

Author Index

- Abelson, R. P., 151
 Ackerman, R., 58
 Adams, J. K., 143
 Adams, M. J., 358
 Adams, P. A., 143
 Agnoli, F., 154, 155
 Ainslie, G., 458, 463, 468, 469
 Ajzen, I., 200
 Akerlof, G. A., 78
 Alhakami, A. S., 278
 Allais, M., 227, 249
 Allan, L. G., 190
 Alpert, W., 143
 Amabile, T. M., 185
 Ames, B. N., 284
 Amsel, E., 194
 Anderson, J. R., 48
 Appelman, A., 457
 Aquinas, T., 396
 Arkes, H. R., 160, 187, 311, 312, 368, 456
 Arnauld, A., 81
 Arrow, K. J., 124
 Asch, D. A., 285
 Ashmore, M., 286
 Asquith, P., 386
 Atanasov, P., 370
 Attneave, F., 141
 Austin, G. A., 171
 Ausubel, D. P., 32
 Axelrod, R., 429
 Ayal, S., 282
 Ayars, A., 397
- Bacon, F., 200
 Badgio, P., 60, 200
 Bago, B., 61
 Bar-Hillel, M., 414
 Bara, P. G., 86, 88, 90
 Bardsley, N., 438
 Baron, J., 60, 71, 75, 91, 95, 155, 169, 173, 175, 176, 178, 199, 200, 208, 209, 211, 212, 215, 220, 262, 267, 279, 280, 282, 285, 306, 322, 323, 336, 337, 351, 353, 358, 389, 393, 400–404, 416–418, 420, 442–444, 450
- Barston, J. L., 92
 Batson, C. D., 205
 Bayes, T., 129
 Bazerman, M. H., 422, 425, 426, 436, 457
 Beach, L. R., 141
 Beattie, J., 52, 95, 173, 175, 351, 412
 Beck, A. T., 74, 201
 Becker, J. W., 265, 268
 Becker, S. W., 307
 Behn, R. D., 315
 Bell, D. E., 262
 Ben-Yossef, M., 443, 444
 Benartzi, S., 469
 Bennett, J., 393
 Bentham, J., 227, 380
 Berg, J., 438
 Bernoulli, D., 227, 240, 241
 Berscheid, E., 407
 Bettman, J. R., 36
 Betz, N. E., 293
 Beyth-Marom, R., 187
 Bezembinder, T. G. G., 328
 Bicchieri, C., 386
 Bickel, W. K., 466
 Birnbaum, M. H., 161, 260, 261, 323, 360
 Blackstone, W., 225
 Blais, A., 293
 Blumer, C., 311, 456
 Boles, T. L., 262
 Bond, S. D., 344
 Borcherding, K., 334
 Bornstein, B. H., 312, 376
 Bornstein, G., 443, 444
 Bostic, R., 299
 Braine, M. D. S., 86
 Braunstein, M. L., 355
 Brenner, L. A., 207
 Brewer, W. F., 23
 Breyer, S., 273, 283
 Bronstein, M. V., 211
 Broome, J., 226, 227, 229, 236, 467
 Brown, J. S., 29
 Brown, R. V., 117, 138, 315, 318, 358
 Brownson, F. O., 265, 268

- Brun, W., 118
 Bruner, J. S., 171, 202
 Brunswik, E., 363
 Bryan, W. L., 21
 Buehler, R., 374, 375
 Byrne, R. M., 91
 Byrnes, J. P., 293
- Cacciopo, J. T., 198
 Camerer, C. F., 52, 63, 291, 364, 365, 439
 Cara, F., 97
 Carlson, K. A., 203, 344
 Carroll, J. S., 355
 Carson, R. T., 304, 334, 336
 Ceraso, J., 87
 Chambless, D. L., 75
 Chang, K. K., 205
 Chapman, L. J., 191
 Chapman, G. B., 312, 376, 462, 466
 Chapman, J. P., 87, 191
 Chapman, L. J., 87, 191
 Chavez, A., 261
 Chomsky, N., 54
 Christensen, C., 368
 Chung, S. H., 463
 Clark, D. M., 75
 Clement, J., 25
 Cooper, J., 217
 Corrigan, B., 56, 362, 364
 Coursey, D. L., 256, 288
 Cox, J. R., 97
 Cushman, F., 395
- D'Andrade, R. G., 192, 193
 Dana, J., 56
 Darley, J. M., 384
 Davis, D. A., 151, 153
 Davis, W. A., 226
 Dawes, R. M., 56, 362, 364, 367, 368, 435,
 438, 439, 448
 de Finetti, B., 236
 de Neufville, R., 255, 327
 De Neys, W., 61
 DeKay, M. L., 203, 234, 340
 Delqu  , P., 327
 Denes-Raj, V., 280
 Deutsch, M., 415
 Diamond, P., 290
- Dickens, W. T., 78
 Dickhaut, J., 438
 Dockins, P. C., 277
 dos Santos, C. M. M., 208
 Downs, A., 440
 Driver, M. J., 40
 Duncker, K., 17, 20, 29
- Earle, T. C., 373
 Eddy, D. M., 129, 317
 Edgeworth, F. Y., 424
 Edlin, A., 440, 446
 Edwards, W., 112, 127, 162, 296, 315,
 332, 350, 351, 366
 Eichenberger, R., 446
 Einhorn, H. J., 39, 265, 268, 369, 371
 Ellis, A., 73
 Ellsberg, D., 264, 380
 Ellsworth, P. C., 207
 Elster, J., 65, 78, 79, 215, 330, 352, 406,
 411, 412, 420, 424, 426, 449, 467
 Epstein, S., 280
 Eraker, S. A., 328
 Ericsson, K. A., 21, 38, 39
 Evans, J. St. B. T., 92, 95–97
- Falk, R., 137
 Feehrer, C. E., 358
 Fehr, E., 438
 Fennema, M. G., 149
 Ferrell, W. R., 146
 Festinger, L., 216, 217
 Fetherstonhaugh, D., 280, 284
 Fischbeck, P. S., 203
 Fischer, G. W., 334
 Fischhoff, B., 57, 144, 145, 159, 160, 187,
 266, 274, 275, 277
 Flynn, J., 293
 Fong, G. T., 44
 Foot, P., 401
 Foster, K. R., 283
 Fox, C. R., 117, 159, 259, 260
 Frank, R. H., 74, 411
 Frederick, S., 20, 42, 60, 64
 Freeling, A. N. S., 315
 Frisch, D., 50
 Fry, A. F., 466

