

Psychology Press is part of the Taylor & Francis group,
a trading division of Informa UK Ltd.
Registered in England under no. 1072954
Registered Office: Mortimer House,
37-41 Mortimer Street, London W1T 3JH

an informa business

Change of address? Please email
susannah.brown@informa.com, quoting TAR08

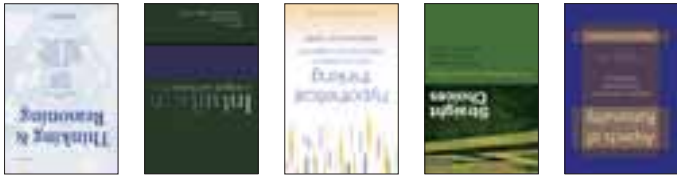
www.psypress.com

BN3 2FA, UK
East Sussex
Hove

27 Church Road

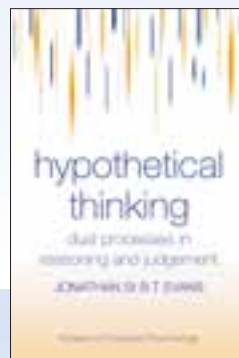
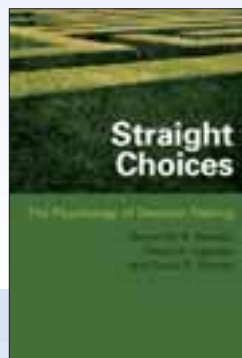
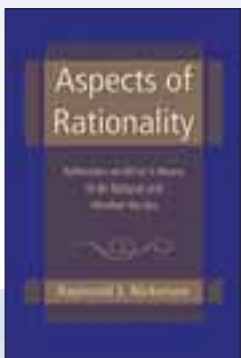
Taylor & Francis Group

Psychology Press



THINKING & REASONING

NEW AND BACKLIST TITLES



Psychology Press
Taylor & Francis Group

This catalog includes titles formerly published by Lawrence Erlbaum Associates (LEA).

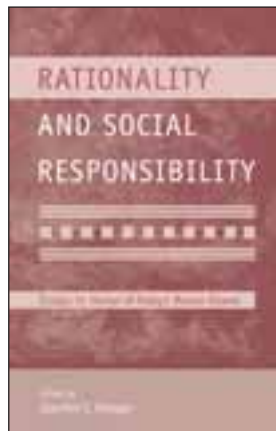
NEW!

Rationality and Social Responsibility

Essays in Honor of Robyn Mason Dawes

Joachim I. Krueger, Brown University, USA (Ed.)

Modern Pioneers in Psychological Science: An APS-LEA Series



This volume brings together a diverse group of authors who have been associated with Robyn Dawes over the years. The breadth of topics covered reflects Dawes' wide-ranging impact on psychological theory and empirical practice. The two themes of rationality and social responsibility are well developed in the book. Dawes had always urged investigators to take seriously the question of how individuals can reconcile self-interest (i.e., rationality) with the collective good (i.e., social responsibility). The area of judgment and decision-making poses a similar challenge: here,

rational judgment is the most responsible judgment because it minimizes errors. To attain rationality in this domain, individuals need to accept the limitations of their own intuitions.

This volume presents an up-to-date overview of how far psychological science has come in its struggle to reconcile what is true with what is good. Each chapter is a stimulus for new research and a reminder not to forget the hard-won lessons of the past – in particular, those taught by Robyn Dawes.

CONTENTS

J.I. Krueger, A Psychologist Between Logos and Ethos. E. Gold, G. Hester, The Gambler's Fallacy and a Coin's Memory. H.R. Arkes, Being an Advocate for Linear Models of Judgment is Not an Easy Life. J. Dana, What Makes Improper Linear Models Tick? D. Faust, Why Meta-Science Should be Irresistible to Decision Researchers. J.I. Krueger, The Robust Beauty of Simple Associations. D. Moore, D. Small, When It's Rational for the Majority to Believe That They are Better Than Average. M. Bar-Hillel, D.V. Budescu, M. Amar, Wishful Thinking in Predicting World Cup Results: Still Elusive. C. Bicchieri, How Expectations Affect Behavior: Fairness Preferences or Fairness Norms? M.B. Brewer, Depersonalized Trust and Ingroup Cooperation. D. Messick, Must Good Guys Finish Last? S.J. Byram, L.M. Schwartz, S. Woloshin, B. Fischhoff, Women's Beliefs About Breast Cancer Risk Factors: A Mental Models Approach. L.R. Caporael, Groups and the Evolution of Good Stories and Good Choices.

March 2008: 6x9: 320pp

Hb: 978-0-8058-5996-6: £50.00

THINKING AND REASONING ARENA

News | Books | Journals | Resources
www.thinking-and-reasoning-arena.com

• 10% discount on all online orders!

• Free shipping on online orders!

