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MAILING ADDRESS:

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CONFERENCE COMMITTEE:

G. BLEUTER - UNIVERSITY OF CALIFORNIA
C.-A. STAEL VON HOLSTEIN - STANFORD RESEARCH INSTITUTE
CH. VLEK - UNIVERSITY OF LEYDEN
D. WENT - UNIVERSITY OF HAMBURG

July 1973

INFORMATION AND PRELIMINARY PROGRAMME

1. GENERAL INFORMATION

1.1. Introductory note

This conference is the fourth in a series which started with an informal gathering in a seminar room of the Psychological Institute, University of Hamburg, in April 1969. Later two more formal meetings were held in Amsterdam, in April 1970, and in Uxbridge (London), in September 1971. The prime aim of these conferences is to create an opportunity for both international and interdisciplinary exchange of theoretical ideas, empirical findings, and research plans concerning the problem of human decision making.

1.2. Conference structure

The conference programme is structured around three formal activities. On the first day, invited (review) papers on aspects of the conference theme will be presented and discussed. On the next days, specific contributed papers will be dealt with, while at the end of the last day a tutorial will be offered on the application of Bayesian statistical inference procedures. Except for the tutorial meetings, each 40-45 minute session will be roughly subdivided into three parts: 20 minutes for the author, 10-15 minutes for a discussant, and the final 10 minutes for the audience. Discussants of review papers will have a little more time at the expense of the authors, who are requested to present only the main points of their previously distributed reviews.

1.3. Conference papers: preprints

X A volume containing the text of invited review papers and abstracts of specific papers is distributed in advance. Participants are urged to prepare themselves for the discussions in Rome by reading these papers carefully.

1.4. Conference papers: published proceedings

Proceedings to be edited by the committee are scheduled to appear in the Spring of 1974. All participants who contribute a paper to the programme are kindly requested to submit a complete version of it to the committee before the end of the conference. Details of the production schedule, costs and publication channel will be announced later.

2. LOCATION AND TIMING

2.1. Location

X All formal conference meetings will be held in the Mathematical Institute of the University of Rome, to be found in the Città Universitaria near the Stazione Termini (see attached map). In the Mathematical Institute the conference room will be signposted. The Città Universitaria is a few hundred yards away from the Casa dello Studente where most participants are accommodated. Airport buses and international trains all have stops at the Stazione Termini from which a short walk will bring you to the Casa dello Studente.

2.2. Conference address

X ~~2.2.~~ Casa dello Studente, Via Cesare de Lollis 24, 00185 Roma, Italia, phone 4954909.

2.3. Dates and timetable

Conference meetings will be held from Monday morning, September 3rd through Thursday afternoon, September 6th. Registration will take place on Sunday evening, September 2nd, from 19.00 until 23.00 hrs. The conference timetable is given in the preliminary programme presented below on pages 4, 5 and 6.

3. ACCOMMODATION

3.1. Residents at Casa dello Studente

X Those participants who have asked the committee to arrange for their accommodation will have room-and-board in the Casa dello Studente as requested before on their registration form. If no special desires were expressed accommodation has been booked from Sunday evening, September 2nd, until Friday morning, September 7th. Room assignments will be given out at registration.

3.2. Hotel accommodation

The committee will take no responsibility for hotel accommodation. Participants who wish to make reservations may contact the Centro Turistico Giovanile, Via Nazionale 51, 00185 Rome, phone 465023 or 4755762.

3.3. Coming early or staying longer

It will be possible for participants to stay before and/or after the conference period. This accommodation must be booked at least 20 days in advance. Participants who wish to do so are requested to write directly to The Manager, Branch Office of the Centro Turistico Giovanile, Casa dello Studente, see address given under 2.2. Excepted from this request are those who already expressed specific wishes on their registration forms.

3.4. Meals

X Meals will be provided in the Casa dello Studente on a self-service, cafeteria basis. One, two, or three meals per day are included in the Casa dello Studente arrangement (see the committee's April 17 circular), depending on one's indications on the registration form. Outside residents may also have their meals in the Casa dello Studente. Relevant financial regulations will be announced at registration.

4. REGISTRATION

4.1. Registration hours and location

X Registration is scheduled for Sunday evening, September 2nd, in the reception center of the Casa dello Studente, which will be signposted, from 19.00 until 23.00 hours. Please see a member of the committee if you cannot make it during these hours.

4.2. Registration fee, financial settlements

(To cover expenses made by the committee a registration fee will be charged to the amount of L. 4000 (unlike as specified in our April 17 circular). Costs of accommodation and of participation in social events (see below) will be charged separately at the same time. All payments are to be made cash, and in Italian currency.

4.3. Registration details

X During registration, participants will be given their room numbers, badges, some touristic information, and a definite programme of events. Those who need special facilities during presentation of their paper may indicate their requirements during registration. In the reception center, drinks will be available on Sunday evening. All participants are invited to stay after having registered, and get acquainted.

5. SOCIAL FACILITIES

5.1. Reception center; recreational facilities

During registration and in between formal conference meetings participants may meet each other over a drink in the reception center of the Casa dello Studente. In the Casa, one will also find a bar, tennis court, soccer field, television lounge, and a record library.

5.2. Planned social events

X The abundance of recreational and touristic facilities in a city like Rome, as well as the desire to leave ample opportunity for contacts outside the formal conference hours, have kept the committee from arranging more than an intendedly informal, Roman-style conference dinner on Wednesday, September 5th, preceded by a one-hour tour of 'Rome-by-night'. Participants may sign up for this combined event during registration on Sunday evening. Details about place, menu, and costs will be known then.

6. FINANCIAL AID

No money is available to assist participants with their travel expenses. However, if only the lack of funds to cover lodging and meals would prevent you from attending the conference, the committee might be able to offer some help. Please inform us soonest possible if you think your case is urgent.

7. PROGRAMME DETAILS

The preliminary programme follows below. During morning and afternoon breaks refreshments will be served in the Mathematical Institute. The timetable of the conference is approximate. The committee prefers to keep the freedom to move on to the next paper if a discussion has come to a halt, while some other papers might deserve more attention.

8. DISCUSSANTS

It is the committee's aim to have every paper discussed by a formal discussant. Between the mailing of this circular and the start of the conference these discussants have to be found and allocated.