AUTHOR INDEX

517

- Gächter, S., 438
 Gaissmaier, W., 57
 Gal, I., 155
 Galotti, K. M., 91
 Ganzach, Y., 374
 Gardiner, P. C., 296
 Gardner, M., 137
 Gaskins, I. W., 60, 200
 Gelman, A., 440, 446
 Gentner, D., 15
 Gigerenzer, G., 56, 245
 Gilligan, C., 399
 Gilovich, T., 147
 Gingerich, O., 170
 Giroto, V., 97
 Giuliano, T., 457
 Glaser, D., 293
 Glöckner, A., 59
 Gneezy, U., 290
 Gold, L. S., 284
 Goldberg, L. R., 364–366
 Goldstein, D. G., 56, 306
 Goodnow, J. J., 171
 Goodwin, G. P., 83, 358, 384
 Gracely, E. J., 75
 Green, L., 466
 Greene, J. D., 47, 336, 388, 391, 397, 401, 402, 443
 Grether, D. M., 299
 Griest, J. H., 366
 Griffin, D., 148, 375
 Griggs, R. A., 97
 Grootendorst, R., 102
 Gurmankin Levy, A., 280
 Gustafson, T. H., 366
- Hacking, I., 109, 112, 113, 120, 230
 Hadorn, D. C., 317
 Haendel, V., 463
 Haidt, J., 385
 Hallpike, C. R., 381
 Hamilton, J. T., 277
 Hammond, K. R., 126, 363
 Hammond, P. H., 124
 Haran, U., 210, 216
 Hardin, G. R., 427, 447
 Hare, R. M., 227, 380–382, 388, 389, 398, 452
- Harkness, A. R., 187
 Harris, C. R., 293
 Harris, R. J., 415
 Harsanyi, J. C., 388
 Harter, N., 21
 Hastie, R., 122, 141
 Healy, P. J., 143, 147, 215
 Heath, C., 267
 Helson, H., 472
 Hempel, C. G., 164
 Henle, M., 87, 93
 Henrich, J., 407, 435
 Herek, G. M., 211
 Herrnstein, R. J., 463, 464
 Hershey, J. C., 71, 173, 262, 305, 328, 434
 High, D., 212
 Hilbig, B. E., 59
 Hinrich, J., 21
 Hoch, S. J., 147
 Hochman, G., 282
 Hoeken, H., 102
 Hogarth, R. M., 265, 268, 280, 288, 289
 Holyoak, K. J., 203
 Horton, R., 13, 163
 Horwich, P., 137, 169
 Hsee, C. K., 279, 286, 300
 Huang, K., 388
 Huber, J., 301
 Huber, O., 280
 Huber, O. W., 280
 Huth, P., 211
- Inglehart, J. K., 417
 Ingram, D., 171
 Inhelder, B., 186, 280
 Irwin, J. R., 52, 305, 336
 Isler, O., 211
 Iyengar, S. S., 263
- Jacobs, L., 317
 Janis, I. L., 40, 75, 200, 206, 211, 217, 219
 Jekel, M., 59
 Jenkins, H. M., 188, 190
 Jenkins, M., 293
 Jenni, K. E., 284
 Jennings, D. L., 185
 Jern, A., 205
 Jervis, R., 202, 207

- Jeziorski, M., 15
 Johnson, D. M., 18
 Johnson, E. J., 36, 158, 288, 299, 305, 376
 Johnson-Laird, P. N., 83, 86–88, 90, 91, 94, 97
 Jones-Lee, M. W., 305, 357
 Josephs, R. A., 262
 Jost, J. T., 215
 Joyce, M. A., 415
 Juanchich, J., 212
 Journey, J., 420, 450