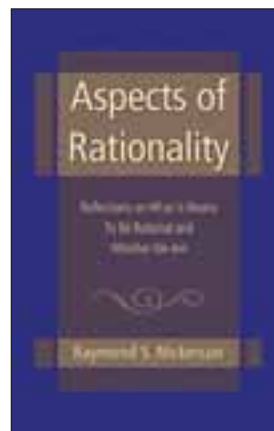
(UK customers: free shipping on orders of £20 or more.
 US and Canadian customers: free shipping on orders of \$35 (USD) or more.)

www.psyppress.com

Aspects of Rationality

Reflections on What It Means To Be Rational and Whether We Are

Raymond S. Nickerson, Tufts University, USA



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 tend to be rational? Much has been written about human rationality – or lack thereof. In recent years, some writers have focused attention on the numerous ways in which people appear not to be

rational, at least if being rational is taken to mean always thinking or behaving in accordance with some normative standard. Others have argued that, if human reasoning is as flawed as this work suggests, it is a wonder that we, as a species, are around to notice the fact.

This book examines much of the experimental research on reasoning as it relates to a variety of conceptions of rationality, not limited to conformity of thought and behavior or to the dictates of one or another normative system. The discussion focuses on specific topics that represent essential aspects of any adequately inclusive conception of rationality: intelligence and knowledge; beliefs; goals, values and affect; explanations; judgment and choice; understanding and wisdom.

CONTENTS

1. What is Rationality? 2. The Search for Standards of Rationality. 3. Intelligence and Knowledge. 4. Beliefs. 5. Goals, Value, and Affect. 6. Explanations. 7. Preferences and Judgment. 8. Decision and Choice. 9. Understanding and Wisdom. 10. The Relativity of Rationality. 11. Conclusions and a View.

November 2007: 6x9: 520pp

Hb: 978-1-84169-487-0: £27.99

Inbox
📧 Received

Online

psychology alerting

FREE new book and journal information directly to your inbox!

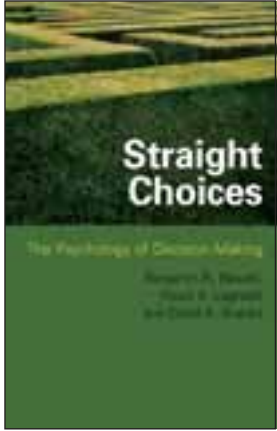
OPAL is a free service designed to provide you with the latest information about books and journals in your field of interest.

To subscribe, please visit:
www.psyppress.com/opal

Straight Choices

The Psychology of Decision Making

Benjamin R. Newell, University of New South Wales, Australia;
David A. Lagnado, David R. Shanks, University College
London, UK



"What distinguishes this book is not only its clear and lucid style, but also that it covers a number of new and emerging areas. It not only provides a good basis for understanding contemporary theory and research, but also includes important pointers to the ways the area is likely to develop over the next few years" - A. John Maule, Professor of Human Decision Making, Leeds University Business School

We all face a perplexing array of decisions every day. *Straight Choices* provides an integrative account of the

psychology of decision making, in which clear connections are made between empirical results and how these results can help us to understand our uncertain world.

Throughout the text, there is an emphasis on the relationship between learning and decision making. The authors argue that the best way to understand how and why decisions are made is in the context of the learning and knowledge acquisition that precedes them and the feedback that follows them. The mechanisms of learning and the structure of environments in which decisions are made are carefully examined to explore the ways in which they act on our choices. From this, the authors go on to consider whether we are all constrained to fall prey to biases or whether with sufficient exposure can we find optimal decision strategies and improve our decision making.

This novel approach integrates findings from the decision and learning literatures to provide a unique perspective on the psychology of decision making. It will be of interest to researchers and students in cognitive psychology, as well as researchers in economics and philosophy interested in the nature of decision making.

CONTENTS

Preface. Acknowledgments. Falling Off the Straight and Narrow. Decision Quality and an Historical Context. Stages of Judgment I: Discovering, Acquiring and Combining Information. Stages of Judgment II: Feedback Effects and Dynamic Environments. Appraising Probability Judgments. Judgmental Heuristics and Biases. Associative Thinking. Analysing Decisions I: A General Framework. Analysing Decisions II: Prospect Theory and Preference Reversals. Decisions Across Time. Learning to Choose, Choosing to Learn. Optimality, Expertise and Insight. Emotional Influences on Decision Making. Group Decision Making. Going Straight: The View from Outside the Laboratory. References.

June 2007: 6x9: 264pp

Hb: 978-1-84169-588-4: £29.95

Thinking With Data

Marsha C. Lovett, Carnegie Mellon University, USA
Priti Shah, University of Michigan, USA (Eds.)

Carnegie Mellon Symposia on Cognition Series



What is thinking with data? It is the set of cognitive processes used to identify, integrate, and communicate the information present in complex numerical, categorical, and graphical data. This book offers a multidisciplinary presentation of recent research on the topic. Contributors represent a variety of disciplines: cognitive and developmental psychology; math, science, and statistics education; and decision science. The methods applied in various chapters similarly reflect a scientific diversity, including qualitative and quantitative analysis,

experimentation and classroom observation, computational modelling, and neuroimaging. Throughout the book, research results are presented in a way that connects with both learning theory and instructional application.

