

NEW DIRECTIONS IN RESEARCH ON DECISION MAKING

Technische Hochschule Darmstadt
Fachbereich 3
Institut für Psychologie
Steubenplatz 12, 6100 Darmstadt

Edited by

Berndt Brehmer
University of Uppsala
Uppsala, Sweden

Inv.-Nr. 9108449

Helmut Jungermann
Technical University of Berlin
Berlin, Federal Republic of Germany

Peter Lourens
University of Groningen
Groningen, The Netherlands

Guje Sevón
Swedish School of Economics
Helsinki, Finland



1986

NORTH-HOLLAND
AMSTERDAM · NEW YORK · OXFORD · TOKYO

CONTENTS

Preface	v
General Introduction	1
GENERAL PAPERS	
Introduction	3
Human Motivation: From Decision Making to Action Control Julius Kuhl	5
Economic and Psychological Approaches to the Study of Economic Behavior: Similarities and Differences Karl-Erik Wärneryd	29
COGNITIVE PROCESSES IN JUDGMENT AND DECISION MAKING	
Introduction	59
A Cognitive Theory of Judgment and Decision Norman H. Anderson	63
Decision Making as a Problem Solving Process Oswald Huber	109
Judgement as a Component Decision Process for Choosing Between Sequentially Available Alternatives Franz Schmalhofer and Heiner Gertzen	139
Information and Evaluation Processes in Decision Making: The Role of Familiarity Tadeusz Tyszka	151
Constructing and Running Mental Models for Inferences about the Future Manfred Thüring and Helmut Jungermann	163

Inferences, Subjective Probability and Frequency of Correct Answers. A Cognitive Approach to the Overconfidence Phenomenon	
Regine S. May	175
Decision Justification, Information Structure and the Choice of Decision Rules	
Robert de Hoog and Godfried van der Wittenboer	191
Scenarios in Energy Planning	
Anders Biel and Henry Montgomery	205
Decision Making in Social Dilemmas: Some Attributional Effects	
David M. Messick	219
 ADVANCES IN RISK RESEARCH	
Introduction	229
Accuracy and Consistency of Lay Estimates of Annual Fatality Rates	
Dancker D.L. Daamen, Bas Verplanken and Cees J.H. Midden	231
A Psychological Study on the Cognitive Structure of Risk Evaluations	
Katrin Borcharding, Bernd Rohrmann and Thomas Eppel	245
Reflections on Risk Homeostasis Theory	
Ray G.C. Fuller	263
The Deterministic Man in a Stochastic World: Risk Management on the Road	
Heikki Summala	275
 DECISION AIDING	
Introduction	287
Sensitivity in Value Loss of Linear Multiattribute Value Models to Attribute Completeness	
F. Hutton Barron and Don N. Kleinmuntz	291
Decision Support System "Class"	
O. Larichev, H.M. Moshkovich and E.M. Furems	303

Supporting Problem Structuring in High Level Decisions: The Case of the Siting of a Hazardous Waste Incinerator Anna Vári, Janos Vecsenyi and Zita Paprika	317
Intelligence in Decision Support Patrick Humphreys	333
Evaluating the Usefulness of Decision Aids: A Methodological Perspective Bernd Rohrmann	363
Improving the Practical Utility of Judgment Research Jay J.J. Christensen-Szalanski	383
Evaluation of a Decision Aid in a Nationwide Discussion Peter Neijens and Willem E. Saris	411
Author Index	429
Subject Index	441