 Köhlwe, W., 16
 Kagan, J., 59
 Kagel, J. H., 46
 Kahneman, D., 33, 60, 64, 124, 150, 152–154, 156, 243, 247, 248, 251–254, 258, 285, 303, 305–307, 310, 325, 373–375, 407, 420
 Kahneman, D., 55
 Kahr, A. S., 315
 Kant, I., 395
 Kaplan, N., 440, 446
 Kaplow, L., 338
 Keeney, R. L., 315, 332, 333, 339, 341, 342, 344, 346, 347
 Keller, L. R., 250, 418
 Kemp, C., 205
 Kempton, W., 26, 285
 Keren, G., 36
 Kim, J. I., 218
 Kirby, K. N., 462, 464, 466
 Kleinmuntz, B., 39, 371
 Kleinmuntz, D. N., 39, 149, 371
 Klinebert, S., 466
 Knetsch, J. L., 305, 407, 420
 Knight, F. H., 266
 Koehler, D. J., 159, 207
 Kogut, T., 284
 Kohlberg, L., 385
 Kolm, S.-C., 74
 Koriat, A., 147
 Krampe, R. T., 21
 Krantz, D. H., 44, 155, 159, 236, 239, 325, 347, 374
 Kraus, N., 285, 286
 Kruglanski, A. W., 200
 Krupka, E. L., 387

 Kuhn, D., 188, 194
 Kunreuther, H. C., 280, 286–289

 Lakatos, I., 168
 Lancaster, K., 461
 Landman, J., 306
 Landrum, A., 24
 Landy, J. F., 212, 358
 Langer, E. J., 151
 Larrick, R. P., 310, 312
 Lawson, G., 282
 Legrenzi, M. S., 97
 Legrenzi, P., 97
 Lehman, D. R., 45
 Lepper, M. R., 204, 263
 Lerner, M. J., 408
 Leshner, S., 400
 Levav, J., 159
 Lewis, S. A., 426
 Lichtenstein, S., 57, 142, 144, 145, 156, 266, 274, 277, 298, 373
 Lightman, A., 170
 Lindeman, M., 212
 Lindley, D. V., 127, 138, 318
 Lipman, M., 81
 Lloyd Morgan, C., 16
 Loewenstein, G., 64, 284, 330, 414, 436, 462, 471–473
 Logg, J. M., 216
 Loomes, G., 52, 262
 Lopes, L. L., 161, 261
 Lord, C. G., 204
 Lovallo, D., 291
 Luce, R. D., 424
 Luria, A. M., 47
 Lutter, R., 273
 Løhre, E., 118

 Macchi, L., 159
 Magliozzi, T., 426
 Malle, B. F., 117
 Malmfors, T., 285
 Mann, L., 75, 200, 217
 Margolis, H., 441
 Markman, E., 88
 Markman, K. D., 263
 Markowitz, H. M., 289
 Markwith, M., 286

AUTHOR INDEX

519

- Marmor, T., 317
 Mata, R., 293
 Matute, H., 190
 Maxwell, N. P., 322, 336
 McCabe, K., 438
 McCauley, C., 193
 McClelland, G. H., 52, 256, 288, 340
 McCloskey, M., 25
 McCord, M., 255
 McDaniels, T. L., 281
 McFarland, C., 416
 McGoey, P. J., 146
 McGraw, A. P., 257
 McTavish, J., 438
 Medin, D., 376
 Meehl, P. E., 364
 Mellers, B. A., 161, 210, 323, 370, 400,
 413, 414
 Meloy, M. G., 203
 Mertz, C. K., 293
 Messer, S. B., 60
 Messick, D. M., 262, 421, 435, 436
 Meszaros, J. R., 206, 285
 Metcalfe, J., 12
 Mill, J. S., 67, 227, 380
 Miller, D. C., 293
 Miller, D. T., 306, 416, 440, 450
 Mims, M., 187
 Minsk, E., 401
 Mischel, H. H., 470
 Mischel, W., 458, 466, 470
 Mitchell, R. C., 304, 334, 336
 Miyamoto, J. M., 328
 Modigliani, F., 462
 Montgomery, H., 295
 Moore, D. A., 143, 147, 215, 216
 Moran, S., 425
 Morgan, J. J. B., 92
 Morgan, J. N., 312
 Morgan, M. G., 286
 Morgenstern, O., 227, 236, 337, 427
 Morrall, J. F. III, 273
 Morton, J. T., 92
 Moynihan, D. P., 341
 Mullin, B., 280
 Murphy, A. H., 146
 Murphy-Berman, V., 415
 Myerson, J., 466
 Nash, J. F., 424
 Neale, M. A., 422, 425, 426
 Neth, H., 57
 Newcomb, T. M., 192
 Newell, A., 48
 Newman, J. R., 332
 Nichols, S., 397
 Nickerson, R. S., 81, 138, 200, 201
 Nisbett, R. E., 39, 44, 45, 187, 200, 312
 Norris, S. P., 199
 Nozick, R., 409
 Nucci, L., 385
 O'Loughlin, M., 194
 Oberholzer-Gee, F., 446
 Oberlander, J., 317
 Olshansky, A., 24
 Orbell, J. M., 439, 448
 Ordóñez, L. D., 414
 Osherson, D. N., 88, 159
 Parducci, A., 323
 Parfit, D., 72, 457, 466, 474
 Parker, A. M., 280
 Pascal, B., 230
 Patiño-Echeverri, D., 203
 Payne, J. W., 36, 301, 355, 371
 Peake, P. K., 466
 Peaslee, R., 24
 Peecher, M. E., 149
 Pennycook, G., 61, 212
 Perkins, D. N., 18, 30, 200, 208, 214, 220
 Peters, E., 42
 Peterson, C. R., 141, 155, 315
 Petit, P., 237, 419
 Petry, N. M., 466
 Petty, R. E., 198
 Phelps, E., 188
 Phillips, L. D., 144
 Phillips, L. M., 199
 Phillips, N. D., 57
 Piaget, J., 24, 186, 280, 402
 Piazza, J., 212
 Pinto Prades, J.-L., 329, 414
 Planck, M. K., 201
 Platt, J. R., 168
 Pliskin, J. S., 319
 Plott, C. R., 299