CONTENTS

Preface. **Part I: Reasoning About Uncertainty and Variation.** A. Masnick, D. Klahr, B. Morris, Separating Signal From Noise: Children's Understanding of Error and Variability in Experimental Outcomes. C. Schunn, L. Saner, S. Kirschenbaum, J.G. Trafton, E.B. Littleton, Complex Visual Data Analysis, Uncertainty, and Representation. S. Trickett, J.G. Trafton, L. Saner, C. Schunn, "I Don't Know What's Going on There": The Use of Spatial Transformations to Deal With and Resolve Uncertainty in Complex Visualizations. B. delMas, Y. Liu, Students' Conceptual Understanding of the Standard Deviation. J. Garfield, B. Delmas, B. Chance, Using Students' Informal Notions of Variability to Develop an Understanding of Formal Measures of Variability. R. Lehrer, L. Schauble, Contrasting Emerging Conceptions of Distribution in Contexts of Error and Natural Variation. G. Leinhardt, J. Larreamendy-Joerns, Discussion of Part I: Variation in the Meaning and Learning of Variation. **Part II: Statistical Reasoning and Data Analysis.** K. Dunbar, J. Fugelsang, C. Stein, Do Naïve Theories Ever Go Away? Using Brain and Behavior to Understand Changes in Concepts. P. Thompson, Y. Liu, L. Saldanha, Intricacies of Statistical Inference and Teachers' Understandings of Them. K. McNeill, J. Krajcik, Middle School Students' Use of Appropriate and Inappropriate Evidence in Writing Scientific Explanations. C. Konold, Designing a Data Analysis Tool for Learners. M. Lovet, N. Chang, Data-Analysis Skills: What and How Are Students Learning? D.L. Schwartz, D. Sears, J. Chang, Reconsidering Prior Knowledge. K. Koedinger, Discussion of Part II: Statistical Reasoning and Data Analysis. **Part III: Learning From and Making Decisions With Data.** D. Danks, Causal Learning From Observations and Manipulations. P. Sedlmeier, Statistical Reasoning: Valid Intuitions Put to Use. W.B. de Bruin, J. Downs, B. Fischhoff, Adolescents' Thinking About the Risks of Sexual Behaviors. M. Burrage, M. Epstein, P. Shah, Discussion of Part III: Learning From and Making Decisions About Data.

May 2007: 6x9: 320pp

Hb: 978-0-8058-5421-3: £49.95

Pb: 978-0-8058-5422-0: £24.50

• 60-day examination copy available

Expertise Out of Context

Proceedings of the Sixth International Conference on Naturalistic Decision Making

Robert R. Hoffman, Institute for Human and Machine Cognition, USA (Ed.)

Expertise: Research and Applications Series



This book is a culmination of some of the most insightful studies conducted by researchers in the fields of cognitive systems engineering and naturalistic decision making in the effort to better understand expertise and its development.

Born out of the Sixth International Conference on Naturalistic Decision Making, a conference that gathers researchers who study cognition, perception, and reasoning outside of the traditional laboratory, *Expertise Out of Context* is organized in five

parts, the first of which provides an overview of the topic and presents varied perspectives. Consequent sections cover how to make sense of things, tools for thinking out of context, how to cope with uncertainty in a changing workplace, and teams operating out of context.

This volume is of importance to an expansive audience of academics and professionals, including individuals in business, government, industry, and society at large.

CONTENTS

Part I: Overviews and Perspectives. R.R. Hoffman, Introduction: A Context for "Out of Context". E. Hunt, S. Joslyn, The Dynamics of the Relation Between Applied and Basic Research. C. Bonaceto, K. Burns, A Survey of the Methods and Uses of Cognitive Engineering. **Part II: Making Sense of Things.** L. Alison, E. Barrett, J. Crego, Pragmatic Research in Criminal Investigative Decision Making: Projects From the National Centre for the Study of Critical Incident Decision Making. R. Lipshitz, A. Sender, M. Omodei, J. McLennan, A. Wearing, What's Burning? The R.A.W.F.S. Heuristic on the Fire Ground. G. Klein, J.K. Phillips, E.L. Rall, D.A. Peluso, A Data/Frame Theory of Sensemaking. **Part III: Tools for Thinking Out of Context.** L. Millitello, L. Quill, Strategies for Understanding a New Domain: Expert Apprentice vs. Incident-Based Methods. K. van den Bosch, M.M. deBeer, Play a Winning Game: The Implementation of Critical Thinking Training. H.N. Maier, K.H. Taber, Measurement of Initiative in High-Speed Tactical Decision Making. M.S. Cohen, L. Adelman, T.A. Bresnick, E. Salas, S. Riedel, Dialogue as Medium (and Message) for Training Critical Thinking: An Initial Test. **Part IV: Coping With Uncertainty in a Changing Workplace.** K. Burns, Improving Intuition With Bayesian Boxes: On Cognitive Difficulties in Combining Probabilities. S.G. Hutchins, P. Pirolli, S. Card, A New Perspective on Use of the Critical Decision Method With Intelligence Analysts. J.A. Ballas, Human Centered Computing for Tactical Weather Forecasting: An Example of the Moving Target Rule. S.S. Kirschenbaum, J.G. Trafton, E. Pratt, Comparative Cognitive Task Analysis. J.G. Trafton, R.R. Hoffman, Computer-Aided Visualization in Meteorology. D.W. Klinger, B.B. Hahn, E. Rall, Cognitive Task Analysis of the Warning Forecaster's Task: An Invitation for Human-Centered Technologies. **Part V: Teams Out of Context.** F.J. Brown, Applying NDM to World Security Needs: Perspectives of a US Military Practitioner. J. Graham, C. Gonzalez, M. Schneider, A Dynamic Network Analysis of an Organization With Expertise Out of Context. C.S. Burke, K. Hess, E. Salas, H. Priest, M. Paley, Preparing for Operation in Complex Environments: The Leadership of Multicultural Teams. W. Warwick, R.J.B. Hutton, Computational and Theoretical Perspectives on Recognition-Primed Decision Making. D.L. Harville, L.R. Elliott, C. Barnes, Analysis of Team Communication and Performance During Sustained Command and Control Operations. H.A. Klein, D. Steele-Johnson, Preparing for

