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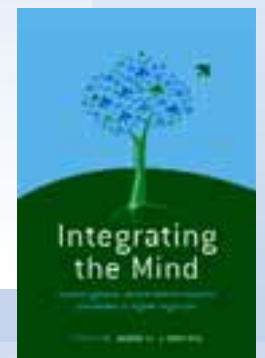
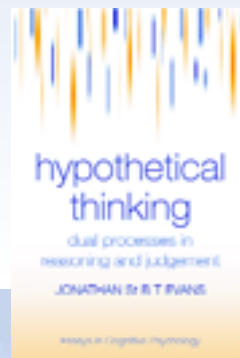
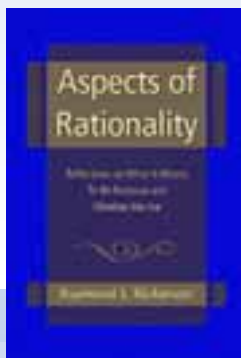
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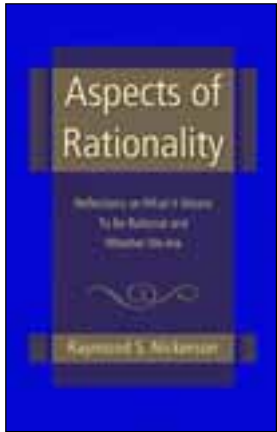


NEW!

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 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.

Psychology Press

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NEW!

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

Psychology Press

June 2007: 264pp

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Thinking With Data

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



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.

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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 Naive 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.

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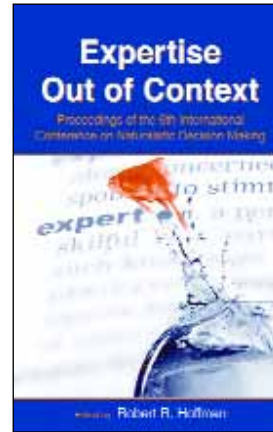
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Expertise Out of Context

Proceedings of the Sixth International Conference on Naturalistic Decision Making

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



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.

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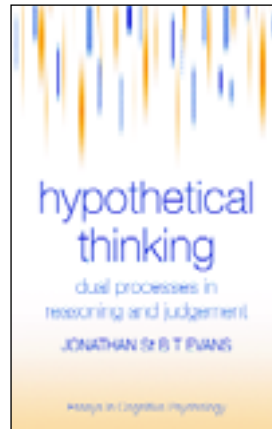


NEW!

Hypothetical Thinking

Dual Processes in Reasoning and Judgement

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



"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

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

Psychology Press

May 2007: 216pp

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Essays in Cognitive Psychology

NEW!

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 will strictly oppose 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 Cramon, 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. Schwioren, 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. Shimonowitch, 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.

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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.

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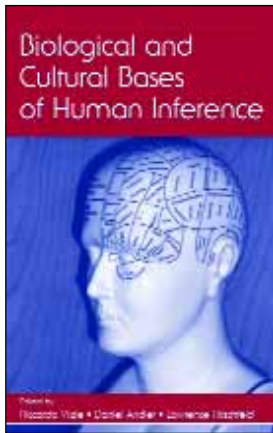
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January 2007: 520pp

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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.

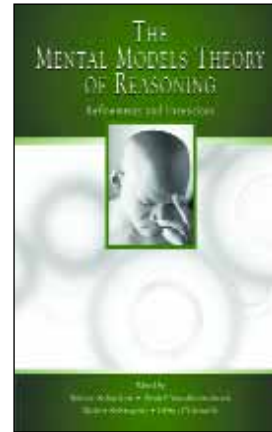
2006: 258pp

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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.

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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.

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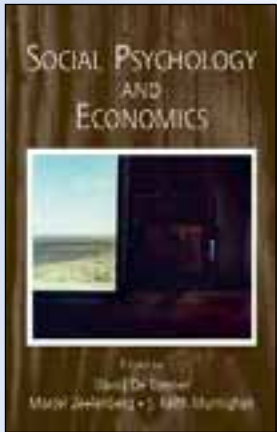
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