- Pollard, P., 92
 Polya, G., 21, 55
 Popper, K. R., 82, 163, 167
 Potter, M. C., 202
 Potters, J., 290
 Poulton, E. C., 323
 Prelec, D., 462, 464, 473
 Provitera, A., 87
 Pruitt, D. G., 426, 433
 Putnam, H., 112
 Puto, C., 301
- Quattrone, G. A., 214, 441
 Quinn, R. J., 262
- Rabin, M., 64
 Raiffa, H., 143, 315, 332, 346, 347, 422,
 424, 426
 Ramsey, F. P., 119, 236
 Rank, A. D., 40
 Rasinski, K. A., 415
 Rawls, J., 54, 409, 453
 Read, D., 64, 473
 Read, S. J., 377
 Regan, D., 432
 Reuben, D. B., 179
 Richardson, J., 329, 414
 Rips, L., 86
 Ritov, I., 210, 262, 267, 284, 285, 306,
 399, 400, 402, 403, 416–418, 425,
 443
 Robinson, L. B., 122, 141
 Ronen, J., 307
 Ross, L., 185, 187, 200, 204, 207
 Ross, M., 158, 375
 Roth, A. E., 46, 399
 Rothschild, D., 370
 Rottenstreich, Y., 279
 Royzman, E. B., 403
 Rozin, P., 286
 Rumin, B., 86
 Russo, J. E., 203
- Sabini, J., 74, 91, 381, 411
 Salkovskis, P. M., 75
 Samuelson, C. D., 447
 Samuelson, P., 250
 Samuelson, W., 304
- Sarin, R. K., 418
 Sato, K., 437, 438
 Sausgruber, R., 438
 Savage, L. J., 112, 115, 169, 236, 250
 Schaeken, W., 91
 Schafer, W. D., 293
 Scheffler, I., 11, 29
 Schellens, P. J., 102
 Schelling, T. C., 284, 356
 Scher, S. J., 217
 Schkade, D. A., 299
 Schlosberg, H., 37
 Schmitt, N., 368
 Schneider, W., 62
 Schoemaker, P. J. H., 44, 328
 Schroeder, H. M., 40
 Schulze, W. D., 52, 256, 288
 Schustack, M. W., 187
 Schwalm, N. D., 255
 Schwartz, B., 12, 177, 190, 352, 391
 Schwartz-Shea, P., 443
 Scoblic, J. P., 400
 Sells, S. B., 86
 Sen, A., 389
 Shafer, G., 120
 Shafir, E., 269, 290, 442
 Shaklee, H., 187, 438
 Shavell, S., 338
 Shefrin, H. M., 462
 Shepard, D. C., 319
 Sherman, S. J., 174
 Shiffrin, R. M., 62
 Shoda, Y., 466
 Shweder, R. A., 192, 193
 Sicoly, F., 158
 Sidgwick, H., 380
 Siegel, L. S., 282
 Silver, M., 381, 411
 Simmons, C. H., 408
 Simmons, R. T., 443
 Simon, D., 203
 Simon, H. A., 38, 39, 48, 413
 Simonson, I., 302
 Singer, P., 5, 357, 380, 401, 421
 Sirota, M., 212
 Skov, R. B., 174