Multinational Collaboration: From the Laboratory to the Field. C.S. Burke, E. Salas, S. Estep, L. Pierce, Facilitation Team Adaptation 'In The Wild': A Theoretical Framework, Instructional Strategies, and Research Agenda.

May 2007: 6x9: 560pp

Hb: 978-0-8058-5509-8: £79.95

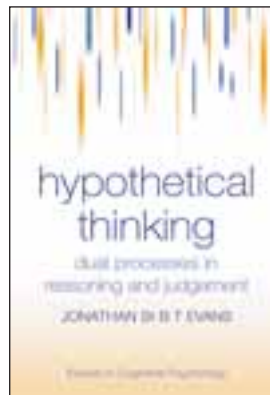
Pb: 978-0-8058-5510-4: £29.95

Hypothetical Thinking

Dual Processes in Reasoning and Judgement

Jonathan St. B. T. Evans, University of Plymouth, UK

Essays in Cognitive Psychology



"This book will be an instant classic – a book that every cognitive scientist will want to read. It is a superb piece of scholarship by one of the originators of the now-popular dual process view which should be widely read." - Keith E. Stanovich, University of Toronto, Canada

"This is a timely volume. It presents a overview of an increasingly popular view of human thinking that currently influences numerous areas of investigation in both cognitive and social psychology. This book will be an

essential purchase for graduate courses on thinking, judgement and decision-making" - Vittorio Girotto, University IUAV of Venice, Italy

"This excellent book integrates diverse evidence in support of dual process theories of reasoning. The book is thoroughly-researched, beautifully written, and reflects the erudite scholarship we have come to expect from Jonathan Evans. Anyone who is interested in issues of rationality as they pertain to thinking, reasoning, and decision-making should read this book." - Valerie Thompson, University of Saskatchewan, Canada

Hypothetical thinking theory is built on three key principles, implemented in a revised and updated version of Evans' well-known heuristic-analytic theory of reasoning. The central claim of this book is that this theory can provide an integrated account of some apparently very diverse phenomena including confirmation bias in hypothesis testing, acceptance of fallacies in deductive reasoning, belief biases in reasoning and judgement, biases of statistical judgement and a number of characteristic findings in the study of decision making. The author also provides broad ranging discussion of cognitive biases, human rationality and dual-process theories of higher cognition.

This book draws on and develops arguments first proposed in Evans' earlier work from this series, *Bias in Human Reasoning*. In the new theory, however, cognitive biases are attributed equally to analytic and heuristic processing and a much wider range of phenomena are reviewed and discussed. It will therefore be of great interest to researchers and post-graduates in psychology and the cognitive sciences, as well as to undergraduate students looking for a comprehensive review of current work on reasoning and decision-making.

CONTENTS

1. Introduction and Theoretical Framework. 2. Hypothesis Testing. 3. Suppositional Reasoning: If and Or. 4. The Role of Knowledge and Belief in Reasoning. 5. Dual Processes in Judgement and Decision Making. 6. Thinking About Chance and Probability. 7. Broader Issues. References.

May 2007: 6x9: 216pp

Hb: 978-1-84169-660-7: £29.95

www.psypress.com/essays

Intuition in Judgment and Decision Making

Henning Plessner, Cornelia Betsch, University of Heidelberg, Germany, Tilmann Betsch, University of Erfurt, Germany (Eds.)



"This book provides a much needed counterweight to the dominant 'conscious and rational' model of human decision making. Hats off to the editors for gathering just those authors who are doing the cutting edge research in this area, as well as for the original idea to produce this much needed collection." - John A. Bargh, Yale University

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 strictly opposes 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.

