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**Textbook!**

# Reasoning and Thinking

## 2nd Edition

**Ken Manktelow**

University of Wolverhampton, UK

*“Overall, this is an excellent, highly readable, and balanced introduction to the area of reasoning and thinking. ... Students will both learn a lot from it and be entertained by it; indeed, anyone wishing to grasp the essence of this fascinating area will find this a stimulating introduction.”* - Stephen E. Newstead, University of Plymouth, in *Contemporary Psychology: APA Review of Books* (2001)

This completely rewritten second edition reflects on the revolutionary changes that have occurred in the field since the first edition appeared in 1999, such as the huge expansion in research output, as well as updates of methods and explanations, and the appearance of numerous books on the subject aimed at the popular market. This book reviews an area of psychological research that is not only increasing in popularity in college curricula, but is also making an ever larger impact on the world outside the classroom.

The main areas covered are deductive and inductive reasoning, probability judgement, decision making and rationality. In each case, the material is almost entirely new, with topics such as the new paradigm in reasoning research, causal reasoning and counterfactual thinking appearing for the first time. There have also been changes to the structure of the book, with expanded treatments of decision making now spread across two chapters, and a new chapter on personal thinking styles and differences.

The book provides a detailed, integrated and approachable treatment of this area of cognitive psychology, and is ideal reading for intermediate and advanced undergraduate students.

Contents

Preface. 1. Basic Reasoning Processes and Principles. 2. Reasoning with Propositions. 3. Reasoning and Meaning. 4. Explaining Reasoning. 5. Judging and Thinking about Probability. 6. Hypothetical Thinking: Induction and Testing. 7. Decision Making: Preference and Prospects. 8. Decisions in Context. 9. Rationality. 10. Reasoning, Thinking and You.

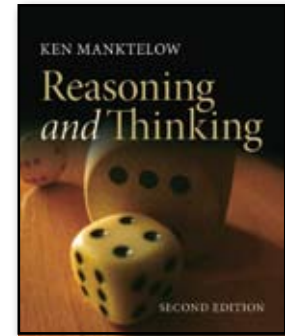
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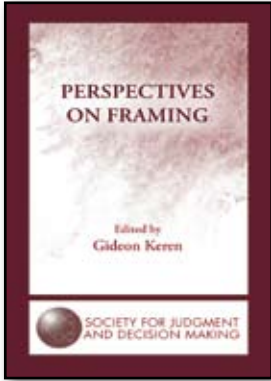
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**New!**

## Perspectives on Framing

Gideon Keren (Ed.)

Tilburg University, The Netherlands

### The Society for Judgment and Decision Making Series

Language is a special attribute of humans compared with other primates and is the main vehicle for social interaction. A major characteristic of any natural language is that the same communication, idea, or intention can be articulated in different ways – in other words, the same message can be ‘framed’ differently. The same medical treatment can be portrayed in terms chance of chance of success or chance of failure; energy reduction can be expressed in terms of

savings per day or savings per year; and a task can be described as 80% completed or 20% uncompleted. In this book, contributors from a variety of disciplines – psychology, linguistics, marketing, political science, and medical decision making – come together to better understand the mechanisms underlying framing effects and assess their impact on the communication process.

#### Contents

G. Keren, On the Definition and Possible Underpinnings of Framing Effects: A Brief Review and a Critical Evaluation. S. Sher, C.R.M. McKenzie, Levels of Information: A Framing Hierarchy. D. Soman, H.K. Ahn, Mental Accounting and Individual Welfare. C. Janiszewski, Too Many Views to Capture: Reference Set Effects in Human Judgment. L.M. Moxey, Mechanisms Underlying Linguistic Framing Effects. D.J. Hilton, Linguistic Polarity, Outcome Framing, and the Structure of Decision-making: A Pragmatic Approach. Y. Schul, Alive or Not Dead: Implications for Framing from Research on Negations. M. Wänke, L. Reutner, Direction-of-comparison Effects: How and Why Comparing Apples with Oranges is Different from Comparing Oranges with Apples. K.H. Teigen, When Frames Meet Realities: On the Perceived Correctness of Inaccurate Estimates. E.R. Igou, The When and Why of Risky Choice Framing Effects: A Constructive Processing Perspective. S. Moran, I. Ritov, Valence Framings in Negotiations. A.J. Rothman, J.A. Updegraff, Specifying When and How Gain- and Loss-

framed Messages Motivate Healthy Behavior: An Integrated Approach. J.N. Druckman, What’s it All about? Framing in Political Science. W.B. de Bruin, Framing Effects in Surveys: How Respondents Make Sense of the Questions We Ask.

