

Eighth Research Conference on Subjective Probability, Utility and Decision Making

1981

Budapest

**August
24-28**

Organizing Committee

Tibor Engländer Hungary Patrick Humphreys UK

Ola Svenson Sweden Anna Vári Hungary

Detlof von Winterfeldt USA Willem Wagenaar Netherlands

The Eighth Research Conference on Subjective probability, Utility and Decision Making will be held at the Technical University, Budapest from August 24 - 28, 1981. The Conference Programme, like that of previous conferences in the series, will consist of pre-printed major papers from invited authors designed to stimulate discussion and provide information, specific papers contributed by participants, and working groups on particular topics of interest. In addition, as a new departure, there will be symposia on topics of major interest.

MAJOR PAPERS

At the time of printing this brochure, the following Major Papers are scheduled:

Michael Aschenbrenner: **Decision Aids: Principles for Evaluation.**

Ralph Keeney: **Evaluation of Societal Risks**

Robin Hogarth: **Decision Making in Organisations and the Organisation of Decision Making.**

Oleg Larichev: **Systems Analysis and Decision Making.**

Henry Montgomery: **Process Models and Decision Making.**

Gordon Pitz: **The Human Engineering of Decision Aids.**

Klemens Szaniawski: **The Meta Psychology of Decision Making.**

CALL FOR SPECIFIC PAPERS

Authors who would like to present a **specific paper** at the Conference must send 5 copies of a 3 - 4 page summary of the paper to Anna Vari, OMFB, Budapest H-1374, P.O.B.565, Hungary to arrive before **April 30, 1981**. To allow clear reproduction, it should be typed clearly, 1½ line space A4 type format. There should be 1¼" margin on **both** left and right sides of the paper as, if the paper is accepted, the pages will be backed and bound in book form. The first page should be headed with the title of the paper and the name of the author(s). Each specific paper will be allocated 35 minutes of the Conference programme, of which 20 minutes is for you to present your paper, and 15 minutes are for discussion. There is space to include some 17 specific papers in the programme, and some selection will be inevitable. In the selection weight will be given to the quality of the paper, its relevance to issues covered by the Conference, and the balance of the overall Conference programme. **Presenters of Specific Papers should bring at least 130 copies of any handouts to the Conference.**

WORKING GROUPS

These will be arranged under invited convenors to meet the interests of Conference participants. They will cover some of the following topics:

- ☐ Decision Aids
- ☐ Cognitive Theories of Process Models
- ☐ Medical Decision Making
- ☐ Decision Conferencing
- ☐ Problems when Implementing Decision Aids in Large Scale Decision Making
- ☐ Decision Making and Stress
- ☐ Motivational Factors in Decision Making

There is space for you to give preference and suggestions for working groups on your registration form.

REGISTRATION FORM

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

OMFB REI, Budapest H-1374, P.O.B. 565, Eighth Research Conference on Subjective Probability, Utility and Decision Making, HUNGARY.

PART 1 for all participants

☐ I register for participation in the Eighth Research Conference on Subjective Probability, Utility and Decision Making

I enclose the Conference fee of

☐ 108 SFR or ☐ 1200 Forints

☐ I will send the Conference fee before 1 July 1981

☐ I request the Express Travel Agency to arrange for me the following accommodation:

a. single room ☐ without bath single room ☐ with bath

b. double room ☐ without bath double room ☐ with bath

☐ I would

☐ I would not mind sharing a double room with another Conference participant

I would like my accommodation ordered fromto.....(.....nights)

☐ I will arrange my own accommodation.

(Please PRINT or type)

Name

Address

Signature

Date

SYMPOSIA

There will be two symposia. At one, on **Pitfalls of Decision Analysis: Examples and Lessons**, will involve five short invited presentations from decision analysts examining their own experiences in such attempts, followed by a general discussion investigating the lessons to be learned. The other symposium will be concerned with **Heuristics and Biases in Decision Making and Judgement: A Perspective and Implications for Practice**, with invited contributions from Baruch Fischhoff, Lawrence Phillips, Maria Nowakowska and Ward Edwards setting the scene for a debate.

WORK-IN-PROGRESS SESSION

A Work-in-progress session is scheduled for contributors who wish to give short accounts (five minutes) of work in progress, curious findings, etc. The programme for this session will be arranged at the Conference, and intending participants should contact the Organising Committee during the first two days of the Conference. There will be no discussion of contributions during the first session (but plenty of opportunities for informal discussion afterwards).

PREPRINTS

All participants whose conference fees are received by June 30, 1981, will be sent a book containing (i) preprints of major papers to be presented at the Conference, (ii) summaries of the specific papers, (iii) descriptions of the working groups, (iv) Conference programme, (v) maps, hotel information, etc. as soon as it is ready in July or early August. Late registration may result in you having to collect the book on your arrival at the Conference.

CONFERENCE PROCEEDINGS

Previous Conference proceedings have been published as books, or in *Acta Psychologica*.¹ It is planned to publish the proceedings of this Conference simultaneously by Akademia Kiado, (publishing house of the Hungarian Academy of Sciences), Budapest, and North Holland, Amsterdam. In order to hasten publication all presenters of specific papers who wish them to be considered for the proceedings must deposit four copies of their paper with the Organising Committee before the end of the Conference. All papers will be refereed before publication, and the Organising Committee reserves the right to select which papers to include in the proceedings, to include specially commissioned papers, and to request publication in modified form.

ACCOMMODATION ARRANGEMENTS

Accommodation of a good standard has been arranged for the duration of the Conference in student hostels, close to the Conference centre. The prices for accommodation (on a daily basis) are given in Swiss francs, but payment may be made in any freely available currency at the current rate of exchange. Participants from socialist countries should pay all fees in Hungarian currency (Forints).

Category	Single room	Double room (per capita)
Student hostel without bath (breakfast and lunch included)	27 SFr (300 Ft for participants from socialist countries)	18 SFr (200 Ft)

Student hostel with bath (breakfast and lunch included)	54 SFr (525 Ft)	36 SFr (350 Ft)
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Breakfast and lunch are available at the Conference (Student Canteen of the Technical University), choice from 3 menus is possible.