X For a review paper, to be found in part A of the volume of conference papers, such a discussion should have the form of a rather well-prepared 15-minute talk, in which the discussant comments upon the points made in the review and adds to this his own view of the issues raised.

For a specific contributed paper the 10-minute discussion has a more preliminary character. Here, the discussant can initially only rely on the one-page abstract found in part B of the conference papers. At the conference itself, there then will be at least one day during which the discussant may consult the author of the paper in order to get a more complete idea about its contents.

X The committee hereby invites every registered participant to volunteer as a formal discussant for one or more programme items, after he has considered programme and conference papers. Please inform us soonest possible. Your will then receive our reaction by mid-August.

FOURTH RESEARCH CONFERENCE ON SUBJECTIVE PROBABILITY, UTILITY, AND DECISION MAKING
ROME, SEPTEMBER 3-6 1973

P R E L I M I N A R Y P R O G R A M M E

Monday, September 3rd

- 9.00 - Opening address. B.de Finetti, University of Rome, Italy:
Why studying the subjective evaluations of probability?
- γ 9.45 - A.Tversky & D.Kahneman, Hebrew University of Jerusalem, Israel:
Judgment under uncertainty: heuristics and biases.
- 10.30 - break
- 11.00 - D.von Winterfeldt & G.W.Fischer, University of Michigan, U.S.A.:
Multi-attribute utility theory: models and assessment procedures.
- X 11.45 - K.R.MacCrimmon, University of British Columbia, Canada:
Review on group decision making.
(definite title to be announced)
- 12.30 - end of session
- X 16.00 - V.Břicháček, Charles University, Prague, Czechoslovakia:
Research on decision processes in socialist countries.
(paper to be discussed in Dr.Břicháček's absence)
- X 16.45 - A.Rapoport, University of North Carolina, U.S.A.:
Research paradigms for the study of dynamic decision behavior.
- 17.30 - break
- X 18.00 - G.Majone, University of Rome, Italy:
Decision technology for public decision making.
- X 18.45 - L.D.Phillips, Brunel University, Uxbridge, England:
Teaching decision analysis.
- 19.30 - end of session

Tuesday, September 4th

- 9.30 - R.M.Hogarth, European Institute of Business Administration,
Fontainebleau, France:
Decision time as a function of level of information processing
and task complexity.
- X 10.10 - H.Jungermann, Technische Hochschule Darmstadt, Germany:
An analysis of subjective probability in probability learning.
- 10.50 - break

- 11.20 - R.A. Edenborough, RAF Institute of Aviation Medicine, England:
Probabilistic opinion revision with diagnosticity unknown.
- X 12.00 - G.F. Pitz, Southern Illinois University at Carbondale, U.S.A.:
A structural theory of uncertain knowledge.
- 12.40 - end of session
- 16.00 J.Selvidge, University of Colorado, U.S.A.:
Assigning probabilities to rare events.
- 16.40 - R.G. Gough, USAF Academy, Colorado, U.S.A.:
The effect of group format on aggregate subjective probability distributions.
- 17.20 - break
- 17.50 - A.H. Murphy, National Center for Atmospheric Research, U.S.A.
R.L. Winkler, Indiana University, U.S.A.:
Subjective probability forecasting in the real world: some experimental results.
- 18.30 - J.Dickey and P. Freeman, University College London, England:
Bayes Theorem for populations of prior distributions.
- 19.10 - end of session

Wednesday, September 5th

- 9.30 - M. McGuire, University of Maryland, U.S.A.:
A measure of cardinal utility derived from life-death decisions.
- 10.10 - to be announced.
- 10.50 - break
- 11.20 - P. Humphreys, Brunel University, England
A. Humphreys, University College London, England:
An investigation of subjective preference orderings for multiattributed alternatives.
- 12.00 - E. Jacquet-Lagrèze, SEMA (METRA INTERNATIONAL), Montrouge, France:
How we can use the notion of semi-orders to build outranking relations in multiple criteria decision making.
- 12.40 - end of session
- X 16.00 - K.Szaniawski, University of Warsaw, Poland:
The use of information in decision making.
- X 16.40 - C. Marshall and J.A. Wise, Ohio State University, U.S.A.:
Juror decisions and the determination of guilt in capital punishment cases.