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### The Society for Judgment and Decision Making Series

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Chair of the SJDM Publications Committee: **Derek J. Koehler**, University of Waterloo, Canada

This series conveys the general principles and findings of research in judgment and decision making to the many academic and professional fields to which it applies. 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, economics, social policy, law, management science, and accounting.

The books are aimed at researchers and their upper-level students. Most of the books are multi-authored volumes written by authorities in the field and sponsored by the Publications Committee of the *Society for Judgment and Decision Making*.

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Schulte-Mecklenbeck et al. (Eds.): A Handbook of Process Tracing Methods for Decision Research: A Critical Review and User’s Guide (2010)

De Cremer et al. (Eds.): Social Psychology and Economics (2006)

**New!**

## The Science of Giving

### Experimental Approaches to the Study of Charity

Daniel M. Oppenheimer & Christopher Y. Olivola (Eds.)  
Princeton University, USA

### The Society for Judgment and Decision Making Series

Americans donate over 300 billion dollars a year to charity, but the psychological factors that govern whether to give, and how much to give, are still not well understood. Our understanding of charitable giving is based primarily upon the intuitions of fundraisers or correlational data which cannot establish causal relationships. By contrast, the chapters in this book study charity using experimental methods in which the variables of interest are experimentally manipulated. As a result, it becomes possible to identify the causal factors that underlie giving, and to design effective intervention programs that can help increase the likelihood and amount that people contribute to a cause.

For charitable organizations, this book examines the efficacy of fundraising strategies commonly used by nonprofits and makes concrete recommendations about how to make capital campaigns more efficient and effective. Moreover, a number of novel factors that influence giving are identified and explored, opening the door to exciting new avenues in fundraising.

For researchers, this book breaks novel theoretical ground in our understanding of how charitable decisions are made. While the chapters focus on applications to charity, the emotional, social, and cognitive mechanisms explored herein all have more general implications for the study of psychology and behavioral economics.

This book highlights some of the most intriguing, surprising, and enlightening experimental studies on the topic of donation behavior, opening up exciting pathways to cross-cutting the divide between theory and practice.

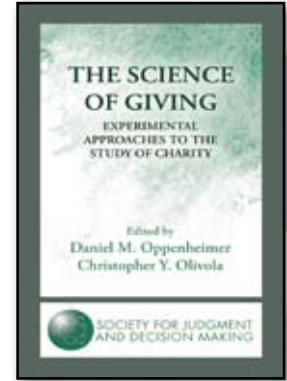
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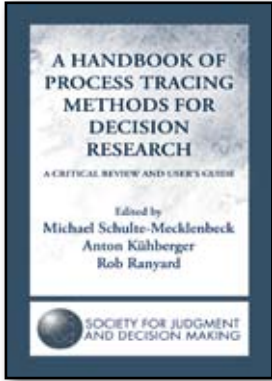
*D.M. Oppenheimer, C.Y. Olivola*, Introduction. **Part 1. The Value of Giving.** *L. Anik et al.*, Feeling Good about Giving: The Benefits (and Costs) of Self-interested Charitable Behavior. *M.A. Strahilevitz*, A Model of the Value of Giving to Others Compared to the Value of Having More for Oneself: Implications for Fundraisers Seeking to Maximize Donor Satisfaction. *T. Meyvis et al.*, Pre-commitment to Charity. *C.Y. Olivola*, When Noble Means Hinder Noble Ends: The Benefits and Costs of a Preference for Martyrdom in Altruism. **Part 2. The Impact of Social Factors.** *R. Croson, J. Shang*, Social Influences in Giving: Field Experiments in Public Radio. *R. Martin, J. Randal*, How Social Norms, Price, and Scrutiny Influence Donation Behavior: Evidence from Four Natural Field Experiments. *R.K. Ratner et al.*, The Norm of Self-interest: Implications for Charitable Giving. *T. Kogut, I. Ritov*, The Identifiable Victim Effect: Causes and Boundary Conditions. **Part 3. The Role of Emotions.** *D.A. Small*, Sympathy Biases and Sympathy Appeals: Reducing Social Distance to Boost Charitable Contribution. *S. Dickert et al.*, Affective Motivations to Help Others: A Two-stage Model of Donation Decisions. *M. Huber et al.*, Donate Different: External and Internal Influences on Emotion-based Donation Decisions. **Part 4. Other Important Influences on Charitable Giving.** *W. Liu*, The Benefits of Asking for Time. *J. Baron, E. Szymanska*, Heuristics and Biases in Charity. *C. Cryder, G. Loewenstein*, The Critical Link between Tangibility and Generosity.