AUTHOR INDEX

521

- Slovic, P., 57, 160, 250, 255, 266, 268,
 274, 275, 277, 278, 283, 285, 287,
 288, 293, 298, 299, 373
- Smedslund, J., 186
- Smetana, J. G., 386
- Smith, A., 434
- Snell, J., 243, 248
- Solnick, J. V., 464
- Sorter, G. H., 307
- Sperber, D., 97
- Spranca, M., 399, 401, 403
- Stalmeier, P. F. M., 328
- Stanovich, K. E., 209, 210
- Starr, C., 273
- Staw, B. M., 456
- Steedman, M., 88, 90
- Sternberg, R. J., 187
- Stitt, C. L., 193
- Stone, E. R., 280
- Streufert, S., 40
- Stroop, J. R., 21
- Strotz, R. H., 461
- Suedfeld, P., 40
- Sugden, R., 262
- Sunstein, C. R., 62, 277, 398
- Surowiecki, J., 369
- Svedholm-Häkkinen, A. M., 212
- Svenson, O., 216, 355
- Tabossi, P., 91
- Teigen, K. H., 118
- Tengs, T. O., 273
- Tesch-Römer, C., 21
- Tetlock, P. E., 40, 41, 218, 219, 399, 400
- Thaler, R. H., 62, 74, 258, 290, 302, 303,
 308, 313, 336, 407, 420, 435, 462,
 468, 469
- Thompson, L., 436
- Thorndike, E. L., 16
- Tianen, B., 366
- Timmermans, D., 351
- Timmers, R., 102
- Toplak, M. E., 210
- Toulmin, S. E., 98
- Tschirgi, J. E., 176
- Tucker, D., 187
- Turiel, E., 385
- Tversky, A., 33, 55, 124, 138, 148, 150,
 152–154, 156, 158, 159, 207, 214,
 250–254, 258–260, 267–269, 290,
 296, 298, 299, 302, 306, 307, 310,
 346, 353, 355, 373–375, 441, 442
- Tweney, R. D., 202
- Tyler, S. W., 99
- Tyran, J.–R., 438
- Ubel, P. A., 329, 330, 414, 419
- Ulehla, Z. J., 155
- van Avermaet, E., 421
- van de Kragt, A. J. C., 448
- van Eemeren, F. H., 102
- Van Lehn, K., 29
- Varey, C., 247, 325
- Vaupel, J. W., 315
- Veit, C. T., 360
- Viscusi, W. K., 277, 283, 284
- von Neumann, J., 227, 236, 337, 427
- von Winterfeldt, D., 112, 127, 162, 315,
 332, 347, 350, 351, 366
- Vosniadu, S., 23
- Voss, J. F., 99
- Wagenaar, W. A., 36
- Wakker, P. P., 328
- Walster, E., 407, 417
- Walster, G. W., 407
- Walters, J., 188
- Walton, D., 102
- Ward, W. C., 188
- Wason, P. C., 93, 94, 96, 172
- Weber, E. U., 293
- Weber, M., 334
- Weinstein, M. C., 319
- Wertheimer, M., 27
- West, R. F., 209, 210
- Wheeler, D. D., 358
- Wider, R., 280
- Wiebe, D., 12
- Wildschut, T., 436
- Wilson, T. D., 39, 376
- Winkler, R. L., 146
- Wittgenstein, L., 172
- Woike, J. K., 57
- Woods, J., 102

522

AUTHOR INDEX

Woodworth, R. S., 37, 86
Wright, G. N., 144

Yaari, M. E., 414
Yamagishi, T., 437, 438, 446
Yates, J. F., 280
Yechiam, E., 257
Yengo, L. A., 99
Yilmaz, O., 211

Zakay, D., 282, 298
Zeckhauser, R. J., 277, 304
Zeelenberg, M., 262
Zhang, Y., 283

Öncüler, A., 288
Ülkümen, G., 117

Subject Index

- 2 4 6 problem, 172
- accountability, 218
- accurate judgments, 193
- actively open-minded thinking, 69, 76, 147, 160, 376
 defined, 198
 examples, 199
- adaptation, 330, 472
- adaptive preference formation, 65
- additivity of probability, 121
- aggregation of judgments, 369
- Allais paradox, 249
- alternative hypotheses, 175
- altruism, 391, 434
- ambiguity, 264, 277
 and insurance, 288
- amniocentesis, 326
- analog scale, 322
- analogy, 14
- anchoring, 375
- Argument Evaluation Test, 209
- artificial intelligence, 48
- asbestos, 273
- Asian disease problem, 258
- asymmetric dominance, 301
- atmosphere effect, 86
- attentional bias, 186
- attribute substitution, 64
- attribute weight, 332, 350
- availability, 64
- availability heuristic, 156
- averaging, 161
- Bayes' theorem, 129, 153
- beer on the beach, 313, 336
- belief bias, 93
- belief overkill, 207, 278, 395
- beliefs
 rational, 76
- better than average, 215
- betting markets, 120, 369
- between-subject designs, 49
- biased assimilation, 204
- biases, 162
 ambiguity, 264
 anchoring and underadjustment, 375
 asymmetric dominance, 301
 attentional, 186
 availability, 156
 averaging, 161
 base-rate neglect, 150
 belief overkill, 207
 biased assimilation, 204
 certainty effect, 252
 compatibility, 299
 compromise effect, 302
 congruence, 172
 conjunction fallacy, 153
 default, 305
 diversification, 473
 do no harm, 420
 dynamic inconsistency, 462
 evaluability, 300
 ex-ante equity, 418
 extra cost, 310
 fixed pie, 424
 frequency, 280
 gambler's fallacy, 155
 hindsight, 159
 illusion of control, 189
 illusory correlation, 191
 inappropriate extreme confidence, 143, 146
 indirectness, 403
 information, 178
 money illusion, 290
 morality as self-interest, 442, 444
 myside, 200
 naturalism, 284, 403
 neglect of opportunity cost, 307
 omission, 285, 305
 outcome, 49, 71
 own waste, 417
 parochialism, 443
 person causation, 416
 planning fallacy, 374
 polarization, 204

