

The Psychology Of Judgment And Decision Making Scott Plous

The area of psychological research reviewed in this book is one that is not only increasing in popularity in college curricula, but is also making an ever larger impact on the world outside the classroom. Drawing upon research originally cited in Ken Manktelow's highly successful publication Reasoning and Thinking, this completely rewritten textbook reflects on the revolutionary changes that have occurred in the field in recent years, stemming from the huge expansion in research output, as well as new methods and explanations, and the appearance of numerous books on the subject aimed at the popular market. The main areas covered are probability judgment, deductive and inductive reasoning, decision making, hypothetical thinking and rationality. In each case, the material is almost entirely new, with topics such as the new paradigm in reasoning research, causal reasoning and counterfactual thinking appearing for the first time. The book also presents an extended treatment of decision making research, and contains a chapter on individual and cultural influences on thinking. Thinking and Reasoning provides a detailed, integrated and approachable treatment of this area of cognitive psychology, and is ideal reading for intermediate and advanced undergraduate students; indeed, for anyone interested in how we draw conclusions and make choices.

Bishop & Trout present a new approach to epistemology, aiming to liberate the subject from the 'scholastic' debates of analytic philosophy. Rather, they wish to treat epistemology as a branch of the philosophy of science.

This anthology, edited by Scott Plous, can be used as a main text or supplementary text for courses on prejudice, discrimination, and diversity. It includes a unique collection of readings edited, adapted, or updated specifically for this anthology — some of which have never been published before. Interdisciplinary in scope and wide-ranging in approach, the anthology combines research articles, opinion polls, legal decisions, news reports, personal narratives, and more. Several readings come from people on the receiving end of prejudice (often referred to as "targets" of prejudice), whereas other readings focus on perpetrators, bystanders, and social institutions. Note: The book can also be used in conjunction with UnderstandingPrejudice.org, a web site that includes interactive exercises and demonstrations, multimedia materials, tips for instructors, and other prejudice-related resources.

This volume explores how and why people make judgments and decisions that have economic consequences, and what the implications are for human well-being. It provides an integrated review of the latest research from many different disciplines, including social, cognitive, and developmental psychology; neuroscience and neurobiology; and economics and business. The book has six areas of focus: historical foundations; cognitive consistency and inconsistency; heuristics and biases; neuroeconomics and neurobiology; developmental and individual differences; and improving decisions.

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Throughout, the contributors draw out implications from traditional behavioral research as well as evidence from neuroscience. In recent years, neuroscientific methods have matured, beyond being simply correlational and descriptive, into theoretical prediction and explanation, and this has opened up many new areas of discovery about economic behavior that are reviewed in the book. In the final part, there are applications of the research to cognitive development, individual differences, and the improving of decisions. The book takes a broad perspective and is written in an accessible way so as to reach a wide audience of advanced students and researchers interested in behavioral economics and related areas. This includes neuroscientists, neuropsychologists, clinicians, psychologists (developmental, social, and cognitive), economists and other social scientists; legal scholars and criminologists; professionals in public health and medicine; educators; evidence-based practitioners; and policy-makers.

THE PSYCHOLOGY OF JUDGMENT AND DECISION MAKING offers a comprehensive introduction to the field with a strong focus on the social aspects of decision making processes. Winner of the prestigious William James Book Award, THE PSYCHOLOGY OF JUDGMENT AND DECISION MAKING is an informative and engaging introduction to the field written in a style that is equally accessible to the introductory psychology student, the lay person, or the professional. A unique feature of this volume is the Reader Survey which readers are to complete before beginning the book. The questions in the Reader Survey are drawn from many of the studies discussed throughout the book, allowing readers to compare their answers with the responses given by people in the original studies. This title is part of The McGraw-Hill Series in Social Psychology.