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**New!**

## A Handbook of Process Tracing Methods for Decision Research

A Critical Review and User's Guide

**Michael Schulte-Mecklenbeck**, Swiss Federal Institute of Technology, Zurich, Switzerland; **Anton Kühberger**, University of Salzburg, Austria; **Rob Ranyard**, University of Bolton, UK (Eds.)

### The Society for Judgment and Decision Making Series

*"The editors have done a terrific job in bringing together key players who are at the cutting-edge of decision research."*

*From the groundbreaking work with Mouselab, via the innovative use of eye-tracking technology, to the exciting new developments of rTMS, this book provides researchers with indispensable information on an excellent range of tools for seeing 'inside the minds' of decision-makers. A comprehensive and invaluable guide for anyone interested in the process of decision making."* - **Ben Newell**, University of New South Wales, Australia; author of *Straight Choices*

*"Decision research is in the midst of another cognitive revolution. At last, theories that dare to predict behavior and the processes driving it are replacing 'as-if' models of inference and preference. This terrific book will act as a major catalyst in this revolution. It is a practical and thoughtful source for any researcher who aims to investigate not only what decisions are made but how real human beings make them."* - **Ralph Hertwig**, Professor of Psychology, University of Basel, Switzerland

This handbook provides a critical review and user's guide to conducting and reporting process tracing studies of decision making. Each chapter covers a specific method that is presented and reviewed by authors who are experts in the method's application to decision research. The book ultimately illustrates and presents a multi-method approach and is essential reading for graduate students and researchers wishing to undertake such studies on decision making.

### Contents

A. Kühberger *et al.*, Windows for Understanding the Mind: Introduction to Handbook of Process Tracing Methods for Decision Research. **Part 1. Methods for Tracing Information Acquisition.** M. Willemsen, E.J. Johnson, Visiting the Decision Factory: Observing Cognition with MouselabWEB and Other Information Acquisition Methods. J.E. Russo, Eye Fixations as a Process Trace. O. Huber *et al.*, Determining the Information Participants Need: Methods of Active Information Search. **Part 2. Methods for Tracing Information Integration and Evaluation.** K.A. Ericsson, J. Moxley, Thinking Aloud Protocols: Concurrent Verbalizations of Thinking During Performance on Tasks Involving Decision Making. R. Ranyard, O. Svenson, Verbal Data and Decision Process Analysis. **Part 3. Methods Tracing Physiological, Neurological, and Other Concomitants of Cognitive Processes.** W. Gaissmaier *et al.*, Analyzing Response Times to Understand Decision Processes. B. Figner, R.O. Murphy, Using Skin Conductance in Judgment and Decision Making Research. J.T. Wang, Pupil Dilation and Eye-tracking. G. Coricelli, E. Rusconi, Probing the Decisional Brain with rTMS and tDCS. J. Payne, V. Venkatraman, Opening the Black Box: Conclusions to Handbook of Process Tracing Methods for Decision Research.

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# Social Psychology and Economics

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

## The Society for Judgment and Decision Making Series

*"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, USA

*"This outstanding volume represents an ambitious effort to unify social psychological and economic perspectives on human behavior. It succeeds beautifully."* - Roderick M. Kramer, William R. Kimball Professor of Organizational Behavior, Stanford Business School, USA

This book combines chapters written by leading social psychologists and economists, illuminating the developing trends in explaining and understanding economic behavior in a social world.