- probability matching, 155
- probability weighing, 255
- prominence, 296
- proportion dominance, 280
- punishment without deterrence, 417
- reference group neglect, 292
- selective exposure, 206
- status-quo, 303
- subadditivity of probability, 159, 260
- sunk cost, 311
- voters' illusion, 440
- wishful thinking, 214
- zero risk, 283
- blaming the victim, 408
- bolstering, 94, 96, 202
- bootstrapping, 365
- Brier Score, 127
- bright lines, 411
- calibration, 126, 143
 - improving, 148
- California Coastal Commission, 296
- cancer screening, 419
- capital punishment, 204, 207, 410
- catastrophic risk, 277
- categorical imperative, 395
- causality, 184
- certainty effect, 252, 457
- chance setup, 120
- childbed fever, 164
- choice bracketing, 64
- classification, 376
- cognitive dissonance, 216
- cognitive style, 59
- coherence vs. correspondence, 125
- coincidences, 136
- commons dilemma, 427
- compatibility, 299
- compensation, 286, 415
- compensatory decision strategies, 297
- competition, 435
- compromise effect, 302
- computer models, 48
- concept formation, 171
- conditional assessment, 148
- conditional probability, 121
- confidence, 76, 143
- confirmation bias, 200
- conformity, 438
- congruence bias, 172
- congruence heuristic, 173
- conjoint measurement, 346
- conjunction fallacy, 153
 - children, 154
- connectedness, 236
- consequentialism, 124
- contingency, 183
- contingency judgment, 188
- contingent valuation, 304, 334, 340
- contingent weighting, 299
- contrast, 472
- contribution, 413
- convention vs. morality, 385
- conversion of premises, 87
- cooperation, 427
- cooperative theory, 431
- correlation, 183
 - judgment, 185
 - personality traits, 192
- correlation coefficient, 183
- cost overruns, 374
- cost–benefit analysis, 317
- cost-effectiveness, 319
- counterfactuals, 261, 263
- culture, 415, 435, 447
 - differences in calibration, 144
- data snooping, 137
- debiasing, 43
 - extreme confidence, 147
 - hindsight, 160
- decision
 - definition, 5
- decision analysis, 315, 339
- decision utility, 247, 321, 458, 463
- declining marginal utility, 241, 286, 287, 289, 290, 408, 460
 - of life, 259
- default bias, 305
- defection, 427
- defensive avoidance, 219
- delay independence, 461, 463
- denominator neglect, 280
- deontological rules, 395
- descriptive models
 - information flow, 57

SUBJECT INDEX

525

- descriptive models, 3, 33, 55
 constraint satisfaction, 59
 diffusion, 58
 dual processes, 60
 heuristics, 55
 mathematical, 55
 deterrence, 409, 417
 diagnosis, 11
 dictator game, 407
 difference measurement, 324
 diminishing sensitivity, 65, 255, 258, 259
 direct vs. indirect judgments, 320
 discounting, 457
 economic theory, 458
 normative model, 460
 subjective, 462
 distributive justice, 406
 diversification bias, 473
 divine intervention, 137
 do no harm, 420
 docility, 413
 double effect, 396
 DPT vaccine, 285
 dread, 471
 dual processes, 95
 duty, 391
 dynamic inconsistency, 461–463

 earthquake insurance, 288
 ecological validity, 364
 Edgeworth Box, 424
 elimination by aspects, 353
 emotion, 261, 306, 411, 416, 471
 and rationality, 73
 control of, 264
 defined, 73
 time, 471
 empathy, 434
 endowment effect, 303
 envy, 411, 436
 equality, 408, 413, 436
 equality heuristic, 419
 equity, 413
 equity theory, 407
 escalation of commitment, 456
 evaluability, 300
 evidence, *see* search-inference framework
 ex-ante equity, 418

 exchangeable propositions, 114
 expected utility, 34
 expected value, 229
 expected-utility theory, 123, 179, 226, 229,
 271, 287, 289
 experienced utility, 247
 expertise, 20, 213
 exponential discounting, 458
 extensionality, 124
 extra cost, 310
 Exxon Valdez, 305, 334

 factor analysis, 274
 fairness in negotiation, 426
 falsification, 167
 family resemblance, 172
 Faraday, Michael, 201
 fast and frugal heuristics, 56
 fear, 278, 436
 fixed pie, 425
 fixed pie, 435
 flat earth, 24
 flat maximum, 351
 flood insurance, 287
 fMRI, 47
 focusing, 64
 four-card problem, 93, 177
 framing effect, 254, 258, 266, 415, 420,
 473
 Franklin, B., 423
 frequency judgments, 141
 fundamental values, 339, 392

