Theories in Judgment and Decision-making  
Tuesday 2:00 to 4:50 pm, Fall 2012  
SBSG 2200

Instructor Information  
Dr. Jennifer Trueblood  
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Class webpage: https://eee.uci.edu/12f/68850

Goals:

This course will serve as a general introduction to theories in the field of judgment and decision-making. My goals for the course are (1) to provide you with an overview of theory and research in this area; (2) to discuss and critique ideas, theories, and specific research; and (3) to provide you with the ability to generate hypotheses for additional work along these lines. Thus, I hope you come out of this course with a broader knowledge base of the JDM area, with the ability to generate testable research hypotheses in this area.

Text:

There are two main textbooks for this course:


You are not required to purchase the texts as they are on reserve in the library. I will also supplement the books with other book chapters and journal articles.

Course Assignments:

Presentations
Students will be required to present articles from the extension readings. In your presentations, you should discuss the rationale behind the work as well as to highlight the most interesting or controversial aspects of the research. Your goal is to generate discussion of the research, its contributions to the literature, as well as the major issues or questions it raises. You should plan on using between 20 and 30 minutes of the class period, thereby saving time to discuss the other readings for the day.
**Final Assignment**

The final course assignment is to select a phenomenon in the judgment and decision-making literature for which there are at least two different theories/models. You will write a paper comparing and contrasting these theories/models. Your paper should include the following components:

1. A detailed description of the phenomenon you are addressing
2. Relevant previous experimental work on this phenomenon
3. A detailed description of each theory/model
4. The success/failure of each theory/model to account for the experimental data
5. Similarities and differences between the theories/models
6. Your opinion about which model provides the better account and why

The paper should be in APA manuscript format (i.e., double spaced) and about 10 pages in length.

Example topics:

1. The attraction, compromise, and similarity effects modeled by Decision Field Theory (DFT) and the Leaky Competing Accumulators (LCA) model.
2. The conjunction fallacy accounted for by the representativeness and availability heuristics and by incompatible events in quantum probability theory.

I would like to talk with each of you individually about your final assignments by **November 13**. During that meeting, we can discuss your ideas and relevant materials that might be helpful in pursing your topic of interest.

Final assignments are due **Thursday, December 13th** by midnight. Assignments should be submitted using the DropBox on the EEE website. All papers should be in PDF format.

**Grading:**

Grades will be determined as follows:

- 10% class participation
- 60% presentations
- 30% final assignment

**Course Reading List:**

General Notes: The readings indicated will either be from the Yates book (**Yates, in bold**), the Blackwell Handbook (**BH, in bold**), or other book chapters and journal articles. Everyone will be responsible for reading all of the material prior to the class period in which it is discussed. It is recommended that readings be read (and presented) in the order listed.
October 2

Introduction/Organizational meeting/Discussion of syllabus

Rationality
Primary Readings:
1. BH Chapter 1

October 9

Foundational Principles
Primary Readings:
1. Yates Chapter 8

Extension Readings:
Presenter:

Presenter:

October 16

Expected Utility Theory
Primary Readings:
1. Yates Chapter 9

Extension Readings:
Presenter:

Presenter:

October 23

Cousins of Expected Utility Theory
Primary Readings:
1. Yates Chapter 10

Extension Readings:
Presenter:

**October 30**

*Probability Theory and Coherence*

Primary Readings:

1. **Yates Chapter 5**

Extension Readings:

Presenter:


Presenter:


**November 6**

*Heuristics and Biases*

Primary Readings

1. **Yates Chapter 7**

Extension Readings:

Presenter:


Presenter:


**November 13**

*Support Theory*

Primary Readings:


Extension Readings:

Presenter:


Presenter:

**November 20**

*Fast and Frugal Heuristics*

**Primary Readings:**

1. **BH Chapter 4**

**Extension Readings:**

**Presenter:**


**Presenter:**


**November 27**

*Computational Models of Decision-making*

**Primary Readings:**


2. **BH Chapter 7**

**Extension Readings:**

**Presenter:**


**December 4**

*Quantum Probability Models of Decision-making*

**Primary Readings:**


*Only read section 2.1 on the geometric approach