It provides insights from both fields, communicated by eloquent scholars, and demonstrates through recent research and theory how economic behaviors may be more effectively examined using a combination of both fields.

The book is ideal for students, researchers, and professionals in economics, psychology, business, and behavioral decision making. Graduate students and upper-level undergraduate students consider it a useful supplemental text.

### Contents

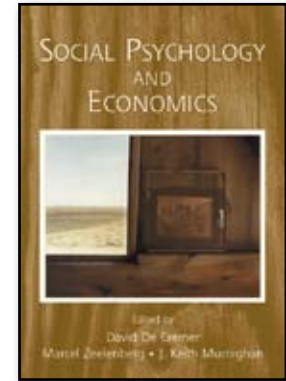
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Coming soon!

## Goal-directed Behavior

Henk Aarts, Utrecht University, The Netherlands  
 Andrew Elliot, University of Rochester, USA (Eds.)

### Frontiers of Social Psychology Series

This volume presents chapters from internationally renowned scholars in the area of goals and social behavior. The book is organized around a series of topics that are of critical importance to understanding the social-cognitive aspects of goal-directed behavior. In each chapter, the authors offer an introduction to past research on a specific topic and combine this with a presentation of their own empirical work to provide an integrated overview of the topic at hand. As a whole, this volume is designed to provide a broad portrait of goal research as it has been and is currently being conducted in the social psychological literature. It serves as an introduction to essential issues, while at the same time offering a sampling of cutting-edge research on core topics in the study of goal-directed behavior, such as how goals are represented, where goals come from, and what goals do in the process of regulation.

### Contents

G. Moskowitz, The Representation and Regulation of Goals. A.B. Satpute *et al.*, The Neuroscience of Goal-directed Behavior. K. Fujita, K.E. MacGregor, Basic Goal Distinctions. P.M. Gollwitzer *et al.*, Needs and Incentives as Sources of Goals. N. Liberman, J. Förster, Goal Gradients, Expectancy, and Value. P. Sheeran, T.L. Webb, From Goals to Action. A. Fishbach, S.R. Finkelstein, How Feedback Influences Persistence, Disengagement, and Change in Goal Pursuit. R. Custers *et al.*, Conscious and Unconscious Processes in Goal Pursuit. J.V. Cavallo, G.M. Fitzsimons, Intergoal Dynamics and Self-regulation: Goal Competition, Conflict, Coordination, and Completion. A. Dijksterhuis, H. Aarts, Control, Consciousness, and Agency.

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## Neuroscience of Decision Making

Oshin Vartanian & David R. Mandel (Eds.)

Defence Research and Development, Toronto, Canada

### Contemporary Topics in Cognitive Neuroscience Series

The intersection between the fields of behavioral decision research and neuroscience has proved to be fertile ground for interdisciplinary research. Whereas the former is rich in formalized models of choice, the latter is rife with techniques for testing behavioral models at the brain level. As a result, there has been the rapid emergence of progressively more sophisticated biological models of choice, geared toward the development of ever more complete mechanistic models of behavior.

This volume provides a coherent framework for distilling some of the key themes that have emerged as a function of this research program, and highlights what we have learned about judgment and decision making as a result. Although topics that are theoretically relevant to judgment and decision making researchers are addressed, the book also ventures somewhat beyond the traditional boundaries of this area to tackle themes that would of interest to a greater community of scholars.

*Neuroscience of Decision Making* provides contemporary and essential reading for researchers and students of cognitive psychology, neuroscience, philosophy, and economics.

#### Contents

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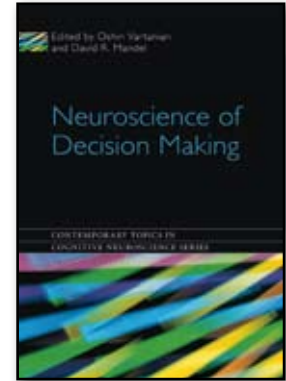
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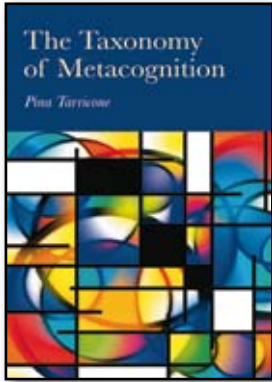
Goal-directed and Spontaneous Forms of Thought. "Well, What Do You Want to Do?" J. Moll, J. Grafman, A Cognitive Neuroscience View of Plan Decision Making. O. Vartanian, Decision Junctures in the Creative Process. J. Gabrieli, Conclusion.