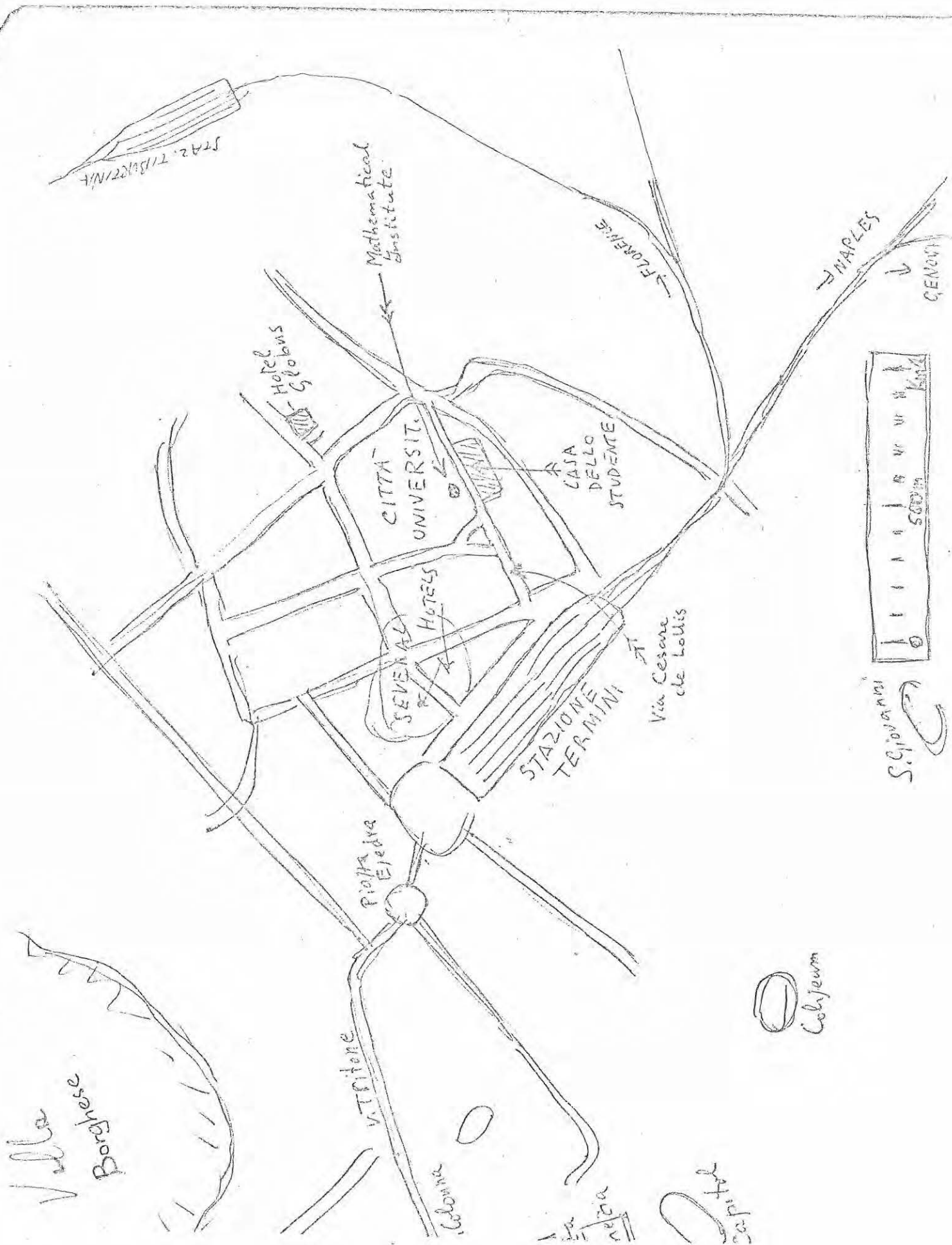
17.20 - break

- x 17.50 - R.W. Goldsmith, University of Lund, Sweden:
Applications of probability and signal detection theory to court decision making.
- x 18.30 - W. Fairley, J.F. Kennedy School of Government, Harvard University, U.S.A.:
Probabilistic analysis of identification evidence.
- 19.10 - end of session

Thursday, September 6th

- 9.30 - J. Bassler, Dartmouth College, U.S.A.:
Risk attitudes of top-level business managers.
- 10.10 - N.G. Gionis, USAF Academy, Colorado, U.S.A.:
Some models of multistage decision making under risk.
- 10.50 - break
- 11.20 - to be announced.
- 12.00 - F. Olander, International Institute of Management, Berlin, Germany:
Search behavior in non-simultaneous choice situations: satisficing or maximizing?
- 12.40 - end of session
- x 16.00 - D.H. Gustafson and J. Greist, University of Wisconsin, U.S.A.:
A decision theoretic approach to suicidology.
- x 16.40 - R.V. Brown, University of Michigan, U.S.A.:
On the analytic strategy of decision analysis for the manager.
- 17.20 - break
- x 17.50 - R.L. Winkler, Indiana University, U.S.A.:
Bayesian statistical analysis of experimental results (tutorial).
- x 18.30 - R.L. Winkler, Indiana University, U.S.A.:
tutorial continued.
- 19.10 - end of session

Sketched outline of Città Universitaria and Stazione Termini area.



List of registered participants as of July 1

Austria
G.D. Kleiter

Germany
H. Jungermann
R.E. Schaefer
K. Borcharding
D. von Winterfeldt
V. Kurotschka
D. Wendt
J.Hartung

Norway
Th. Langeland
F.Eidem

A. Coffinier
B. van der Neut
W.F. van Raay
J.Meisner

Australia
J.L. Dillon

Poland
K. Szaniawski
J.Radzicki
J. Grzelak

France
J. Kampé de Fériet
C. Langrand
G. Bernard
J. Losfeld
R.M. Hogarth
E. Jacquet-Lagrèze
Mrs. Nguyen Xuan Anh
F. Bessière
C.Brumat
Pham-Huu-Tri
J.L.Rigal

Spain
E. Chacòn
J. Narvaiza
J.M.Bernardo

CSSR
O. Becker

Canada
A. Houle
K.MacCrimmon

Hungary
K. Kádas
T. Engländer
B.Hajtman

Sweden
L. Lyberg
B. Leventhal
B. Rydnert
H. Montgomery
F. Ölander
O. Svenson
M. Bauer
R. Goldsmith
C.-A. Staël von Holstein

U.S.A.
J. Selvidge
R.G. Gough
S. Lichtenstein
H. Moskowitz
A.H. Murphy
S. Bowser
G. Pitz
W. Fairley
J. Kahan
P. Slovic
R. Sorenson
T. Tsukahara
R.L. Winkler
J.A. Wise
J. Levine
R. Tolmach
D.H. Gustafson
L. Freuler
D. Fogarty
J.W. Payne
R. Brown
M. McGuire
D.L. Ford
N.G. Gionis
J.Lester
L.Katz
J.Sieber Suppes

Denmark
E.Hollnagel

Israel
A. Tversky
D. Kahneman
A. Rapoport
Z.Bonen

Switzerland
R. Giucciardi
L. Kohn

United Kingdom
R.A. Edenborough
P. Humphreys
J. Kidd
L.D. Phillips
R. Ranyard
J.M. Dickey
A.F.M. Smith
P. Freeman

Italy
G. Majone
B. de Finetti

The Netherlands
J. Koerts
H. Tempelmans Plat
J.B. Rijsman
J.A.M. Grosfeld
J.D.F. Habbema
W.A. van der Kloot
L.F.W. de Klerk
J.H.J. Geurts
H. Koninx
C.A.J. Vlek
C. van Dam

A.P. Dawid
S.R. Watson
G.Lowe
H.Finucan

J.Y.Kassab



FOURTH RESEARCH CONFERENCE ON SUBJECTIVE PROBABILITY,
UTILITY, AND DECISION MAKING
ROME, SEPTEMBER 3-6, 1973

P R O G R A M M E

Monday, September 3rd (chairman: Wendt)

