page abstract of your paper for the forthcoming conference as soon as possible. I intend to distribute the abstracts of the papers to be presented before the conference. Please excuse that the title of your paper is not in the program distributed by Charles - he obviously did not get my letter in which I specified the titles. I am looking forward to see you again.

Best wishes,



TU Berlin - Sekr. DO 205 - Institut für Psychologie - Döberstr. 1-5, D-1000 Berlin 10

Dr. Ivan Stanchev
Higher Institute of Economics "K. Marx"
Dept. of Systems Analysis, TYMCC
53, G. Dimitrov st.
SOFIA / Bulgarien

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Institut für
Psychologie

Unser Zeichen JU/Pe ☎ (030) 314- 5290

Datum 5.7.83

Dear Dr. Stanchev,

I would appreciate if you could send me as soon as possible a one-page abstract of the paper you will present at the forthcoming conference in Groningen. The abstracts of the papers to be presented in my working group will be distributed among group participants before the conference. Thank you very much for your cooperation.

With best regards,

FREIE UNIVERSITÄT BERLIN

FU

BERLIN

Fachbereich Philosophie
und Sozialwissenschaften (FB 11)
Institut für Soziologie (WE 3)

Dr.Dr. Ulrich Mueller

Freie Universität Berlin
FB 11, WE 3, Babelsberger Straße 14-16, 1000 Berlin 31

Herrn
Prof. Dr. H. Jungermann
Institut für Psychologie der TU
Dovestrasse 1 - 5
1000 Berlin 10

Ihr Zeichen

Ihre Nachricht vom

Unser Zeichen

Telefon/Durchwahl: (030) 853 70 51

Datum

intern: (91)

30.6.

Sehr geehrter Herr Jungermann,

im Nachtrag zu unserem Telefongespräch möchte ich Ihnen den
Titel meines Diskussionsbeitrags für Groningen aufschreiben:

"An Experimental Testing of the Samuelson/Olson Theorem"

besten Dank für Ihre freundliche Hilfe.

stets Ihr



Herrn
Dr.Dr.Ulrich Mueller
Freie Universität Berlin
Fb 11, WE 3
Babelsbergerstr.14-16
1000 Berlin 31

Unser Zeichen

Ju/pe (030) 314-5290

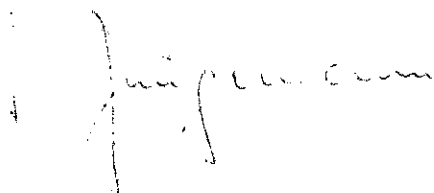
Datum 30.6.83

Sehr geehrter Herr Dr.Mueller,

das Organisationskomitee der Ninth European Research Conference on Subjective Probability, Utility, and Decision Making, die vom 29.8. bis 2.9.83 in Groningen (Holland) stattfinden wird, hat mich mit der Durchführung eines Workshop beauftragt. Dieser Workshop wird "Probleme der "MULTIPLE GOAL ANALYSIS" zum Gegenstand haben. Es wird 3 Sitzungen a 90 Minuten geben, in denen einzelne Paper präsentiert und diskutiert werden können.

Bisher haben für diesen Workshop Detlof von Winterfeldt & Ralph Keeney (San Francisco), Gordon Pitz (Carbondale) sowie Ivan Stantchev & Dimitar Driankov (Sofia) Beiträge zugesagt. Ich möchte Sie herzlich einladen, ebenfalls ein kurzes Paper vorzutragen, da zu der Workshop-Thematik in Beziehung steht. Für diesen Beitrag ständen Ihnen etwa 20 Minuten zur Verfügung. Bitte lassen Sie mich möglichst bald wissen, ob Sie die Einladung annehmen können und welchen Titel Sie Ihrem Beitrag geben wollen.

Mit freundlichen Grüßen

A handwritten signature in cursive script, which appears to read 'Jungermann', written in dark ink.

**ninth research conference
on subjective probability,
utility and decision making**



groningen, netherlands

29 august - 2 september

Organizing committee: Katrin Borchering, Mannheim - Berndt Brehmer, Uppsala - Baruch Fischhoff, Eugene (USA) - Pieter Koele, Amsterdam - Peter Lourens, Groningen - Anna Vari, Budapest - Charles Vlek: *Institute for Experimental Psychology, P.O. Box 14, 9750 AA HAREN (Gr.), The Netherlands, phone: 050-116768*

Haren, 22 May 1983

INTERNAL NEWSLETTER TO ALL MAJOR CONTRIBUTORS OF SPUDM-1983

Dear Colleague,

The preparations for our conference are proceeding successfully. At this moment some 90 participants have registered and we expect some 30 more on the basis of specific paper proposals which have been accepted for the program.

The organizing committee has met in person on May 6th in Amsterdam. There we have considered more than 60 proposals for specific papers which we had to channel into 'accept-plenary', 'accept-workshop' and 'reject' categories. The enclosed preliminary program is the result. In it you will - of course - also find those contributions which had been explicitly solicited by the committee in 1982, and which have already been announced in our February-1983 Conference Brochure.

This preliminary program - which may undergo minor changes - will be published together with abstracts of specific papers, the full text of first versions of 'major papers', abstracts of panel members' intended contributions, of computer program demonstrations and of intended evening lectures, in a pre-conference volume to be mailed to all registered participants in the second half of June. We have all of this material at our disposal already (except for one or two items which may be yours, in which case you will find a footnote under this letter). The organizing committee is very grateful for your punctual and loyal cooperation in this matter. Thus we are able to offer all registered participants a good opportunity to prepare themselves well ahead of time.

For a smooth course of events this Summer I would like to stress a few points which have already been mentioned before. The organizing committee offers full accommodation and access to all conference meetings to: writers of a 'major paper', panel members, and evening lecturers. Besides these, there are a few other 'guests' of the committee who would otherwise not be in a position to attend. The committee assumes that all active contributors to the SPUDM program will take care of their own travel expenses unless you have notified the committee about any expected difficulties at this point. Those who have approached the committee with an explicit request for support have already been contacted by us about it.

We kindly ask everyone to formally register by using the conference registration sheet (which you will find in the heart of the Conference Brochure). Please do so if still necessary, as this would facilitate the reservation of your accommodation in Groningen.

If, at this point, you have any questions, problems or suggestions, please do not hesitate to write, thereby helping to prevent last-minute troubles from plaguing us.

The committee very much appreciates your cooperation thus far. I look forward to meeting you this Summer.

On behalf of the organizing committee,
yours sincerely,

Charles
Ch. Vlek

REGISTRATION FORM

Please fill out this form by marking the appropriate boxes and send it to:

Secretariat SPUDM-1983, Institute for Experimental Psychology, University of Groningen, P.O. Box 14, 9750 AA HAREN (Gr.), The Netherlands.

- ☐ I hereby register for participation in the Ninth Research Conference on Subjective Probability, Utility and Decision Making, which takes place in Groningen from August 29 through September 2, 1983.
- ☐ I request the Groningen University Congress Bureau to reserve for me the following accommodation: (please mark one cell).

	Single room	Double room
Category I	☐	☐
Category II	☐	☐
Category III	☐	☐

- ☐ I wish my accommodation reserved from to (... nights).
- ☐ I will arrange for my own accommodation.
- ☐ I will make the conference fee of Dfl 225 plus a Dfl 100 hotel reservation (if requested) deposit payable to SPUDM-1983's account no. 44.31.58.800 with the AMRO Bank Groningen, before June 1.
- ☐ I would like to present a specific paper and will send a 1-2 page abstract before April 10, 1983.
- ☐ My first and second choices for participation in a Conference Workshop are: (please mark two boxes with 1 and 2, respectively)
- ☐ Multiple goal analysis (Jungermann)
 - ☐ Societal risk and safety (Svenson)
 - ☐ Dynamic decision making (Hogarth)
 - ☐ Medical decision making (Habbema)
 - ☐ Decision vs attitude theories (Schaefer)
 - ☐ Juridical decision making (Goldsmith)
- ☐ I expect to participate in the Conference Dinner (priced at abt. Dfl 30,-- to be paid at the registration desk upon arrival).
- ☐ My first choice for an excursion on Friday, September 2, would be:
- ☐ bus and boat trip to one of the "Wadden"-islands
 - ☐ Sailing trip on Frisian lakes
 - ☐ extensive walk on flats of "Wadden-sea"
- (you may sign up definitely upon arrival)

(please PRINT or TYPE)

Name:

Address:

Date:

signature:

NINTH RESEARCH CONFERENCE
ON SUBJECTIVE PROBABILITY,
UTILITY AND DECISION MAKING
1983



Groningen, The Netherlands, 29 August - 2 September 1983.

DETAILED CONFERENCE INFORMATION AND
CALL FOR PAPERS

The Ninth Research Conference on Subjective Probability, Utility, and Decision Making (SPUDM) will be held in the Netherlands, at the University of Groningen, from August 29 through September 2, 1983. "SPUDM" is an international and interdisciplinary conference aimed at improving the theory and practice of decision making. It is open to those who believe that models prescribing how people should make decisions need to incorporate knowledge about the ways people actually do make decisions. The conference is largely conducted in plenary sessions in order to discourage division of the field into narrow specialties, and to encourage participants to discover the relevance of other's work to their own activities. Apart from (invited) major papers and specific papers, the conference will consist of a panel discussion, various workshops, evening lectures, computer program demonstrations and a work-in-progress session.

MAJOR PAPERS

Six major papers - integrative reviews of a particular line of research - are scheduled. These will be distributed among registered participants in advance. At the conference itself there will be one or two invited discussants for each paper. Authors, topics and abstracts are:

MAYA BAR-HILLEL (Jerusalem, Israel) on:

PROBABILISTIC REASONING IN LAW.

Abstract: There is a large body of literature in Law, Statistics, Psychology and other social sciences concerning judgment and decision making in courtroom procedures. Uncertainty is a recurrent and pressing problem in legal decision making; uncertainty about what happened, whose testimony is most plausible, which laws or regulations are applicable, and what decision alternatives are feasible. A variety of models and methods has been proposed for dealing with the probabilistic aspects of courtroom decisions. Their theoretical foundations are varied, sometimes shaky, or not uncommonly overoptimistic. Looked at from a decision-theoretic point of view some crucial problems and promising lines become visible, which may eventually stimulate the explicitness and coherence of legal procedures. An attempt will be made to survey, evaluate and possibly integrate significant models, methods and findings from a variety of disciplines.

