



FIFTH RESEARCH CONFERENCE ON SUBJECTIVE PROBABILITY, UTILITY,
AND DECISION MAKING

Darmstadt, september 1-4, 1975

Program

Aims of the conference

The conference is planned to realize the following aims:

- to present to participants the results of recent studies on the assessment of probabilities and utilities, and on the processes and problems of decision making;
- to detect implicit lines of development, and areas of growing interest in the application of the decision-theoretic paradigm;
- to generate new forms and strategies of research in the area of decision theory.

Organizing Committee

Gerard de Zeeuw, Amsterdam, Netherlands

Helmut Jungermann, Darmstadt, West Germany

Jozef Koziielecki, Warszawa, Poland

Sarah Lichtenstein, Eugene, USA

Construction of the program

The scientific program is composed from six different types of parts: Review and major papers, Specific papers, Invited lecture, Work-in-progress session, Round-the-table discussions, Tutorial.

Review papers present general, well-documented overviews of the essentials of a particular problem area, while in *major papers* some problem formulations and conceptual problems are discussed, as they open up new vistas for research. The discussion in the session is initiated by the author of the paper, after which an invited discussant presents some evaluative and constructive reactions to the problems formulated in the paper. Then other participants join in.

Specific papers present recent results of experimental and theoretical research. Some papers will have invited discussants, some not.

The *Invited lecture* is given by someone who is not working in decision theory directly. It is supposed to look on decision theory from a more general point of view and to show some connexions to other fields of science.

A *Work-in-progress session* is organized to stimulate discussion on work in progress, or on work which fills in important gaps in the mainstream research.

Round-the-table discussions will concern topics which are not suitable for reviewing or specific contributions, but need systematic exchange of criticism and ideas. Short position papers from participants are discussed. This is the only part which will see parallel sessions.

A *Tutorial* reviews recent work in Bayesian statistics. In an important application, a decision-theoretic approach to the initial choice of a probability model is presented as part of the statistical modelling chain.

Scientific program

Monday, September 1st

Chairperson: Jungermann

- 9.00 *Opening address* by the president of the Technische Hochschule
- Review and major papers:*
- 9.15 Th.S.Wallsten, University of North Carolina, USA:
 Measurement and interpretation of beliefs
 Discussant: G.de Zeeuw, Universiteit van Amsterdam, Netherlands
- 10.15 R.Hogarth, INSEAD, Fontainebleau, France:
 Methods for aggregating opinions
 Discussant: M.Toda, Hokkaido University, Sapporo, Japan
- 11.15 Break
- 11.30 S.Lichtenstein, Oregon Research Institute, USA:
 Calibration of probabilities
 Discussant: K.Borcherding, Universität Mannheim, West Germany

Chairperson: de Zeeuw

- Specific papers:*
- 14.30 L.D.Phillips & G.Wright, Brunel University, England:
 How people view uncertainty
 K.Borcherding, C.Laemmerhold & R.E.Schaefer, Universität Mannheim,
 West Germany:
 Consistency of future event assessments
- 16.00 Break
- 16.30 A.Coffinier, Shell Internationale Petroleum Maatschappij,
 Netherlands:
 Simulation and quantification of subjective judgements
 R.L.Winkler, Indiana University, USA:
 Rewarding expertise in probability assessment

Tuesday, September 2nd

Chairperson: Lichtenstein

Review paper:

9.00 P.Humphreys, Brunel University, England:

Applications of multi-attribute utility theory

Discussants: M.Wegener & V.Bauer, Batelle Institut Frankfurt/M,
West Germany

10.00 Break

10.30 *Work-in-progress:*

T.B.Iwinski (Warszawa, Poland), C.A.J.Vlek (Leiden, Netherlands),
F.Ölander (Aarhus, Denmark), J.A.Wise, H.Jungermann & G.Hunkel
(Darmstadt, West Germany), F.H.Barron (Lawrence, USA) - have by
now announced to give short reports.