CONTENTS

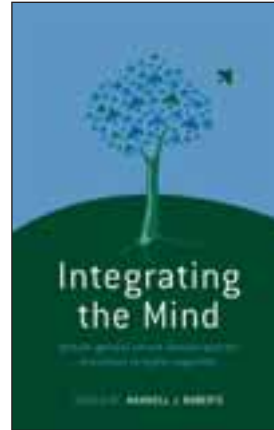
H. Plessner, C. Betsch, T. Betsch, Preface. **Part I: The Nature of Intuition.** T. Betsch, The Nature of Intuition and Its Neglect in Research on Judgment and Decision Making. S. Epstein, Intuition From the Perspective of Cognitive-Experiential Self-Theory. R. Deutsch, F. Strack, Variants of Judgment and Decision-Making: The Perspective of the Reflective-Impulsive Model. R.M. Hamm, Cue by Hypothesis Interactions in Descriptive Modelling of Unconscious Use of Multiple Intuitive Judgment Strategies. K.G. Volz, D. Yves von Cramron, Can Neuroscience Tell a Story About Intuition? **Part II: Learning and Intuition.** R.M. Hogarth, On the Learning of Intuition. H. Plessner, T. Betsch, E. Schallies, C. Schwieren, Automatic Online-Formation of Implicit Attitudes Towards Politicians as a Basis for Intuitive Voting Behavior. M. Raab, J.G. Johnson, Implicit Learning as a Means to Intuitive Decision Making in Sports. I. Erev, D. Shimonovitch, A. Schurr, R. Hertwig, Base Rates: How to Make the Intuitive Mind Appreciate or Neglect Them. K. Fiedler, Y. Kareev, Implications and Ramifications of a Sample-Size Approach to Intuition. **Part III: Emotion and Intuition.** M. Zeelenberg, R. Nelissen, R. Pieters, Emotion, Motivation, and Decision Making: A Feeling-Is-for-Doing Approach. E.U. Weber, P. Lindemann, From Intuition to Analysis: Making Decisions With Your Head, Your Heart, or by the Book. J. Haidt, S. Kesebir, In the Forest of Value: Why Moral Intuitions Are Different From Other Kinds. C. Betsch, Chronic Preferences for Intuition and Deliberation in Decision Making: Lessons Learned About Intuition From an Individual Differences Approach. **Part IV: The Assets and Deficits of Intuition.** H. Plessner, S. Czenna, The Benefits of Intuition. S. Haberstroh, Intuitive and Deliberate Strategies in Frequency Estimation. C. Unkelbach, H. Plessner, The Sampling Trap of Intuitive Judgments: Can Reflection Reach Beyond Sampling Constraints? S. Catty, J. Halberstadt, The Use and Disruption of Familiarity in Intuitive Judgments. A. Gloeckner, Does Intuition Beat Fast and Frugal Heuristics? A Systematic Empirical Analysis.

October 2007: 6x9: 352pp
Hb: 978-0-8058-5741-2: £45.00

Integrating the Mind

Domain General Versus Domain Specific Processes in Higher Cognition

Maxwell J. Roberts, University of Essex, UK



"Integrating the Mind is a 'must have' volume for working researchers and graduate students in a variety of cognitive science disciplines." - Keith Stanovich, University of Toronto

This book evaluates the evidence and arguments put forward in support of domain specific cognition at the expense of domain generality. The contributions reflect a range of expertise, and present research into logical reasoning, problem solving, judgment and decision making, cognitive development, and intelligence. *Integrating the Mind* will

be valuable reading for students and researchers in psychology interested in the fields of cognition, cognitive development, intelligence and skilled behavior.

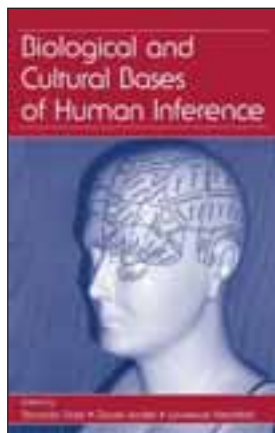
CONTENTS

Roberts, Introduction. **Extreme Domain Specificity and Higher Cognition.** Roberts, Contextual Facilitation Methodology as a Means of Investigating Domain Specific Cognition. Noveck, Mercier, Van der Henst, To What Extent Do Social Contracts Affect Performance on Wason's Selection Task? O'Brien, Roazzi, Athias, Carmo Brandão, What Sorts of Reasoning Modules Have Been Provided by Evolution? Some Experiments Conducted Among Tukano Speakers in Brazilian Amazônia Concerning Reasoning about Conditional Propositions and About Conditional Probabilities. Over, Content-Independent Conditional Inference. Sloman, Lombrozo, Malt, Mild Ontology and Domain-Specific Categorization. Newell, Shanks, Perspectives on the 'Tools' of Decision-Making. McKinnon, Levine, Moscovitch, Domain-General Contributions to Social Reasoning: The Perspective from Cognitive Neuroscience. Stenning, van Lambalgen, Explaining the Domain Generality of Human Cognition. **Extreme Domain Specificity and Cognitive Development.** Halford, Andrews, Domain General Processes in Higher Cognition: Analogical Reasoning, Schema Induction and Capacity Limitations. Overton, Dick, A Competence-Procedural and Developmental Approach to Logical Reasoning. Happaney, Zelazo, Less Specificity in Higher Cognitive Mechanisms: Evidence From Theory of mind. Moses, Sabbagh, Interactions Between Domain-General and Domain-Specific Processes in the Development of Children's Theories of Mind. Mix, Sandhofer, Do We Need a Number Sense? Extreme Domain Specificity Versus Domain General Intelligence. Roberts, Do Problem Solvers Need to be Intelligent? Simonton, Creativity: Specialized Expertise or General Cognitive Processes? Adey, The CASE for a General Factor in Intelligence. Gottfredson, Innovation, Fatal Accidents, and the Evolution of General Intelligence. Brody, Heritability and the Nomological Network of *g*. Chabris, Cognitive and Neurobiological Mechanisms of the Law of General Intelligence.

