

Affect & Decision Making Syllabus

Judgment and Decision Making

Background

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10/4 Normative Models

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10/6 Descriptive Models & Bounded Rationality

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10/11 Heuristics and Biases & the New Look

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10/13 Decision Strategies

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10/18 Naturalistic Decision Making

! Lipshitz, R. et al. (2001). Taking stock of naturalistic decision-making. Journal of Behavioral Decision Making, 14, 331-352.

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Massaro, D. W. (1994). A pattern recognition account of decision making. Memory and Cognition, 22: 616-627.

! Janis, I. & Mann, L. (1977). Decision making: A psychological analysis of conflict, choice, and commitment. New York, NY: Free Press. Chapter 2 Decision-making strategies; Chapter 3 A conflict model of decision making.

Emotion

10/20 Basics

! Mclean, P. (1993). Cerebral evolution of emotion in Lewis, M. & Haviland, J. (Eds.) Handbook of Emotions. Guilford Press, NY.

Zajonc, R. B. (1980). Feeling and thinking: Preferences need no inferences. American Psychologist, 35, 151-175.

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10/25 Cognitive Models

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Using emotion in making decisions

10/27 General Issues

Svenson, Ola (2003). Values, affect, and processes in human decision making: A differentiation and consolidation theory perspective. In Schneider, S. & Shanteau (Eds.) *Emerging Perspectives on Judgment and Decision Research*. New York: Cambridge University Press, pp 287-326.

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11/1 Affect as Information

! Clore, G., Gasper, K., & Garvin, E. (2001). Affect as information. In Forgas, J. (Ed). *Handbook of Affect and Social Cognition*. Mahwah, NJ: LEA, pp121-144.

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11/3 Preference

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11/10 Peters

11/15 Slovic

Effects of emotion on decision-making (11/22, 11/29, 12/1,)

11/17 General Approaches

!Forgas, J. (2001). Affect, cognition and interpersonal behavior: The mediating role of processing strategies. In Forgas, J. (Ed). Handbook of Affect and Social Cognition. Mahwah, NJ: LEA, pp 293-318.

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11/22 Positive & Negative Affect

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11/29 Stress

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Matthews, G. (2001). Levels of transaction: A cognitive science framework for operator stress. In Hancock, P. and Desmond, P. (Eds.) Stress, Workload, and Fatigue. Mahwah, NJ: LEA, pp 5-33.

! Hammond, K. (2000). Judgments Under Stress. New York, Oxford University Press. What do we know about judgments under stress, pp 3-16. The obscure link between emotion and reason, pp 17-27. A theory of stress pp 67-82.

12/1 Conclusion (Mauro)