HILLEL EINHORN (Chicago, Illinois, U.S.A.) on:

JUDGING CAUSALITY

Abstract: A model of causal reasoning is presented that assumes judgments of causal strength to be a function of the strength of a hypothesis minus the strength of alternatives. However, such judgments are made conditionally on a background or field, analogous to the perception of figure against ground. It is first demonstrated how changes in the causal background can lead to reversals in judgments of causal strength. The strength of an explanation is then considered as a function of "cues to causality." These are multiple, probabilistic indicators that capture aspects of the data and content inherent in a causal relation. Content cues include temporal order, contiguity in time and space, and perceived similarity of cause and effect; data cues involve perceived validity and the robustness of predictive relations. Implications regarding the combining of cues are illustrated by the concept of spurious correlation. The importance of imagined alternative explanations is then discussed in relation to answering the counterfactual question: Would Y have occurred if X hadn't? Experimental evidence is presented concerning use of the cues and the effects of alternative explanations. Results show that people trade-off content and data-based cues to causality and, judged causal strength decreases as a function of the strength of alternatives. The results and theoretical model are discussed with respect to the importance of expectations in defining causal relevance, rules for combining the cues to causality, and replacing vs. disconfirming hypotheses. Finally, normative implications are considered with respect to three trade-offs: (1) the acquisition of causal knowledge vs. superstition; (2) "order-out-of-chaos" vs. creativity; and (3) imagination vs. uncertainty.

JOHN FOX (London, U.K.) on:

FORMAL AND KNOWLEDGE-BASED METHODS IN DECISION TECHNOLOGY

Abstract: Decision technology has seemed on the verge of a practical breakthrough for twenty years. Weaknesses in individual decision behaviour have been amply demonstrated, and the power of formal decision-making techniques has often been shown - but except in a few specialised areas the practical impact of the techniques has been disappointing. In recent years the development of less formal, "knowledge-based" techniques has brought some of the reasons for the failure of decision technology into sharper focus. Formalisation tends to impose an artificially simple model of the decision problem; human decision-makers find it difficult to express their practical knowledge in formal terms; formal decision procedures may be unintelligible to the user, and they have no natural mechanisms for ensuring accountability. Modern techniques from artificial intelligence may allow us to attack these problems in a new way. Using languages which can express facts and inference rules we can represent an experienced decision-maker's knowledge qualitatively, informally and fairly naturally. In this form the knowledge can be used directly by a computer program to make decisions. Even though the decision procedure is informal a number of "expert systems" have been built successfully. Furthermore the representation of experts' knowledge as facts and rules makes the procedures relatively intelligible and facilitates the provision of "explanation" facilities. It seems, then, that these methods might solve, or at least radically reduce, current problems in decision technology. This paper will summarise and evaluate these developments. Medical decision-making, which has been a major field for experiments with both formal and knowledge-based techniques, provides the setting to assess the arguments for and against these claims.

SPYROS MAKRIDAKIS (Fontainebleau, France) on:

THE COST OF JUDGMENTAL BIASES IN APPLIED DECISION MAKING SITUATIONS

Abstract: Judgmental biases are well documented in the psychological literature. Not much has been achieved, however, in terms of finding ways of unbiasing decision making. In this respect, judgmental biases should be viewed as optical illusions and some ways should, at least, be found to estimate their impact and consequences on applied decision making situations. How much do such biases cost organisations? Are some biases more critical, or costly, in applied settings than others? Is there a way to identify people less likely to commit certain types of biases? Should judgmental decisions be automatically corrected for biases to improve their value? Could it be possible and realised to attempt substituting, where appropriate, judgmental decision making by linear model? The above questions are, obviously, extremely important from a practical point of view. It will be the purpose of this paper to deal with such questions and attempt to provide guidelines which could aid organisations to reduce the cost, or other negative consequences, resulting from judgmental biases.

LAWRENCE PHILLIPS (London, U.K.) on:

TOWARDS A REQUISITE MODEL OF DECISION MAKING

Abstract: A decision model is requisite if all the factors needed to solve the problem are included in the model or can be simulated in it. The modeling process is iterative and consultative between analyst and stake-holders, with a sense of unease about model results used to signal that further development is needed. When no new intuitions arise, the model is considered requisite.

Requisiteness is conditional on the current state of information, on the goals and objectives imposed by the stakeholders, and on the small world that delimits the boundaries of the problem. At any time the model may cease to be requisite. In requisite modeling there is no antagonism between scientific method and clinical judgment; both are used to effect. Requisite models are neither normative nor optimal nor satisficing; they are conditionally prescriptive. This approach to modeling will be further discussed in this paper. One interesting conclusion is that requisite modeling highlights the need for moving from the current descriptive approach in psychology of what people do do, to a science of what people could do.

PAUL SLOVIC, BARUCH FISCHHOFF and
SARA LICHTENSTEIN (Eugene, Oregon, U.S.A.) on:

BEHAVIORAL DECISION THEORY PERSPECTIVES ON RISK AND SAFETY

Abstract: In modern industrial societies the control of hazards has become a major concern of the public and a growing responsibility of government. Many people feel increasingly vulnerable to the risks from technology and believe that the worst is yet to come. The urgent need to reduce conflict and improve the management of risk poses a challenge to scholars and scientists from many disciplines. In recent years, empirical and theoretical research on decision making under risk has produced a body of knowledge that should be of value to those who seek to understand and improve societal decisions. This paper aims to describe some components of this research, based on investigations grounded in cognitive psychology, psychometrics, and decision theory. Our efforts are guided by the assumption that those who promote and regulate high-risk technologies need to understand the ways in which people think about risk, the outcomes of technology that people deem to be important, and the values that they attach to these outcomes. Without such understanding, well-intended policies may be ineffective, perhaps even counterproductive.

The paper will begin by describing recent developments in the study of risk perception and the applications of this work to such practical problems as developing safety standards for hazardous technologies, motivating the voluntary use of seat belts, and creating programs to inform people about the risks they face from their daily activities, their medical treatments, or their jobs.

We shall conclude by discussing some emerging issues that need attention from behavioral decision theorists, such as the legitimacy of psychological health and mental distress as impacts in risk analyses, and the validity of the theory of risk homeostasis.

PANEL DISCUSSION : WHAT CONSTITUTES 'A GOOD DECISION'?

Behavioral decision theorists are increasingly being consulted about practical methods for making 'good decisions'. The frequent confrontation between prescriptive, analytical approaches and descriptive, often considerably more synthetic approaches emphasizes the importance of explicating the concept of a good decision. Some approaches stress the systematic structuring and judgmental solution of decision problems. Other approaches concentrate upon the decision maker as a cognitive system whose decision processes are influenced by cognitive-emotional states. At times the concept of rationality comes under debate, and it is realized that there are various forms of rationality which may imply paradoxical advice to actual decision makers. Discussing these various notions seems useful for widening perspectives and elucidating one's own position. The panel members will be:

MASANAO TODA	- Department of Behavioral Science, Hokkaido University, Sapporo, Japan
GIANDOMENICO MAJONE	- International Institute of Applied Systems Analysis, Laxenburg, Austria
ISTVAN KISS	- State Office of Technical Development, Budapest, Hungary
WARD EDWARDS	- Social Science Research Institute, University of Southern California, Los Angeles, U.S.A.

To start the session, panel members will take about 15 minutes each to state and clarify their respective positions. Thereafter, each panelist will be given 5-7 minutes to comment upon the others' statements. After a break, a further and plenary discussion is scheduled for some 60 minutes.

WORKSHOPS

Six different workshops are planned on three consecutive mornings in parallel sessions. The idea of a workshop meeting is that one or two leading papers are presented, whereupon the rest of the session is devoted to extensive discussion, exchange of findings, plans, criticisms, and the like. The final workshop meeting should result in a summing-up which forms the basis of a state-of-affairs report to be incorporated into the conference proceedings. Topics, brief descriptions, and workshop organizers are:

- MULTIPLE GOAL ANALYSIS

(Helmut Jungermann, Berlin, Germany):

Attention will be given to the elaboration of conflicting goals within a decision-theoretic framework. The explication of goal hierarchies or value trees within a prescriptive framework will be considered in relation to descriptive approaches dealing with the influence of goals upon the structuring of decision problems (e.g., the generation of alternatives). The respective thoroughness and relevance of the two kinds of approach will be discussed, together with opportunities for mutual fertilization.

- MODELS OF DYNAMIC DECISION MAKING

(Robin Hogarth, Chicago, U.S.A.):

In the past, dynamic aspects of decision making have received a fair amount of attention from a normative point of view. Bayesian models for probability revision, optimal strategies for information acquisition, and multi-stage betting games are points in case. More recently, researchers' interests focus on basic cognitive mechanisms ("heuristics and biases") that serve human decision makers in adaptively dealing with a continuously changing environment. There is a growing awareness that optimal methods for making decisions should not (only) be based on static representations of decision environments.

- JURIDICAL DECISION MAKING
(Robert Goldsmith, Lund, Sweden):

Decision making in and around legal courtrooms is under continuous debate. Intuitive judgment is pitted against analytical method, "ritual" against (alleged) "precision". Advances in this area have been made with respect to probability assessment and revision, the application of problem solving methods, and the explication and structuring of legal decision problems. These developments and the promise of other ideas will be discussed and evaluated.

- RISK AND SAFETY IN SOCIETAL DECISION PROBLEMS (Ola Svenson, Stockholm, Sweden):

Recent years have shown a strong increase of interest in the perception, analysis and management of societal risks. This workshop will summarize what we have learned in the past and what future developments are perceived. Some questions: Should risk analyses be more tightly linked to their policy decision contexts? How applicable is the family of expected utility models here? What alternative models or rules can be, or actually are used in real policy decisions? What aspects of risk are particularly important in analyses of long-term hazards? What characterizes a successful risk or safety management process?

