

Psychology 410
Decision making
Spring, 1989

Professor: Deborah Frisch

Text: Thinking and deciding, Jonathan Baron, Cambridge
University Press, 1988

Meeting time: 142 Straub, 9:30-10:50, Tuesday and Thursday

<u>Week</u>	<u>Date</u>	<u>Topic</u>	<u>Reading</u>
I	3/30	Introduction	Baron Ch 1
II	4/4	Rationality/good thinking	Baron Ch 2,3
	4/6	Probability theory	Baron Ch 11
III	4/11	Heuristics and biases in probability judgments	Baron Ch 12 PAPER #1
	4/13	Hypothesis testing	Baron Ch 13 PAPER #2
IV	4/18	Hypothesis testing	
	4/20	Correlation/covariation	Baron Ch 14 PAPER #3
V	4/25	Biases in thinking	Baron Ch 15 PAPER #4
	4/27	MIDTERM	
VI	5/2	Utility theory	Baron Ch 16
	5/4	Prospect theory	Baron Ch 17 PAPER #5
VII	5/9	Framing effects	PAPER #6
	5/11	Emotions in decision making	Baron Ch 21
VIII	5/16	Utilitarianism	Baron Ch 19
	5/18	Moral dilemmas	

IX	5/23	Social dilemmas	Baron Ch 20
	5/25	Cross cultural research	PAPER #7
		****DECISION ANALYSIS DUE****	
X	5/30	Discussion of decision analyses	
	6/1	Discussion of decision analyses	

Reading assignments: In addition to the textbook, there are several required reading assignments. These readings are available at the reserve desk of the library and at the EMU Copy Center.

PAPER #1: Kahneman and Tversky, On the psychology of prediction

PAPER #2: Tschirgi, Sensible reasoning: A hypothesis about hypotheses

PAPER #3: Chapman and Chapman, Test results are what you think they are

PAPER #4: Lord, Ross & Lepper, Biased assimilation and attitude polarization: The effects of prior theories on subsequently considered evidence

PAPER #5: Kahneman and Tversky, Choices, values and frames

PAPER #6: Thaler, Toward a positive theory of consumer choice

PAPER #7: Scribner, Modes of thinking and ways of speaking: culture and logic reconsidered

Grading

Midterm	1/3
Decision analysis	1/3
Final	1/3