- 09.00 - *Opening address.* B. de Finetti, University of Rome, Italy:
Why studying the subjective evaluations of probability?
- 09.45 - A. Tversky & D. Kahneman, Hebrew University of Jerusalem, Israel:
Judgment under uncertainty: heuristics and biases.
Discussant: L.D. Phillips, Brunel University, England.
- 10.45 - Break
- 11.15 - D. von Winterfeldt & G.W. Fischer, University of Michigan, U.S.A.:
Multi-attribute utility theory: models and assessment procedures.
Discussant: D.W. Boyd, University of California, Santa Cruz, U.S.A.
- 12.15 - Lunch
- 15.30 - K.R. MacCrimmon, University of British Columbia, Canada:
Theories of collective decision.
Discussant: H. Moskowitz, Purdue University, U.S.A.
- 16.30 - A. Rapoport, University of North Carolina, U.S.A.:
Research paradigms for the study of dynamic decision behavior.
Discussant: G.D. Kleiter, University of Salzburg, Austria.
- 17.30 - Break
- 18.00 - V. Břicháček, Charles University, Prague, Czechoslovakia:
Research on decision processes in socialist countries.
Discussants: O. Becker, Institute of Management, Prague, Czechoslovakia.
C.A.J. Vlek, University of Leiden, The Netherlands.
- 18.45 - G. Majone, University of Rome, Italy:
Decision technology for public decision making.
Discussant: to be announced.
- 19.30 - End of session.

Tuesday, September 4th (chairman: Vlek)

- 09.30 - H. Jungermann, Technische Hochschule Darmstadt, Germany:
An analysis of subjective probability in probability learning.
Discussant: M. Bauer, University of Stockholm, Sweden

- X 10.10 - R.A. Edenborough, RAF Institute of Aviation Medicine, England:
Probabilistic opinion revision with diagnosticity unknown.
Discussant: G. de Zeeuw, University of Amsterdam, The Netherlands.
- 10.50 - Break
- X 11.20 - K. Szaniawski, University of Warsaw, Poland:
The use of information in decision making.
Discussant: J. Radzicki, University of Warsaw, Poland.
- 12.00 - R.G. Gough, USAF Academy, Colorado, U.S.A.:
The effect of group format on aggregate subjective probability distributions.
(to be read by C.-A. Staël von Holstein in Dr. Gough's absence)
Discussant: R.E. Schaefer, University of Mannheim, Germany.
- 12.40 - Lunch
- 16.00 - J. Selvidge, University of Colorado, U.S.A.:
Assigning probabilities to rare events.
Discussants: K. Borchering, University of Mannheim, Germany.
D. Kahneman, Hebrew University, Israel.
- 16.40 - A.H. Murphy, National Center for Atmospheric Research, U.S.A. and
R.L. Winkler, Indiana University, U.S.A.:
Subjective probability forecasting in the real world: some experimental results.
Discussant: J.P. Kahan, University of Southern California, U.S.A.
- 17.20 - Break
- X 17.50 - L.D. Phillips, Brunel University, England:
Teaching decision analysis.
Discussant: C.-A. Staël von Holstein, Stanford Research Institute, Sweden.
- 18.40 - End of session.

Wednesday, September 5th (chairman: Staël von Holstein)

- 09.30 - J.M. Hampton, G. Gaskell, & H. Thomas, London Graduate School of Business Studies, England:
The measurement of a corporate utility function for a merchant bank.
(to be read by H. Thomas)
Discussant: C. van Dam, Erasmus University Rotterdam, The Netherlands.
- 10.10 - P. Humphreys, Brunel University, England and
A. Humphreys, University College London, England:
An investigation of subjective preference orderings for multiattributed alternatives.
Discussant: to be announced.
- 10.50 - Break

- 11.20 - E. Jacquet-Lagrèze, SEMA (METRA INTERNATIONAL), Montrouge, France:
How we can use the notion of semi-orders to build outranking relations in multiple criteria decision making.
Discussant: to be announced.
- Roskowitz* 12.00 - J. Bassler, Dartmouth College, U.S.A.:
collective decision making - Review *Risk attitudes of top-level business managers.*
Discussant: J.B. Kidd, The University of Aston Management Center, England.
- 12.40 - Lunch
- 16.00 - F. Ölander, International Institute of Management, Berlin, Germany:
Search behavior in non-simultaneous choice situations: satisficing or maximizing?
Discussant: O. Svenson, University of Stockholm, Sweden.
- X 16.40 - W. Fairley, J.F. Kennedy School of Government, Harvard University, U.S.A.:
Probabilistic analysis of identification evidence.
Discussant: P. Slovic, Oregon Research Institute, U.S.A.
- 17.20 - Break
- X 17.50 - R.W. Goldsmith, University of Lund, Sweden:
Applications of probability and signal detection theory to court decision making.
Discussant: D. Wendt, University of Hamburg, Germany.
- X 18.30 - C. Marshall and J.A. Wise, Ohio State University, U.S.A.:
Juror decisions and the determination of guilt in capital punishment cases.
Discussant: L.F.W. de Klerk, University of Leiden, The Netherlands.
- 19.10 - End of session.

Thursday, September 6th (chairman: Kleiter)

- X 09.30 - G.F. Pitz, Southern Illinois University at Carbondale, U.S.A.:
A structural theory of uncertain knowledge.
Discussant: S. Lichtenstein, Oregon Research Institute, U.S.A.
- 10.10 - R.M. Hogarth, European Institute of Business Administration, Fontainebleau, France:
Decision time as a function of level of information processing and task complexity.
Discussant: D.L. Ford, Purdue University, U.S.A.
- 10.50 - Break
- Bassler (sole)* 11.20 - N.G. Gionis, USAF Academy, Colorado, U.S.A.:
Thillich, 12⁰⁰ *Some models of multistage decision making under risk.*
Discussant: to be announced.

12.00 - J. Dickey en P. Freeman, University College London, England:
Bayes Theorem for populations of prior distributions.
Discussant: to be announced.

12.40 - Lunch

X 16.00 - R.L. Winkler, Indiana University, U.S.A.:
Bayesian statistical analysis of experimental results (tutorial).

X 16.40 - R.L. Winkler, Indiana University, U.S.A.:
Tutorial continued.

Discussant: J.M. Dickey, University College London, England.