- DECISION VS ATTITUDE THEORIES AND METHODS
(Ralf Schaefer, Mannheim, Germany):

In systematic approaches for aiding practical decision making, competing theoretical foundations are offered by Bayesian decision theory and by models of attitude and behavioral intention, respectively. The dilemma, and the corresponding trade-off, between theoretical significance and practical usefulness is variously solved by different decision counsellors. Also, what is recommendable from a normative point of view sometimes is unrealistic from a descriptive line of reasoning. Theoretical, methodological and practical problems will be surveyed and discussed.

- MEDICAL DECISION MAKING
(Dik Habbema, Rotterdam, The Netherlands):

Problem complexity, uncertainty and multiple personal values have stimulated medical decision making as a fascinating research area. Statistical decision theory, artificial intelligence programs, rules for probability assessment and revision, as well as formal decision analysis are having their impact in the gradual reform of diagnostic, choice-of-treatment, and treatment-evaluation practices. This workshop will offer a selection of advances, developments and possibilities in this area, and discuss problems, dilemmas and practical limitations.

SPECIFIC PAPERS

Specific papers should be well-defined, limited presentations of either theoretical or empirical research. Authors who would like to present a specific paper either at a plenary session or at one of the workshop meetings must send 7 copies of 1-2 page informative summary before April 10, 1983 to: Secretariat SPUDM-1983, Institute for Experimental Psychology, P.O. Box 14, 9750 AA Haren (Gron.), The Netherlands. Summaries must be typed clearly on A4 format, 1,5 line spaced, and with a 2,5 cm margin on both sides. The first page should be headed with the title of the paper and the name and affiliation of the author(s). Each paper is scheduled to take 35 conference minutes: 25 minutes for the presentation itself, and 10 minutes for discussion. In the program there is room for 12 plenary papers and about 24 parallel workshop papers. After a brief evaluation, the committee will forward specific paper proposals for workshop-meetings to the organizers concerned.

EVENING LECTURES

The main concern of these lectures is with methodological and philosophical aspects of the theory and practice of human decision making.

Evening lectures will be held by:

WILLEM HOFSTEE (Groningen, The Netherlands) on:

METHODOLOGICAL DECISION RULES VIEWED AS RESEARCH POLICIES:

A BETTING RECONSTRUCTION OF EMPIRICAL RESEARCH

Abstract: Empirical social behavioral research is treated from a methodologist, not from a science administrator's or sociologist of science point of view. Methodological models, such as classical statistical hypothesis testing, are viewed as policies in the sense of: Sets of rules which, if universally adopted or enforced, would lead to certain predictable collective consequences if the rational individuals would exploit these rules to their own advantage. Thus the question is whether a methodology is pragmatically acceptable in that it would lead to desirable external effects. A betting model of empirical-scientific discourse is proposed against this background. The model requires that opposing parties reach agreement upon an operationalization, specify their predictions in the shape of a probability distribution, and agree in advance to admit defeat if the other party's prediction will appear to be more accurate. The core of the betting model consists of a reproducing scoring rule for the relative accuracy of the predictions. Through thought experiments, the betting model is compared with several other methodological policies. Its major attractions and some inevitable weaknesses will be discussed.

LEON RAPPOPORT (Manhattan, Kansas, U.S.A.) on:

ALTERNATIVE PERSPECTIVES ON HUMAN DECISION MAKING

Abstract: Alternative perspectives through the body of theory and research in judgment and decision making will be developed in relation to three thematic questions:

1. Is the field of judgment and decision making better understood as a philosophy masquerading as a technical applied science, or as a technical applied science masquerading as a philosophy? Major works in the field can be cited in support of both sides of this paradox.

2. If fair coins do not grow on trees, and cannot be found anywhere else in nature - nor culture either (cf. Hogben) - then how far can pretensions to the contrary be stretched before they break? The problem here is that as historically useful decision models based on probability theory develop to their maximum realization, they tend to dominate and restrict the flow of creative thought they once represented.

3. The Western, Cartesian orientation to questions of ontological uncertainty ("I dreamed I was a butterfly; how do I know that I am not now a butterfly dreaming he is a man?") has been to separate the person from the problem by means of rationality and its constructs (I think, therefore, I am). The Eastern "Buddhist dialectical" orientation is just the opposite; it aims to merge the person with the problem by removing all barriers, especially rationality (I am, therefore, I think).

Decision making theory and research generally attempt to enhance rationality and the efficiency associated with it, by creating systems which prevent, or close off, openings to irrationality. This, however, also tends to eliminate considerations of non-rationality: factors/conditions not readily capable of satisfying current standards of efficiency and/or rationality.

COMPUTER DEMONSTRATIONS

A full session is planned for the presentation and discussion of computer programs for decision making. Participants are:

- Peter Lourens and Pieter Terlouw of the Groningen Department of Social Sciences: SUBJECTIVE PROBABILITY ASSESSMENT

- Patrick Humphreys and Ayleen Wishuda, Decision Analysis Unit, London School of Economics: MULTI ATTRIBUTE UTILITY ASSESSMENT

- Vladislav Rajkovic of the Ljubljana, Yugoslavia, School of Organizational Science
AN EXPERT SYSTEM FOR DECISION MAKING

- Jaap Spronk of the Department of Economics of Erasmus University, Rotterdam: MULTI CRITERIA DECISION MAKING METHODS

WORK-IN-PROGRESS SESSION

A Work-in-Progress session is scheduled for contributors who wish to give five-minute accounts of their work in progress, curious findings, forthcoming publications, plans etc. The program for this session will be arranged at the Conference, and participants should contact the Organizing Committee during the first two days of the Conference.

PREPRINTS

All participants whose fees are received by June 1, 1983, will be sent a volume containing (i) preprints of major papers to be discussed at the Conference, (ii) summaries of specific papers, (iii) descriptions of the workshops, (iv) Conference program, (v) maps, hotel information, etc. Late registration may cause accommodation problems, and will result in your having to collect the conference book upon arrival in Groningen.

CONFERENCE PROCEEDINGS

Selected proceedings will be published as a special volume of *Acta Psychologica* (Summer 1984). Intended contributions should be submitted for reviewing during the Conference, and will have to meet the usual editorial criteria. Contributors of papers will receive specific information at a later time.

ACCOMMODATION ARRANGEMENTS

The Congress Bureau of the University of Groningen has made preliminary reservations for rooms in 4 hotels. These are categorized as "good but modest" (cat. I), "pleasant and comfortable" (cat. II), and "somewhat luxurious" (cat. III). Hotels WEEVA and DE DOELEN (both cat. I) are located in the very center of town, within walking distance of the conference site. Hotels CREST (cat. II) and EUROMOTEL (cat. III) are outside the center, within half-an-hour's walking distance, and served by excellent local transport facilities.

Prices are as follows (inclusive of continental breakfast and all tax and service charges):

	single room	double room
Cat. I	between Dfl 45 and 56	between Dfl 80 and 110
Cat. II	between Dfl 56 and 75	between Dfl 90 and 120
Cat. III	between Dfl 75 and 85	between Dfl 130 and 150

A hotel reservation deposit of Dfl 100 is to be paid together with the registration fee (see below) if you want a hotel room to be reserved for you in time. Please indicate on the registration form which category you prefer. The committee can not take responsibility for the accommodation of those who have not registered in time. Participants will receive written confirmation of any reservation that has been made for them. (The Dfl 100 deposit will, of course, be deducted from your final hotel bill).

CONFERENCE FEE

The Conference Registration Fee is Dfl 225,-. This covers the use of all conference facilities, printed materials, lunches, tea and coffee during conference meetings, some social events, and transport to and from your hotel. The special student fee is Dfl 150,-; a photocopy of a student identity card must be sent together with the registration form; the card itself must be shown at the registration desk upon arrival. Potential participants anticipating evident financial problems may attempt an appeal at the organizing committee's modest emergency budget.

Conference fee and hotel reservation deposit (if any) should be made payable to account no. 44.31.58.800, "S.P.U.D.M. -1983", of the AMRO Bank, Grote Markt 22, Groningen, The Netherlands. (AMRO's bank account no. is 46.35.00.032, their postal giro no. 803935; their telex no. is 53152).

PROVISIONAL PROGRAM OUTLINE

Sunday, August 28

19.00 - 22.00 Informal get-together party at a local establishment.

Monday, August 29

08.30 - 10.00 Registration and morning coffee
 10.00 - 10.20 Formal Opening and Committee Announcements
 10.20 - 11.10 Major Paper
 11.15 - 12.30 Workshops (Parallel Sessions)
 14.00 - 14.50 Major Paper
 14.50 - 15.25 Specific Paper
 15.55 - 16.30 Specific Paper
 16.30 - 17.05 Specific Paper
 20.00 Evening Lecture and Concert

Tuesday, August 30

09.00 - 09.50 Major Paper
 09.50 - 10.25 Specific Paper
 11.00 - 12.30 Workshops (Parallel Sessions)
 14.00 - 17.00 Panel Discussion

Wednesday, August 31

09.00 - 09.50 Major Paper
 09.50 - 10.30 Work in Progress
 11.00 - 12.30 Workshops (Parallel Sessions)
 14.00 - 14.50 Major Paper
 14.50 - 15.25 Specific Paper
 15.55 - 16.30 Specific Paper
 16.30 - 17.05 Specific Paper
 20.00 Evening Lecture and Film

Thursday, September 1

09.00 - 09.50 Major Paper
 09.50 - 10.25 Specific Paper
 10.55 - 11.30 Specific Paper
 11.30 - 12.05 Specific Paper
 12.05 - 12.30 Discussion and Planning Next Conference
 14.00 - 14.35 Specific Paper
 14.35 - 15.10 Specific Paper
 15.40 - 17.00 Computer Demonstrations
 19.00 Conference Dinner

Friday, September 2

The morning is held in reserve for possible overflows of the scientific program (to be decided in May). In the afternoon and evening various excursions are being planned, such as
 - a bus and boat trip to one of the islands off the Groningen coast;
 - a sailing trip in small boats on the Frisian lakes; and
 - a several-hours walk on the flats of the "Wadden-sea".

An informal out-of-town dinner meeting is being planned to conclude the various excursions. Please note that excursions may cost you between Dfl 10 and 25, to be specified later and to be paid at the registration desk.