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**New!**

## The Taxonomy of Metacognition

**Pina Tarricone**

Tarricone Educational Consultancy, Australia

*"This is a high-level and comprehensive study of the conceptual framework and taxonomy of metacognition. It offers a deep and thoughtful analysis of the extensive literature (including philosophical and historical perspectives), draws on a wide-range of disciplines and clarifies some of the terminological and conceptual confusion in an engaging and logical manner."* - **Alison Garton, Adjunct Professor of Psychology, Edith Cowan University, Australia**

*"Metacognition means different things to different people. However, there has previously been little overlap between cognitive and educational psychology. This book does an excellent job bridging that gap."* - **Bennett L. Schwartz, Professor of Psychology, Florida International University, USA**

Metacognition is a complex construct which is fundamental to learning. Its complex, fuzzy and multifaceted nature has often led to its colloquial application in research, resulting in studies that fail to identify its theoretical foundation or elements. In response to this, the research community continues to call for a comprehensive understanding of the construct of metacognition. This book is a response to this call for clarity.

Pina Tarricone provides a theoretical study of the construct of metacognition in terms of psychological theory. The first part of the book analyses the relationship between reflection and metacognition, and the second part goes on to analyse the construct of metamemory as the foundation of metacognition. The third and final part of the book analyses the construct of metacognition to present the final conceptual framework of metacognition and the taxonomy of metacognition. This framework builds a picture and a nexus of the construct through visual links to the related concepts that contribute to what is known as metacognition.

*The Taxonomy of Metacognition* provides a comprehensive representation and categorisation of all of the terms, concepts, categories, supercategories, subcategories and elements of metacognition. It clarifies the construct so that researchers and teachers can develop a better understanding of it. This important and broad ranging contribution can be applied to many related areas, by researchers, psychologists, teachers and any profession interested in psychological learning processes.

Contents

1. Introduction. **Part 1. Reflections: The Quintessence of Metacognition.** 2. Reflection and Metacognition: Historical Dialect and Critical Facilitators of Metacognition. 3. Critical Reflection and Critical Thinking: Facilitators of Metacognition. 4. Reflection and Metacognition: Affirming the Connection. **Part 2. Metamemory: The Foundational Construct.** 5. Memory Monitoring and Metamemory. 6. Foundation of Metamemory. 7. Metamemory and its Components: The Basis of Metacognition. **Part 3. Metacognition: The Taxonomy.** 8. Models of Metacognition. 9. The Categorization of the Taxonomy of Metacognition. 10. The Taxonomy of Metacognition. 11. Future Directions in Research and Conclusion.

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**New!**

## The Science of Reason

A Festschrift for Jonathan St B.T. Evans

**Ken Manktelow**, University of Wolverhampton, UK; **David Over**, Durham University, UK; **Shira Elqayam**, De Montfort University, UK (Eds.)

### Psychology Press Festschrift Series

*“Our understanding of human reasoning has undergone revolutionary change over the past four decades and those changes have largely paralleled Jonathan Evans’ scientific work. The papers in this collection reflect Jonathan’s current interests and thus offer an excellent representation of the state of the field. Contributors are all leading figures who cover the big issues, from the meaning of ‘if’ to the reality and nature of dual reasoning systems to questions of human rationality.”* - **Steven Sloman**, Cognitive and Linguistic Sciences, Brown University, USA

This volume is a state-of-the-art survey of the psychology of reasoning, based around, and in tribute to, one of the field’s most eminent figures: Jonathan St B.T. Evans.

In this collection of cutting-edge research, Evans’ collaborators and colleagues review a wide range of important and developing areas of inquiry. Foundational issues are examined from various angles and finally integrated in a concluding panoramic chapter written by Evans himself.

*The Science of Reason* offers a unique combination of breadth, depth and integrative vision, making it an indispensable resource for researchers and students of human reason.

