



CAMBRIDGE SERIES ON  
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# **EMERGING PERSPECTIVES ON JUDGMENT AND DECISION RESEARCH**

Edited by  
**SANDRA L. SCHNEIDER**  
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# Emerging Perspectives On Judgment And Decision Research

**Francis T. Durso**



## **Emerging Perspectives On Judgment And Decision Research:**

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**The ^AOxford Handbook of Group and Organizational Learning** Linda Argote, John M. Levine, 2020-01-02 Groups and organizations vary dramatically in their ability to learn Some acquire substantial knowledge as a function of experience while others do not Failing to learn from experience can have significant consequences for organizations and their members The goal of this handbook is to bring together cutting edge theoretical and empirical work on group and organizational learning by leading scholars from several disciplines The handbook advances understanding of the causes and consequences of learning in collectives of varying size and complexity The handbook provides insights about how to overcome barriers to learning in groups and organizations and thereby to improve their performance

**Handbook of Marketing** Barton A Weitz, Robin Wensley, 2006-08-11 NEW IN PAPERBACK The Handbook of Marketing is different that Barton Weitz and Robin Wensley are its editors should suggest something out of the ordinary A glance at the contributors e g Wilkie Webster Day Shocker Keller Hauser Winer Stewart Parasuraman Zeithaml puts the matter to rest The Handbook is an extraordinary effort The blurb on the dust jacket is an understatement the Handbook will be invaluable to advanced undergraduates graduate students academics and thoughtful practitioners in marketing the book is far more than that in short the Handbook is probably invaluable to all academic researchers Journal of Marketing Handbook of Marketing is a rich compilation of thorough reviews in the field of marketing management The editors have selected premier marketing scholars and have given them the opportunity to examine their area of expertise in a format much less confining than those provided by the major journals in the field The authors have taken this opportunity and have done an outstanding job not only of reviewing and structuring the extensive body of thought in many major areas of marketing management but also of providing valuable suggestions for further research They have brought together major contributions from the field of marketing and from other related disciplines I strongly encourage marketing scholars to consider Handbook of Marketing The text will certainly appeal to those with interests in marketing management it may also be useful to those who are more focused on methodological issues but interested in topics that need additional rigorous investigation In summary Weitz and Wensley should be congratulated for the excellent work in developing Handbook of Marketing The book fills a major void in the marketing literature on marketing management and will serve the discipline for many years to come Journal of Marketing Research This text achieves the rare goal of covering marketing clearly and deeply with no unnecessary examples or pretty pictures For the enquiring mind it is a wonderful link between a basic knowledge of marketing concepts and a grasp of where research in marketing is taking us Ken Simmonds Emeritus Professor of Marketing and International Business London Business School The Handbook of Marketing presents a major retrospective and prospective overview of the field of marketing and provides a landmark reference at a time when many of the traditional boundaries and domains within the

marketing discipline have been subject to change A high calibre collection compiled by an international and extremely distinguished advisory board of marketing academics With contributions from leading scholars in the field each covering the latest research issues in particular areas of expertise Each chapter provides the necessary background for study and research of specific empirical and theoretical topics in marketing The Handbook of Marketing will be invaluable to advanced undergraduates graduate students and academics in marketing International Advisory Board Sonke Albers Christian Albrechts University of Kiel Germany Erin Anderson INSEAD France Rick Bagozzi Rice University USA Patrick Barwise London Business School Rod Brodie University of Auckland Anne T Coughlan Northwestern University George Day University of Pennsylvania Lars Gunnar Mattsson Stockholm School of Economics Hubert Gatignon INSEAD France H kan H kansson The Norwegian School of Management Stephen J Hoch University of Pennsylvania USA Kevin Keller Dartmouth College USA Donald Lehmann Columbia University USA Gilles Laurent HEC France Leonard Lodish University of Pennsylvania Richard Lutz University of Florida David Midgley INSEAD France David Montgomery Stanford University USA William Perreault University of North Carolina USA John Roberts Stanford University USA Allan Shocker University of Minnesota Piet Vanden Abeele Vlerick Leuven Gent Management School Belgium Russell Winer University of California Berkeley USA Dick Wittink Yale School of Management USA

**The Oxford Handbook of Cognitive Psychology** Daniel Reisberg, 2013-04-04 This handbook is an essential comprehensive resource for students and academics interested in topics in cognitive psychology including perceptual issues attention memory knowledge representation language emotional influences judgment problem solving and the study of individual differences in cognition