DESCRIPTION OF CONFERENCE SITE

Under the nickname of "metropolis of the North" Groningen is the home of Holland's second-oldest university. As the major city in the North of the Netherlands it has excellent connections with the center and Western part of the country, by surface as well as by air. It takes less than 2,5 hours to reach Groningen by train from Amsterdam. Regional bus and railway lines serve a large area of small provincial towns and plenty of villages situated in a green, wide and very flat landscape dotted with some lakes and forests. Groningen is a provincial university town tightly built around a central market square surrounded by a multitude of shops, café's and small restaurants. Cultural activities are very modest in Summer, but the city is easily left for a trip in the countryside by car, train, bus or a quickly rented bicycle. The nearby "Wadden-islands" are a special Summer attraction.

A RECAPITULATION OF CRUCIAL DATES

April 10: final day for sending abstracts of proposed specific papers.

June 1: final day for organizing committee to receive your registration and payment.

August 28: Conference welcoming reception.

September 2: End of conference.



TU Berlin · Sekr. DO 205 · Institut für Psychologie · Dovesstr. 1-5, D-1000 Berlin 10

Charles Vlek
Institute for Experimental
Psychology
P.O.Box 14

9750 AA HAREN/Groningen

Netherlands

FACHBEREICH 2
GESELLSCHAFTS-
U. PLANUNGS-
WISSEN-
SCHAFTEN

Institut für
Psychologie

Unser Zeichen
Ju/Pe

(030) 314-
5290

Datum
May 27, 1983

Dear Charles,

Thank you for your letter of May 11. First, I have informed Stantchev that you will be able to pay some money for his and Driankovs accommodation and registration fee in Groningen. Secondly, I am interested in your students' paper for my working group but would like to postpone my final decision for another four weeks. I you think that this is acceptable for them and leaves them enough time to prepare a paper of about 20 minutes, you might inform them about the situation. I promise to let them know about my decision before July 1.

Best wishes

**ninth research conference
on subjective probability,
utility and decision making**



groningen, netherlands

29 august - 2 september

Organizing committee: Katrin Borchering, Mannheim - Berndt Brehmer, Uppsala - Baruch Fischhoff, Eugene (USA) - Pieter Koele, Amsterdam - Peter Lourens, Groningen - Anna Vari, Budapest - Charles Vlek: *Institute for Experimental Psychology, P.O. Box 14, 9750 AA HAREN (Gr.), The Netherlands, phone: 050-116768*

Prof.Dr.Helmut Jungermann

Haren, 11 May 1983

Lieber Helmut!

As promised here is some report of the May 6 meeting of the committee. We have filled in the program of specific plenary papers and considered the workshop plans. You will soon be sent a complete overview of the program as we have been able to design it by May 6.

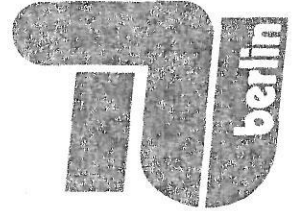
X As far as your workshop on MGA is concerned we have not received any acceptable proposals for specific papers that could fit into it. Thus I presume that this workshop is going to be developed on the basis of the papers given in your workshop description (von Winterfeldt and Keeney;Pitz),whereby we are hoping that Stantchev/Driankov can come to add something as well (I haven't heard anything;have you?).We have some money to pay for their accommodation and registration fee in Groningen.You can tell them that.

X If you are in need of additional contributions I can only suggest two (bright) students in our department,who just completed a rather nice project in which they compared MAUD and an other program,TREE,for "eliciting utility attributes through hierarchical goal structuring".One of them developed the two computer programs;the other ran 65 subjects with them who had to choose for an optimal job connecting to their almost completed economic/administrative school.Their report of this is finished so they should be able to paraphrase it briefly in proper English after having thought a bit more about the meaning of primary results. The outcomes are not earth-shocking,but their project certainly suits to start off a good piece of discussion. Let me hear when you are interested.I won't tell them anything yet. I don't know how their English is but content-wise you would not run a disaster risk.

You will hear from us again soon.Please let me know soon if you want me to do something (like writing a formal letter of invitation) about Stantchev and Driankov.

best wishes,

Ch.Vlek



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Institut für
Psychologie

Haren (Groningen) / Holland

Unser Zeichen
Ju/Pe

☎ (030) 314-
5290

Datum
6.4.83

Dear Charles,

besten Dank für Deinen Brief bezüglich des geplanten Projektes für die EG. In der Tat handelt es sich um einen "feeler", und auf Grund der bisherigen Erfahrungen mit der EG haben Ortwin Renn und ich auch vereinbart, keine weiteren Aktivitäten zu entfalten, bevor eine Art "letter of intent" aus Brüssel da ist. Bitte entschuldige im übrigen, daß Renn's Paper Dich schon so definitiv vereinnahmt hat - er ist da manchmal etwas mutig; ich habe es ihm gesagt und er bedauert.

Wir haben kürzlich ausführlicher über seinen Antrag gesprochen und haben dabei folgendes vereinbart:

1. In einem endgültigen Vorschlag müßten 4 Mannjahre (man/year) für einen Zeitraum von 2 Jahren beantragt werden. Davon sollte je 1 Mann/Frau in Jülich, Paris, Groningen und Berlin sitzen. Eine gemeinsame Arbeit würde also nicht zu Lasten momentaner Ressourcen gehen.
2. Bevor wir uns endgültig auf ein Projekt festlegen, sollten wir uns in Jülich treffen und, wie Du vorgeschlagen hast, die inhaltlichen und organisatorischen Probleme ausführlich besprechen. Zu einem solchen Treffen würde Renn aber erst einladen, wenn eine zumindest halbe Zusage aus Brüssel da ist.

Eure Conference Brochure fand ich sehr schön und vielversprechend. Wenn alles so klappt, wie Ihr es geplant habt, müßte es eine hervorragende Konferenz werden. Die erbetene revidierte Beschreibung 'meines' workshop lege ich bei. Ich sehe ein gewisses Problem, wenn das OC tatsächlich 4 weitere Paper in die workshops gibt: Zum einen bleibt da nicht mehr viel Zeit für eine ausführliche Diskussion, zum anderen verliert die Diskussion an Stringenz und Homogenität, da die diversen (nicht spezifisch eingeladenen) Paper ja vermutlich doch nur am Rande des eigentlichen Themas liegen. Vielleicht könntet Ihr das bei Eurer nächsten Sitzung im Auge behalten. Übrigens: Driankov habe ich eine Einladung geschickt; er will,

wenn ich es richtig verstehe, kein eigenes Paper geben, sondern gemeinsam das Paper mit Stantchev.

Darf ich Dich bitten, mein registration form und den cheque an das Conference Secretariat weiterzugeben - sofern Du es nicht selber bist? Danke.

Mit bestem Gruß,

A handwritten signature in dark ink, appearing to be 'Schmidt', written in a cursive style.

PS: Ich schicke Dir das Original der Workshop-Beschreibung mit, da unsere Kopien zur Zeit relativ schlecht ausfallen.

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22 april 1983

To: Workshop organizers

Dear colleague,

Thank you for sending me the revised description of your planned workshop. Your description looks fine and will serve us well in preparing the conference program and book of pre-printed papers.

There appears to be a great interest in SPUDM-1983. We now have received over 60 proposals for specific papers and a similar number of participant registrations (registration deadline is June 1st).

As we have let you know earlier, soon after May 6 (our Amsterdam committee meeting) we will let you know our suggestions for incorporating proposed papers into specific SPUDM-workshops. We do hope that you will be tolerant in this; the large number of proposed papers simply forces us to find as much room in the program as possible. (We are already contemplating filling up the Friday, Sept. 2, morning in order to accommodate more papers).

In the description of some of the workshops it is apparent that you have already contracted some workshop participants who are to present a specific paper. As we haven't seen any abstract of such papers could I ask you to please request these workshop participants to send a 1-2 pages, 1½-space, 2 cm margins on both sides, abstract of their paper to the SPUDM-secretariat? We would like to receive these abstracts as soon as possible but no later than May 15, in order to incorporate them into the conference book of pre-prints.

Of course it is to be expected that it will not be easy to accommodate all papers that would seem to fit a particular workshop - given what you have already set up yourself - but we sincerely hope that we will find smooth solutions for most problems in good communication with you.

You will hear from us again soon after May 6th.

with best wishes,

Charles
Charles Vlek

P.S. I enclose a copy of a registration form
for further distribution to your workshop contributors.

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0031

To: Workshop Organizers of the
Ninth SPUDM-Conference

Haren, March 23rd, 1983.

Dear Friends/Colleagues,

The organization of SPUDM-1983 proceeds favorably and largely according to plan. Registrations as well as proposals for specific papers now reach our secretariat with regularity. We hope to succeed in getting all planned speakers to Groningen at the time of the Conference.

This letter is meant to remind you of our earlier request to send us an updated description of the design and planned contents of your workshop. We would like to receive a short thematic description of the topic of your workshop accompanied by a listing of specific contributors (and/or discussants) together with the title of their contribution. As we have written to you before, our Committee will (have to) make some last-minute suggestions concerning additional workshop contributions possibly arrived at our secretariat by April 15th.

We plan to incorporate these updated workshop descriptions in the book of pre-printed conference papers to be mailed to registered participants in the beginning of June. The Committee will meet on May 6th in Amsterdam to decide upon the preliminary program.

May we please ask you to send us your 1-2 page workshop description before April 15th? We hope you will provide us with 3 clearly 1½-spaced typewritten copies having a 2½ cm-margin on both sides so that photocopying and binding can take place easily.

Soon after May 6th we will inform you about the program decisions made. We very much appreciate your efforts in setting up an attractive workshop.

Looking forward to meeting you this summer,

On behalf of the Organizing Committee,

with best wishes,

Charles

Ch. Vlek.

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To: Workshop Organizers of the
Ninth SPUDM-Conference

Haren, February 10th, 1983.

Dear Friends/Colleagues,

One of these days you will (have) receive(d) our Conference Brochure giving comprehensive information on SPUDM-1983. The Committee feels that it has had some luck in putting together the scientific programme of the Conference.

In the Brochure you will find a certain description of your workshop (made up by ourselves in case we had not received any guiding information from you). Also we have attempted to formulate our ideas of what a workshop - three meetings - should look like. We sincerely hope that our treatment of 'your' workshop looks satisfactory to you, and that it leaves you enough room for setting it up the way you think best.