Measurement, Judgment, and Decision Making provides an excellent introduction to measurement, which is one of the most basic issues of the science of psychology and the key to science. Written by leading researchers, the book covers measurement, psychophysical scaling, multidimensional scaling, stimulus categorization, and behavioral decision making. Each chapter provides a useful handbook summary and unlocks the door for a scholar who desires entry to that field. Any psychologist who manipulates an independent variable that affects a psychological construct or who uses a numerical dependent variable to measure a psychological construct will want to study this book. Written by leading researchers in fields of measurement, psychophysical scaling, multidimensional scaling, stimulus categorization, and behavioral decision making Provides basic definitions and summaries of theories Presents summaries and citations to relevant literature Contains new developments, current controversies, and open questions Explains relationships among fields and historical links

The exercise of judgement is an aspect of human endeavour from our most mundane acts to our most momentous decisions. In this book Wayne Martin develops a historical survey of theoretical approaches to judgement, focusing on

treatments of judgement in psychology, logic, phenomenology and painting. He traces attempts to develop theories of judgement in British Empiricism, the logical tradition stemming from Kant, nineteenth-century psychologism, experimental neuropsychology and the phenomenological tradition associated with Brentano, Husserl and Heidegger. His reconstruction of vibrant but largely forgotten nineteenth-century debates links Kantian approaches to judgement with twentieth-century phenomenological accounts. He also shows that the psychological, logical and phenomenological dimensions of judgement are not only equally important but fundamentally interlinked in any complete understanding of judgement. His book will interest a wide range of readers in history of philosophy, philosophy of the mind and psychology. The central goal of this volume is to bring the learning perspective into the discussion of intuition in judgment and decision making. The book gathers recent work on intuitive decision making that goes beyond the current dominant heuristic processing perspective. However, that does not mean that the book will strictly oppose this perspective. The unique perspective of this book will help to tie together these different conceptualizations of intuition and develop an integrative approach to the psychological understanding of intuition in judgment and decision making. Accordingly, some of the chapters reflect prior research from the heuristic processing perspective in the new light of the learning perspective. This book provides a representative overview of what we currently know about intuition in judgment and decision making. The authors provide latest theoretical developments, integrative frameworks and state-of-the-art reviews of research in the laboratory and in the field. Moreover, some chapters deal with applied topics. Intuition in Judgment and Decision Making aims not only at the interest of students and researchers of psychology, but also at scholars from neighboring social and behavioral sciences such as economy, sociology, political sciences, and neurosciences.

In the Second Edition of Rational Choice in an Uncertain World the authors compare the basic principles of rationality with actual behaviour in making decisions. They describe theories and research findings from the field of judgment and decision making in a non-technical manner, using anecdotes as a teaching device. Intended as an introductory textbook for advanced undergraduate and graduate students, the material not only is of scholarly interest but is practical as well. The Second Edition includes: - more coverage on the role of emotions, happiness, and general well-being in decisions - a summary of the new research on the neuroscience of decision processes - more discussion of the adaptive value of (non-rational heuristics) - expansion of the graphics for decision trees, probability trees, and Venn diagrams.

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

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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, Decision-Making, and Embodied Choices introduces a new concept of embodied choices which take sensorimotor experiences into account when limited time and resources forces a person to make a quick decision. This book combines areas of cognitive psychology and movement science, presenting an integrative approach to understanding human functioning in everyday scenarios. This is the first book focusing on the role of the gut as a second brain, introducing the link to risky behavior. The book's author engages readers by providing real-life experiences and scenarios connecting theory to practice. Discusses the role of gut feelings and the brain-gut behavior connection Demonstrates that behavior influences decision and other people's perceptions about mood or character Includes research on medical decisions and shopping decisions Illustrates how to train embodied choices

Decision Making in Health Care, first published in 2000, is a comprehensive overview of the field of medical decision making.

How do we make the judgments that inform our lives? Is there any way of consciously removing bias from the choices we make? What do our everyday personal decisions have in common with those made by groups, companies, and even nations? In this engaging and innovative textbook, Nancy Kim presents a multidisciplinary introduction to the dynamic field of judgment and decision-making. This lucidly written text delivers insights from cognitive psychology, aptly combining with interdependent findings from fields as diverse as neuropsychology, behavioural economics, social, developmental and clinical psychology, and philosophy. Offering not only a comprehensive explanation of the neurological structures and cognitive processes that underlie how we make decisions and form judgments in our everyday lives, readers can expect to learn the implications of these decisions upon an individual's prospects for health and longevity. Understanding behaviour is a central aspect of inquiry in the psychology discipline and as such this book is an essential companion for students taking undergraduate psychology, cognitive psychology and cognitive neuroscience courses; particularly those which include a module in judgment and decision-making. This text may also be helpful for undergraduate and postgraduate business courses on the subject.