17.20 - Conference ends

Via Tresteren,

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List of participants

Germany

H. Jungermann
R.E. Schaefer
K. Borchering
D. von Winterfeldt
V. Kurotschka
D. Wendt
J. Hartung
N. Mai
M. Dieterle
D. Rüdiger
W. Kemnitz
D. Hauer
H. Skala
D. Revenstorff
A. Mausfeld

ČSSR

O. Becker
M. Chobot
V. Břicháček

Canada

A. Houle
K. MacCrimmon

Denmark

E. Hollnagel

United Kingdom

R.A. Edenborough
P. Humphreys
J. Kidd
L.D. Phillips
R. Ranyard
J.M. Dickey
A.F.M. Smith
P. Freeman
A. MacRae
H. Thomas
A.P. Dawid
D. Ivison
G. Lowe
H. Finucan
J.Y. Kassab

Austria

G.D. Kleiter

Australia

J.L. Dillon

France

J. Kampé de Fériet
C. Langrand
E. Roy
J. Losfeld
R.M. Hogarth
E. Jacquet-Lagrèze
Mrs. Nguyen Xuan Anh
F. Bessière
C. Brumat
Pham-Huu-Tri
J.L. Rigal
M. Duquesnay

Hungary

T. Engländer

Israel

X A. Tversky
D. Kahneman
X A. Rapoport
Z. Bonen

Italy

G. Majone
B. de Finetti
B. Bara

Japan

M. Yoshida

Norway

Th. Langeland
F. Eidem
T. Ostrom

Poland

K. Szaniawski
J. Radzicki
J. Grzelak

Spain

E. Chacón
J. Narvaiza
J.M. Bernardo

Sweden

L. Lyberg
B. Leventhal
B. Rydnert
H. Montgomery
F. Ölander
X O. Svenson
M. Bauer
R. Goldsmith
C.-A. Staël von Holstein

Switzerland

R. Giucciardi
L. Kohn

The Netherlands

B. van der Laan
H. Tempelmans Plat
J.B. Rijsman
J.A.M. Grosfeld
J.D.F. Habbema
W.A. van der Kloot
L.F.W. de Klerk
J.H.J. Geurts
H. Koninx
C.A.J. Vlek
C. van Dam

H. Mulder

A. Coffinier

B. van der Neut

W.F. van Raay

J. Meisner

K. Soudijn

G. de Zeeuw

U.S.A.

J. Selvidge

J. Meany

X S. Lichtenstein

H. Moskowitz

A.H. Murphy

J. Collins

G. Pitz

W. Fairley

J. Kahan

P. Slovic

H. Eber

D. Boyd

R.L. Winkler

J.A. Wise

J. Levine

R. Tolmach

J. Bassler

L. Freuler

D. Fogarty

J.W. Payne

J. Sieber Suppes

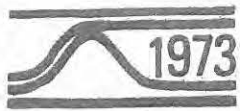
J. Lester

D.L. Ford

N.G. Gionis

B. Krysa

Addresses of Participants of the



**Fourth Research Conference on Subjective Probability,
Utility, and Decision Making
Rome, Fall 1973**

Mailing Address:

Dirk Wendt, Psychologisches Institut der Universität
Hamburg, D-2 Hamburg 13, von-Melle-Park 6

Conference Committee:

G. Kleiter

C.A. Staël von Holstein

C. Vlek

D. Wendt

phone: (0411) 44 19 7-2712

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Czechoslovakia

A. Houle
Université Laval
Faculté des Sciences de l'Administration
Cité Universitaire
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E. Hollnagel
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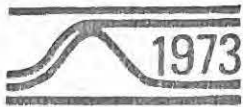
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Fourth Research Conference on Subjective Probability,
Utility, and Decision Making
Rome, Fall 1973

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~~Hamburg, D-2 Hamburg 13, von-Melle-Park 53~~
Kroonhorst 76

Conference Committee:

G. Kleiter

C.A. Staël von Holstein

C. Vlek

D. Wendt (040)- 83 47 48

phone: ~~(040) 44 19 12 12~~

Dear Friends & Colleagues,

in our negotiations with the publisher of the Proceeding of the Fourth Research Conference on Subjective Probability, Utility, and Decision Making (Rome, Fall 1973) we found that we will be unable to publish all the papers and discussions originally given at the Conference: They would mount up to about 700 printed pages whereas the publisher can accept only about 350 pages.

This leaves us with the unpleasant task of reducing the whole manuscript by about 50%. It was hard to find criteria to do that. Commercial points of view, how to make it a vendible book which should be sold to others than participants in the Conference had to be considered. This meant that papers fitting together in the sense of complementing each other in the same main stream of ideas had better chances of being accepted in the final manuscript than other papers of equal quality but overlapping with others, or being 'loners' in the sense that there were no other papers in the conference relating to the same topic.

This point of view of making it a readable book for others than participants, rather than editing accurate proceedings of the Conference even led us to include some exceptional but unpublished papers from a previous Conference because they fitted better into the over-all scope of the book than other, more isolated papers actually given at the Conference in Rome.

At a Conference like ours in Rome, you would like to present, hear, and discuss, some of the most recent research efforts in the hope to participate in ongoing research, maybe to influence it, maybe even to find out what might be wrong with one approach or the other. In a book, you expect something of a more lasting value, still worthwhile to look at after a couple of years, probably being capable to influence future research.

Being forced to delete about one half of the papers (taking out comments reduced the manuscript only by about 40 pages), and using the criteria explained above, we had to take out papers on game theory, probability learning, and some others because they were standing alone, and with little relation to other papers in the book. We had to take out papers because they were too long, and we saw no possibility of reducing them. We had to take out tutorials since they did not fit into the scope of a book on research activities, and we had to take out papers which reported only pilot studies, or preliminary results.

For your information we enclose a copy of the table of contents on which we did reach an agreement with the Reidel Publishing Company in Dordrecht, Holland. The Book is expected to appear in early Fall of 1975.

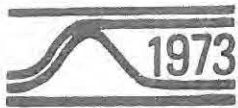
From this list you will see whether or not we have been able to find a suitable place for your original contribution to the conference.

Galley proofs of papers to be printed will be sent directly to the authors within a few months. Please correct them carefully within due time. We hope you will understand that there will be no more opportunity for authors to further revise their texts.

We offer our apologies to those whom we have made unhappy by our multi-criteria decisions, and our best wishes for the new year to all of you.