January 2007: 6x9: 520pp
Hb: 978-1-84169-587-7: £49.95

Biological and Cultural Bases of Human Inference

Riccardo Viale, Fondazione Rosselli, Torino, Italy;
Daniel Andler, University Paris-Sorbonne (Paris IV), France;
Lawrence A. Hirschfeld, New School for Social Research,
USA (Eds.)



Biological and Cultural Bases of Human Inference addresses the interface between social science and cognitive science. In this volume, Viale and colleagues explore which human social cognitive powers evolve naturally and which are influenced by culture. Updating the debate between innatism and culturalism regarding human cognitive abilities, this book represents a much-needed articulation of these diverse bases of cognition.

Chapters throughout the book provide social science and philosophical reflections, in addition to the

perspective of evolutionary theory and the central assumptions of cognitive science. The overall approach of the text is based on three complementary levels: adult performance, cognitive development, and cultural history and prehistory. Scholars from several disciplines contribute to this volume, including researchers in cognitive, developmental, social and evolutionary psychology, neuropsychology, cognitive anthropology, epistemology, and philosophy of mind.

This contemporary, important collection appeals to researchers in the fields of cognitive, social, developmental, and evolutionary psychology and will prove valuable to researchers in the decision sciences.

CONTENTS

Preface. *R. Viale*, Introduction: Local or Universal Principles of Reasoning? *R. Viale, D. Osherson*, Cognitive Development, Culture, and Inductive Judgment. *R.E. Nisbett, T. Masuda*, Culture and Point of View. *A. Norenzayan*, Cultural Variation in Reasoning. *S. Atran, D.L. Medin, N. Ross*, Thinking About Biology: Modular Constraints on Categorization and Reasoning in the Everyday Life of Americans, Maya, and Scientists. *L.A. Hirschfeld*, Who Needs a Theory of Mind? *J. Perner, A. Kühberger*, Framing and the Theory-Simulation Controversy: Predicting People's Decisions. *D. Sperber*, An Evolutionary Perspective on Testimony and Argumentation. *J.M. Weinberg, S. Nichols, S. Stich*, Normativity and Epistemic Intuitions. *L. Macchi, M. Bagassi*, Probabilistic Reasoning and Natural Language.

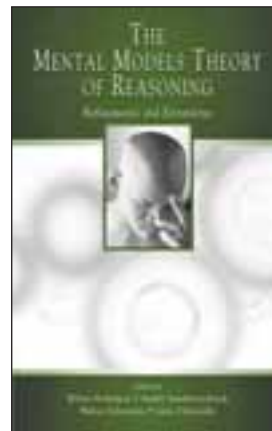
2006: 6x9: 264pp

Hb: 978-0-8058-5395-7: £39.95

The Mental Models Theory of Reasoning

Refinements and Extensions

Walter Schaeken, University of Leuven, Belgium; Andre Vandierendonck, University of Ghent, Belgium; Walter Schroyens, University of Leuven, Belgium; Gery d'Ydewalle, University of Leuven, Belgium; Karl C. Klauer, Albert-Ludwigs-Universität Freiburg, Germany (Eds.)



This book presents theoretical and empirical research on an area of growing interest, the status of mental models in deductive reasoning. As research in the framework of the mental models theory flourishes, this book answers a need to assess the contribution of the notion of training and content. It covers the central issues of propositional, relational, causal and probabilistic reasoning, and argumentation and development. In addition, this work presents data regarding strategies, argumentation, and the development of reasoning.

Special features of this text include: sharp theoretical analyses as well as important new empirical data offered by theorists who work in the framework of the mental models theory; a critical and empirically driven account of content effects in conditional and linear reasoning; and an original account on the influence of pragmatics on reasoning.

The book will be of interest to researchers and advanced students of cognitive psychology, and will be valuable to individuals working in Artificial Intelligence, as it highlights theoretical and empirical data on how humans use mental models when tackling deductive puzzles.

CONTENTS

Preface. *P. Barrouillet, N. Grosset*, Memory Retrieval and Content Effects in Conditional Reasoning: A Developmental Mental Models Account. *S. Handley, A. Feeney*, Representation, Pragmatics, and Process in Model-Based Reasoning. *R.M.J. Byrne*, Whether, Although, and Other Conditionals. *J. St. B.T. Evans, D.E. Over, S.J. Handley*, Rethinking the Model Theory of Conditionals. *M.J. Roberts*, Mental Models and Falsification: It Depends on the Task. *V. Dierckx, A. Vandierendonck*, Modelling Something That Is Believed to Be False: The Competition of Scripts and Models in Linear Reasoning. *W. Schaeken, J.B. Van der Henst, W. Schroyens*, The Mental Models Theory of Relational Reasoning: Premises' Relevance, Conclusions' Phrasing, and Cognitive Economy. *V. Girotto, M. Gonzalez*, Extensional Reasoning About Chances. *P.N. Johnson-Laird, E. Goldvarg-Steingold*, Models of Cause and Effect. *D.W. Green*, A Mental Model Theory of Informal Argument. *K.C. Klauer, T. Meiser*, Training Effects in Deductive Reasoning: A Theory-Based Review.