Chairperson: Koziielecki

Specific papers:

14.30 E.Hession, University College Dublin, Ireland:

*Application of multi-attribute utility models to some uncertain
decision situations in areas of business and public policy*

M.Aschenbrenner, Universität Mannheim, West Germany:

*Influence of attribute formulation on the evaluation of apart-
ments by multi-attribute utility procedures*

E.Jacquet-Lagrece, SEMA (Metra International), Montrouge, France:
*Preferences among distributions without the axioms of cardinal
utility theory*

16.30 Break

17.00 J.Grzelak, T.B.Iwinski & J.Radzicki, Youth Research Institute
and University of Warszawa, Poland:

Motivational components of utility

H.Montgomery, University of Göteborg, Sweden:

*A study of intransitive preferences using a thinking aloud
procedure*

20.30 *Tutorial:*

A.F.M.Smith, University College London, England:

*Bayesian statistics and efficient information processing,
restrained by probability models*

Wednesday, September 3rd

Chairperson: Lichtenstein

Review and major papers:

- 9.00 W.A.Wagenaar, Institute of Perception, Soesterberg, Netherlands:
Decision making and predecisional structuring
Discussant: J.Jozielecki, University of Warszawa, Poland
- 10.00 G.F.Pitz, Southern Illinois University, USA:
Decision making and cognition
Discussant: D.Wendt, Universität Kiel, West Germany
- 11.00 Break
- 11.30 P.Slovic, B.Fischhoff & S.Lichtenstein, Oregon Research Institute, USA:
Cognitive processes and societal risk taking
Discussant: H.Jungermann, Technische Hochschule Darmstadt, West Germany

Chairperson: de Zeeuw

Specific papers:

- 14.30 E.Hollnagel, University of Aarhus, Denmark:
The psychology of rational decisions
B.Kietlinski, University of Lodz, Poland:
Decisions concerning the choice of the place of work
A.H.Murphy, NCAR, USA, & R.L.Winkler, Indiana University, USA:
*The use of credible intervals in temperature forecasting:
some experimental results*
- 16.30 Break
- 17.00 J.A.Wise, Technische Hochschule Darmstadt, West Germany:
The psychology of the Ouija board
C.A.Stael von Holstein, Stanford Research Institute, Sweden:
Scoring rules for continuous distributions

Thursday, September 4th

9.00 *Round-the-table discussions:*

Decision making and gaming

Chairperson: J.B.Kidd, University of Aston, England

Cross cultural differences in the assessment of probabilities

Chairperson: L.D.Phillips, Brunel University, England

Sociological and social psychological aspects of decision theory

Chairperson: E.Hollnagel, University of Aarhus, Denmark

Multistage decision making

Chairperson: G.Kleiter, Universität Salzburg, Austria

Integration of economics and psychology in decision making

Chairperson: F.Ölander, The Business School of Administration
and Economics, Aarhus, Denmark

14.00 *Invited lecture:*

W.W.Gasparski, Polish Academy of Science, &
K.Szaniawski, University of Warszawa, Poland:

Praxiology and decision theory

15.00 *End session*

Psychologie

Fischer, Gerhard
Professor Dr. phil., Wien

Einführung in die Theorie psychologischer Tests
Grundlagen und Anwendungen

1974. 606 Seiten, 28 Abbildungen, 45 Tabellen, Programmausdruck, kartoniert Fr. 78.— / DM 70.—

In drei Teilen werden Grundlagen und Anwendungen der Testtheorie dargestellt. Kritische Auseinandersetzung mit der klassischen Testtheorie, Beschreibung der praktischen Verwendung testtheoretischer Modelle und Bewertung der praktischen Wirksamkeit der Ergebnisse sind die Hauptgegenstände dieses Buches.