Yours sincerely,

Dirk Wendt



Fourth Research Conference on Subjective Probability,
Utility, and Decision Making
Rome, Fall 1973

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Conference Committee:

G. Kleiter
C.A. Staël von Holstein
C. Vlek
D. Wendt 4123.4724
phone: (0411) ~~0411 2712~~

Hamburg, d. 16.10.73

Dear Friends and Colleagues,

we hope you had a safe trip home from Rome. Enclosed is a list of addresses of all participants. Unfortunately, we are missing the addresses of some participants. Their names are included in the list; if you have their addresses, please let us know. Of the following paragraphs, I have checked those which are addressed to you - please disregard the others.

☐ We have not yet obtained the final version of your paper entitled/invited discussion comments on the paper by

.....
.....
.....

Please hurry to send me a copy of your contribution soon.

☐ According to our records, you made (a) comment(s) on the paper(s) by

.....
.....
.....

during the discussion. Please let me have your comments in written as soon as possible if you want to have them published in the Proceedings.

☐ You have volunteered to referee the paper(s) by

Enclosed are copies of this/these paper(s). Please read them carefully, and let know both the author and us any comments and suggestions for improvement you may have, no later than November 1, 1973.

Please let us know any other suggestions you may have with regard to the Proceedings of the Fourth Research Conference on Subjective Probability, Utility, and Decision Making.

Sincerely yours

P.S.: Dein Titel - Problem gelöst

mir unabhängig durch den Kopf! Vielen Dank

Dirk
Dirk Wendt



FOURTH RESEARCH CONFERENCE ON SUBJECTIVE PROBABILITY,
UTILITY, AND DECISION MAKING
ROME, SEPTEMBER 3-6, 1973

MAILING ADDRESS:

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CH. VLEK - UNIVERSITY OF LEYDEN
D. WENDT - UNIVERSITY OF HAMBURG

Dear Dr. Jungermann

We are happy to inform you that your submitted paper has been accepted for presentation at the Fourth Research Conference on Subjective Probability, Utility and Decision Making in Rome, Sept. 3-6, 1973.

The number of papers submitted to the Conference exceeds by far the number that actually can be presented. We would therefore appreciate your notifying us as soon as possible if you should not be able to attend the Conference. That would give us the opportunity to include another contribution instead.

The total time for presentation and discussion of your paper will be 40 minutes. To initiate the discussion, we will try to find at least one discussant for your paper. We will send copies of the abstracts of the accepted papers to all participants well before the Conference; at the same time we will ask participants to volunteer as discussants. However, please let us know if you want to suggest a discussant of your own choice for your paper.

It would help the discussants if you could provide them with a draft version of your manuscript upon request before the Conference.

We are looking forward to seeing you in Rome.

Sincerely yours,

Carl-Axel S. Staël von Holstein

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Stanford Research Institute
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Dirk Wendt

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FOURTH RESEARCH CONFERENCE ON SUBJECTIVE PROBABILITY,
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ROME, SEPTEMBER 3-6, 1973

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Distribution of contributed papers prior to the conference

The discussion of a contributed paper is generally improved if it is initiated by one or more discussants. As our letter indicates we hope to accomplish this through volunteers and we also hope that you will be able to supply them with copies of your manuscript before the conference.

However, the discussion might be further improved if all participants had access to the paper (in draft form) prior to the session at which it is presented. Furthermore, your presentation of the paper might then perhaps be made briefer to leave more time for discussion. In order to accomplish this, we intend to include a list of all registered participants and their addresses in the July making of the program and the abstracts. You can then decide whether you want to distribute your paper in advance. Alternately, you can bring or mail copies of your paper to Rome for distribution at the conference.

We hope these suggestions will stimulate you to prepare a draft version of your manuscript in good time before the conference.

Address for further correspondence

Please mail all further correspondence regarding the Conference and your contribution to Charles Vlek at the above address.

Registration form

Please fill in this form by marking the appropriate boxes and return to
Ch. Vlek, Psychological Institute, London University, 18 Bedford Way,
London, The Netherlands.

☒ I hereby register for participation in the Fourth Research Conference,
on Subjective Probability, Utility, and Decision Making, to be held
in Rome, September 3-6, 1974.

☐ I request the organizing committee to arrange for me the following
accommodation

room:	board:	
	half*	full
single	<input checked="" type="checkbox"/>	<input type="checkbox"/>
double	<input type="checkbox"/>	<input type="checkbox"/>

→ name of roommate: ...

* breakfast plus one other meal

☐ I will arrange for my own accommodation.

☐ Name*: *Harold J. ...*

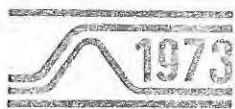
☒ The address used in your last mailing is correct.

☐ For future mailings, please change address into:

signed:

Harold J. ...

中中 Please don't forget



FOURTH RESEARCH CONFERENCE ON SUBJECTIVE PROBABILITY,
UTILITY, AND DECISION MAKING
ROME, SEPTEMBER 3-6, 1973

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To prospective participants

Leiden, 17 April 1973.

This circular is being sent to those who have reacted positively to the committee's formal announcement of the conference first made in September 1972. Its aim is to give prospective participants a more detailed view of the state of affairs, and of those programme items that begin to adopt a definite character.

1. Reactions to the first formal announcement

As of April 12, 1973, 120 preliminary registration forms have arrived at the secretariat, 68 of which contained the (preliminary) title of a paper to be submitted for consideration in the final programme. The appendix to this circular lists the names and nationalities of those who have expressed an interest in being 'included in further mailings regarding this conference'. Proposed paper titles cover a wide range of topics, which can be reasonably grouped into the categories mentioned in our September 1972 announcement.

2. Dates, location, accommodation, fees

The conference will be held on 3-6 September 1973 in the Mathematical Institute of the Città Universitaria in Rome, Italy. Accommodation and meals will be offered by the Casa dello Studente, a large student apartment building near the University. Single rooms with breakfast, half-board, or full-board are available at Lire 2.500, L. 3.500, or L. 4.000, respectively, per day. Double rooms are priced L. 500 less. Participants who wish to stay in a hotel are expected to arrange this on their own initiative (perhaps by contacting the Centro Turistico Giovane, via Nazionale, 51, 00184 Roma, tel. 465023 or 4755762, prefix Rome: 06-, or 00396- when calling from abroad). A registration fee of L. 2.000, will be asked to cover expenses of the organizing committee. It should be stressed again that the committee cannot offer any solace to those who have difficulties in covering their travel expenses.