One problem we have, and which we hope to solve by a particular way of structuring workshops, is that we cannot accommodate a large number of specific papers in plenary programme sessions. Therefore, we would urge you to design your workshop such that we can direct about 4 specific papers towards you with a request to incorporate them into your workshop programme. Please let us know soon which paper(s) you have already contracted for your workshop. The Brochure tells you that we hope that relevant specific papers can be accommodated in parallel workshop sessions as starters for the general discussion in each workshop meeting. Thus workshops will not offer as much room for a totally free and improvised discussion as they did at earlier SPUDM-conferences.

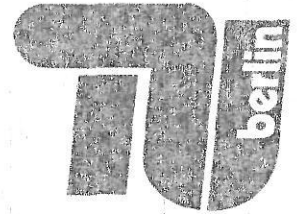
Another problem we anticipate is that we have to have a quick exchange of letters with you at the time of composition of the preliminary programme in the beginning of May. We hope that you will be able to give us a revised workshop description (in, say, 15 lines) before April 15th. Shortly thereafter we will send you our proposal for putting certain specific papers in your workshop. You will, of course, have an opportunity for turning down any proposal made by us. But please do so at short notice.

So far for now. Be sure that we very much appreciate your willingness in organizing a critical part of SPUDM-1983. We are aware of giving the SPUDM-organization a slight experimental turn. Therefore, please feel free to give us your comments, further proposals and/or critical questions regarding workshop organization. The second half of April and the first half of May will be a critical time for making programme decisions. We would appreciate to have your comments/contributions in due time.

On behalf of the Organizing Committee,

with best wishes,


Ch. Vlek.



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WISSEN-
SCHAFTEN

Institut für
Psychologie

Ola Svenson
Department of Psychology
University of Stockholm

S-106 91 Stockholm

SWE DEN

Unser Zeichen
Ju/Pe

(030) 314-
5290

Datum
April 29, 1983

Dear Ola,

Thank you very much for your letter. It is indeed a long time since I heard from you, but from the Groningen brochure I learn that you are still alive.

I have seen that you are responsible for a workshop on risk - but it seems that you have not seen that I am responsible for a workshop on 'Multiple Goal Analysis' at the same conference. Thus, although I would very much like to attend your workshop and give a summary of my impressions from Les Arcs, it will not be possible due to the parallelity of the sessions. However, I can offer you a substitute: Ortwin Renn, (KFA Jülich, 5170 Jülich, Postfach 1913) would be a good candidate for the job. He is a young sociologist, has done and is still doing a lot of research on risk and will also attend the meeting in France. I have asked him whether he would be willing to give a 15-20 minutes resumé and he is willing to do so. This however, does not oblige you in any way. Feel completely free to make use of the offer or not.

I am looking forward to see you in the summer.



UNIVERSITY OF STOCKHOLM

Department of Psychology

Dr. Helmut Jungermann
Institut für Psychologie
Technische Universität Berlin
Dovestrasse 1-5
D-1000 BERLIN 10

April 13, 1983

Dear Helmut,

It was a long time since you heard from me. I still think of the nice visit I paid you in Berlin. Since then a lot of things have been going on for me as well as for you I guess.

Now, I am responsible for a workshop in Groningen on risk and societal decision making (I have enclosed a copy of my description of the program).

As I know that you are going to visit the NATO meeting in France right before the SPUDM conference and because I also know that you are a very good speaker I would like to ask you if you could be so kind to give a short resumé of your impressions from the NATO meeting in my risk workshop (this was a truly "germanic" sentence). I really do hope that you'll accept this invitation in which case I'd like you to give a presentation of say, 25 min.

I hope everything is fine in Berlin. Of what I've heard from common friends you are very busy.

All the best,

Ola Svenson

Dimiter Driankov
Higher Institute of Economics
"K.Marx"
Dept.of Systems Analysis,TYMCC
53,G.Dimitrov st.,Sofia
BULGARIA

June 14th,1983

Dr. H.Jungermann
TU Berlin
Institute für Psychologie
Dovestr. 1-5
D-1000 Berlin 10
West Germany

Dear Dr. Jungermann,

We have your letter dated May 27th,1983 informing us that the Org. Committee has some money to pay for our registration fee and accommodation in Groningen.

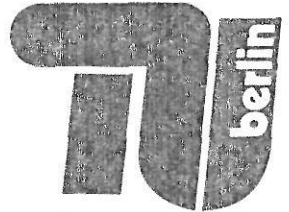
Thank you very much for your cooperation,indeed!We are very grateful for all you have done - it will make our plans a reality.

We wrote to Dr. Vlek too asking him to proceed further with the hotel reservation on the basis of the money that are to contribute to our registration and accomodation costs.We expect to arrive in Amsterdam on August 28th and to continue our trip to Groningen on train the same day.Our travel costs will be covered by the bulgarian authorities.We have applied already for passports,visas etc.

Thank you one more time and do expect to see you in Groningen.

Sincerely yours

D.Driankov
Task Leader"Systems and
Decisions"



TU Berlin · Sekr. DO 205 · Institut für Psychologie · Dovesstr. 1-5, D-1000 Berlin 10

Dr. Stantchev
Higher Institute of Economics
Karl Marx
Department of Systems Analysis
Ekzarh Iosif St. 14

Sofia / Bulgaria

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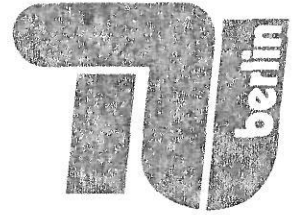
Datum
May 27, 1983

Dear Dr. Stantchev:

From Charles Vlek I have heard that the Organizing Committee of the Ninth Research Conference on Subjective Probability, Utility and Decision Making has some money to pay for your accommodation and registration fee in Groningen. I hope that this will help you to plan your trip to the conference.

With best regards

H. Jungermann



TU Berlin - Sekr. DO 205 - Institut für Psychologie - Dovesstr. 1-5, D-1000 Berlin 10

Dr. Stantchev
Higher Institute of Economics Karl Marx
Department of Systems Analysis
Ekzarh Iosif St. 14

Sofia / Bulgaria

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5290

Datum
March 29, 1983

Dear Dr. Stantchev:

Thank you very much for your letter. I am glad that you could accept my invitation to participate in our workshop. As I understand, you will give your paper jointly with Dr. Driankow, and I have therefore sent him a letter of invitation too. I will send you the papers of von Winterfeldt/Keeney and of Pitz as soon as they will be available.

With best regards,

J. J. G. J. G.

Ivan Stanchev
Higher Institute of Economics
"K.Marx"
Dept.of Systems Analysis,TYMCC
53,G.Dimitrov st.,Sofia
Bulgaria

February 15,1983

Helmut Jungermann
Institut für Psychologie
Technische Universität Berlin
Dovestrasse 1-5
D-1000 Berlin 10
West Germany

Dear Dr. Jungermann,

Thank you very much for your kind invitation to present a paper within the Workshop on " Multiple goal analysis".I am very grateful for this invitation and I accept it with great pleasure.

Together with my colleague Mr.Driankov,we have the intention to present a paper that deals with a linguistic approach,based on Fuzzy Sets,for multiple goal analysis.It is especially concerned with the case of interdependant goals some of which conflict with each other;some support each other and some are independant.The possible ways for the identification and description of these interdependancies are proposed and these are based on information supplied by the decision maker solely. Also the ways for tackling the existing conflicts among the interdependant goals are considered.The paper that is to be given generalizes our theoretical research in this field,parts of which were presented at the SPUDM 8 Conference in Budabest.In our present paper we made an attempt to unify the analysis in the case of interdependant goals in a way that is most convenient for the decision maker.The preliminary title of our paper will be:" Linguistic approach for identification, description and tackling conflicts among interdependant goals".

We would like to have a brief summary of the two other papers that are to be presented within the same workshop in order to be able to relate our findings to the results and ideas discussed in these two papers.

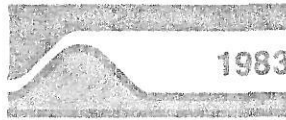
Thank you very much for your efforts to find out whether the OC might be able to reimburse accommodation and conference costs, at least partially. This will significantly facilitate our participation in the event. Please, let us know what is the final solution of this problem.

Thank you one more time for your kind invitation which is a great honour for me and my colleague Mr. Driankov.

Sincerely yours

A handwritten signature in blue ink, appearing to read 'T. Shcherba', written in a cursive style.

**ninth research conference
on subjective probability,
utility and decision making**



groningen, netherlands

29 august - 2 september

Organizing committee: Katrin Borchering, Mannheim - Berndt Brehmer, Uppsala - Baruch Fischhoff, Eugene (USA) - Pieter Koole, Amsterdam - Peter Lourens, Groningen - Anna Vari, Budapest - Charles Vlek: *Institute for Experimental Psychology, P.O. Box 14, 9730 AA HAREN (Gr.), The Netherlands, phone: 050-116768*

Dr. Stantchev
Higher Institute of Economics Karl Marx
Department of Systems Analysis
Ekzarh Iosif St. 14

Sofia / Bulgaria

January 21, 1983

Dear Dr. Stantchev:

The Organizing Committee of the forthcoming European Conference has asked me to organize a workshop in Groningen on "Multiple Goal Analysis". The schedule of the workshops will differ from the schedule at the previous conferences: There will be three sessions of 1 1/2 hour each, and several invited papers will be delivered in these sessions. The papers will be equal-footed candidates for publication in the proceedings.

The topic "Multiple Goal Analysis" seems interesting to me - and obviously to the OC - because this type of analysis has become a routine part of decision analysis. However, the theoretical and methodological grounds for such analyses are not yet well explored. The workshop is to discuss these problems. Two papers are already scheduled: Detlof von Winterfeldt & Ralph Keeney will talk about the (prescriptive) development of goal hierarchies, with particular emphasis on a recent case study where conflicting goals regarding energy technologies were elicited from various stakeholders. Gordon Fitts will talk about the role of the goals for decision making from a (descriptive) psychological perspective, with particular emphasis on a discussion of von Winterfeldt & Keeney's paper.

