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**JOURNAL OF**

# **BEHAVIORAL DECISION MAKING**

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# Journal Behavioral Decision Making

**Erina L. MacGeorge, Lyn M. Van Swol**



## **Journal Behavioral Decision Making :**

**Journal of Behavioral Decision Making** ,1988      **Behavioral Decision Making** George Wright,2013-03-11

**Behavioral Decision Theory** Kazuhisa Takemura,2021-09-29 This book is the second edition of Behavioral Decision Theory published in 2014 The main approach and structure of this book have been retained in the new edition However this second edition provides a fresh overview of the idea of behavioral decision theory and related research findings such as theoretical and empirical discoveries of preference formation time discounting social interaction and social decision making The book covers a wide range from classical to relatively recent major studies concerning behavioral decision theory which in brief is a general term for descriptive theories to explain the psychological knowledge related to people s decision making behavior It is called a theory but is actually a combination of various psychological theories for which no axiomatic systems such as those associated with the utility theory widely used in economics have been established The utility theory is often limited to qualitative knowledge however as the studies of Nobel laureates H A Simon D Kahneman and R Thaler have suggested the psychological methodology and knowledge of behavioral decision theory have been applied widely in such fields as economics business administration and engineering and are expected to become even more useful in the future Research into people s decision making represents an important part in those fields various aspects of which overlap with the scope of behavioral decision theory This theory is closely related to behavioral economics and behavioral finance which have come into greater use in recent years This book will appeal especially to graduate students advanced undergraduate students and researchers who are interested in decision making phenomena      **Behavioral Decision Analysis** Florian M. Federspiel,Gilberto Montibeller,Matthias Seifert,2024-05-30 This book lays out a foundation and taxonomy for Behavioral Decision Analysis featuring representative work across various domains Traditional research in the domain of Decision Analysis has focused on the design and application of logically consistent tools to support decision makers during the process of structuring problem complexity modeling uncertainty generating predictions eliciting preferences and ultimately making better decisions Two commonly held assumptions are that the decision maker s cognitive belief system is fully accessible and that this system can be understood and formalized by trained analysts However in past years an active line of research has emerged studying instances in which such assumptions may not hold This book unites this community under the common theme of Behavioral Decision Analysis The taxonomy used in this book categorizes research based on task focus prediction or decision and behavioral level individual or group Two theoretical lenses that lie at the interface between 1 normative and descriptive research and 2 normative and prescriptive research are introduced The book then proceeds to highlight representative works across the two lenses focused on individual and group level decision making Featuring various methodologies and applications the book serves as a reference for researchers students and professionals across different disciplines with a common interest in Behavioral Decision Analysis      *The Wiley Blackwell Handbook of Judgment and*

*Decision Making, 2 Volume Set* Gideon Keren, George Wu, 2016-02-16 A comprehensive up to date examination of the most important theory concepts methodological approaches and applications in the burgeoning field of judgment and decision making JDM Emphasizes the growth of JDM applications with chapters devoted to medical decision making decision making and the law consumer behavior and more Addresses controversial topics from multiple perspectives such as choice from description versus choice from experience and contrasts between empirical methodologies employed in behavioral economics and psychology Brings together a multi disciplinary group of contributors from across the social sciences including psychology economics marketing finance public policy sociology and philosophy 2 Volumes **Judgment and Decision**

**Making** David Hardman, 2009-02-09 Judgment and Decision Making is a refreshingly accessible text that explores the wide variety of ways people make judgments It examines assessments of probability frequency and causation as well as how decisions are rendered under conditions of risk and uncertainty Topics covered include dynamic everyday and group decision making individual differences and the nature of mind and brain in relation to judgment and decision making Offering up to date theoretical coverage including perspectives from evolutionary psychology and neuroscience this volume has everything a psychology student needs for BPS accreditation whilst drawing out the practical applications for non psychology students with plentiful examples from business economics sport law and medicine The latest addition to the BPS Textbooks in Psychology series this thorough text provides a succinct reader friendly account of the field of judgment and decision making

*Behavioral Decision Making* Ronald N. Taylor, 1984 **Decision Making in Behavioral Strategy** T. K. Das, 2016-11-01 Behavioral strategy continues to attract increasing research interest within the broader field of strategic management Research in behavioral strategy has clear scope for development in tandem with such traditional streams of strategy research that involve economics markets resources and technology The key roles of psychology organizational behavior and behavioral decision making in the theory and practice of strategy have yet to be comprehensively grasped Given that strategic thinking and strategic decision making are importantly concerned with human cognition human decisions and human behavior it makes eminent sense to bring some balance in the strategy field by complementing the extant emphasis on the objective economics based view with substantive attention to the subjective individual oriented perspective This calls for more focused inquiries into the role and nature of the individual strategy actors and their cognitions and behaviors in the strategy research enterprise For the purposes of this book series behavioral strategy would be broadly construed as covering all aspects of the role of the strategy maker in the entire strategy field The scholarship relating to behavioral strategy is widely believed to be dispersed in diverse literatures These existing contributions that relate to behavioral strategy within the overall field of strategy has been known and perhaps valued by most scholars all along but were not adequately appreciated or brought together as a coherent sub field or as a distinct perspective of strategy This book series on Research in Behavioral Strategy will cover the essential progress made thus far in this admittedly fragmented literature and elaborate