Kempf, Wilhelm
Dr. phil., Kiel
(Herausgeber)

Probabilistische Modelle in der Sozialpsychologie

Mit Beiträgen von E.B. Andersen, G.H. Fischer, U. Fitting, N. Mai, D. Rebenstorff, H.H. Scheiblechner, R. Wegscheider. 1974. 204 Seiten, 11 Abbildungen, 14 Tabellen, kartoniert Fr. 42.— / DM 38.—

Das Buch informiert über neuere Anwendungen probabilistischer Modelle in der Sozialpsychologie und setzt sich mit der Frage auseinander, was die Formalisierung sozialpsychologischer Konzepte für die sozialpsychologische Theoriebildung zu leisten vermag. Der Praxisbezug ist Hauptanliegen des Buches.

Křivohlavý, Jaro
Dr. phil., Prag

Zwischenmenschliche Konflikte und experimentelle Spiele

1974. 661 Seiten, 41 Abbildungen, 2 Tafeln, kartoniert Fr. 43.— / DM 39.—

Das Buch vermittelt eine Übersicht über die Probleme und Ergebnisse im Rahmen der Konfliktforschung. Der Autor beschreibt zunächst die verschiedenen Arten von Strategien, die bedingten und die unbedingten Strategien usw. Die Wirkung der verschiedenen Arten von Strategien auf die Lösung der Konflikte steht im Mittelpunkt der Darstellung.

Verlag Hans Huber

General information

Hint

Attached to this booklet is a prospect of Darmstadt, which also contains a sketch of the city. When we refer to a 'map' in the following paragraphs, however, we mean the special drawn map on the next page.

How to come to Darmstadt

Darmstadt is a city about 35 km south of Frankfurt/Main and about 50 km north of Heidelberg. You can come there by plane (Frankfurt-Airport) as well as all other transportation means. If you arrive by plane at the airport, you can go to Darmstadt either by train, from the station at the airport to Frankfurt-Hbf (main station) and from there to Darmstadt-Hbf (main station), or by a special bus from the airport to Darmstadt directly. The bus requires less time en route, but there are not as many scheduled departures as the train. The bus leaves at the airport bus station and arrives in Darmstadt at the Mathildenplatz, which is very near to the center of the city.

How to get to the conference places

The conference places are at the "Marktplatz" (main square). The reception center is in the old "Rathaus" (town hall), the conference rooms are in the "Schloss" (castle).

If you arrive by bus at the Mathildenplatz, you only have to walk a few hundred metres to be at the Marktplatz.

If you arrive by train at Darmstadt-Hbf, you can either take a tram or a bus or a taxi from there to the Marktplatz. There are two trams (no.2 and 3) and one bus (S-Bus Friedrich) going from the station to the Marktplatz directly.

If you arrive by car, you usually come from the autobahn. It would be very easy to find the way to the Marktplatz, if there were not a large construction area right in the center of the city. For this reason, we have marked on the map the way you should take. Coming from the autobahn, you follow the first deviation sign ("Umleitung") to the right, after a short distance the next sign to the left, and then after about 1 km another sign to the left. This last sign brings you to the Kirchstraße, and if you drive on this street a few hundred metres you will be at the Marktplatz.