 gambler's fallacy, 155
 gambling, 36
 gangster game, 447
 gender differences, 292
 generalization test, 395
 goals, *see* search-inference framework
 personal, 6, 452
 Golden Rule, 389
 greed, 436
 group conflict, 443
 group loyalty, 442
 groupthink, 219

 halo effect, 192
 happiness, 72, 225, 392

- heroin addicts, 466
 heuristics, 55, 268, 285, 355, 413, 418,
 421, 472
 availability, 156
 congruence, 173
 representativeness, 150, 153
 heuristics and biases, 56
 hindsight bias, 159
 honesty in negotiation, 425
 human life, 356
 hypervigilance, 219
 hypothesis testing, 163
 falsification, 167
 philosophy, 167
 probability, 169
- identified victim, 284
 illusion of control, 189
 illusory correlation, 191, 206
 impatience, 460, 471
 imperatives, 381
 impersonality, 380
 importance, 333
 imprecision, 228
 impulsiveness, 458, 465, 472
 inappropriate extreme confidence, 143, 146
 incentive, 405, 409
 incentives, 52
 independence (probability), 122
 indirectness bias, 403
 individual differences, 209, 292, 298, 437,
 466
 individual vs. statistical risk, 283
 inference, *see* search-inference framework
 inflation, 290, 420, 460
 information, 178
 information bias, 178
 insensitivity to quantity, 335
 insight problems, 12
 insufficient reason, principle of, 115, 265
 insurance, 286, 288, 305
 integration and segregation, 308
 integrative complexity, 41
 integrative negotiation, 424
 intention, 396
 interest, 460
 internet research, 52
 interpersonal comparison of utility, 393
- interviews, 40, 368
 intuitions, 273, 380, 405, 412, 418
 defined, 53
 intuitive toxicology, 285
 invariance, 124, 254
 investment, 289, 290
 involuntary risk, 275
 irrational belief persistence, 200, 456
 isolation effect, 64
- jacket and calculator, 309
 joint vs. separate evaluation, 300
 judgment, 359
 defined, 8
 judgments of utility, 320
 just world, 408
- Kitzhaber, J., 316
 knowledge as design, 31, 318
- Lake Wobegon, 216
 law of averages, 155
 lawsuits, 305, 376
 learning, 12
 lens model, 363
 Linda problem, 153
 linear regression, 361
 liver transplants, 414
 local fairness, 420
 logic, 81
 categorical, 84
 failure to accept the task, 87
 mental models, 88
 predicate, 85
 probabilistic reasoning, 87
 propositional, 84
 longitude, 228
 loss aversion, 256
 low probabilities, 288
 luck, 70
- mammograms, 129
 matching, 298, 331
 maximization, 413
 means values, 392
 means values, 339
 mental accounting, 302
 mental models, 88

SUBJECT INDEX

527

- metacognition, 209
- methods, 36
- missing information, 267
- money illusion, 290
- money pump, 237
- monotonicity, 324
- monotonicity condition, 325
- Monty Hall problem, 138
- moral heuristics, 398
- moralistic goals, 389
- morality, 474
 - and utility, 391
 - intuitive vs. critical levels, 398
 - logic, 381
 - objectivism, 384
 - subjectivism, 384
 - universality, 382
- morality as self-interest illusion, 442, 444
- motivated reasoning, 214
- multiattribute utility theory (MAUT), 227, 296, 332, 339, 346, 348
- multiple regression, 361
- multiplication rule (probability), 121
- myopia, 457
- myside bias, 200

- N-person prisoner's dilemma, 429
- natural logic, 86
- naturalism, 284, 381, 403
- naturalistic fallacy, 381
- naïve theories, 23, 285
- need, 413
- need for cognition, 198
- needs, 411
- neglect of probability, 279
- negotiation, 421
- Nixon, Richard, 72
- nonregressiveness, 373
- normative models, 3, 33, 53, 226, 431, 460
 - hypothesis testing, 169
 - risk, 271
- norms (reference points), 307
- nuclear power, 275
- nudges, 62

- omission bias, 285, 305, 456
- opportunity cost, 307
- optimal risk, 272
- optimal search, 68
- Oregon Health Plan, 316
- outcome bias, 49, 71
- overconfidence, 368
 - in entrepreneurs, 291
- overplacement, 147, 215
- overprecision, 143, 147
- overstimulation, 147
- overweighing and underweighing probability, 255
- own-waste bias, 417

- p-hacking, 137
- panic attacks, 75
- parallelogram, 27
- Pareto optimality, 423
- parochialism, 443
- Pascal's wager, 77, 230
- Pascal, B., 109
- person causation, 416
- person trade-off, 328
- personal goals, 452, 453
- personal vs. moral, 386
- physiological measures, 46
- pi (π) function, 252
- Piaget, J., 385
- planning fallacy, 374
- planning defined, 10
- plans, 451, 455
 - biases, 456
- pleasure, 225
- polarization, 204, 205
- policies, 451
- possibilities, *see* search-inference framework
- precautionary principle, 277
- precedent, 470
- predicted utility, 247, 320, 325
- prediction, 12
- preference reversals, 298, 301
- preference satisfaction, 392
- prescriptive models, 3, 33, 62, 175
 - hypothesis testing, 175
- pricing, 299
- prisoner's dilemma, 428
- probability
 - accuracy, 141
 - biases, 162