upon fruitful streams of scholarship More importantly the book series will focus on providing a robust and comprehensive forum for the growing scholarship in behavioral strategy In particular the volumes in the series will cover new views of interdisciplinary theoretical frameworks and models dealing with all behavioral aspects significant practical problems of strategy formulation implementation and evaluation and emerging areas of inquiry The series will also include comprehensive empirical studies of selected segments of business economic industrial government and non profit activities with potential for wider application of behavioral strategy Through the ongoing release of focused topical titles this book series will seek to disseminate theoretical insights and practical management information that will enable interested professionals to gain a rigorous and comprehensive understanding of the subject of behavioral strategy

**Decision Making in Behavioral Strategy** contains contributions by leading scholars in the field of behavioral strategy research The 10 chapters in this volume cover a number of significant issues relating to the decision making processes practices and perspectives in the field of behavioral strategy covering diverse topics such as failures in acquisitions entrepreneurs under ambiguity metacognition neural correlates of emotion knowledge flows behavioral responses business modeling and alliance capability The chapters include empirical as well as conceptual treatments of the selected topics and collectively present a wide ranging review of the noteworthy research perspectives on decision making in behavioral strategy

**Straight Choices** Ben R. Newell, David A. Lagnado, David R. Shanks, 2022-05-19 Straight Choices provides a fascinating introduction to the psychology of decision making enhanced by discussion of relevant examples of decision problems faced in everyday life Thoroughly revised and updated throughout this edition provides an integrative account of the psychology of decision making and shows how psychological research can help us understand our uncertain world The book emphasizes the relationship between learning and decision making arguing that the best way to understand how and why decisions are made is in the context of the learning and knowledge acquisition which precedes them and the feedback which follows The mechanisms of learning and the structure of environments in which decisions are made are carefully examined to explore their impact on our choices The authors then consider whether we are all constrained to fall prey to cognitive biases or whether with sufficient exposure we can find optimal decision strategies and improve our decision making This edition highlights advances made in judgment and decision making research with additional coverage of behavioral insights nudging artificial intelligence and explanation based decision making Written in a non technical manner this book is an essential read for all students and researchers in cognitive psychology behavioral economics and the decision sciences as well as anyone interested in the nature of decision making

**Special Issue: The Role of Affect in Decision Making** Ellen Peters, 2006

The ^AOxford Handbook of Advice Erina L. MacGeorge, Lyn M. Van Swol, 2018-05-01 The Oxford Handbook of Advice systematically reviews and synthesizes theory and research on advice from multiple disciplines including communication psychology applied linguistics business law and medicine Incorporating both basic and applied scholarship chapters

emphasize theoretical and methodological integration between disciplines and empirical guidance for improving the practice of advising      *Proceedings of the 3rd Annual Management, Business and Economics Conference (AMBEC 2021)* Nurafni Eltivia, Nur Indah Riwayatanti, Kartika Dewi Sri Susilowati, 2023-02-10 This is an open access book The online conference hosted by the State Polytechnic of Malang This online conference aims 1 to bring together the researchers and practitioners students and civil society organization representatives in the scientific forum 2 to share and to discuss theoretical and practical knowledge about innovation in Management Business and Economics Specifically this conference can be used as a scientific forum for accommodating discussion among researchers in the field of business management and economics science The theme is Digital Business Transformation and Information System The Way Forward      Decision Analysis for Management Judgment Paul Goodwin, George Wright, 2014-09-23 Decision Analysis for Management Judgment is unique in its breadth of coverage of decision analysis methods It covers both the psychological problems that are associated with unaided managerial decision making and the decision analysis methods designed to overcome them It is presented and explained in a clear straightforward manner without using mathematical notation This latest edition has been fully revised and updated and includes a number of changes to reflect the latest developments in the field      **Judgment and Decision Making** Baruch Fischhoff, 2013-06-17 Behavioral decision research offers a distinctive approach to understanding and improving decision making It combines theory and method from multiple disciplines psychology economics statistics decision theory management science It employs both empirical methods to study how decisions are actually made and analytical ones to study how decisions should be made and how consequential imperfections are This book brings together key publications selected to represent the major topics and approaches used in the field Put in one place with integrating commentary it shows the common elements in a research program that represents the scope of the field while offering depth in each Together they provide a vision for what has become a burgeoning field      *Process and Structure in Human Decision Making* Henry Montgomery, Ola Svenson, 1989-04-24 Fourteen contributors from six countries present recent research results in the study of decision making processes They address cognitive and evaluative issues involved in human choice and judgement Several studies model how decision makers represent and structure information involved in making choices Others discuss theory methods or group decision making      **Blinding as a Solution to Bias** Christopher T Robertson, Aaron S Kesselheim, 2016-01-30 What information should jurors have during court proceedings to render a just decision Should politicians know who is donating money to their campaigns Will scientists draw biased conclusions about drug efficacy when they know more about the patient or study population The potential for bias in decision making by physicians lawyers politicians and scientists has been recognized for hundreds of years and drawn attention from media and scholars seeking to understand the role that conflicts of interests and other psychological processes play However commonly proposed solutions to biased decision making such as transparency disclosing conflicts or exclusion avoiding conflicts do not directly solve the