2006: 6x9: 248pp

Hb: 978-0-8058-4183-1: £39.95

Also of Interest

50%
discount



The Cognitive Psychology of Planning

Robin Morris and Geoff Ward

2005: 6x9: 246pp
Hb: 978-1-84169-333-0: £49.95

50% discount! **£25.00**

visit www.psypress.com/specialoffers

Series: *Current Issues in Thinking and Reasoning*

30%
discount



Methods of Thought

Individual Differences in Reasoning Strategies

Maxwell J. Roberts and Elizabeth J. Newton (Eds.)

2004: 6x9: 208pp
Hb: 978-1-84169-395-8: £39.95

30% discount! **£28.00**

visit www.psypress.com/specialoffers

Series: *Current Issues in Thinking and Reasoning*

30%
discount



The Shape of Reason

Essays in Honour of Paulo Legrenzi

Vittorio Girotto and Phillip N. Johnson-Laird (Eds.)

2005: 6x9: 248pp
Hb: 978-1-84169-344-6: £39.95

30% discount! **£28.00**

visit www.psypress.com/specialoffers



Evolution and the Psychology of Thinking

The Debate

David E. Over (Ed.)

2003: 6x9: 256pp
Hb: 978-1-84169-285-2: £39.95

Series: *Current Issues in Thinking and Reasoning*



Cognitive Illusions

A Handbook of Fallacies and Biases in Thinking, Judgement and Memory

Rüdiger F. Pohl (Ed.)

2004: 6x9: 248pp
Hb: 978-1-84169-351-4: £35.00



Problem Solving

S. Ian Robertson

2001: 7x10: 288pp
Hb: 978-0-415-20299-2: £49.95
Pb: 978-0-415-20300-5: £17.50

• 60-day examination copy available

50%
discount



Psychology of Reasoning

Theoretical and Historical Perspectives

Ken Manktelow and Man Cheung Chung

2004: 5½x8½: 388pp
Hb: 978-1-84169-310-1: £49.95

50% discount! **£25.00**

visit www.psypress.com/specialoffers



Reasoning and Thinking

Ken Manktelow

1999: 7x8½: 256pp
Hb: 978-0-86377-708-0: £39.95
Pb: 978-0-86377-709-7: £17.50

Series: *Cognitive Psychology: A Modular Course*

• 60-day examination copy available



Moves in Mind

The Psychology of Board Games

Fernand Gobet, Alex de Voogt and Jean Retschitzki

2004: 6x9: 288pp
Hb: 978-1-84169-336-1: £39.95



www.thinking-and-reasoning-arena.com

Up Psychology Press

- 10% discount on all online orders!
- Free shipping on online orders!

(UK customers: free shipping on orders of £20 or more.
US and Canadian customers: free shipping on orders of \$35 (USD) or more.)

NEW SERIES!

Formerly Published by Cambridge University Press

Society for Judgment and Decision Making

Series Editor:

Derek J. Koehler, University of Waterloo, Canada

Because the field of judgment and decision making is largely a formal one (similar to mathematics), its principles and findings are applicable to a wide range of disciplines, including psychology, medicine, social policy, law, management science, economics, and accounting. The purpose of this series is to convey the general principles and findings of research in judgment and decision making to the many academic and professional fields to which it applies. The books are aimed at researchers and their upper-level students. Most of the books are multiauthored volumes written by authorities in the field and sponsored by the Publications Committee of the Society for Judgment and Decision Making.

Social Psychology and Economics

David De Cremer, Marcel Zeelenberg, Tilburg University, The Netherlands; J. Keith Murnighan, Northwestern University, Evanston, USA (Eds.)



"A superb collection that is both eclectic and remarkably comprehensive. Every chapter illustrates the great intellectual progress and potential gains from exchange between the parts of economics (decision and game theory) and psychology (social psychology), which are perhaps the most naturally overlapping parts of their respective disciplines." – Colin F. Camerer, Axline Professor of Business Economics, Caltech