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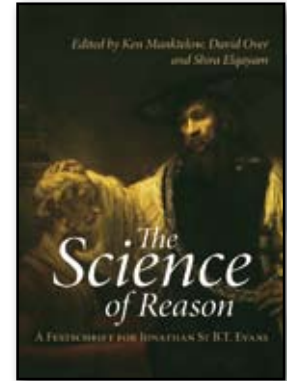
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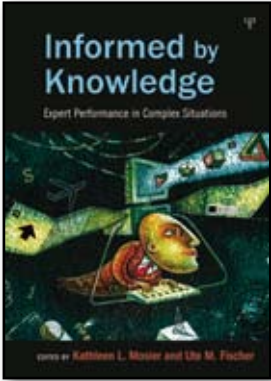
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**New!**

## Informed by Knowledge

Expert Performance in Complex Situations

Kathleen L. Mosier, San Francisco State University, USA

Ute M. Fischer, Georgia Institute of Technology, USA  
(Eds.)

### Expertise: Research and Applications Series

The focus of this book is on how experts adapt to complexity, synthesize and interpret information in context, and transform or ‘fuse’ disparate items of

information into coherent knowledge. The chapters examine these processes across experts, across contexts, and for both individual and team performance. Successful information integration is a key factor in the success of diverse endeavors, including team attempts to climb Mt. Everest, crowd control in the Middle East, and remote drilling operations.

This book provides essential reading for researchers and practitioners of Naturalistic Decision Making and those who study Expertise; Organizational and Cognitive Psychologists; and researchers and students in Business and Engineering.

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# Generalization of Knowledge

## Multidisciplinary Perspectives

Marie T. Banich & Donna Caccamise (Eds.)  
University of Colorado at Boulder, USA

*"This book is an ambitious interdisciplinary undertaking to shed light on an important cognitive process. Never before have biological, developmental, and educational perspectives on knowledge generalization been brought together under one cover. This effort is a model for future interdisciplinary approaches to studying cognition and learning."* - Tamara Sumner, Executive Director of Digital Learning Sciences and Associate Professor at the University of Colorado at Boulder, USA

While the notion of generalization fits prominently into cognitive theories of learning, there is surprisingly little research literature that takes an overview of the issue from a broad multifaceted perspective.

This volume remedies this by taking a multi-disciplinary perspective on generalization of knowledge from several fields associated with Cognitive Science in order to derive some overarching principles about generalization.

Collectively, the contributors' multi-disciplinary approaches to generalization provide new insights into this concept that will be of interest to those in Cognitive Neuroscience, Computer Science, Education, Linguistics, Developmental Science, and Speech, Language and Hearing Sciences.

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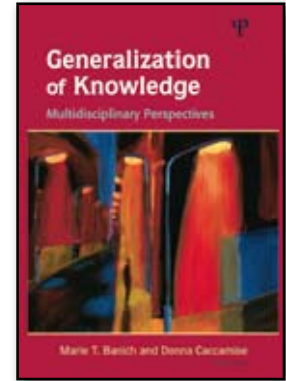
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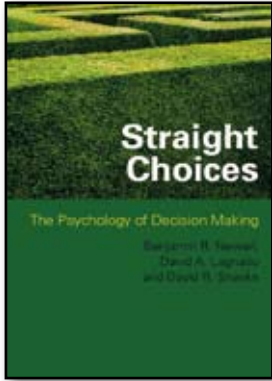
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## Straight Choices

### The Psychology of Decision Making

Benjamin R. Newell, University of New South Wales, Sydney, 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, UK

*“Straight Choices captures the excitement and innovative nature of research into decision making in everyday life and leaves the reader hungry to learn more. It is a remarkable springboard into understanding what we know and to developing one’s own decision making skills.”* - Robin M. Hogarth, ICREA Research Professor, Universitat Pompeu Fabra, Barcelona, Spain

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. 1. Falling Off the Straight and Narrow. 2. Decision Quality and an Historical Context. 3. Stages of Judgment I: Discovering, Acquiring and Combining Information. 4. Stages of Judgment II: Feedback Effects and Dynamic Environments. 5. Appraising Probability Judgments. 6. Judgmental Heuristics and Biases. 7. Associative Thinking. 8. Analysing Decisions I: A General Framework. 9. Analysing Decisions II: Prospect Theory and Preference Reversals. 10. Decisions Across Time. 11. Learning to Choose, Choosing to Learn. 12. Optimality, Expertise and Insight. 13. Emotional Influences on Decision Making. 14. Group Decision Making. 15. Going Straight: The View from Outside the Laboratory.