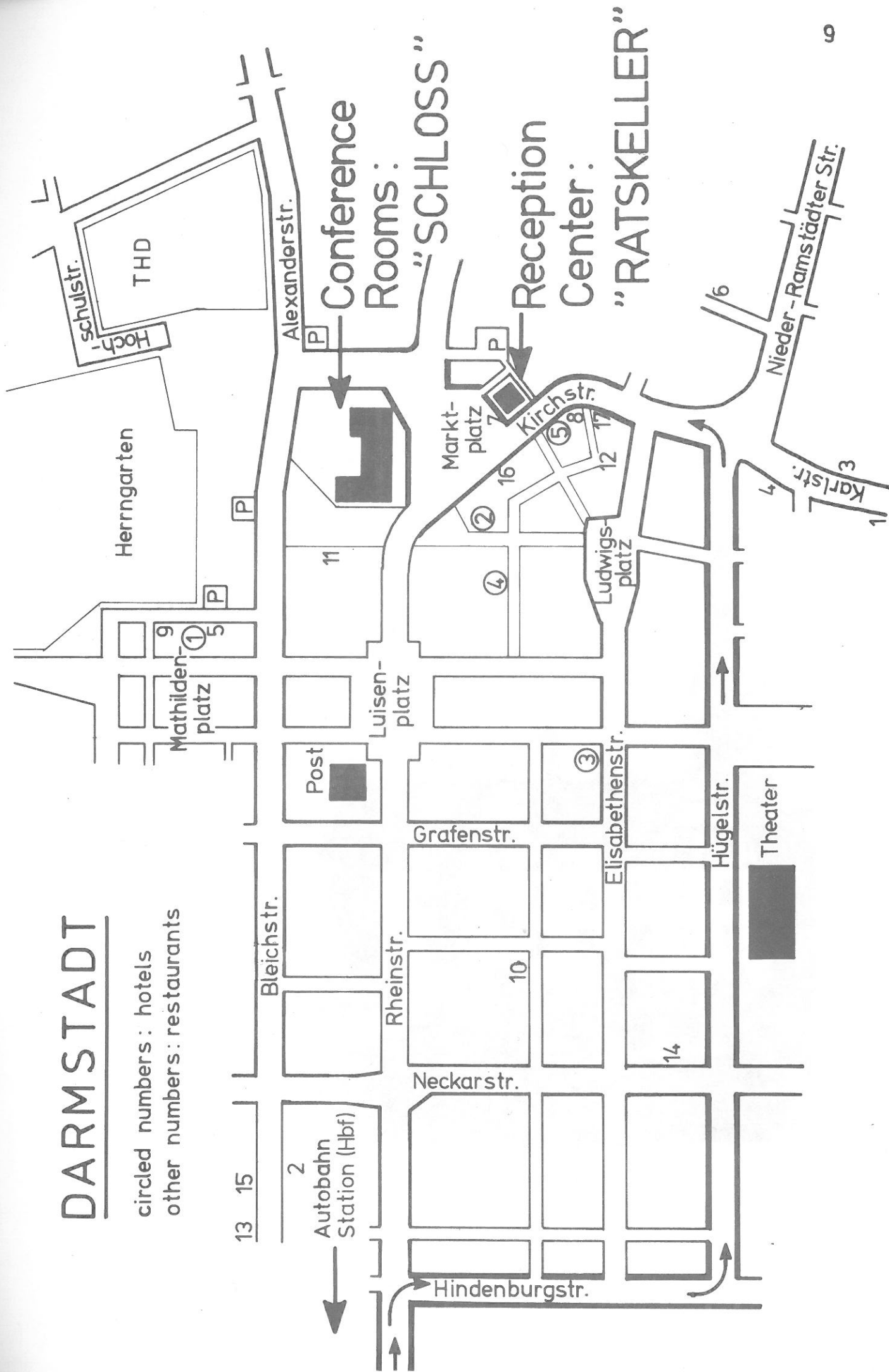
How to find the hotel

Reservations have been made by the organizing committee according to the wishes as expressed by participants on the registration forms, as far as it was possible. A note, specifying the name and address of the appropriate hotel/students' hostel in which a room is booked will be sent out by August 15 to those who requested an arrangement by the organizing committee. If you should not get this note, for whatever reasons, you will get the information in the reception center on Sunday evening.

The following hotels, which are marked on the map by circled numbers, will be used: Hotel Weinmichel (1), Hotel Ernst-Ludwig (2), Hotel Atlantic (3), Zentral-Hotel (4), Hotel Bockshaut (5). All hotels are, as you can see, within walking to the conference places. The students' hostel is located in a distance of about 5 minutes by car from the center, in south-east direction.

DARMSTADT

circled numbers: hotels
other numbers: restaurants



Reception evening on sunday, August 31

The reception center will be on the 1st floor of the "Ratskeller", a restaurant in the Rathaus; the Rathaus is located at the Marktplatz, right across from the Schloss. You will find the members of the organizing committee there and also the students who are going to help them, Angelika Stelling and Gerhard Hunkel, from 18.00-23.00 o'clock, ready to receive participants, provide them with some more conference materials like badges etc., and give information if necessary. Participants will have an excellent opportunity there to meet each other over a drink. Dinner can be ordered in the restaurant on the ground floor.