CONTENTS

Preface. **Part 1. Introduction.** D. De Cremer, M. Zeelenberg, J.K. Murnighan, Social Animals and Economic Beings: On Unifying Social Psychology and Economics. **Part 2. Preferences, Utility, and Choice.** D.M. Messick, Utility and the Psychology of Preference. A. Schotter, Conventional Behavior. C.K.W. De Dreu, W. Steinel, Social Decision Making in Fuzzy Situations: Motivated Information Processing and Strategic Choice. E.T. Higgins, How Regulatory Fit Creates Value. **Part 3. Emotions.** T. Ketelaar, The Role of Moral Sentiments in Economic Decision Making. M. Zeelenberg, R. Pieters, Feeling is for Doing: A Pragmatic Approach to the Study of Emotions in Economic Behavior. **Part 4. Reciprocity, Cooperation, and Fairness.** E. van Dijk, D. De Cremer, Tacit Coordination and Social Dilemmas: On the Importance of Self-Interest and Fairness. T.R. Tyler, D. De Cremer, Cooperation in Groups. K. McCabe, The Neuroeconomics of Personal and Interpersonal Decision Making. **Part 5. Social Distance.** K. Fujita, Y. Trope, N. Liberman, The Role of Mental Construal in Self-Control. I. Bohnet, How Institutions Affect Behavior: Insights From Economics and Psychology. L. Babcock, M. Gelfand, D. Small, H. Stayn, Gender

Differences in the Propensity to Initiate Negotiations. **Part 6. Challenges to Social Psychology and Economics.** M.H. Bazerman, D. Malhotra, Economics Wins, Psychology Loses, and Society Pays. C.D. Batson, "Not All is Self-Interest After All": Economics of Empathy-Induced Altruism. R. Croson, Contrasting Methods and Comparative Findings in Psychology and Economics. **Part 7. Collaborative Reflections and Projections.** J.K. Murnighan, A.E. Roth, Some of the Ancient History of Experimental Economics and Social Psychology: Reminiscences and Analysis of a Fruitful Collaboration..

2006: 6x9: 368pp

Hb: 978-0-8058-5754-2: £76.50

Pb: 978-0-8058-5755-9: £24.50

Invitation to Authors

Psychology Press are leading international publishers of textbooks and handbooks in Thinking and Reasoning. If you are planning to write a textbook, handbook or monograph, we would like to hear from you. Visit www.thinking-and-reasoning-arena.com for details of our publishing program. For information on how to structure your proposal please visit www.psypress.com/proposal.asp.

Please send proposals to:

UK/Europe/ROW: Lucy Kennedy
book.proposals@psypress.co.uk

US/Canada: Paul Dukes
book.proposals@psypress.com

 Psychology Press
Taylor & Francis Group

Thinking & Reasoning



Thinking & Reasoning

Editor

Jonathan St. B. T. Evans,
University of Plymouth

Associate Editors

Ken Gilhooly, University of
Hertfordshire, UK

Richard Griggs, University of
Florida, USA

Nigel Harvey, University College
London, UK

David Over, Durham University, UK

Valerie Thompson, University of Saskatchewan, Canada

This is an international journal dedicated to the understanding of human thought processes, with particular emphasis on studies on reasoning. Whilst the primary focus is on psychological studies of thinking, contributions are welcome from philosophers, artificial intelligence researchers and other cognitive scientists whose work bears upon the central concerns of the journal. Topics published in the journal include studies of deductive reasoning, inductive reasoning, problem solving, decision making, probability judgment, conceptual thinking and the influence of language and culture on thought.

Impact Factor: 1.034

(Journal Citation Reports® 2007, published by Thomson Scientific)

4 issues per year

Print ISSN: 1354-6783, Online ISSN: 1464-0708

Volume 14 (2008)

Institutional (print and online): \$521.00/£315.00/€417.00

Institutional (online only): \$494.00/£299.00/€396.00

Personal (print only): \$255.00/£155.00/€204.00

Special Rates

If you are a member of one of the following academic societies, you are entitled to a reduction on the Personal Rate of this journal: American Psychological Association, American Psychological Society, Connection Science, Experimental Psychology Society, European Society for Cognitive Psychology. Email journals@psypress.com for details.



Judgment and Choice

Perspectives on the Work of
Daniel Kahneman

Guest Editors:

David Lagnado, University
College London, UK

Daniel Read, University of
Durham, UK

The work of Daniel Kahneman and Amos Tversky has transformed the study of judgment and decision-making, and penetrated related disciplines such as economics, finance, marketing, law and medicine. In recognition of these achievements, Kahneman was awarded the Nobel Prize for Economics in 2003. This special issue presents ongoing research inspired by both Kahneman and Tversky. It covers many of the central themes – the heuristics and biases of judgment and prediction, framing effects, assessments and predictions of utility – that made their work so innovative. The specially written papers illustrate the range and depth of this work, and emphasise its continued relevance to current research.

CONTENTS

D. Lagnado, Perspectives on the Work of Daniel Kahneman (Editorial). *N. Harvey*, Use of Heuristics: Insights from Forecasting Research. *J. Maule*, *G. Villejoubert*, What Lies Beneath: Reframing Framing Effects. *D. Read*, Experienced Utility: Utility Theory From Jeremy Bentham to Daniel Kahneman. *P. Ayton*, *A. Pott*, *N. Elwakili*, Affective Forecasting: Why Can't People Predict Their Emotions? *G. Loomes*, (How) Can We Value Health, Safety and the Environment?

March 2007: 6x9: 80pp

Pb: 978-1-84169-825-0: £29.95

A Special Issue of *Thinking & Reasoning*

Find out more about this journal, or subscribe, at

www.psypress.com/tar