The first international handbook to bring the areas of reasoning, judgment and decision making together, now in paperback format. The book brings three of the important topics of thinking together - reasoning, judgment and decision making and discusses key issues in each area. The studies described range from those that are purely laboratory

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based to those that involve experts making real world judgments, in areas such as medical and legal decision making and political and economic forecasting. International collection of original chapters by leading researchers in the field. Several chapters contain important new theoretical perspectives. Paperback version is more affordable for individual researchers.

Terri Apter reveals how everyday judgments impact our relationships and how praise, blame, and shame shape our sense of self. Do you know that praise is essential to the growth of a healthy brain? That experiences of praise and blame affect how long we live? That the conscious and unconscious judgments we engage in every day began as a crucial survival technique? Do you think people shouldn't be judgmental? But, how judgmental are you, and how does this impact your relationships? "Keenly perceptive" (The Atlantic) psychologist and writer Terri Apter reveals how everyday judgments impact our relationships, and how praise, blame, and shame shape our sense of self. Our obsession with praise and blame begins soon after birth. Totally dependent on others, rapidly we learn to value praise, and to fear the consequences of blame. Despite outgrowing an infant's dependence, we continue to monitor others' judgments of us, and we ourselves develop what relational psychologist Terri Apter calls a "judgment meter," which constantly scans people and our interactions with them, and registers a positive or negative opinion. In *Passing Judgment*, Apter reveals how interactions between parents and children, within couples, and among friends and colleagues are permeated with praise and blame that range far beyond specific compliments and accusations. Drawing on three decades of research, Apter gives us the tools to learn about our personal needs, goals and values, to manage our biases, to tolerate others' views, and to make sense of our most powerful, and often confusing, responses to ourselves and to others.

This book offers an overview of recent research on the psychology of judgment and decision making, the field that investigates the processes by which people draw conclusions, reach evaluations, and make choices. An introductory, historically oriented chapter provides a way of viewing the overall structure of the field, its recent trends, and its possible directions. Subsequent sections present significant recent papers by prominent researchers, organized to reveal the currents, connections, and controversies that animate the field. Current trends in the field are illustrated with papers from ongoing streams of research. The papers on "connections" explore memory, explanation and argument, affect, attitudes, and motivation. Finally, a section on "controversies" presents problem representation, domain knowledge, content specificity, rule-governed versus rule-described behavior, and proposals for radical departures and new beginnings in the field. Students and researchers in psychology who have an interest in cognitive processes will find this text to be rewarding reading.

From the Nobel Prize-winning author of *Thinking, Fast and Slow* and the coauthor of *Nudge*, a revolutionary exploration of why people make bad judgments and how to make better ones--"a tour de force" (New York Times). Imagine that two doctors in the same city give different diagnoses to identical patients—or that two judges in the same courthouse give markedly different sentences to people who have committed the same crime. Suppose that different interviewers at the same firm make different decisions about indistinguishable job applicants—or that when a company is handling customer complaints, the resolution depends

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on who happens to answer the phone. Now imagine that the same doctor, the same judge, the same interviewer, or the same customer service agent makes different decisions depending on whether it is morning or afternoon, or Monday rather than Wednesday. These are examples of noise: variability in judgments that should be identical. In *Noise*, Daniel Kahneman, Olivier Sibony, and Cass R. Sunstein show the detrimental effects of noise in many fields, including medicine, law, economic forecasting, forensic science, bail, child protection, strategy, performance reviews, and personnel selection. Wherever there is judgment, there is noise. Yet, most of the time, individuals and organizations alike are unaware of it. They neglect noise. With a few simple remedies, people can reduce both noise and bias, and so make far better decisions. Packed with original ideas, and offering the same kinds of research-based insights that made *Thinking, Fast and Slow* and *Nudge* groundbreaking New York Times bestsellers, *Noise* explains how and why humans are so susceptible to noise in judgment—and what we can do about it.

The Rational Man? *Homo sapiens*, the biological name for humans, literally means discerning, wise or sensible human being. But, are humans really sensible or rational? The Biased Brain Research in psychology and economics has shown that human beings are systematically irrational. Not only do they misjudge situations, but they do it in fairly predictable patterns. Famous Biases This compilation of academic research by eminent psychologists and economists presents 50 famous cognitive biases that impair our judgment. These biases occur frequently and affect us all - from the baker to the banker, the pariah to the priest. 'Bias-in-Action' Alongside the biases you will find an easy-to-use tool or 'Bias-in-Action' to help you understand how the bias operates and prepare you for possible counter to them. FREE Bonus! Upon buying this paperback, you get a copy of its Kindle eBook, absolutely FREE!