CONFERENCE FEE

The Conference registration fee will be 108 SFr (1200 Ft), it will cover the costs of the informal reception, the boat trip and the Conference materials. The registration fee and all deposits should be made payable to the account of the Express Travel Agency: MNB-215-10 645 (Magyar Nemzeti Bank - Hungarian National Bank, Budapest), marked with the name and the code Z-066

PROVISIONAL PROGRAMME

SUNDAY AUGUST 23

17.00 - 21.00	Registration and informal reception at the Technical University, Budapest.
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MONDAY AUGUST 24

9.00 - 9.10	Formal opening of the Conference
9.10 - 10.40	Two major papers
11.10 - 12.45	First meeting of Working Groups
14.30 - 15.05	Specific paper
15.05 - 17.00	Symposium

TUESDAY AUGUST 25

9.00 - 10.30	Two major papers
11.00 - 12.45	Three specific papers
14.30 - 15.05	Specific paper
15.05 - 17.00	Work-in-progress session
19.30	Boat trip on the Danube

WEDNESDAY AUGUST 26

9.00 - 10.30	Two major papers
11.00 - 12.45	Three specific papers
14.30 - 16.40	Three specific papers

THURSDAY AUGUST 27

9.00 - 10.30	Two major papers
11.00 - 12.45	Three specific papers
14.30 - 16.40	Three specific papers
20.00	Conference Dinner

FRIDAY AUGUST 28

9.00 - 11.00	Symposium
11.30 - 13.00	Final meeting of Working Groups
14.30 - 15.30	Closing session

PART 2

☐

I wish to present a specific paper: its title will be:

.....
.....

☐

5 copies of a 3 - 4 page summary are enclosed.

☐

I will send 5 copies of the summary by April 30, 1981.

The working group in which I am most interested is:

☐

Decision Aids

☐

Cognitive theories of process models

☐

Medical decision making

☐

Decision conferencing

Problems when implementing decision aids
in large scale decision making

Decision making and stress

Motivational factors in decision making.

I would be particularly interested in a working group concerned with:

.....

Any other comments on the Conference programme?

(Please PRINT or type)

Name

Address

Date

STATE OFFICE OF TECHNICAL
DEVELOPMENT
H-1374 Budapest, POB 565.

1203/81/REI

July 15, 1981

Dear Participant,

Thank you for your registration for the 8th Research Conference on Subjective Probability, Utility and Decision Making to be held 24-28 August in Budapest. We inform you that we are able to accomodate all participants in the student hostel of the Technical University /Budapest XI., Kruspér u. 2./ 23-29 August /6 nights/.

The Conference Bureau will be set in the lounge of the Student hostel, where registration, exchange etc. can be arranged from 12^h 23th August. Unfortunately we are not able to assure the accomodation after 12^h 29th August because of the moving of the students into the student hostel on the next day.

We have enclosed the Conference Information for all participants from whom we have received the conference fee before 10 july. We are also enclosing a map which explains how to get to the student hostel from the Air Terminal, or from the main railway stations. From the Air Terminal you should take the bus No. 15 in the direction of the Boráros tér and at the terminal change for the tram No. 6 in the direction of the Móricz Zs. körtér and get off at Budafoki ut.

From the Western Railway Station /Nyugati p.u./ you can take the tram No. 6 directly.

From the Eastern Railway Station /Keleti p.u./ you can take the bus No. 7 and change at Blaha L. tér for the tram No.6.

Looking forward to meeting you in Budapest

Anna Vári
Anna Vári
on behalf of the
Organizing Committee

Budapest V., Martinelli tér 3., Tel.: 187-o21
Telex: 22584o

List of Participants

<u>USA</u>	<u>Hotel</u>	<u>Room</u>
Dr. Ephraim R. McLean	Kruspér	505
Rex V. Brown	Kruspér	202
Joshua Klayman	Martos	519
Lola L. Lopez	Kruspér	203
Gregg C. Oden	Kruspér	203
J. Frank Yates	Martos	520
R. Hogarth	Kruspér	301
G. Pitz	Kruspér	302
H. Kunreuther	Kruspér	312
D. H. Gustavson	Kruspér	313
Detlof von Winterfeldt	Kruspér	317
Richard S. John	Kruspér	317
B. Murphey	Kruspér	303
I. Linnerooth		
J. Lathrop	Martos	540
P. Humphreys		
B. Fischhoff		
W. Edwards		
W. Ferrell		
S. Lichtenstein		
<u>Canada</u>	<u>Hotel</u>	<u>Room</u>

Dr. Eduard J. Fidler

Great-Britain

Stuart Wooler	Kruspér	503
Ayleen Wisudha	Kruspér	501
A. R. Lock	Martos	508
Jean Goodall	Kruspér	502
Jan Meisner	Kruspér	116
A.F.M. Smith	Martos	514
P. Humphreys		

David Spiegel Walter	Martos	515
N. F. Pidgeon	Martos	518
G. Wright	Kruspér	214
R. Borger	Martos	531
S. R. Wattson	Kruspér	304
B. Ranyard	Martos	535
V. Belton	Martos	534
L. Phillips	Kruspér	305
C. Berkeley		
J. H. Kidd		
A. FREELING		
<u>Sweden</u>		
L. Sjöberg		
Berndt Brehmer		
Henry Montgomery	Kruspér	115
Anna C. Blomkuist	Kruspér	104
P. H. Ekberg	Kruspér	206
W. Samsonowitz	Kruspér	213
A. Biel	Martos	529
P. Gärdenfors	Kruspér	217
N. E. Sahlin	Kruspér	217
M. Holmgren		
R. W. Goldsmith	Martos	542
O. Svenson		
A. L. Nüth	Kruspér	207
<u>Netherlands</u>		
Ir. P. Terlouw		
Drs. P. F. Lourens		
Dr. W. Heins	Kruspér	103
Yasuak Kobashi	Martos	509
P. Koele	Kruspér	616
W. P. von den Brink	Kruspér	615
Charles Vlek	Martos	516
T. W. van der Schaff	Martos	518
S. Gallhoffer	Kruspér	204
P. Neijens	Kruspér	205
W. E. Saris	Kruspér	204
W. A. Wagenaar	Kruspér	317
G. van den Wittenboer	Martos	532

T. W. van der Shaff		
A. Tomas	Kruspér	218
G. Keren	Kruspér	607
C. J. Midden	Kruspér	306
B. Verplanken	Kruspér	307
R. de Hoog		
F. Bronner		

Australia

Dr. W. M. McKenzie	Kruspér	102
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Austria

O. Huber	Kruspér	215
G. Kleiter	Kruspér	216
H. Kunreuther		

Bulgaria

Dr. E.V. Kandeve-Spiri	Kruspér	113
Dimitrov Vladimir		
Petrov Alexander	Kruspér	401
Angel Narov	Kruspér	401
I. Stantchev	Kruspér	201

West-Germany

Dr. Axee Mattenklott		
Hans Rettler	Kruspér	112
Rolf D. Schröder	Kruspér	105
I. von Ularadt	Kruspér	316
K. Borcharding	Martos	533
D. Jauss		
E. Hachmann		
L. Hausmann		
S. Dibbeet		

