

Psychology 410G

Decision making

Winter, 1990

Professor: Deborah Frisch

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

Meeting time: 154 Straub, 11:00-12:20, Tuesday and Thursday

<u>Week</u>	<u>Date</u>	<u>Topic</u>	<u>Reading</u>
I	1/9	Introduction	Baron Ch 1
	1/11	Rationality/good thinking	Baron Ch 2,3
II	1/16	Probability judgments	Baron Ch 11,12 PAPER #1,#2
	1/18	Hypothesis testing	Baron Ch 13
III	1/23	Risk perception	PAPER #3
	1/25	Social judgment	Baron Ch 14,15
IV	1/30	Critique of biases research	PAPER #4
	2/1	Utility theory MIDTERM QUESTIONS GIVEN OUT	Baron Ch 16
V	2/6	Violations of Utility Theory	Baron Ch 17
	2/8	Framing effects MIDTERM DUE	PAPER #5,#6
VI	2/13	Emotions in decision making	
	2/15	Open	
VII	2/20	Moral decisions	Baron Ch 19 PAPER #7
	2/22	Social dilemmas	Baron Ch 20 PAPER #8

VIII	2/27	Social policy	
	3/1	Self control	Baron Ch 21
IX	3/6	Cross cultural research	PAPER #9
		****DECISION ANALYSIS DUE****	
	3/8	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: Tversky A. & Kahneman, D. (1982). Judgment under uncertainty: Heuristics and biases. In Kahneman, D., Slovic, P. & Tversky, A. Judgment under uncertainty: Heuristics and biases. Cambridge: Cambridge University Press.

PAPER #2: Kahneman, D. & Tversky, A. (1982). On the psychology of prediction. In Kahneman, D., Slovic, P. & Tversky, A. Judgment under uncertainty: Heuristics and biases. Cambridge: Cambridge University Press.

PAPER #3: Slovic, P. (1987). Perception of risk. Science, 236, 280-285.

PAPER #4: Lopes, L. (1989). The rhetoric of irrationality.

PAPER #5: Kahneman, D. & Tversky, A. (1986). Choices, values and frames. In Arkes, H. & Hammond, K. (Eds.) Judgment and decision making. Cambridge University Press.

PAPER #6: Thaler, R. (1980). Toward a positive theory of consumer choice. Journal of Economic Behavior and Organization, 1, 39-60.

PAPER #7: Gilligan, C. (1982). In a different voice. Cambridge: Harvard University Press. Chapter 3: Concepts of self and morality.

PAPER #8: Schelling, T.C. (1978). Micromotives and macrobehavior. New York: Norton. Chapter 3: Thermostats, lemons and other families of models.

PAPER #9: Horton, R. (1967). African traditional thought and western science. Africa, 37, 50-71.

Grading

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