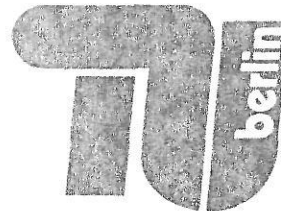
Since I know that you too are actively concerned with problems of multiple goal analysis, I would like to invite you to give also a paper (20 minutes) within this workshop. You might present your own research, of course, but the presentation should relate to the other papers and to the general problems of multiple goal analysis to be discussed in our group. Unfortunately, there are no funds available. I could at most check whether the OC might be able to reimburse accomodation and conference costs.

Please let me know as soon as possible whether you can accept my invitation.

Sincerely yours,

p.t.o.

PS Thank you very much for your seasonal greetings. I also wish you a happy and successful new year. It was good to see you at IIASA!



TU Berlin · Sekr. DO 205 · Institut für Psychologie · Dovesstr. 1-5, D-1000 Berlin 10

Charles Vlek
Institut voor Experimentele
Psychologie
der Rijksuniversiteit te Groningen
p a Biologisch Centrum, Vleugel D

Kerklaan 30, Haren

Holland

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☎ (030) 314-

5290

Datum

21.01.1983

Lieber Charles,

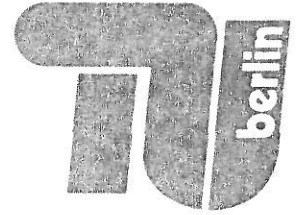
besten Dank für Deinen Brief, oder genauer gesagt, Deine Briefe:
Einmal zu SPUDM, einmal zu Risikofragen.

Zunächst einige Bemerkungen zur Konferenz: Ich habe Ivan Stantchev heute eingeladen, ein Paper in unserem Workshop zu präsentieren. Eine Kopie des Briefes lege ich bei. Ich danke Dir für den Hinweis und hoffe, daß Stantchev kommen kann. Weitere größere Paper möchte ich allerdings nicht einladen, da sonst der Raum für eine intensive Workshop-Diskussion zu eng wird. Wichtig wäre mir aber dennoch der Hinweis in der Konferenz-Broschüre, daß 5-Minuten-Beiträge sehr erwünscht sind. - Vor längerem habe ich die Kopie eines Briefes an Dich von Gasparski bekommen, in dem er einen Workshop über "decision and action" anregt. Wird ein solcher Workshop stattfinden? Wenn ja, wäre ich Dir für eine kurze Information dankbar.

Nun zur Risiko-Forschung: Entschuldige bitte, daß ich auf Deinen ausführlichen Brief vom Mai letzten Jahres nicht geantwortet habe. Aber unmittelbar nach meiner Rückkehr aus Paris mußte ich die Geschäftsführung unseres Institutes übernehmen - und das war angesichts der budget cuts und allgemeinen Unorganisiertheit dieses sehr großen Institutes eine Sache, die mich sehr in Anspruch genommen hat. Langsam wird das Leben wieder etwas ruhiger und ich komme dazu, mich auch wieder stärker mit inhaltlichen Problemen zu beschäftigen. Die internationale Kooperation, deretwegen ich Dir damals geschrieben hatte, konkretisiert sich in zweierlei Hinsicht: Zum einen ist die European Community daran interessiert, ein Projekt zu fördern, in dem es um Probleme der Standorte von high-risk, large scale technologies / industries geht; speziell soll es um Energie-Technologien gehen. Eine kurze Beschreibung

eines möglichen Projektes lege ich bei; sie stammt von Ortwin Renn (Kernforschungsanlage Jülich), der "principle investigator" sein würde. Ich würde bei dem Projekt mitmachen, ebenso voraussichtlich Fagnani (Paris), Williams (Glasgow) und - hoffentlich - Du. Die Beschreibung des Projektes zeigt Dir, daß wir noch einen großen Spielraum in der spezifischen Ausfüllung des allgemeinen Plans haben. Wenn ich es richtig sehe, würden eine Reihe der Fragen, die Ihr in Euren SO₂ and LPG siting studies behandelt, ohne weiteres in ein solches internationales Projekt passen. Zum anderen gibt es ein gewisses Interesse in Paris bei der Maison des Sciences de l'Homme an der Etablierung einer internationalen Arbeitsgruppe zum Thema Technologische Entwicklungen. Beim Abschied aus Paris habe ich Clemens Heller (der grauen Eminenz des Hauses) einen kurzen Vorschlag für ein Treffen interessierter Kollegen gegeben, von dem ich Dir ebenfalls eine Kopie beilege. Es ist klar, daß der darin in Aussicht genommene Termin (April 83) nicht mehr in Frage kommt, aber das ist nicht entscheidend. Wenn es zu einem EC-Projekt käme, könnte man dies vielleicht zum Anlaß eines Treffens in Paris irgendwann im Laufe des Jahres nehmen. - Um übrigen werden Detlof von Winterfeldt, Katrin Borcharding und ich vermutlich Ende des Jahres mit einer längeren Untersuchung methodischer und empirischer Probleme des Risiko- und des Nutzen-Begriffes beginnen, die vom Bundesminister für Forschung und Technologie finanziert wird. Ich würde dich, sobald die Entscheidung in Bonn gefallen ist, gerne einmal ausführlich um Rat bitten - sicher nicht vor Ende des Jahres, keine Angst! Eine schnelle/ kurze Reaktion auf das geplante EC-Projekt wäre mir dagegen sehr wichtig.

Mit bestem Gruß



TU Berlin · Sekr. DO 205 · Institut für Psychologie · Dovesstr. 1-5, D-1000 Berlin 10

Gordon F. Pitz
Department of Psychology
Southern Illinois University

Carbondale, Ill. 62901

USA

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(030) 314-

5290

Datum

January 21, 1983

Dear Gordon:

Thank you very much for your audacious decision to come to Groningen and give a paper. I am looking forward to see and hear you. As I told you in my first letter regarding the subject, Detlof & Ralph's paper is ready, i.e., not the paper for the workshop but the paper from which the methodological part will be presented at the workshop. Detlof will send it to you shortly. I have invited another contribution to the workshop from Ivan Stantchev (Bulgaria) but I have no response yet and therefore no specific information about the paper he might be giving.

Best regards,

Charles Vlek
Institute for Experimental
Psychology
Biologisch Centrum
P.O.Box 14

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(030) 314-
5290

Datum
December 23, 1982

Dear Charles,

Bernd has asked me to give you a brief description of the work group "Multiple Goal Analysis" at the forthcoming conference. Here it is:

The subject of this working group will be the elaboration of conflicting goals within a decision theoretic framework. In prescriptive approaches, the explication of goals has gained increasingly importance, particularly in combination with multi-attribute utility theory; e.g., goal hierarchies or value trees are used to identify the relevant dimensions for evaluation. In descriptive approaches, on the other hand, the meaning of goals for cognitively structuring decision problems has only little been discussed; e.g. how goals influence the generation of alternatives. So far, no mutual fertilization between prescriptive and descriptive approaches has taken place, as we observed it regarding subjective probabilities and utilities. This is the aim of the group: To present the two ways of handling goals in decision theory, discuss their respective thoroughness and relevance, and produce ideas about further developments and improvements in the area.

The group will be organized as follows: After an introduction to current approaches, two papers will be presented:

- o Detlof von Winterfeldt* & Ralph Keeney* will talk about the (prescriptive) development of goal hierarchies, with particular emphasis on a recent case study where conflicting goals regarding energy technologies were elicited:

- o Gordon Pitz will talk about the role of the goals for decision

making from a (descriptive) psychological perspective, with particular emphasis on a discussion of the von Winterfeldt & Keeney paper: "Titel" *einfügen, vgl. Buchhank.*

W The work of the group should consist of a discussion of ~~both the papers~~ papers as well as a constructive consideration of issues like methods for eliciting or inferring goals, the difference between goals for generating evaluative dimensions and for generating actions, the distinction between ^{goals} hierarchies and ~~goal~~ heterarchies, etc. *L* participants are invited to present short statements (5 minutes) about their own views and research findings.

As I told Bernd before I consider the new scheme for working groups a major improvement of the conference. To give the groups a better status than at previous conferences. I urge you to include the papers presented in the set of papers considered for publication; otherwise it is difficult to find speakers. I also suggest to ask the working groups to come up with explicit demands or proposals (2 pages) for future research on their subject. The proposals from all groups could be presented to the audience.

Ich wünsche Dir alles Gute für das nächste Jahr! Vor allem wünsche ich Dir, daß es nicht allzu anstrengend wird.

Helmut

Some specific papers will also be presented. Additionally, participants

**ninth research conference
on subjective probability,
utility and decision making**



groningen, netherlands

29 august - 2 september

Organizing committee: Katrin Borchering, Mannheim - Berndt Brehmer, Uppsala - Baruch Fischhoff, Eugene (USA) - Pieter Koele, Amsterdam - Peter Lourens, Groningen - Anna Vari, Budapest - Charles Vlek: *Institute for Experimental Psychology, P.O. Box 14, 9750 AA HAREN (Gr.), The Netherlands, phone: 050-116768*

Haren, October 1982.

CONFERENCE NEWSLETTER TO POTENTIAL PARTICIPANTS

The Ninth Research Conference on Subjective Probability, Utility and Decision Making is planned to take place between August 29th and September 2nd, 1983 at the University of Groningen, The Netherlands. In this Newsletter the organizing committee gives information about intended design and program of the conference.

Conference description. 'SPUDM' is an international, interdisciplinary conference committed to improving the theory and practice of decision making. It is open to those who believe that schemes prescribing how people should make decisions need to incorporate knowledge about the ways people actually do make decisions. Conversely, descriptive studies are believed relevant in so far they offer suggestions for making better decisions. The increased demand for practical methods to tackle complex decision problems requires careful examination of theoretical conceptions and hypotheses employed for justifying any method. The SPUDM conference attempts to do this in meetings held every second year in a different European city.

Design of the 1983 conference. Built on accumulated experience the next conference will consist of 6 major (review) papers, some 40 specific papers, a number of parallel workshops, 2 guest lectures, a panel discussion, and a computer program demonstration session. Next to opportunities for informal contact there will also be a small social program.