H. Jungermann

N. Mai

Czecho-Slovakia

Ivan Slaměnik

Kruspér 117

V. Břicháček

Martos 528

Poland

Nosal Czesław

Maria Mankowska

Martos 512

Z. Bartosiewicz

Martos 530

Tadeusz Tyszk

Martos 511

Zbysław Roman

Martos 513

A. Matczewski

H. Sroka

Z. Ratajczak

Norway

Charles Stabell

Kruspér 617

Denmark

F. Ölander

USSR

Oleg Laricsev

Kruspér 107

France

M. Duquesnay

Kruspér 604

Israel

Zur Shapira

M. Bar-Hillel

Hungary

Tibor Engländer
Anna Vári
István Kiss
Ferenc Pataki
Lajos Kardos
József Kindler
Zoltán Kovács
Klára Faragó
Dezső Helmich
János Vecsenyi
Róbert Kiss
László Füstös
László Dávid
Attila Chikán
Ibolya Vári-Szilágyi
Zita Paprika
Benedikt Szvetlána

Ekberg Krestin
Jan Person

Sweden
Sweden

Adresse der Botschaft der
Bundesrepublik Deutschland

Izso utca 5, Budapest XIV
PA: 1440 Budapest,
Postfach 40

BUDAPEST / UNGARN

Bei Übersendung von Schriftwechsel
vertraulichen Inhalts wird die Be-
nutzung des Kurierweges des Auswärtigen
Amtes empfohlen:

Anschrift:

An die
Kurierabfertigung des Auswärtigen Amtes
Adenauer Allee 99-103

5300 Bonn



Brunel University

Institute of Organisation and Social Studies (BIOSS)

Decision Analysis Unit
School of Social Sciences
Kingston Lane, Uxbridge, Middx. UB8 3PH
Telephone: Uxbridge (89) 30034
Unit Director: Dr. Lawrence D. Phillips

8SPUDM

London

Dear friends,

This is a message to those who hold West Berlin citizenship only, or reside in West Berlin at present. In order to facilitate your entry into Hungary, we need the following information about you for application of a so called "previsa". (If you hold another citizenship than that of West Berlin as well it is better to use that passport.)

Thus, for getting your entry visa at the border when you arrive in Hungary, the Hungarian organizers will apply for a previsa ahead of time, for which they need the following data about you:

1. full name
2. place and date of birth
3. citizenship
4. name and address of your working place

Please inform Anna Vari (OMFB, Budapest H-1374, P.O.B. 565) on the above data at your earliest convenience.

Patrick Humphreys

for the organizing committee

PS. If you send one message through Brunel and one direct to Hungary the communication becomes more certain.

**Eighth Research Conference
on Subjective Probability, Utility and Decision Making
Budapest, August 1981.**

MAJOR PAPERS

The Organizing Committee asked each Major Paper author to provide a short statement describing his preliminary view of the intent and orientation of his paper. Those we have received so far are reproduced below. They will, of course, be subject to revision as the authors' writing plans progress, so they should not be taken as abstracts of the actual papers.

DECISION AIDS: PRINCIPLES FOR EVALUATION

*K. Michael Aschenbrenner,
Ruprecht-Karls-Universität Heidelberg*

Does a decision aid lead to better decisions, or does it mainly produce methodological artefacts? This question is as old as decision aids per se. Nevertheless, recent years have seen a number of new approaches and results on evaluating, for instance, to which extent the results of a decision aid depend on the particular problem structure chosen, whether scaling and weighting procedures actually reflect true differences in values, beliefs, and importance, the appropriateness of various aggregation models, or the effects of the aid on the decision maker's subsequent choices and cognitive processes. The paper will attempt to bring together what the developer of a decision aid can do in this respect in order to insure that he is on the right way. A further aspect that will be considered in this light is differential validity, that is aspects of the decision maker to be aided (like prior knowledge, motivation, attitude, etc.) that may be relevant for choosing a particular procedure and for its successful implementation.

EVALUATION OF SOCIETAL RISKS

*Ralph L. Keeney
Woodward-Clyde Consultants, San Francisco*

This paper will concentrate on the evaluation of risks to the lives and physical well-being of the public. First the societal risk problem will be carefully defined. The intent is then to categorize the approaches which have been taken to evaluating such societal risks. This will include revealed preference approaches (e.g., insurance, court awards), direct assessment (e.g., willingness-to-pay procedures), and indirect assessment (e.g., use of utility functions.). The orientation will focus on the appropriateness of these approaches for prescriptive use. However, the descriptive difficulties in eliciting useful information in each case will be considered. The paper should provide a critical review of the approaches for evaluating societal risks.

DECISION MAKING IN ORGANIZATIONS AND THE ORGANIZATION OF DECISION MAKING

*Robin M. Hogarth
University of Chicago*

This paper will be deliberately speculative and explore implications of the analogy of the organization of decision making activities **within** individuals to the processes of decision making in organizations. For example, decision making within individuals involves, inter-alia, perception, memory, concept formation, learning, the use of "automatic" processing, various forms of conflict and, most importantly, the coordination of different functions. What are the organizational analogues? In particular, do the strengths and weaknesses of the **individual** decision making system (relative to environmental demands) also apply to organizations? Can our understanding of individuals as decision makers facilitate our understanding of organizational decision making?

SYSTEMS ANALYSIS AND DECISION MAKING

*O. Larichev
Institute for Systems Studies, Moscow*

According to current definitions systems analysis is a combination of procedures and analytical methods used for the study of ill-structured problems. The concept of systems analysis is broader than that of decision making. It also includes the procedures of problem investigation known as a systems approach. The systems approach is a train of logical stages: definition of a goal or a set of goals; identification of alternative ways of goal achievement; construction of the model presenting the interdependence of goals, means and parameters of the system; determination of the decision rule for selecting the preferred alternative.

The last stage is in fact the commonly known "decision making". In the earlier version of systems analysis the "cost-efficiency" criterion was usually applied at that stage. Thus, we may define systems analysis as a combination of the general framework of the systems approach and decision making tools.

The paper treats the basic features of the contemporary systems analysis methodology and its difference from operations research. The capabilities and limitations of systems analysis are also analysed. The requirements for the decision making methods with due account of the nature of ill-structured problems are defined. An approach to the development of methods in line with above requirements are proposed. Ways of improvement of the systems analysis methodology are discussed.

PROCESS MODELS AND DECISION MAKING

*Henry Montgomery
Göteborg University*

In recent years, a number of researchers including myself have described the process underlying choice behaviour in terms of various decision rules. This suggests that the central problem for the decision maker is to find and apply a good decision rule. In this paper, I will argue that the central problem rather is to find or create a good structure in one's representation of the choice situation. More specifically, it is assumed that the decision maker attempts to structure the choice situation in such a way that one alternative becomes dominant over the others. To do so, he or she may apply a number of editing operations, which in turn are compatible with various decision rules. My intention with this paper is to spell out the above view of decision making processes and to show that it is compatible with empirical findings in recent research on process models and decision making. I will also contend that this framework allows varying degrees of rationality in the decision process.