underlying problem of bias and may have unintended consequences Robertson and Kesselheim bring together a renowned group of interdisciplinary scholars to consider another way to reduce the risk of biased decision making blinding What are the advantages and limitations of blinding How can we quantify the biases in unblinded research Can we develop new ways to blind decision makers What are the ethical problems with withholding information from decision makers in the course of blinding How can blinding be adapted to legal and scientific procedures and in institutions not previously open to this approach Fundamentally these sorts of questions about who needs to know what open new doors of inquiry for the design of scientific research studies regulatory institutions and courts The volume surveys the theory practice and future of blinding drawing upon leading authors with a diverse range of methodologies and areas of expertise including forensic sciences medicine law philosophy economics psychology sociology and statistics Introduces readers to the primary policy issue this book seeks to address biased decision making Provides a focus on blinding as a solution to bias which has applicability in many domains Traces the development of blinding as a solution to bias and explores the different ways blinding has been employed Includes case studies to explore particular uses of blinding for statisticians radiologists and fingerprint examiners and whether the jurors and judges who rely upon them will value and understand blinding

**The Handbook of Applied Communication Research** H. Dan O'Hair, Mary John O'Hair, 2020-04-24 An authoritative survey of different contexts methodologies and theories of applied communication The field of Applied Communication Research ACR has made substantial progress over the past five decades in studying communication problems and in making contributions to help solve them Changes in society human relationships climate and the environment and digital media have presented myriad contexts in which to apply communication theory The Handbook of Applied Communication Research addresses a wide array of contemporary communication issues their research implications in various contexts and the challenges and opportunities for using communication to manage problems This innovative work brings together the diverse perspectives of a team of notable international scholars from across disciplines The Handbook of Applied Communication Research includes discussion and analysis spread across two comprehensive volumes Volume one introduces ACR explores what is possible in the field and examines theoretical perspectives organizational communication risk and crisis communication and media data design and technology The second volume focuses on real world communication topics such as health and education communication legal ethical and policy issues and volunteerism social justice and communication activism Each chapter addresses a specific issue or concern and discusses the choices faced by participants in the communication process This important contribution to communication research Explores how various communication contexts are best approached Addresses balancing scientific findings with social and cultural issues Discusses how and to what extent media can mitigate the effects of adverse events Features original findings from ongoing research programs and original communication models and frameworks Presents the best available research and insights on where current research and best practices should move in the future A major addition

to the body of knowledge in the field The Handbook of Applied Communication Research is an invaluable work for advanced undergraduate students graduate students and scholars

**Blackwell Handbook of Judgment and Decision Making**

Derek J. Koehler, Nigel Harvey, 2008-04-15 The Blackwell Handbook of Judgment and Decision Making is a state of the art overview of current topics and research in the study of how people make evaluations draw inferences and make decisions under conditions of uncertainty and conflict Contains contributions by experts from various disciplines that reflect current trends and controversies on judgment and decision making Provides a glimpse at the many approaches that have been taken in the study of judgment and decision making and portrays the major findings in the field Presents examinations of the broader roles of social emotional and cultural influences on decision making Explores applications of judgment and decision making research to important problems in a variety of professional contexts including finance accounting medicine public policy and the law

*Organizational Behavior and Human Decision Processes*, 2003

*Judgment and Decision Making in Accounting* Sarah E. Bonner, 2008 This unique first edition is the only book on the market that delivers a contemporary synthesis of both psychology and accounting literature related to judgment and decision making Judgment and Decision Making in Accounting is structured around an innovative framework that provides a unique way of thinking about JDM projects and organizing JDM research Developed based on many years of teaching and research on accounting JDM this unique framework succinctly describes the key issues in accounting JDM research enabling readers to more quickly assimilate the vast material related to those issues The framework also provides a basis to help readers evaluate their own current JDM research ideas as well as generate further research questions



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