Major (review) papers to be pre-circulated and discussed at the conference are planned to be written by the following persons on the topics mentioned:

- Maya Bar-Hillel (Jerusalem, Israel): Probabilistic reasoning in law;
- Hillel Einhorn (Chicago, U.S.A.): Models of causal inference for decision making;
- John Fox (London, U.K.): Analytic versus knowledge-based medical decision making;
- Spyros Makridakis (Fontainebleau, France): Judgmental aspects of forecasting;
- Lawrence Phillips (London, U.K.): Towards a requisite model of decision making;
- Paul Slovic (Eugene, U.S.A.): Implications of behavioral decision theory for understanding problems of risk and safety.

Specific papers are meant to be well-defined, limited presentations of either theoretical or empirical research. A two-page summary of each paper will be pre-circulated among registered participants. Individual proposed papers are solicited in the beginning of 1983.

Guest lectures. Evening lectures will be held by:

- Willem Hofstee (Groningen, Netherlands): Decision models for research policies;
- Leon Rapoport (Manhattan, Kansas, U.S.A.): Alternative perspectives on human decision making.

These invited speeches will be of a more informal and speculative nature than the sort of papers discussed above. Discussion time will be available.

Panel discussion. Especially those engaged in decision-aiding practice regularly face critical questions regarding the concept of 'a good decision'. This question is variously answered by different disciplines and sometimes depending upon the kind of problem considered. In view of this a full conference afternoon will be

devoted to a discussion on "What constitutes 'a good decision'?" among a small panel of experienced decision theorists and practitioners. Panelists are asked to present their positions and to engage in a thorough discussion amongst themselves, whereupon a plenary discussion will conclude the session.

Workshops. Various workshops are scheduled to convene on three consecutive mornings in parallel two-hour sessions. Topics and workshop organizers are:

- Multiple goal analysis (Helmut Jungermann, Berlin, Germany)
- Models of dynamic decision making (Robin Hogarth, Chicago, U.S.A.)
- Juridical decision making (Robert Goldsmith, Lund, Sweden)
- Structuring ill-defined decision problems (Patrick Humphreys, London, U.K.)
- The judgment of risk and safety (Ola Svenson, Stockholm, Sweden)
- Medical decision making (organizer invited)
- Decision versus attitude theories and methods (Ralph Schaefer, Mannheim, FRG).

The idea of a workshop meeting is that one or two leading papers are presented whereupon a large part of the meeting is devoted to extensive discussion, exchange of findings, plans, criticisms and the like. The final workshop meeting should result in a summing-up which forms the basis for a state-of-affairs report to be incorporated into the conference proceedings.

Computer demonstrations. An extended session is planned to be devoted to a presentation and discussion of computer programs for decision making. Among the participants are:

- Peter Lourens and Pieter Terlouw of the Groningen Department of Social Sciences;
- Vladislav Rajković of the Ljubljana, Yugoslavia, School of Organisational Science,
- Patrick Humphreys and Ayleen Wishuda, Decision Analysis Unit, London School of Economics.

The committee is open for suggestions about (other) participants and/or items for this session.

Conference site. The conference will take place in the old, majestic Academic Building of the University of Groningen, situated in the very center of town.

Accommodation. Participants will be accommodated in nearby hotels and (some) in private homes of colleagues. A central lounge for informal gatherings will be available.

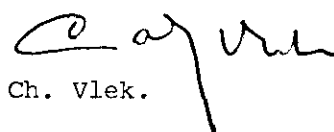
Fee and potential support. The conference registration fee will amount to approximately Dfl. 225,-. This covers all paper work, first evening reception, lunches, refreshments and some social fringes. Those potential participants anticipating evident financial problems may try to appeal to the committee's modest emergency budget.

Selected Proceedings from the Budapest-1981 SPUDM-conference will be published early in 1983 by both Akademia Kiado, Budapest and North Holland, Amsterdam. The editors, Patrick Humphreys, Ola Svenson and Anna Vari, have arranged a special discount price for (potential) participants in SPUDM-conferences. To be able to profit from it, you will be sent a special order form at the end of 1982. Publication of selected proceedings of the SPUDM-1983 conference is similarly envisaged.

Further news will be communicated by way of a more definite Conference Brochure to be circulated in January, 1983.

Recipients of this Newsletter are kindly requested to spread this information, and to notify the organizing committee about other potential participants. Comments and suggestions on the above plans, directed at the address given above, will be given serious consideration.

For the Organizing Committee,


Ch. Vlek.

INSTYTUT FILOZOFII I SOCJOLOGII
POLSKIEJ AKADEMII NAUK

Warszawa, dnia 5th Nov 1982

Nowy Swiat 72, Palac Staszica
00-330 Warszawa
Sekretariat tel. 26-76-42

L. dz.

Dr. Charles Vlek

Institute for Experimental
Psychology
P.O.Box 14
9750 AA Haren /Gr./
The Netherlands

Dear Charles,

Thank you very much for sending me a copy of the SPUDM' 83 newsletter. I do not intend to submit any specific paper, but would like to suggest to organize a meeting of the working group on Decision making and action !

The group was originated a couple of years ago during the VI SPUDM in Gottengurgh ; I hope you received a copy of syntetic report of the results achieved, published in Praxiology.

Unfortunately, the activity of the group had not been continued last year in Budapest because of my visit to the U&S&for 1981/82.

Recently I received a letter from Dr.H.Jungermann who suggested that the topic of the group is still the live issue. Therefore I proposed him to contact you in order to include the working group meeting into a programme of the 1983 Conference. From my part, let me add that I would be delighted to serve as a co-chairman of the group with Helmut as well as with Lenart, who was a co-chairman in Gottenburgh. I do not know so far however whether the Academy will be able to cover the expences of my participation in the SPUDM.

I am sending you herewith another copy of my report for xeroxing it and distributing among participants of the Conference if you find the proposal fit in with the format of the event.

I hope you and your family is well. Warmest regards.

Asper
Dr. Wojciech Gasparski
Assc. Prof. and Head
Design Methodology Unit
Department of Praxiology.

c/c 1. Dr. Helmut Jungermann
2. Dr. Lenart Sjoberg

Encl.



Southern Illinois
University at Carbondale
Carbondale, Illinois 62901

Department of Psychology

December 3, 1982

Dr. Helmut Jungermann
TU Berlin
Skr. DO 205
Institut für Psychologie
Dovestr. 1-5
1000 Berlin 10
FDR

Dear Helmut:

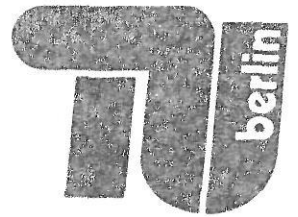
I am still exploring with the university the possibility of obtaining some travel funds for Groningen. I realize you need a reasonably firm commitment on the paper now. I tried to do a multiple goal analysis of the problem, but found that creating the goal hierarchy was too simple-minded a process. Thus, I fall back on a tried-and-true heuristic, say yes and worry later about where the money will come from. I am interested enough in doing the paper that I find it impossible to refuse.

Regards,

A handwritten signature in black ink, appearing to be "G. Pitz", written over a large, stylized flourish.

Gordon F. Pitz
Professor of Psychology

jak



TU Berlin · Sekr. DO 205 · Institut für Psychologie · Dovesstr. 1-5, D-1000 Berlin 10

Dr. Gordon Pitz
Department of Psychology
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Institut für
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Unser Zeichen

(030) 314- 5290

Datum Nov. 15, 1982

Dear Gordon:

Thanks for your letter and the readiness 'in principle'. The problem is, however, that the OK for the next conference has told me that there is no money to support your travelling. The little money they have will go to people from East Europe. I therefore have to ask you whether you will come anyway, or not. In the latter case I would have to ask for someone else with respect to the paper. I would regret this very much, but what else can I do?

Best wishes,



Southern Illinois
University at Carbondale
Carbondale, Illinois 62901

Department of Psychology

November 2, 1982

Dr. Helmut Jungermann
TU Berlin
Skr. D0 205
Institut für Psychologie
Dovestr. 1-5
1000 Berlin 10

Dear Helmut:

Thank you for the kind invitation to give a paper at the next European conference. The kind of paper you suggest sounds very interesting. In principle, I would be happy to comply with your request. The only potential difficulty is, of course, one of funds. If Charles Vlek could provide any support, it would certainly help. I may be able to obtain a small amount from local sources, but, like everyone else, Southern Illinois University is close to being flat broke.

If you can accept a subjective probability of .4 (based on current information) of my showing up in Groningen, I'll be happy to plan on preparing the paper you have in mind.

Best wishes,

A handwritten signature in black ink, appearing to read "Gordon".

Gordon F. Pitz
Professor of Psychology

jak

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Gordon F. Pitz
Department of Psychology
Southern Illinois University

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Unser Zeichen
Ju/Pe

☎ (030) 314-
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Datum
October 18, 1982

Dear Gordon,

the Organizing Committee of the forthcoming European conference has asked me to organize a working session in Groningen on 'Multiple Goal Analysis'. The schedule of the working groups will differ from the schedule of the previous conferences: There will be three sessions of one and a half hours each, and the organizers of the working groups can invite people to present papers, which (as far as I know) will be up to publication as all the other papers presented at the conference.

But now to the issue itself. I guess that the organizers suggested 'Multiple Goal Analysis' as a theme, because this type of analysis is being performed now routinely in most decision analytic studies (for instance in the studies of Keeney and Edwards). I have an ambivalent attitude towards these goal hierarchies or value trees, because I feel the approach is pretty simple, considering the sophisticated steps of eliciting utility and weighting functions. My ambivalence gave me the idea to have a paper of the 'classical type of goal analysis' first, and critical discussion paper subsequently. In my opinion, this paper should thoroughly discuss the prescriptive goal analysis from a psychological perspective.

Having read so far you will not be surprised that I ask you to give such a paper at the conference. The first paper will be given by Detlof von Winterfeldt and Ralph Keeney, and will be available at the end of this year. You know that I like your

approach to decision theory problems, your style of writing a paper, and your way of presenting a paper. I would therefore be very happy if you could accept my invitation. One problem is that I have no idea yet whether Charles Vlek will be able to provide any financial support. I'm checking this out.

Could you give me a quick answer?