THE HUMAN ENGINEERING OF DECISION AIDS

*Gordon F. Pitz
Southern Illinois University at Carbondale*

The intent of this paper is to review the implications of various areas of psychological theory for the design of decision aiding systems. To begin with, I intend to consider four somewhat separate aspects of the decision analysis process – (a) selecting a relevant model, (b) formulating the problem in terms required by the model, (c) quantifying beliefs and values, and (d) reviewing the results and conducting a sensitivity analysis. I expect, however, that the primary focus will be on item (b), which I shall refer to as the structuring stage. In discussing the structuring process, I assume that the decision maker recognizes the existence of a problem, and intends to use a formal decision analysis for its solution. The problem for the designer of a decision aid is to help the decision maker formulate relevant information in such a way that the analysis can proceed accurately. This problem I see as primarily one of the retrieval of information and its re-formulation according to a different format. For this reason, the most relevant areas of psychological theory are likely to be those that deal with the organization of knowledge in long term memory. There have been a few recent attempts to study the structuring process. The paper will review this literature, and will also, I hope, point towards new research and theory.



Ryle Zwick, Jr.
**Brunel
University**

Institute of Organisation and Social Studies (BIOSS)

Decision Analysis Unit
School of Social Sciences
Kingston Lane, Uxbridge, Middx. UB8 3PH
Telephone: Uxbridge (89) 30034

Unit Director: Dr. Lawrence D. Phillips

May 15, 1981

Helmut Jungermann
Technische Universitat Berlin
Skr DO 1
Institut fur Psychologie
Doverstr 1-5
D-1000 Berlin 10
Germany

Dear Dr Jungermann,

The organising committee for the Eighth Research Conference on Subjective Probability, Utility and Decision Making has great pleasure in inviting you to present a specific paper with Ingrid von Ullardt on The role of the Goal in Representing Decision Problems to the conference, which will be held at the Technical University, Budapest from August 24-28, 1981.

Please confirm your acceptance of this invitation by completing the enclosed acceptance form, which must be returned to Anna Vari in time to arrive in Hungary by June 10th.

A copy of the conference registration form is enclosed. If you have not already returned this form, please send it with your acceptance form. Details of the conference programme will be sent in July to all those, and only those who have returned registration forms.

Your paper will be scheduled within a 35 minute slot which we would like to consist of 20 minutes in which you present your paper, followed by 15 minutes for discussion. In any case your presentation should not exceed 25 minutes. If you wish to provide handouts for the audience you should bring about 130 copies. Copying facilities will not be available at the conference.

/contd.

Arrangements have been made for the publication of an edited volume of papers developed from material presented at the conference. Publication will be in English, simultaneously in Western and Eastern Europe. The target date for publication is Summer, 1982. This means that there will be a tight schedule which must be observed by authors seeking publication. The first step is to bring five copies of your paper (which should not exceed 14 sides in length) to the conference, and deposit them with the organizing committee by Monday August 25th. Referees will be selected by the organizing committee at the conference, although not all referees will be participants in the conference.

After refereeing some selection of papers for publication will be inevitable and authors of the papers selected will be asked to prepare revised versions for publication. Guidance will be given about any revisions desired, but the complete revised version of the paper must be returned to the Editors by mid November, 1981. In this way we can ensure rapid publication.

Thank you for submitting the abstract for your paper, which we will distribute to all participants with the pre-conference information. If you wish to revise your abstract, the new abstract must be sent to Jean Goodall at the Decision Analysis Unit, Brunel University to arrive by June 5th. If we do not receive a new abstract by that date we will print your original abstract.

We look forward to meeting you in Budapest.

Yours sincerely,

Patrick Humphreys

Patrick Humphreys

For the Organizing committee, Eighth Research Conference on Subjective Probability, Utility and Decision Making.

** Hope to see you in Mannheim!*

Best wishes
Patrick

Systems Analysis and Decision Making.

(Summary)

O.Larichev (USSR, Moscow).

According to current definitions Systems analysis is a combination of procedures and analytical methods used for the study of ill-structured problems. The concept of systems analysis is broader than that of decision making. It also includes the procedures of problem investigation known as a systems approach. The systems approach is a train of logical stages: definition of a goal or a set of goals; identification of alternative ways of goal achievement; construction of the model presenting the interdependence of goals, means and parameters of the system; determination of the decision rule for selecting the preferred alternative.

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The paper treats the basic features of the contemporary systems analysis methodology and its difference from operations research. The capabilities and limitations of systems analysis are also analyzed. The requirements for the decision making methods with due account of the nature of ill-structured problems are defined. An approach to the development of methods in line with above requirements is proposed. Ways of improvement of the systems analysis methodology are discussed.



Brunel University

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Telephone: Uxbridge (89) ~~30084~~ 56536

Unit Director: Dr. Lawrence D. Phillips

PCH/MJG

Dr Helmut Jungermann
Institut für Psychologie
Technische Universität Berlin
Dovestr. 1-5
1000 Berlin 10
West Germany

14 May 1981

Dear Helmut,

Hello from London, and thank you for telling Katrin Borchering about my visit to Mannheim. As you can see from the enclosed letter to Katrin I have two days there which I hope I can spend with you as well as Katrin. I'm sorry I've taken so long to reply, but the organization done by the International Society of Political Psychology seems quite chaotic, and I have only now had confirmation about my paper.

Your paper for the 8SPUDM conference, like Katrin's, was much appreciated by the organising committee, and was chosen unanimously (you will get the formal acceptance letter next week). It's going to be a big conference. We had over 60 specific papers submitted, and finally took 30, which means parallel sessions (pairs of papers) in the afternoons. I don't like parallel sessions very much, but we had much good material submitted and we did not like to turn so much of it away. However, you will be pleased to know that both your paper and Katrin's paper will be in the morning (provisionally, Monday morning), and will be in plenary session, with no parallel activities.

I would like to make another request. Would you be willing to act as the discussant on Larichev's Major Paper? I am enclosing the abstract, and the full text could be with you in about two weeks' time. The organizing committee decided (again unanimously!) that you would be the best person to discuss it (indeed we couldn't think of anyone else who could do it both constructively and sensitively), so I hope you can accept.

Please let me know about Mannheim and being a discussant soon. As you can see from my letter to Katrin, I have to try to sort everything out by the end of the month.

I've got lots of things to discuss with you so I'm really looking forward to meeting you in Mannheim, or failing that in Budapest.

With best wishes,

Patrick

Patrick Humphreys

Love from me & Dina!!