Reception Center:

"Ratskeller"

18.00-23.00



Conference place

The conference will take place in the "Schloss". The main conference room, in which all lectures will be held, is the Hörsaal 36, on the ground floor. At all entrances to the Schloss you will find signs ('SPUDM' and/or our logo) that show the way to that room. Diagonally across from this room are the lounges where refreshments will be served during the breaks, where you can sit down and have a rest or a creative conversation, and also where the book exhibition will be located. The lounges will be opened on every conference day from 9.00 to 12.30 and from 14.30 to 18.00 o'clock.

Book exhibition

For this conference we have constructed a book exhibition of both latest and continuing popular texts of interest to participants. About 30 publishing companies have positively responded to our request for display copies. This book exhibition will be open every day the same hours when the lounges are opened.

All of the exhibition texts will be available for sale at sharply discounted prices, and additional copies may also be ordered at conference discount from some of the publishers. If you are interested in purchasing a display copy after the conference, you should contact either Angelika Stelling or Gerhard Hunkel during the daily afternoon session to reserve your text. First come, first served!

Reception by the president of the THD and the mayor of Darmstadt

On Monday evening, September 1, the president of the Technische Hochschule and the mayor of Darmstadt will probably give a reception for the participants of the conference. More detailed information will be given on the reception evening on Sunday.

Conference dinner

The conference dinner is scheduled for Wednesday, September 3, 19.15 o'clock. It will take place in "Jagdschloss Kranichstein", an old hunting estate about 10 minutes out of Darmstadt. A rented bus will leave at the Schloss at 19.00 o'clock to bring all individuals who want to join the dinner out there. All participants and their guests are invited to attend the conference dinner, which has been a success on all previous conferences. On the reception evening, everybody will be asked again if they want to attend the dinner and, if yes, how many guests will accompany them. We will also have to charge some more money from each dinner participant to cover the dinner costs, probably about 6 Dollars.

Conference address

Institut für Psychologie, Technische Hochschule, 6100 Darmstadt, Hochschulstrasse 1, West Germany. Phone (06151) 16-2014.

Proceedings

The organizing committee aims to have the Proceedings published as quickly as possible, preferably somewhere in January 1976. This, of course, will require some close organization and cooperation. Anyway, it should be possible, since we have already found a very interested publisher. Unless at the conference it is decided otherwise, Helmut Jungermann and Gerard de Zeeuw will act as editors.

A system for refereeing papers before final publication is envisaged. Probably, conference participants will be asked to volunteer as referees for papers, at the end of the conference. All those presenting a paper are kindly requested to submit a complete version before the end of the conference to the organizing committee. The deadline for the final version before refereeing is set at October 1.

And not to forget

The organization of the conference was supported by the Deutsche Forschungsgemeinschaft, the Hessische Kultusminister, and the Technische Hochschule Darmstadt - especially its president, Prof. Dr. Helmut Böhme -, in financial and many other respects. We would like to thank very much for this support which helped us to make the conference much more attractive on various dimensions than it would have been possible without it.

Entscheidungstheorie bei Oldenbourg

Richard C. Jeffrey

Logik der Entscheidungen

1967. 271 Seiten, 11 graphische Darstellungen,
flexibler Kunststoff DM 28,-

Reihe: Scientia Nova

Howard Raiffa

Einführung in die Entscheidungstheorie

1973. 360 Seiten, 134 Abbildungen, 37 Tabellen, flexibler Kunststoff DM 48,-

Reihe: Scientia Nova

Morton D. Davis

Spieltheorie für Nichtmathematiker

Mit einem Vorwort von Oskar Morgenstern
1972. 216 Seiten, 49 Abbildungen, flexibler
Kunststoff DM 28,-

Reihe: Scientia Nova

Oskar Morgenstern

Spieltheorie und Wirtschaftswissenschaft

2. Auflage 1966. 200 Seiten, 5 Abbildungen,
3 Tabellen, flexibler Kunststoff DM 24,-

Reihe: Scientia Nova

Wir informieren Sie kontinuierlich über unsere
Verlagsproduktion auf dem Gebiet der Entscheidungs-
theorie.