Best regards,

Dehant

PSYKOLOGISKA INSTITUTIONEN
UPPSALA UNIVERSITET

November 4, 1982

Professor Helmut Jungerman
Technische Universität Berlin
Fachbereich 2
Gesellschafts- und Planungswissenschaften
Institut für Psychologie
Dovestrasse 1-5
D-1000 Berlin 10 BRD

Dear Helmut:

Thank you for your letter.

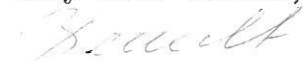
x The general outline you propose for your working group seems fine.
The papers submitted to the working groups will, of course, be considered for publication in the proceedings in the same way as any other paper but we cannot, of course, promise publication before we have seen the papers.

x We do not expect to have very much money for paying the travel costs of the participants, and probably what we have will have to be used to pay the expenses of those coming from the Eastern European countries. Consequently, I do not think that we would be able to pay the expenses of Gordon Pitz, even though I agree he would be a very good person for the task you have in mind.

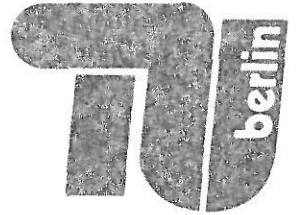
I am sorry that I cannot help you with any names of people in Europe who do work on multiple goal analysis. There were quite a number of those who returned our questionnaire who said they wanted a working group on multiple goal analysis, but I do not know their names. I will write to Charles Vlek and ask him to help you; he has the questionnaires.

I will be sending out some general instructions for the working group organizers shortly.

Very best wishes,



Berndt Brehmer, Ph D
Professor of Psychology



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Professor Berndt Brehmer
Box 227

S-75104 Uppsala

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Datum
October 22, 1982

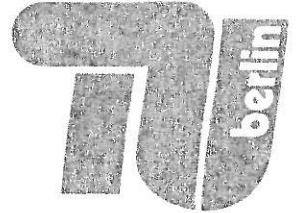
Dear Berndt,

in the meantime I have given the working group 'Multiple Goal Analysis' some thoughts. The basic conception is to have a paper on prescriptive methods of goal analysis first, and a critical discussion paper afterwards that looks at these methods from a psychological perspective. Candidates are Ralph Keeney, and Gordon Pitz.

Two important questions have been raised by Ralph: first, do you plan to publish the paper presented in the working groups also? I think, this is an essential aspect with respect to the kind of people, one can get for papers in these groups, and I would therefore strongly support such a policy of the organizing committee. Secondly, is there any money in Holland to support invited participants financially? I'm asking this question particularly with respect to Gordon Pitz who would probably not come out without some kind of financial support.

Of course, I would appreciate any suggestions of other people (particularly in Europe), who European would be interesting participants of this group on 'Multiple Goal Analysis'.

Best regards,



TU Berlin - Sekr. DO 205 - Institut für Psychologie - Dvestr. 1-5, D-1000 Berlin 10

Professor Berndt Brehmer
Box 227
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Datum
August 11, 1982

Dear Berndt,

Thank you very much for your invitation to organize a working group on MULTIPLE GOAL ANALYSIS at the forthcoming conference. I gladly accept the invitation, particularly due to the new scheme you have suggested for the working groups. I always felt unhappy about the groups as they were run at the previous meetings, without having an idea what to do about it. The new scheme seems promising to me, and I will do my best to make it successful. As soon as a specific conception of the group will emerge I will contact you again and ask for your comments.

Thanks again, and good luck with the organization. Best wishes,

PSYKOLOGISKA INSTITUTIONEN
UPPSALA UNIVERSITET

August 1, 1982

Professor Helmut Jungerman
Department of Psychology
Technical University of Berlin
Berlin
West Germany

Dear Helmut:

X I am writing on behalf of the Organizing Committee for the Ninth SPUDM to invite you to organize a working group on MULTIPLE GOAL ANALYSIS.

X As you know working groups have been part of most of the earlier SPUDM conferences. For the ninth conference, which takes place in Groningen, Holland August 29 - September 2 1983, we intend that the working groups should be a more significant part of the conference. One reason for this is that the conferences are now getting so big, that there is a real possibility that many of the participants become anonymous and do not get a chance to discuss their research problems with anyone. The working groups may help solve this problem, as well as provide a stimulating environment for discussions of various important problems.

X We are scheduling three sessions, each session 1 1/2 hr, for each group. A difference compared to earlier conferences is that it will be possible to have paper presentations in the sessions, although we think that there should not be more than two papers in each session. As an organizer, you may invite people to submit papers to your working group. You will also receive papers from the organizing committee which have been submitted to the conference and which the committee think would be of interest to your group. However, it is for you as an organizer to decide whether you want the papers or not.

If you need more information, do not hesitate to write to me.

I would like to have your answer as soon as possible.

Very best wishes,



Berndt Brehmer

Helmuth Jurgensen

NINTH RESEARCH CONFERENCE ON SUBJECTIVE PROBABILITY, UTILITY AND
DECISION MAKING - GRONINGEN, THE NETHERLANDS, SUMMER 1983

Haren, 20 april 1982

Dear potential participant,

The Organizing Committee of the above conference is hereby approaching a biased sample of potential participants from its mailing list in order to collect some suggestions concerning desirable aspects of the next SPUDM-meeting in Groningen. Coming directly to our point: may we ask you to give the questions below some serious responses and return this form as soon as possible to the address given at the bottom? This would significantly facilitate our personal deliberations scheduled to take place by the end of next month in Amsterdam. For economic reasons we are not sending this circular to all 400 addresses on our mailing list. Please be sure that your responses will be highly appreciated.

on behalf of the Committee,
yours sincerely,

Charles Vlek

(please circle, tick or underline response alternatives) _ _ _ _ _

- are the 29th, 30th and 31st of August and the 1st (and 2nd) of September 1983 acceptable to you as conference dates?

(YES) NO (better dates are:)

- I prefer a (FOUR) FIVE day conference (other:)

- a few days of pre-conference tutorials on "Psychological foundations of decision analysis" seems a (GOOD) BAD idea to me (comment: But: Very well defined, specific topics. E.g., generating and structuring information in the early phases of a decision analysis.

* - at the conference there SHOULD (SHOULD NOT) be less discrimination among papers (tutorials, "major reviews", specific research reports, "current work report", etc.); (comment: It gives you a better idea about what to expect.

- I (DO) DO NOT favor the idea of parallel sessions if that allows for a better coverage of conference subject matter (comment:)

- specifically prepared conference ("major") papers (SHOULD) SHOULD NOT be pre-published so extensively that participants have to read a lot in advance (comment: The question appears posed with a strong bias! However, I read at least one or two papers on my way to the conference

- I LIKE (DISLIKE) the idea of a panel-of-experts discussion on controversial issues (comment: It depends too much of the people you can get, and also poses difficulties for non-native English speakers.)

- there should be a FAIR (MODERATE) SMALL amount of time available for workshops on new developments (comment:)

- I would like the emphasis of the 1983 conference to be put on:

X ☐ THEORETICAL FOUNDATIONS AND MODELS
☐ METHODOLOGICAL ISSUES AND DEVELOPMENTS (please tick one)
☐ PRACTICAL PROBLEM ANALYSES AND APPLICATIONS

(comment: Why not a third of the conference for each issue ?)

- Content-wise I would ask (more) attention for the topics I have underlined in the list below:

MEDICAL DECISION MAKING

JURIDICAL DECISION MAKING

p. Addendum * RELATIONS AMONG DECISION, ATTITUDE AND MOTIVATION THEORIES
FORMS AND LIMITATIONS OF 'RATIONALITY'

MULTIPLE GOAL ANALYSIS

MODELS OF PROBABILITY ASSESSMENT

DYNAMIC MODELS OF DECISION PROCESSES

THE JUDGMENT OF 'RISK'

ORGANIZATIONAL DECISION MAKING

AXIOMATIC CHOICE THEORIES

HIERARCHICAL OR CASCADED PROBABILISTIC INFERENCE

MULTI-ATTRIBUTE UTILITY ASSESSMENT

p. Addendum * STRUCTURING ILL-DEFINED DECISION PROBLEMS

- I would be VERY MUCH/MODERATELY/WEAKLY interested in a multidisciplinary panel discussion on the question "What constitutes 'a good decision'?"

To fit our time schedule we would like to receive your answers and comments not later than May 20th (this year).

Thank you so much.

please return this form to:

Charles Vlek
Institute for Experimental Psychology
Biological Center
University of Groningen
P.O.Box 14
9750 AA HAREN (Gr.)
The Netherlands

Addendum (Helmut Jungermann)

1. Tutorials: Structure and content of such a tutorial depends, of course, on the people you want to attract (e.g., hard-core decision analysts vs. psychologists). If it is more the psychologists you have in mind, I have a proposal how to structure the tutorial: Take the flow-diagram in the Vlek & Wagenaar article describing a cognitive decision process. I have used a somewhat modified diagram as a basis for the introduction to a decision theory seminar this summer, and also as the basis for the whole seminar. Up to now, it has worked extremely well.

2. Topics:

(a) Regarding "relations among decision, attitude, and motivation theories": Maybe that is a bit too much for one paper, but it certainly would be worthwhile two papers (one re decision and attitude, one re decision and motivation). Particularly "decision and motivation" has been neglected too much. Just recently I came across the new book by Feather, N.T. (Ed.), Expectations and actions. Lawrence Erlbaum Ass., in which you find decision theoretic and motivational theoretic approaches of high similarity - but without any cross references.

(b) Regarding "structuring ill-defined decision problems": You certainly would not want to have a general paper on structuring problems again. But maybe one could pick a specific aspect of structuring. For example, one implicit assumption of decision theory is that people in some way and to some degree anticipate the future (in terms of consequences of actions and events); to put it differently, decision theory assumes that people have, or build, cognitive decision trees. Now, the problems of anticipating the future - e.g., events,

outcomes, but also future and instable utilities - seems one such aspect which is of particular interest for psychologists. From a more technical point of view, the procedures for developing scenarios might be an interesting problem. I am currently concerned with both problems and could give you more specific descriptions, and names of potential contributors, if you should be interested.

3! Would you please put on your mailing list

Alwin Engemann
Psychologisches Institut
Universität Tübingen
Friedrichstr.21
D-7400 Tübingen
West Germany

He (and his group) are doing interesting work on simulation of cognitive decision processes.

Best regards,
Alwin