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

Dr. Patrick Humphreys

BOISS - Decision Analysis Unit
School of Social Sciences
Brunel University
Kingston Lane
Uxbridge, Middx. UB8 3PH

England

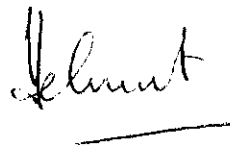
FACHBEREICH 2
GESELLSCHAFTS-
U. PLANUNGS-
WISSEN-
SCHAFTEN

Institut für
Psychologie

☎ (030) 314 - 5290 Datum 29.4.81

Dear Patrick:

I am including the abstract for a specific paper for our next conference. I realize that we are a bit late, but I have been travelling and found your circular only after my return. Whether you will actually accept our paper or not: Could you possibly provide some sort of confirmation for us? It would help a lot to get financial help for the trip to Budapest. Thanks and best regards,



PS. I have also sent 5 copies to Anna Vari.

Technische Universität Berlin

Helmut Jungermann



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

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Institut für
Psychologie

Dr. Anna Vari

OMFB

Budapest H-1374

P.O.B. 565

Ungarn

☎ (030) 314-5290 Datum 29.4.81

Dear Dr. Vari:

Herewith I submit a paper for our forthcoming conference. Please excuse that we are a bit late but I have been traveling abroad for some time and therefore did not receive your circular early enough.

Sincerely yours,

PS: I have also sent 5 copies to Patrick Humphreys.

The role of the goal in representing decision problems

Helmut Jungermann & Ingrid von Ullardt

In our paper, we will discuss some aspects of the goal concept and describe some related experimental work. First, we will conceptualize the initiating phase of a decision process in terms of cognitive psychology as a structural representation of knowledge. Secondly, we will outline the significance of people's goal(s) in representing their relevant knowledge, either internally or externally. Finally, we will present data from experiments in which we investigated our hypothesis that the goal-definition affects the representation of a decision problem.

1. Before any behavioral or technical steps may be taken to solve a decision problem, a cognitive structure representing the situation must be developed. A structure can be defined as a set of components of a complex whole and their interrelations. Representing a problem then implies, first, to generate the components of the problem, and, secondly, to structure these components by relating them to each other. Both processes are closely intertwined and can be distinguished only analytically : The generating process is mostly guided by some implicit assumptions about the relation among the elements (e.g., their similarity or their mutual influences), and the structuring process often leads to a redefinition of the element set (e.g., by eliminating or adding elements).

A person may develop a representation of a decision problem by generating information from the environment, i.e., by selecting, acquiring, interpreting, storing information. Or, by activating and possible restructuring elements of the stored knowledge in a purely internal thought process. Or, a person may be confronted with a "real" or an "experimental" problem requesting an activation and, subsequently, an externalization of the relevant knowledge as it is cognitively stored in the person's permanent memory. The relevant propositional knowledge (i.e., operational knowledge, preference knowledge, uncertainty knowledge) may be stored as relatively unconnected pieces of information that are only structured in a specific situational context, but might also often be stored in some structure, e.g., as a schema or script.

When an externalization of the knowledge is required, this externalization may be direct or indirect: The activated knowledge is directly externalized when explicit analytic structures like decision trees, goal hierarchies or influence diagrams are developed, i.e., in decision analysis. It is indirectly externalized when probability estimates, utility judgments, or choices are made, i.e., inferences, conclusions, comparisons based upon the internal cognitive structures. The mechanisms and strategies people use to generate and structure the components of a problem, and to externalize this knowledge, may be included in their procedural knowledge as another part of their permanent memory or of their cognitive outfit; in decision analysis, techniques are offered to support this activity.

In any experiment or analysis, questions must be asked somehow, whether it be directly or indirectly, in order to stimulate subjects/clients to externalize their "problem space". Effects of "framing" the problem have been demonstrated in several studies, particularly over the last few years (e.g., Tversky & Kahneman 1981). The conclusion of these studies is that the questions one asks strongly affect the answer one gets: Different "frames" stimulate people to activate different parts of their knowledge, to operate in different ways on this knowledge, and/or use different strategies of externalization.

2. One issue that has received little attention in decision theory is the role of the goal for representing a problem. The goal of the decision maker can be conceptualized in different ways, depending on the type of task considered. (a) Most approaches (particularly the prescriptive ones) assume that the options are given (e.g., apartments, jobs, sites). The task then is to evaluate these options and to make a choice. In the classic approach, the term "goal" has only one meaning, namely, maximization of SEU; the function of the goal is to serve as a decision criterion; it is a purely formal goal. In the extended classic approach (Keeney & Raiffa 1978), "goal" is, in addition, introduced with another meaning, namely, as some specific consequence that is strived at and that is achieved or not; it has a specific content. The "goal" in this sense functions, by decomposition, as a means to generate the attributes of evaluation. (b) Most descriptive approaches, on the other hand, conceptualize a decision process as a process that starts with some discrepancy between the person's status quo and a

desired goal-status , i.e., not with given options (e.g., vacation, physical health, job satisfaction). The task here is, first, to generate options and then to evaluate these options and to make a choice. A further meaning of "goal" is thus implied, namely, some consequence that the person wants to achieve and that functions as a means to generate and structure the options.

While the role of the goal is well defined for the first type of problem, at least in the prescriptive approaches (e.g., Raiffa 1968, Keeney & Raiffa 1978), it is less precisely defined for the latter type of situation (e.g., Vlek & Wagenaar 1979, Toda 1978). Although the options-given situation has been treated mostly by prescriptive approaches and the goal-given situation mostly by descriptive approaches, this does not appear justified for either approach: Prescriptive approaches should also be concerned with situations where options have to be generated and structured, and descriptive approaches should be concerned with situations where the options are given and attributes for evaluation have to be defined.

3. Our interest in the goal is in its role for generating and structuring options, i.e., how are the means related to the ends. To tackle this question implies bridging the gap between "problem solving" and "decision making", since the focus of the problem solving literature is on the operators that might transform a given status into a goal status, while the decision making literature has traditionally focused on the evaluation of options, i.e., those operators.

Our general hypothesis is that, in situations in which the options are not a priori given, or are modifiable, goals play a major role for the cognitive representation of a decision problem. Issues to be studied are: Does the definition and explication of a goal have any effect on the process of generating and structuring options?

Is the representation of the problem dependent on the framing of the goal (e.g., in terms of seeking positive or avoiding negative consequences)? Does it make any difference whether the goal is defined in a global formulation or in an elaborated structure like a hierarchy? What methods may be used to elicit and explicate goals? Does the formulation of a problem influence the way in which problem-relevant in-

formation is acquired, interpreted, processed, retrieved?

We will discuss experimental work that we have begun very recently. In particular, we will describe a study in which the Ss either focused on the unsatisfactory status quo or on the described goal status before a complex problem structure was to be developed.