*The Oxford Handbook of Organizational Decision Making* Gerard P. Hodgkinson, William H. Starbuck, 2008-03-06 The Oxford Handbook of Organizational Decision Making comprehensively surveys theory and research on organizational decision making broadly conceived Emphasizing psychological perspectives while encompassing the insights of economics political science and sociology it provides coverage at the individual group organizational and inter organizational levels of analysis In depth case studies illustrate the practical implications of the work surveyed Each chapter is authored by one or more leading scholars thus ensuring that this Handbook is an authoritative reference work for academics researchers advanced students and reflective practitioners concerned with decision making in the areas of Management Psychology and HRM Contributors Eric Abrahamson Julia Balogun Michael L Barnett Philippe Baumard Nicole Bourque Laure Cabantous Prithviraj Chattopadhyay Kevin Daniels Jerker Denrell Vinit M Desai Giovanni Dosi Roger L M Dunbar Stephen M Fiore Mark A Fuller Michael Shayne Gary Elizabeth George Jean Pascal Gond Paul Goodwin Terri L Griffith Mark P Healey Gerard P Hodgkinson Gerry Johnson Michael Johnson Cramer Alfred Kieser Ann Langley Eleanor T Lewis Dan Lovallo Rebecca Lyons Peter M Madsen A John Maule John M Mezas Nigel Nicholson Gregory B Northcraft David Oliver Annie Pye Karlene H Roberts Jacques Rojot Michael A Rosen Isabelle Royer Eugene Sadler Smith Eduardo Salas Kristyn A Scott Zur Shapira Carolyne Smart Gerald F Smith Emma Soane Paul R

Sparrow William H Starbuck Matt Statler Kathleen M Sutcliffe Michal Tamuz Teri Jane Ursacki Bryant Ilan Vertinsky B n dicte Vidaillet Jane Webster Karl E Weick Benjamin Wellstein George Wright Kuo Frank Yu and David Zweig *Aspects of Rationality* Raymond S. Nickerson, 2007-11-19 What does it mean to be rational to reason well and effectively How does rationality broadly conceived relate to the knowledge one acquires the beliefs one forms the explanations one constructs or appropriates the judgments and decisions one makes the values one adopts What is the character of human reasoning and in particular does it t Beyond Right and Wrong Randall Kiser, 2010-01-07 Let us endeavor to see things as they are and then enquire whether we ought to complain Whether to see life as it is will give us much consolation I know not but the consolation which is drawn from truth if any there be is solid and durable that which may be derived from error must be like its original fallacious and fugitive Samuel Johnson Letter to Bennet Langton 1758 Attorneys and clients make hundreds of decisions in every litigation case From initially deciding which attorney to retain to deciding which witnesses to call at trial from deciding whether to file a complaint to deciding whether to appeal a verdict attorneys and clients make multiple critical decisions about strategies costs arguments valuations evidence and negotiations Once made these decisions are scrutinized by an opponent intent on exploiting the consequences of any mistake In this intense and adversarial arena decision making errors often are transparent irreversible and dispositive wielding the power to bankrupt clients and dissolve law firms Although attorneys and clients may regard sound decision making as incidental to effective lawyering sound decision making actually is the essence of effective lawyering An attorney's knowledge intelligence and experience are inert resources until the attorney decides how to deploy those skills to serve the client's interests Those decisions in turn largely determine a case's course and outcome *Executive Decision Synthesis* Victor Tang, Kevin Otto, Warren Seering, 2018-09-03 This book provides a practice driven yet rigorous approach to executive management decision making that performs well even under unpredictable conditions It explains how executives can employ prescribed engineering design methods to arrive at robust outcomes even when faced with uncontrollable uncertainty The book presents the paradigm and its main principles in Part I in Part II it illustrates how to frame a decision situation and how to design the decision so that it will produce its intended behavior In turn Part III discusses in detail in situ case studies on executive management decisions Lastly Part IV summarizes the book and formulates the key lessons learned Neuroeconomic and Behavioral Aspects of Decision Making Kesra Nermend, Małgorzata Łatuszyńska, 2017-10-06 This proceedings volume presents the latest scientific research and trends in experimental economics with particular focus on neuroeconomics Derived from the 2016 Computational Methods in Experimental Economics CMEE conference held in Szczecin Poland this book features research and analysis of novel computational methods in neuroeconomics Neuroeconomics is an interdisciplinary field that combines neuroscience psychology and economics to build a comprehensive theory of decision making At its core neuroeconomics analyzes the decision making process not only in terms of external conditions or psychological aspects but also from the neuronal point of

view by examining the cerebral conditions of decision making The application of IT enhances the possibilities of conducting such analyses Such studies are now performed by software that provides interaction among all the participants and possibilities to register their reactions more accurately This book examines some of these applications and methods Featuring contributions on both theory and application this book is of interest to researchers students academics and professionals interested in experimental economics neuroeconomics and behavioral economics

**Behavioral Law and Economics** Eyal Zamir,Doron Teichman,2018-06-05 This book offers a state of the art overview of behavioral law and economics surveying the entire body of psychological research that lies at the basis of behavioral analysis of law and critically evaluating the core methodological questions It discusses the fundamental normative questions stemming from the psychological findings on bounded rationality and explores their implications for setting the law s goals and designing the means to attain them

