## Contents

### Contributors

<table>
<thead>
<tr>
<th>Chapter</th>
<th>Title</th>
<th>Authors</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>A Bird's-Eye View of the History of Judgment and Decision Making</td>
<td>Gideon Keren and George Wu</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Decision Under Risk: From the Field to the Laboratory and Back</td>
<td>Craig R. Fox, Carsten Erner, and Daniel J. Walters</td>
<td>43</td>
</tr>
<tr>
<td>3</td>
<td>Ambiguity Attitudes</td>
<td>Stefan T. Trautmann and Gijs van de Kuilen</td>
<td>89</td>
</tr>
<tr>
<td>4</td>
<td>Multialternative Choice Models</td>
<td>Douglas H. Wedell</td>
<td>117</td>
</tr>
<tr>
<td>5</td>
<td>The Psychology of Intertemporal Preferences</td>
<td>Oleg Urminsky and Gal Zauberman</td>
<td>141</td>
</tr>
<tr>
<td>6</td>
<td>Overprecision in Judgment</td>
<td>Don A. Moore, Elizabeth R. Tenney, and Uriel Haran</td>
<td>182</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Joint versus Separate Modes of Evaluation: Theory and Practice</td>
<td>Jiao Zhang</td>
<td>213</td>
</tr>
<tr>
<td>8</td>
<td>Decisions from Experience</td>
<td>Ralph Hertwig</td>
<td>239</td>
</tr>
<tr>
<td>9</td>
<td>Neurosciences Contribution to Judgment and Decision Making:</td>
<td>Alan G. Sanfey and Mirre Stallen</td>
<td>268</td>
</tr>
<tr>
<td></td>
<td>Opportunities and Limitations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Utility: Anticipated, Experienced, and Remembered</td>
<td>Carey K. Morewedge</td>
<td>295</td>
</tr>
</tbody>
</table>
Part III: New Psychological Takes on Judgment and Decision Making

11 Under the Influence and Unaware: Unconscious Processing During Encoding, Retrieval, and Weighting in Judgment
   Emily Balcetis and Yael Granot

12 Metacognition: Decision-making Processes in Self-monitoring and Self-regulation
   Asher Koriat

13 Information Sampling and Reasoning Biases: Implications for Research in Judgment and Decision Making
   Klaus Fiedler and Florian Kutzner

14 On the Psychology of Near and Far: A Construal Level Theoretic Approach
   Kentaro Fujita, Yaacov Trope, and Nira Liberman

15 Optimism Biases: Types and Causes
   Paul D. Windschitl and Jillian O’Rourke Stuart

16 Culture and Judgment and Decision Making
   Krishna Savani, Jaee Cho, Sooyun Baik, and Michael W. Morris

17 Moral Judgment and Decision Making
   Daniel M. Bartels, Christopher W. Bauman, Fiery A. Cushman, David A. Pizarro, and A. Peter McGraw
Contents

Contributors vii

Part IV: Old Issues Revisited 517

18 Time-pressure Perception and Decision Making 519
   Lisa D. Ordóñez, Lehman Benson III, and Andrea Pittarello

19 Cognitive Hierarchy Process Models of Strategic Thinking in Games 543
   Colin F. Camerer

20 Framing of Numerical Quantities 568
   Karl Halvor Teigen

21 Causal Thinking in Judgments 590
   Reid Hastie

22 Learning Models in Decision Making 629
   Timothy J. Pleskac

23 Variability, Noise, and Error in Decision Making Under Risk 658
   Graham Loomes

24 Expertise in Decision Making 696
   Richard P. Larrick and Daniel C. Feiler

Part V: Applications 723

25 Changing Behavior Beyond the Here and Now 725
   Todd Rogers and Erin Frey

26 Decision Making and the Law: Truth Barriers 749
   Jonathan J. Koehler and John Meixner

27 Medical Decision Making 775
   Anne M. Stiggelbout, Marieke de Vries, and Laura Scherer

28 Behavioral Economics: Economics as a Psychological Discipline 800
   Devin G. Pope and Justin R. Sydnor
Contents

29 Negotiation and Conflict Resolution: A Behavioral Decision Research Perspective 828
   Alex B. Van Zant and Laura J. Kray

30 Decision Making in Groups and Organizations 849
   R. Scott Tindale and Katharina Kluwe

31 Consumer Decision Making 875
   Mary Frances Luce

Part VI: Improving Decision Making 901

32 Decision Technologies 903
   Candice H. Huynh, Jay Simon, and L. Robin Keller

33 A User’s Guide to Debiasing 924
   Jack B. Soll, Katherine L. Milkman, and John W. Payne

34 What’s a “Good” Decision? Issues in Assessing Procedural and Ecological Quality 952
   Robin M. Hogarth

Part VII: Summary 973

35 A Final Glance Backwards and a Suggestive Glimpse Forwards 975
   Gideon Keren and George Wu

Author Index 985

Subject Index 1032