Judgment and Decision Making is a refreshingly accessible text that explores the wide variety of ways people make judgments. An accessible examination of the wide variety of ways people make judgments Features up-to-date theoretical coverage, including perspectives from evolutionary psychology and neuroscience Covers dynamic decision making, everyday decision making, individual differences, group decision making, and the nature of mind and brain in relation to judgment and decision making Illustrates key concepts with boxed case studies and cartoons

Each day, we make judgments about the personality characteristics of those around us, and we routinely rely on them to guide our behavior in interpersonal interactions and relationships. This handbook provides a review of theory and research on the accuracy of personality judgments. After a historical review, the first section presents the major theoretical models that guide research in this area and describes methodological approaches to evaluating accuracy. The second section reviews the research findings relevant to four moderators of accuracy, and the third section focuses on judgments people make of themselves. The fourth section examines various types of information used in making personality judgments, while the fifth section provides examples of some of the domains to which accuracy research can be applied, including romantic relationships and clinical practice. Learning about the process of accurate judgments can be used to help people understand when and how they are more likely to make accurate judgments, and this handbook offers a thorough, evidence-based, and up-to-date review of this research field.

Rational Choice in an Uncertain World *The Psychology of Judgment and Decision Making* SAGE

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This book, first published in 2002, compiles psychologists' best attempts to answer important questions about intuitive judgment. This volume brings together classic key concepts and innovative theoretical ideas in the psychology of judgment and decision-making in social contexts. The chapters of the first section address the basic psychological processes underlying judgment and decision-making. The guiding question is "What information comes to mind and how is it transformed?" The second section poses the question of how social judgments and decisions are to be evaluated. The chapters in this section present new quantitative models that help separate various forms of accuracy and bias. The third section shows how judgments and decisions are shaped by ecological constraints. These chapters show how many seemingly complex configurations of social information are tractable by relatively simple statistical heuristics. The fourth section explores the relevance of research on judgment and decision making for specific tasks of personal or social relevance. These chapters explore how individuals can efficiently select mates, form and maintain friendship alliances, judiciously integrate their attitudes with those of a group, and help shape policies that are rational and morally sound. The book is intended as an essential resource for senior undergraduates, postgraduates, researchers, and practitioners.

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.

This work examines issues such as medical diagnosis, weather forecasting, labour negotiations, risk, public policy, business strategy, eyewitnesses, and jury decisions. This is a revision of Arkes and Hammond's 1986 collection of papers on judgment and decision-making. Updated and extended, the focus of this volume is interdisciplinary and applied.

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In *Dust to Dust*, an American physician takes us on an intensely narrated visual journey through the refugee camps of eastern Sudan, where the reality of medical work dissolved into the haunting experience of being part of the catastrophic Ethiopian famine of 1985. Through personal journal entries and alarming but compelling photographs, David Heiden reveals the horror of the camps, the inhumane morass of bureaucracy and political partisanship, and the fierce and noble fight for survival among people whose situation the rest of the world viewed as hopeless. In spare prose the author recounts a series of disasters--political, climactic, and medical--that culminate in near-total social and personal breakdown. Western doctors and nurses, Ethiopian health workers, and Sudanese camp administrators attempt to weave their own meanings, often at odds with each other, often recognizing that each is struggling to control what, in fact, cannot be controlled. The demoralizing frustrations, the small victories, and the shared perils of the environment are portrayed in parallel through words and photographs. As the reader relives the relief workers' battles against usually curable or preventable cases of measles, tuberculosis, malaria, meningitis, and malnutrition, images of African people suffering and dying, sometimes surviving, are juxtaposed to reveal their common humanity yet extreme cultural distance. Photographs of the skeletal bodies of starving children playing in streams that are infested with cholera, of the serene face of a new mother who has miraculously delivered a healthy infant in the squalor and chaos of a refugee camp, all

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eloquently portray the dogged hope of these victims. Unlike the relentless news wire photos of Ethiopian refugees that shocked Western viewers into dazed immunity, Heiden's images are those of a sensitive participant-observer. He presents the relief agency volunteers as altruistic individuals working against impossible odds to do some simple good, while grappling with their own Western notions of justice, responsibility, privilege, and comfort. Despite language barriers and cultural differences, genuine connections arise between volunteers and refugees, yielding riches for both. David Heiden reveals the human face of disaster, the personal effect of wanting to make a difference, and the extraordinary resilience of the human spirit.