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

Newsletter no. 4, May 7, 1981

Organizing committee: Tibor Englander, Patrick Humphreys, Ola Svenson,
Anna Vári, Detlof von Winterfeldt.

The organizing committee met in London May 5-7. The main characteristics of the provisional program presented earlier in the brochure will be followed with some exceptions. By mistake, one of the work groups proposed earlier was not included in the brochure (Risk perception research). For your convenience the description of that working group has been enclosed.

The following working groups are presently suggested (based on the responses of the participants registered so far) by the organizing committee: (1) Aiding Decision Making, (2) Cognitive Theories and Process Models, (3) Medical Decision Making, (4) Decision Making and Stress, (5) Motivational Factors in Decision Making, (6) Risk Perception Research, and (7) Epistemology of Subjective Probability.

In addition to these groups any other topic can be discussed in separate rooms which will be available to informally formed groups of participants.

The greatest change of the provisional program concerns the number of specific papers accepted. The forthcoming conference has attracted more specific papers than any earlier conference. Therefore, instead of rejecting most of the submitted papers, some specific papers will be given in parallel with another specific paper. However, the morning sessions are never parallel which will keep the conference participants together as well as some of the afternoon activities. The final program will be sent out in a booklet to registered participants starting, hopefully, in early June. The information about acceptance/rejection of a specific paper is sent out from London and the next newsletter and the final conference program from Budapest.

As mentioned earlier, the proceedings of the conference will be published by North Holland and a Hungarian publisher. However, the acceptance of a specific paper does not ensure its publication. In addition to a normal reviewing procedure concerning quality, space restrictions may put limits on number of pages per paper and on the total number of papers.

Please don't forget to register. The conference fee should be available in Budapest at the latest on July 1 to make sure that you will get all the conference material in time.

Please, send the registration fee to the account of the Express Travel Agency: MNB-215-10645, marked with the code Z-006.

This newsletter will be the last for those who have not registered. We are looking forward to seeing you in Budapest and want to thank you for your interest in the conference.

On behalf of the organizing committee,

Ola Svenson

STOP PRESS

We have just heard (May 11) that Michael Aschenbrenner's planned Major Paper on Decision Aids: Principles of Evaluation will not be available for the Conference. It will be replaced by a specific paper, Design and Evaluation of of Decision Aiding Software by Ayleen Wisudha, whom we had originally invited to discuss the Major Paper.

Working Group: Risk Perception Research

P. Slovic

For both individuals and the societal institutions that serve them, the question "How safe is safe enough?" appears likely to be one of the major concerns of the 1980s. The daily discovery of new hazards and their widespread publicity is causing more and more people to see themselves as the victims of technology rather than as its beneficiaries. Their growing fears and opposition to technology have puzzled and frustrated technology promoters and policy makers in many nations. Social and governmental agencies face difficult decisions regarding the allocation of resources to increase health and safety, the setting of safety standards, the provision of information to workers, patients, and others exposed to risks and the reconciliation of widely divergent views on the part of laypeople and experts.

An increasing number of researchers from many disciplines have been studying the determinants of perceived and acceptable risk, by developing questionnaire methods and conducting studies of various populations. The purpose of this working group is to survey recent research in this field, debate some of the major methodological and substantive issues, and discuss possible directions for future work, possibly of a multi-national kind. Those who have done research in this area or are planning such studies will be encouraged to give brief descriptions of their work to the group.

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940/81/REI

Helmut Jungermann
Institut für Psychologie
Technische Universität

Doverstr. 1-5
D1-000 Berlin 10

West Germany

May 22, 1981

Dear Mr. Jungermann,

On behalf of the organizing committee of the 8th Research Conference on Subjective Probability, Utility and Decision Making I would like to ask you to be the discussant of the major paper of Oleg I. Larichev on Systems Analysis and Decision Making. I am enclosing a copy of the above paper which I have received from the author recently.

Thank you for your kind efforts in advance.

Looking forward to meeting you in August,

Yours sincerely

Anna Vári

Dr. Anna Vári

175-900

Budapest V., Martinelli tér 8. Telephone 175-900 60 Telex: 22-42-33 OMFB H



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

Dr. Patrick Humphreys
Institute of Organisation and Social
Studies (BIOSS) - Decision Analysis
School of Social Science
Kongston Lane
Uxbridge, Middx. UB8 3PH

England

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**Institut für
Psychologie**

Unser Zeichen Ju/Ma ☎ (030) 314-5290 Datum May 20, 1981

Dear Patrick:

Thanks for your letter, and particularly its two messages. I am pleased that our paper has found the committee's appreciation and also for being asked to discuss Larichev's paper. It seems very close indeed to our present interests here in Berlin, i.e., to the "goal problem", and therefore I think I can make some comments. Thus, I accept.

Now Mannheim: First, you did not include a copy of your letter to Katrin. Secondly, I will not be able to get to Mannheim anyhow since my agenda is overflowing with papers to be written, lectures to be prepared, experiments to be analysed that I just can't afford two days off. So it will be Budapest where we will meet again. I hope Dina will also be coming?

I don't know whether you have already ideas regarding the site of the next conference, but I would like to suggest one anyhow: Southern France, i.e., Provence. The European Group of Mathematical Psychology has met there a few years ago, in some old cloister I suppose. It must have been a very and comfortable beautiful setting. There are at least two good reasons for France: We should move back to a West European contry anyway, and we have never been in France. I will spend six months in Paris next year and I could check whatever needs to be checked.

Ungarn

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Wir wünschen Ihnen eine angenehme Reise

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Fachgruppe Psychologie
Prof. Dr. Dirk Vorberg

Telefon (Zentrale): (07531) 881
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Herrn
Prof. Dr. Helmut Jungermann
Technische Universität Berlin
Institut für Psychologie
Dovestr. 1-5
1000 Berlin 10

Datum: 2.4.81

Lieber Helmut,

ich hoffe, wir sehen uns auf der experimentellen Tagung, dann könnten wir das mit dem Kolloquium ja mal ansprechen.

Zu Deiner Anfrage, wegen der Möglichkeit, Eure Entscheidungs-Theorie-Konferenz in Südfrankreich stattfinden zu lassen:

Der letzte Veranstalter der Europ. Math Psy Tagung war Flament in Aix; leider habe ich seine Adresse nicht, ich war auch nicht bei der Tagung; er ist Graphen-Theoretiker. Ansonsten würde ich mich an Deiner Stelle an Henri Rouanet oder Dominique Lépine, beide Université René Descartes, Paris, wenden; die beiden sind seit geraumer Zeit dabei, die experimentellen Psychologen zum Bayesianismus zu bekehren; vielleicht freuen sie sich auch über eine Einladung in Euren Kreis und tun dann was (das würde ich eher Lépine als Rouanet zutrauen, der sehr zurückhaltend und reserviert sein kann).