**How Audiences Decide** Richard O. Young,2011-03 How Audiences Decide A Cognitive Approach to Business Communication is a comprehensive introduction to persuasive communication in the context of business It summarizes relevant theories and findings from the fields of cognitive science social cognition leadership team cognition psycholinguistics and behavioral economics By illuminating the thought processes of many different audiences from consumers to Wall Street analysts to CEOs it helps communicators better understand why audiences make the decisions they make and how to influence them The book covers a broad range of communication techniques including those concerning persuasive speaking and writing interviews and group meetings content and style typography and nonverbal behaviors charts and images rational arguments and emotional appeals and examines the empirical evidence supporting each of them

Straight Choices , The Oxford Handbook of Public Accountability Mark Bovens,Robert E. Goodin,Thomas Schillemans,2014-05-15 Over the past two decades public accountability has become not only an icon in political managerial and administrative discourse but also the object of much scholarly analysis across a broad range of social and administrative sciences This handbook provides a state of the art overview of recent scholarship on public accountability It collects consolidates and integrates an upsurge of inquiry currently scattered across many disciplines and subdisciplines It provides a one stop shop on the subject not only for academics who study accountability but also for practitioners who are designing adjusting or struggling with mechanisms for accountable governance Drawing on the best scholars in the field from around the world The Oxford Handbook of Public Accountability showcases conceptual and normative as well as the empirical approaches in public accountability studies In addition to giving an overview of scholarly research in a variety of disciplines it takes stock of a wide range of accountability mechanisms and practices across the public private and non profit sectors making this volume a must have for both practitioners and scholars both established and new to the field

The Role of Fear for Entrepreneurial Venture Creation Philipp K. Berger,2015-03-10 Based on theory and an empirical survey Philipp K Berger measures the amount of fear for different groups of entrepreneurs He draws parallels to Prospect Theory revealing

the components of fear and shows that entrepreneurial fear is a rather rational subconscious evaluation of the situation Furthermore he identifies the root causes of this fear the fear of failure and the underlying reasons why potential entrepreneurs think they might fail A comparison to actual company failure shows that potential entrepreneurs both over rate certain potential pitfalls and under estimate other blind spots The attributes of the individuals also have an influence on their fear clustering them into rather fearful and rather fearless entrepreneurs Based on the generated insights the book concludes with concrete recommendations to improve the entrepreneurial activity in a country

**Handbook of Applied Cognition** Francis T. Durso, 2007-02-06 Written by a team of leading international researchers under the guidance of Frank Durso the second edition of the Handbook of Applied Cognition brings together the latest research into this challenging and important field and is presented across thirty stimulating and accessible chapters Stewarded by experienced editors from around the globe the handbook has been fully updated with eleven new chapters covering materials that focus on the topics critical to understanding human mental functions in complex environments It is an essential single source reference for researchers cognitive engineers and applied cognitive psychologists as well as advanced students in the flourishing field of applied cognition

**The Economics of the Global Environment** Graciela Chichilnisky, Armon Rezai, 2017-05-18 This is the first book combining research on the Global Environment Catastrophic Risks and Economic Theory and Policy Modern economic theory originated in the middle of the twentieth century when industrial expansion coupled with population growth led to a voracious use of natural resources and global environmental concerns It is uncontested that for the first time in recorded history humans dominate the planet changing the planet's atmosphere its bodies of water and the complex web of species that makes life on earth This radical change in circumstances led to rethinking of the foundations of human organization and in particular the industrial economy and the economic theory behind it This book brings together new approaches on multiple levels environmental sustainability requires rethinking in terms of economic theory and policy as well as the considerations of catastrophic risk and extremal events Leading experts address questions of economic governance risk management policy decision making and distribution across time and space

**The Oxford Handbook of Metamemory** John Dunlosky, Sarah Uma K. Tauber, 2016 The Oxford Handbook of Metamemory investigates the human ability to evaluate and control learning and information retrieval processes Each chapter in this authoritative guide highlights a different facet of metamemory research including classical metamemory judgments applications of metamemory research to the classroom and courtroom and cutting edge perspectives on continuing debates and theory Chapters also provide broad historical overviews of each research area and discussions of promising directions for future research The breadth and depth of coverage on offer in this Handbook make it ideal for seminars on metamemory or metacognition It would also be a valuable supplement for advanced courses on cognitive psychology of use especially to graduate students and more seasoned researchers who are interested in exploring metamemory for the first time

**COMUNIICA**, 2010-01

COMUNIICA online is the technical journal of the Inter American Institute for Cooperation on Agriculture IICA It is published quarterly in Spanish and English all articles include an abstract in English or Spanish and in Portuguese and French

Work Group Learning Valerie I. Sessa,Manuel London,2008 First Published in 2007 Routledge is an imprint of Taylor Francis an informa company      **Advanced Introduction to Negotiation** Thompson, Leigh,Wang, Cynthia S.,2022-09-15 Providing a comprehensive overview of the key theories and concepts that have guided the field of negotiation for several decades Leigh Thompson and Cynthia Wang demonstrate how collaborative multi disciplinary research has enriched the study of negotiation

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