Thirty-five chapters describe various judgmental heuristics and the biases they produce, not only in laboratory experiments, but in important social, medical, and political situations as well. Most review multiple studies or entire subareas rather than describing single experimental studies.

Decision making is the physician's major activity. Every day, in doctors' offices throughout the world, patients describe their symptoms and complaints while doctors perform examinations, order tests, and, on the basis of these data, decide what is wrong and what should be done. Although the process may appear routine—even to the physicians involved—each step in the sequence requires skilled clinical judgment. Physicians must decide: which symptoms are important, whether any laboratory tests should be done, how the various items of clinical data should be combined, and, finally, which of several treatments (including doing nothing) is indicated. Although much of the information used in clinical decision making is objective, the physician's values (a belief that pain relief is more important than potential addiction to pain-killing drugs, for example) and subjectivity are as much a part of the clinical process as the objective findings of laboratory tests. In recent years, both physicians and psychologists have come to realize that patient management decisions are not only subjective but also probabilistic (although this is not always acknowledged overtly). When doctors argue that an operation is fairly safe because it has a mortality rate of only 1 %, they are at least implicitly admitting that the outcome of their decision is based on probability.

The area of psychological research reviewed in this book is one that is not only increasing in popularity in college curricula, but is also making an ever larger impact on the world outside the classroom. Drawing upon research originally cited in Ken Manktelow's highly successful publication *Reasoning and Thinking*, this completely rewritten textbook reflects on the revolutionary changes that have occurred in the field in recent years, stemming from the huge expansion in research output, as well as new methods and explanations, and the appearance of numerous books on the subject aimed at the popular market. The main areas covered are probability judgment, deductive and inductive reasoning, decision making, hypothetical thinking and rationality. In each case, the material is almost entirely new, with topics such as the new paradigm in reasoning research, causal reasoning and counterfactual thinking appearing for the first time. The book also presents an extended treatment of decision making research, and contains a chapter on individual and cultural influences on thinking. *Thinking and Reasoning* provides a detailed, integrated and approachable treatment of this area of cognitive psychology, and is ideal reading for intermediate and advanced undergraduate students; indeed, for anyone interested in how we draw conclusions and make choices.

This volume examines the psychological basis of moral judgments and asks what theories of concepts apply to moral concepts. By combining philosophical reasoning and empirical insights from the fields of moral psychology, cognitive science, evolutionary psychology, and neuroscience, it considers what mental states not only influence, but also constitute our moral concepts and judgments. On this basis, Park proposes a novel pluralistic theory of moral concepts which includes three different cognitive structures and emotions. Thus, our moral judgments are shown to be a hybrid that express both cognitive and conative states. In part through analysis of new empirical data on moral

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semantic intuitions, gathered via cross-cultural experimental research, Park reveals that the referents of individuals' moral judgments and concepts vary across time, contexts, and groups. On this basis, he contends for moral relativism, where moral judgments cannot be universally true across time and location but only relative to groups. This powerfully argued text will be of interest to researchers, academics, and educators with an interest in cognitive science, moral theory, philosophy of psychology, and moral psychology more broadly. Those interested in ethics, applied social psychology, and moral development will also benefit from the volume.

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.

The volume begins with a historical overview of the self in social judgment and outlines the major issues. Subsequent chapters, all written by leading experts in their respective areas, identify and elaborate four major themes regarding the self in social judgment: · the role of the self as an information source for evaluating others, or what has been called 'social projection' · the assumption of personal superiority as reflected in the pervasive tendency for people to view their characteristics more favorably than those of others · the role of the self as a comparison standard from or toward which other people's behaviors and attributes are assimilated or contrasted · the relative weight people place on the individual and collective selves in defining their attributes and comparing them to those of other people

There are four basic goals for research in SJT (Social Judgment Theory): - to analyze judgment tasks and judgmental processes; - to analyze the relations between judgmental systems (i.e. to analyze agreement and its structure), and between tasks and judgmental systems (i.e. to analyze achievement and its structure; - to understand how relations between judgmental systems and between judgmental systems and tasks come to be whatever they are (i.e. to understand processes of communication and learning and their effects upon achievement and agreement); - to find means of improving the relation between judgmental systems (improving agreement) and between judgmental systems and tasks (improving achievement).

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