Vielleicht nützt Dir das ein wenig. Herzliche Grüße bis in zwei Wochen

DX

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

Newsletter no. 3, March 4, 1981

Organizing committee: Tibor Engländer, Patrick Humphreys, Ola Svenson, Anna Vari,
Detlof von Winterfeldt, Willem Wagenaar.

This is just a short note to assure you that you are still on the mailing list for the next SPUDM conference. As you have noticed there has been a delay in sending out the conference brochure. In the meanwhile, I want to inform you about when and where to send abstracts of specific papers to be presented at the conference.

If you want to give a specific paper at the conference (20 min), please, send 5 copies of (a 1 1/2 line space 3 to 4 pages A4 type format) abstract to Anna Vari, OMFB, Budapest H-1374, P.O.B. 565, Hungary to arrive before April 30, 1981. If you are late or uncertain about the mail arriving in time, please, send the copies to Patrick Humphreys, Decision Analysis Unit, Department of Psychology, Brunel University, Uxbridge, Middlesex UB8 3PH, England. The organizing committee will meet in London immediately after that date to make the final choice of specific papers. Therefore, those who have submitted papers will get information (sent out from London) about acceptance or rejection late in May.

I am very much looking forward to the next SPUDM conference in Budapest.

Sincerely,

Ola Svenson

DES/ES- 22/81

Prof. Helmut Jungermann
INSTITUT FÜR PSYCHOLOGIE,
UNIVERSITÄT BERLIN,
BERLIN (WEST)
WEST GERMANY

March 25 th ,1981

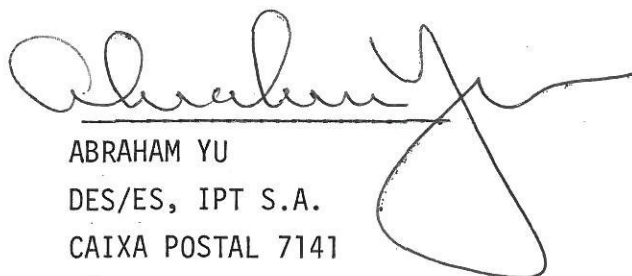
Dear Prof. Jungermann

We have been accompanying with attention the Research Conferences on Subjective Probability, Utility and Decision Making. Our difficulties have been with obtaining informations and publications concerning these conferences, so we will appreciate very much if you can

- 1 - put us into the mailing list of the organizing committee,
- 2 - provide more precised informations so we can purchase the proceedings of the previous conferences.

Thank you very much for you timely attention,

Sincerely yours,



ABRAHAM YU
DES/ES, IPT S.A.
CAIXA POSTAL 7141
SÃO PAULO, SP.
BRASIL, CEP 05508



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

Dr.Abraham Yu
DES/ES, IPT S.A.
Caixa Postal 7141
Sao Paulo, SP.
Brasilien, CEP 05508

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Institut für
Psychologie

Unser Zeichen JU

☎ (030) 314-5290 Datum April 6, 1981

Dear Dr.Yu:

Thank you very much for your letter and the interest expressed in it. I have asked the Organizing Committee of the forthcoming conference to put you on the mailing list of our group. But since I am not sure when you will get the information requested from there I am including a copy of the brochure regarding our next conference in Budapest.

The proceedings of previous conferences have been published as follows:

- 1.de Zeeuw, G., Vlek, C.A.J. and Wagenaar, W.A. (Eds.) Subjective probability. Theory, experiments, applications. Acta Psychologica, Vol.XXXIV, no. 2/3, 1970. Amsterdam: North-Holland Publishing Company.
- 2.Wendt, D. and Vlek, C. (Eds.) Utility, probability, and human decision making. Dordrecht/Holland: D.Reidel Publishing Company, 1975.
- 3.Jungermann, H. and de Zeeuw, G. (Eds.) Decision making and change in human affairs. Dordrecht/Boston: D.Reidel Publishing Company, 1977.
- 4.Beach, L.R., Humphreys, P., Svenson, O. and Wagenaar, W.A. (Special Editors): Acta Psychologica, Vol.45, nos.1-3, 1980. Amsterdam: North-Holland Publishing Company.
- 5.Sjöberg, L., Tyszka, T. and Wise, J.A. (Eds.) Decision analyses and decision processes. Lund/Sweden: Doxa (in press).

I had no idea that there were people in Brasil who are interested in decision theory, and I therefore would be very interested to know more about your work in the field.

Sincerely yours,

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

Newsletter no. 2, October 8, 1980.

Organizing committee: Tibor Engländer, Patrick Humphreys, Ola Svenson, Anna Vari,
Detlof von Winterfeldt, Willem Wagenaar.

Those who have not received Newsletter no. 1 may like to know that the organizing committee is happy to announce that the Eighth Conference on Subjective Probability, Utility, and Decision Making is being planned to take place in Budapest August 24-28, 1981.

This newsletter will be followed by a conference brochure which will reach you in November or December. In that brochure you will find all the important information about the conference. However, we would like to inform you that the preparatory work is progressing according to the plans. The planning of the forthcoming conference follows the routines from the earlier conferences. This means that we now have the exact titles of most major papers and that we are presently approaching discussants and working-group convenors. The titles of some of the major papers have been changed during the planning but, as soon as the whole picture has emerged we shall send you all the details about titles and authors in the brochure.

However important major papers, the main body of the papers at the conference consists of specific papers. If you want to give a specific paper, you should send an abstract to the address provided in the forthcoming brochure. But the organizing committee does not have to have your abstracts until March or April (exact date in brochure!) next year so you will get plenty of time to decide what to talk about after the brochure has arrived.

Next information about the conference will be the conference brochure in late November or December. Another newsletter will be sent out around May 15, 1981 if no unpredicted events occur.

On behalf of the organizing committee,

Ola Svenson

Ola Svenson

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

Newsletter no. 1, June 10, 1980.

Organizing committee: Tibor Engländer, Patrick Humphreys, Ola Svenson, Anna Vari,
Detlof von Winterfeldt, Willem Wagenaar.

The organizing committee is happy to announce that the Eighth Conference on Subjective Probability, Utility, and Decision Making will be held in Budapest August 24-28, 1981 and that the preparatory work follows the routines created in the planning of earlier conferences. Five of the six members of the organizing committee met May 16-18 in Budapest for the first planning session.

The background material for the planning consisted of the answers to a questionnaire (which was sent to the participants of the two latest conferences) concerning what topics should be treated and in what forms during the eighth conference.