3. Programme: structure

In partial agreement with the pattern of earlier conferences the committee is working towards three different kinds of formal conference activities: (a) reviewing recent research in important sub-areas of decision-making; to this end special review articles will be written by invited colleagues and will be distributed in advance; (b) communicating about recent theoretical and empirical work

through the presentation of specific papers; every prospective participant has the opportunity to submit (4 copies of) a (one-page) paper abstract to the secretariat no later than May 1, 1973. Those who already submitted a paper title have meanwhile been sent a sheet containing information for contributors of these specific papers; (c) participating in one or more tutorial meetings about new (or old, but little known) developments in decision theory; this programme item serves to offer participants an optimal profit from available scientific expertise.

The time schedule of the conference will put the discussion of the review papers on the first day; the specific contributed papers will be read and discussed on the second and third days, and a few papers plus the tutorial meetings are scheduled for the fourth day. This scheme, allows only a limited number of specific papers to be accommodated into the programme. Given the abundance of reactions to the committee's September 1972 announcement, there is necessarily going to be a careful selection of papers. A few papers may be held in reserve in case more time becomes available.

4. Programme:content

The following programme items have reached a rather definite character: Reviews of recent theoretical and/or empirical work will be prepared by (a very preliminary title is added):

Kádas, K. (Hungary): Research on decision making in Eastern-European countries, with special reference to Hungary.

MacCrimmon, K. (Canada): Group decision making.

Rapoport, A. (U.S.A.): Dynamic decision making.

Tversky, A., & Kahneman, D. (Israel): Judgment under uncertainty.

Von Winterfeldt, D. (Germany): Multi-attribute utility theory.

Invited papers on a few general problems will be presented by (with preliminary title added):

Kozielecki, J. (Poland): Risky decision making in ill-defined situations.

Majone, G. (Italy): Uses and abuses of decision analysis in public decision making.

Phillips, L.D. (England): Experiences in training businessmen to adopt decision analysis principles.

A tutorial will be presented by:

Winkler, R.L. (U.S.A.): Bayesian statistical analysis of experimental results.

Professor B. de Finetti of Rome University will deliver the opening address.

Proceedings

The committee intends to publish the conference proceedings. These will be prepared from the papers presented at the conference. Negotiations with potential publishers are in progress. If these turn out to be successful, participants may sign-up for a copy of the proceedings at the conference itself.

Registration

Registration for definite participation in the conference may take place by filling in and returning the attached registration form to the address given in the letter head. Please note, that the final programme and a booklet containing the text of review papers and abstracts of contributed papers, will only be mailed to those who have returned this form with an indication that they intend to participate. Future participants may expect this mailing to take place in the first half of next July.

attached: 1) registration form

2) list of prospective participants



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ROME, SEPTEMBER 3-6, 1973

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List of prospective participants.

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G.D.Kleiter

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Belgium

P. Passan

CSSR

D. Glückaufová
O. Becker

Canada

A. Houle
K. McCrimmon

Eire

E. Hession

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H. Jungermann
R.E. Schaefer
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V. Sarris

J. Kriz
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C. van Dam
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T. Tyszka
J. Grzelak
J. Radzicki

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R. Vinader
E. Chacón

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R. Ranyard
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P. Freeman
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G.T. Pritchard
H. Thomas
J. Aitchison
A.P. Dawid
J. Sutcliffe
T. Chakrapani
S.R. Watson

U.S.A.

F.T. Campos
R. L. Keeney
J.T. Lanzetta
S. Lichtenstein
R.D. Luce
H. Moskowitz
A.H. Murphy
P.A. Morris
G. Pitz

U.S.A.

J. Selvidge
I.R. Savage
R.G. Gough
G.A. Mihram
L. Katz
V. Seshan

P. Slovic

T.S. Wallsten
R.L. Winkler
J.A. Wise
K. Chen
D.H. Gustafson
C.M. McKnight
J.W. Payne
R. Brown
D.M. Messick
J.O. Chinnis
S. McNeel
J.F. Bassler
D.L. Ford
N.G. Gionis



FOURTH RESEARCH CONFERENCE ON SUBJECTIVE PROBABILITY,
UTILITY, AND DECISION MAKING
ROME, SEPTEMBER 3-6, 1973

MAILING ADDRESS:

CH. VLEK, DEPARTMENT OF PSYCHOLOGY, UNIVERSITY OF LEYDEN,
STATIONSPLEIN 10 (2de), LEYDEN, THE NETHERLANDS.
PHONE: (01710) 48333, ext. 4143 or 4014.

CONFERENCE COMMITTEE:

G. KLEITER - UNIVERSITY OF SALZBURG
C.-A. STAEL VON HOLSTEIN - STANFORD RESEARCH INSTITUTE
CH. VLEK - UNIVERSITY OF LEYDEN
D. WENDT - UNIVERSITY OF HAMBURG

INFORMATION FOR PARTICIPANTS WHO INTEND TO CONTRIBUTE A PAPER

The conference committee has received your preliminary registration indicating that you intend to present a paper if your plans to attend the conference can be realized.

It is our plan to distribute copies of invited review papers and abstracts of other accepted papers to prospective participants by July 1st, 1973. Before that date some evaluation and selection of papers will have to be made, and the material has to be reproduced. To facilitate the preparation of the program, the distribution of relevant information prior to the conference, and the planning of the proceedings, your cooperation in observing the following guidelines will be appreciated.

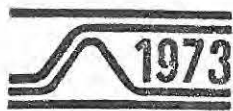
Contributors should send four copies of a one-page abstract of their intended paper(s) to the conference secretariat before May 1st, 1973. The abstract will serve as a basis for selecting papers for incorporation into the program. Additional information regarding the contents of a paper may also be useful to accomplish this. Abstracts should be typed in 1½-space format and should be suitable for direct reproduction.

As far as possible, authors of papers should bring a complete version of their paper with them to the conference. The text may not exceed 12 pages in length, typed double-spaced and with a wide left margin. It will be made available to participants before the paper is actually discussed. The complete version of the paper will also be considered as a proposed contribution to the conference proceedings which the committee intends to publish afterwards. A refereeing-procedure will be set up to get papers evaluated and revised for final publication.