- calibration, 126, 143
- coherence, 121
- conditional, 121
- defined, 109
- frequencies, 134
- frequency theory, 112
- in hypothesis testing, 169
- independence, 122
- logical theory, 114
- multiplication rule, 121
- objective, 116
- personal theory, 115
- scoring rules, 127
- subadditivity, 159
- probability matching, 355
- procedural justice, 406
- process tracing, 36
- projective tests, 191
- prominence effect, 296, 333, 335
- proportions vs. differences, 280
- prospect theory, 251
 - pi function, 252
 - reflection effect, 258
 - Value function, 256
- protected values, 352, 399
- protective behavior, 286
- prudence, 474
- psychometric approach to risk, 274
- punishment, 407, 417, 446
 - without deterrence, 417
- pure time preference, 460

- Quality Adjusted Life Year (QALY), 319
- quantitative thinking, 294
- quantity confusion, 282

- range, 334
- rationality, 69
 - and luck, 70
 - of anticipated emotions, 264
- real money, 52
- rebates, 308
- reciprocity, 438
- recognition heuristic, 56
- reductionism, 47
- reference point, 256, 416
- reference price, 313
- reference-group neglect, 292

- reflection, 11, 82
- reflection effect, 258
- reflective equilibrium, 54
- reflection/impulsivity, 59
- reform, 449
- regression to the mean, 44, 146, 373
- regret, 261, 262, 306
- regulation, 294
- representativeness, 153, 373
- reservation price, 422
- response mode, 299
- response mode compatibility, 298
- responsibility, 410
- retribution, 397, 410, 417
- rights, 397, 411
- risk aversion, 242, 289, 290
- risk regulation, 273
- risk vs. uncertainty, 247
- role taking, 389
- rule utilitarianism, 397
- rules, 352

- sacrificial dilemmas, 400
- savoring, 471
- scale convergence, 360
- scientific thinking, 11
- scoring rules, 127
 - proper, 128
 - quadratic, 127
 - strictly proper, 128
- search, *see* search-inference framework
- search processes, 13
- search-inference framework, 7, 197, 227
- second-order social dilemma, 445
- selective exposure, 206
- self-control, 467, 469
 - attention, 469
 - emotion, 470
 - extrapsychic devices, 469
 - personal rules, 470
- self-deception, 72, 76, 214, 408
- self-esteem, 79
- self-interest, 421, 450
 - social dilemmas, 432
- self-interest norm, 440
- Semmelweis, Ignaz, 164
- sensitivity (of medical test), 129
- sensitivity to cost in CV, 336

SUBJECT INDEX

529

- signal value, 278
- similarity, 377
- single-mindedness, 64, 72, 295, 298, 343, 344
- slippery slope, 353
- Snell, J., 247
- social dilemmas
 - second-order, 445
- social dilemmas, 427
 - discussion, 448
 - motives, 433
 - solutions, 444
- social judgment theory, 363
- social norms, 386, 438
- sour grapes, 79, 330
- specificity (of medical test), 129
- St. Petersburg paradox, 241
- standard gamble, 325
- status-quo bias, 303, 336, 456
- stereotyped behavior, 177
- stereotypes, 152
- strategies, 172, 429
- stress, 218
- strong inference, 168
- subadditivity of probability, 159, 260
- suicide prediction, 366
- sunk-cost effect, 311, 456
- sure-thing principle, 238, 265, 387, 419
- swing weights, 334
- Sydney Opera House, 374

- tastes, 411
- taxicab problem, 152
- temporal myopia, 457
- temporal impartiality, 466
- theories of knowledge, 195
- theory and evidence, 194
- thinking
 - aloud, 36
 - defined, 8
 - types, 5
- Thomsen condition, 347
- threshold for probability, 255
- time trade-off, 328
- tit for tat, 429
- Tom W. problem, 150
- tort penalties, 272
- trade-offs, 352

- transitivity, 237
- trolley problem, 400
- trust, 438

- ultimatum game, 74, 407
- Ulysses, 451, 469
- uncertainty aversion, 204, 210
- undersensitivity to range, 334
- understanding, 27
- unknown risk, 266, 277
- utilitarianism, 227, 380
 - and expected utility, 388
 - social dilemmas, 432
- utility
 - decision, 247
 - defined, 225
 - experienced, 247
 - like longitude, 228
 - like time, 228
 - measurement, 320
 - of money, 240
 - predicted, 247
- utility theory, 226

- vaccination, 267, 285, 417
- vagueness of utility, 228
- Value function, 256
- value of human life, 356
- variety, 473
- verbal protocols, 371
- visual analog scale, 322
- voters' illusion, 440
- voting, 446

- weak ordering, 236
- weather forecasting, 126, 146
- weights of attributes, 332, 350
- willingness to accept, 305
- willingness to pay, 305
- wisdom of crowds, 369
- wishful thinking, 65, 214, 398, 408, 471
- within-subject designs, 49
- WTA vs. WTP, 336

- zero risk, 283