As before the committee made a selection among a number of suggested topics for major papers and working group themes. In addition, a "debate session" was preliminarily planned. In this session we hope to be able to get a discussion between researchers having different views of a current "hot" problem or area of research. Along with the proposed topics authors (for major papers) and chairmen (for the working groups) were proposed. We'll return to this in Newsletter 2 which will be sent out in September. The members of the organizing committee are now contacting the presumptive authors and convenors.

The proceedings from the Warsaw conference are now in proofs. They will be published as three small paper backs by Doxa, Lund, Sweden.

The proceedings from the Göteborg conference are in press with Acta Psychologica and will appear as no 45, June 1980 and be distributed to Acta's subscribers. They will also be published as a book which can be ordered from a book seller.

The proceedings from the Budapest conference will, according to our plans, be published jointly by North Holland and an Hungarian publisher. They will be printed in Hungary.

The following topics were chosen for major papers. Decision aids: principles for evaluation, Societal risks, Decision making under stress, Decision making and organizations, Cognitive theories and decision making, Process models and decision making, Decision making in planning.

The following topics were chosen for working group themes. Decision aids, Cognitive theories and process models, Medical decision making, Group decision making, Problems when implementing decision aids in large scale applied decision making.

I'm looking forward to receiving specific or major papers from you and to seeing you in Budapest next year!

On behalf of the organizing committee,

Ola Svenson

Ola Svenson

PS. Please, if you know anybody you think should get the forthcoming newsletters send me the name and address.



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

Dr. Patrick Humphreys

Decision Analysis Unit
Brunel University

Kingston Lane, Uxbridge, Middx. UB8 3PH
England

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Institut für
Psychologie

☎ (030) 314-5290 Datum 5/10/80

Dear Patrick,

I am sending you a few notes I wrote in a different context on the problem of "decision and action". It was written mainly for social psychologists who are planning to establish a research program on "attitude and behavior", funded by the German Research Society. They ask me to join the group and bring in decision-theoretic ideas. It might give you a rough idea what I had in mind when I suggested "decision and action" as a topic for the next SPUDM conference. By the way, another topic I am getting more and more interested in is "the role of the goal" in decision theory. Unfortunately, my note in this respect are all in German, so far.

Best regards to both of you,
in a hurry,



Eighth Research Conference on Subjective Probability, Utility and
Human Decision Making

QUESTIONNAIRE

Please return to:

or to:

Patrick Humphreys,
Decision Analysis Unit,
Brunel University,
Uxbridge,
Middx., England.

Anna Vari,
OMFB,
Budapest, H-1374,
P.O. Box 565,
Hungary.

To arrive, if possible,
by May 15, 1980 (late
arrivals will, however,
still be welcome!)

1. What general areas/orientations would you like to be emphasized at the Conference?

The orientation should be, as in Sweden, on the psychological rather than the engineering aspects of decision research. For instance, cognitive research should be included as far as it is relevant for decision research.

On the other hand, areas of application (e.g., medicine or law) should be explored to keep in touch with 'reality'.

2. Do you have any suggestions for material you would like covered (or a title) for a MAJOR paper for the Conference. (If you have a suggestion for a possible author, or authors, you think we might approach - yourself or anybody else - please give this too).

1) Problems of evaluation in decision theory

2) Decision analysis and medicine (applications in and ideology of)

I strongly recommend for this topic Harold Bursztajn & Bob Hamm (see LIST) who have published a few very interesting papers; Harold is psychiatrist & philosopher at Harvard, Bob is a psychologist and student of Luce.

3) Decision and action - a topic I myself would like to present.

3. ^{4) Stephen Watson - for whatever topic} What changes, additions or deletions would you like to see on the programme format for the Eighth Conference, compared with the Seventh (Gothenberg) Conference or Sixth (Warsaw) Conference?

1) Four days should be the maximum length of the conference

2) Authors of major papers should be forced somehow to present a concise summary of their paper, e.g., 4 pages to be submitted with the paper itself. Too often on the last conferences the summaries were unprepared, unsystematic and/or uninformative.

3) 60 minutes (rather than 45) for presentation and discussion of major papers

4) Afternoon sessions until 6 p.m. (rather than 5 p.m.)

4. If there are any other comments you would like to make, please write them overleaf.

5. For our mailing list:

Name

Address for correspondence

Helmut Jungermann

Institut für Psychologie
Technische Universität
Dovestr.1-5
D-1000 Berlin 10 / West Germany



Brunel University

Institute of Organisation and Social Studies (BIOSS)

Decision Analysis Unit
School of Social Sciences
Kingston Lane, Uxbridge, Middx. UB8 3PH
Telephone: Uxbridge (89) 30034

10th April, 1980.

Unit Director: Dr. Lawrence D. Phillips

To participants in the Sixth and Seventh Research Conference on Subjective Probability, Utility and Decision Making:

(i) Publication of Proceedings of the Seventh (Gothenberg) Conference.

These will appear as Volume 45 of Acta Psychologica, and also as a book called "Exploring Human Decision Making", (Edited by Patrick Humphreys, Ola Svenson, Willem Wagenaar and Lee Beach, published by North Holland). The book is now with the printers, and it should be available in June or July, 1980. The editors would like to thank all of you who refereed or revised papers, for all the effort that you put in, often under greater time pressure than is usual in preparing papers for publication. We hope that you will find the result worthwhile.

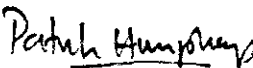
(ii) Eighth Research Conference on Subjective Probability, Utility and Decision Making.

Following the decision at the closing session of the Seventh Conference, we have explored the possibility of holding the Eighth Conference in Hungary, and have received confirmation from Dr. Ferenc Padaki, General Director, Institute of Psychology of the Hungarian Academy of Sciences, and Dr. Istvan Kiss, of the Hungarian National Committee of Technical Development stating they are ready to hold the Conference. There will be a meeting of the organizing committee for this Conference on 16th and 17th May. At this meeting, we will start planning the format of the programme for the eighth Conference, and to help us, we would like you to fill in the enclosed questionnaire, and return it to arrive, if possible, by May 15th, 1980.

The questionnaire is shorter than usual. We are particularly interested in your suggestions for major papers, as we have to start commissioning them at this time. We have not asked a lot of questions about conference arrangements, length of papers, etc., as people seemed happy with the format for the 7th SPUDM Conference. However, if you would like some changes, additions or deletions, please tell us, and we will take them into account in our plans.

As soon as we have a skeleton format for the Conference, and a confirmed location, we will circulate "Newsletter Number 1" about it. Calls for submissions for specific papers, registration information, etc. will be issued later on.

We look forward to seeing you at the Eighth Research Conference!


Patrick Humphreys.

For the Organizing Committee: Tibor Englander (Hungary), Patrick Humphreys (U.K.), Ola Svenson (Sweden), Anna Vari (Hungary), Willem Wagenaar (Netherlands), Detlof von Winterfeldt (U.S.A.).