At the conference itself each paper will be dealt with in a 40-minutes session, 20 minutes of which will be given to the author for its presentation, 10 minutes to a discussant who has specifically studied the paper before, and 10 minutes to the general audience. In the period elapsing between the mailing of the final program and the start of the conference, participants will be asked to volunteer as discussants.

From the reactions received so far, the committee expects quite a few definite offers of papers. Contributors, therefore, may want to realize that some selection on the basis of their submitted abstracts will be inevitable as there will only be space for some 16 papers besides the invited reviews.

Please do not hesitate to ask for more information at the conference secretariat if anything is unclear.



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A N N O U N C E M E N T

The Fourth Research Conference on Subjective Probability, Utility and Decision Making will take place in Rome, Italy, on September 3 - 6, 1973, since it appears from the responses to our first circular letter that this date suits most prospective participants.

Like its predecessors, the conference will deal with problems of subjective probability, utility, and decision making, and aims at refreshing and extending participants' knowledge, conveying to participants the results of as-yet-unpublished theoretical and empirical work, offering the opportunity for discussion and development of new ideas and plans for future activities, and creating the possibility for the exchange of information from several disciplines. Previous meetings have been held in Hamburg (1969), Amsterdam (1970) and London (1971). Proceedings of the Amsterdam conference have been published in Acta Psychologica, volume 34, 1970, proceedings of the London conference are forthcoming.

Different types of sessions are planned for the conference; during review sessions, papers, specially written to aid participants in acquiring a comprehensive view of a particular problem area, will be summarised and discussed, while contributed-paper sessions will deal with recent, more specific theoretical and empirical research. After presentation of each paper by the author, a discussant will comment on it and thus initiate a discussion among author, discussant, and audience. Invited tutorials and informal workshops will offer the opportunity to go more deeply into the specifics of problem areas (e.g. research methodology). The committee intends to ensure that essential

information about each paper is given to participants prior to its presentation, in order to increase the chances of a fruitful and relevant discussion.

As regards the review sessions, the committee has provisionally planned to cover the following topics: dynamic decision making, the use of heuristics in the subjective quantification of evidence, multi-attribute utility theory, group decision making, and a survey of research on decision making in Eastern-European countries, the latter not usually accessible to readers of English-language publications. Topics for other planned papers are: applications of decision analysis in social planning, structuring ill-defined decision problems, use of expert opinion in decision analysis, training businessmen to adopt decision-theoretic principles and practices. One tutorial is planned on "Bayesian statistical analysis of experimental results". We welcome suggestions for additional tutorials.

The committee would be happy if you would consider presenting at the conference some of your recent as-yet-unpublished work in the area of decision making. Of course, the number of papers actually given at the conference will necessarily have to be limited, since we do not intend to have parallel sessions. Contributors should submit four copies of a one-page abstract to the committee no later than May 1, 1973 at the address given above. To facilitate the evaluation and selection of contributions the committee would welcome any additional information regarding the content of a paper.

The committee intends to distribute review papers and abstracts of other papers well in advance of the conference to those participants who have registered no later than June 15, 1973. A registration form is attached. Considerations of efficiency and economy do not permit the committee to make any future mailings to every address now in its files. Therefore, you are kindly requested to fill in and return the attached form, thereby expressing your degree of interest in the conference or other future activities. A second circular letter, containing more detailed information about practical matters will only be sent to those who have returned the form with question 1 checked. If you need a personal invitation to be able to participate, we may be able to furnish one.

For the conference committee,

C.A.J. Vlek

C.A.J. Vlek

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Fourth Research Conference on Subjective Probability,
Utility, and Decision Making
Rome, Fall 1973

Mailing Address:

Dirk Wendt, Psychologisches Institut der Universität
Hamburg, D-2 Hamburg 13, von-Melle-Park 6

Conference Committee:

G. Kleiter
C.A. Staël von Holstein
C. Vlek
D. Wendt

phone: (0411) 44 19 7-2712

Dear Friends and Colleagues:

The Fourth Research Conference on Subjective Probability, Utility, and Decision Making will take place in Rome, Fall 1973. The main purpose of this first circular letter is to find out which dates in Fall 1973 will not fit you. If you would be unable to attend our Conference at any dates between Aug. 15 and Oct. 15, 1973 - for personal reasons, or because of other obligations - please let us know. Your reply should reach me before Febr. 15, 1972, when we will find out which dates fit most participants, and ask Prof. de Finetti to make the necessary arrangements in Rome, accordingly.

Also, we would like to have your comments, critics and evaluations of past conferences, and suggestions of improvements for the next one, as soon as possible.

Our plan (unless you convince us to change it) is to have a three day conference again. The papers to be given should be categorised into Review Papers and Research Reports.

The Review Papers should be circulated (as before) to all participants before the Conference.

At the Conference, the author will be asked to give a brief summary of about 10 minutes, and there will be one or two discussants (depending on the subject) of 15 minutes, plus a discussion from the floor which will bring the whole treatment of a Review Paper up to about 45 minutes.

over please

Please check appropriate boxes and return stub before Febr. 15, 1972,

The Research Reports should be on very recent research work of the authors. However, abstracts of these Research Reports should be in at the Conference Committee no later than May 1, 1973 to be distributed to all participants before the Conference. In their oral presentations, the authors will be asked to give some detail of their current and future plans in order to give these sessions a little bit of the gist of what was called "cameo reports" at Brunel.

Also, there will be more and longer breaks to give time for informal discussion and private communications. This may call for a fourth Conference day (cf. stub).

Subjectwise, we will try to make a distinction between decision technology and decision theory as a normative model.

Our suggestions for Review Papers, so far :

Actual and potential (future) areas of implementing
decision analysis procedures

Dynamic decision theory

Normative models for complex decision sequences

Finding the action set (alternatives) and hypotheses set (states of nature) in a decision problem;

Descriptive Theory of subjective probability;

Multi-attribute utility theory;

Research on decision making in Socialist countries.

This is just a list of subject suggestions from our part; please let us have your ideas, too.

Sincerely yours,

For the Conference Committee :

Dirk Wendt

Dirk Wendt