Bitte schreiben Sie an:

R. Oldenbourg Verlag Informationsabt. B
8 München 80, Postfach



Oldenbourg

R. Oldenbourg Verlag München

Suggestions for lunch, dinner, drinks etc.

In the area around the Marktplatz, there are many places to eat and to drink. We give you a list of restaurants, bars and cafés which we think are reasonable. Stars are used to indicate the quality of the places with respect to food and atmosphere - very subjective judgments, of course. Numbers correspond with their counterparts on the map.

Restaurants

(1)	***	Rustica (mainly french)	Annastr./Karlstr.
(2)	**	Prinz Heinrich (mainly alsacien)	Bleichstr.48
(3)	*	Dmitri's Spezialitäten (greek)	Karlstr.20
(4)	*	Gino (italian)	Karlstr.15
(5)	*	Weinmichel	Schleiermacherstr.8-12
(6)	*	China Restaurant (chinese)	Mühlstr.60
(7)		Ratskeller	Marktplatz 8
(8)		Bockshaut	Kirchstr.7-9
(9)		Escalope	Schleiermacherstr.26
(10)		Ägäische Inseln (greek)	Adelungstr.23
(11)		Ribera (italian)	Friedensplatz 6
(12)		Da Franco (italian)	An der Stadtkirche 3
(13)		Formosa (chinese)	Bleichstr.51
(14)		Mainzer Rad (jugoslawian)	Neckarstr.22
(15)		Barcelona (spanish)	Bleichstr.45

To be reached easily by car or tram within 5-15 minutes:

*	Ristorante Vivarium (italian)	Schnampelweg 4
*	Schnecken Schröder (mainly deer)	Dieburgerstraße (Einsiedel)
*	Restaurant Einsiedel	Dieburgerstraße (Einsiedel)

Cafés

(16)	Café Bormuth	Marktplatz 5
(17)	Café Ludwig	Kirchstr.17-19

Drinking places

Datterich (wine)	Steinackerstr.2
Bauernstube (beer)	Karlstr.113
Räuber Hotzenplotz	Mauerstr.34

Participants registered on August 5

Austria

Kleiter
Huber

Canada

Chesley

Denmark

Hollnagel
Ölander

Finland

Lahdenpää

France

Duquesnay
Hogarth
Jaquet-Lagrece

Great Britain

Choo
Freeman
Humphreys
Kidd
Leventhal
Makov
McConway
Phillips
Smith

Ireland

Hession

Israel

Rapoport

Italy

Carmiti
Curci

Japan

Kobashi
Shinotsuka
Toda

Netherlands

Bronner
Coffinier
van Ginneken
de Hoog
Joosten
van der Kloot
Koerts
Meisner
van der Neut
van Raaij
Soudijn
de Swart
Vlek
Vijn
Wagenaar
Wittenboer
de Zeeuw

Poland

Gasparski
Grzelak
Iwinski
Kietlinski
Kranas
Kozielecki
Lukasiak-Goszczyńska
Radzicki

Sweden

Bauer
Goldsmith
Montgomery
Rydnert
Sjöberg
Stael von Holstein
Svenson

USA

Lichtenstein
Murphy
Pitz
Barron
Slovic
Wallsten
Winkler
Wise

West Germany

Arnaszus
Aschenbrenner
Bauer
Borcherding
Hartmann
Jungermann
Kasubek
Kemnitz
Klinkmann
Ksiensik
Mai
Micko
Schaefer
Schmidt
Schwarz
Selten
Stoecker
Wegener
Wendt