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# Thinking Visually

Stephen K. Reed

Center for Research in Mathematics and Science Education, San Diego, USA

Language is a marvelous tool for communication, but it is greatly overrated as a tool for thought. This volume documents the many ways pictures, visual images, and spatial metaphors influence our thinking. It discusses both classic and recent research that support the view that visual thinking occurs not only where we expect to find it, but also where we do not. Much of comprehending language, for instance, depends on visual simulations of words or on spatial metaphors that provide a foundation for conceptual understanding.

*Thinking Visually* supports comprehension by reducing jargon and by providing many illustrations, educational applications, and problems for readers to solve. It provides a broad overview of topics that range from the visual images formed by babies to acting classes designed for the elderly, from visual diagrams created by children to visual diagrams created by psychologists, and from producing and manipulating images to viewing animations. The final chapters discuss examples of instructional software and argue that the lack of such software in classrooms undermines the opportunity to develop visual thinking. The book includes the Animation Tutor™ DVD to illustrate the application of research on visual thinking to improve mathematical reasoning.

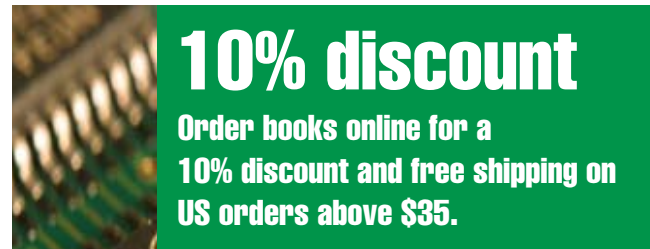
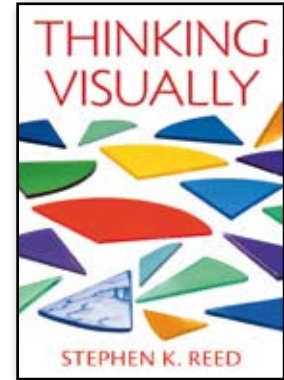
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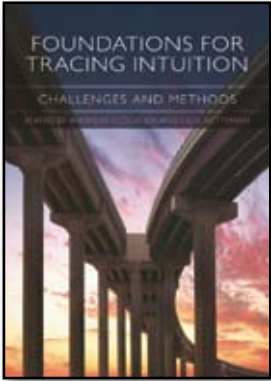
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## Foundations for Tracing Intuition

### Challenges and Methods

**Andreas Glöckner**, Max Planck Institute, Germany  
**Cilia Witteman**, Radboud University Nijmegen, The Netherlands (Eds.)

*"In such a new area of study, to have a compendium such as this is immensely useful. It is an extremely valuable book which should do a lot of good for a lot of people. I shall certainly get hold of a copy, and will recommend it strongly to my colleagues."* - **Ken Manktelow**, University of Wolverhampton, UK

The study of intuition and its relation to thoughtful reasoning is a burgeoning research topic in psychology and

beyond. While the area has the potential to radically transform our conception of the mind and decision making, the procedures used for establishing empirical conclusions have often been vaguely formulated and obscure. This book fills a gap in the field by providing a range of methods for exploring intuition experimentally and thereby enhancing the collection of new data.

The book begins by summarizing current challenges in the study of intuition and gives a new foundation for intuition research. Going beyond classical dual-process models, a new scheme is introduced to classify the different types of processes usually collected under the label of intuition. These new classifications range from learning approaches to complex cue integration models.

The book then goes on to describe the wide variety of behavioural methods available to investigate these processes, including information search tracing, think aloud protocols, maximum likelihood methods, eye-tracking, and physiological and non-physiological measures of affective responses. It also discusses paradigms to investigate implicit associations and causal intuitions, video-based approaches to expert research, methods to induce specific decision modes as well as questionnaires to assess individual preferences for intuition or deliberation.

By uniquely providing the basis for exploring intuition by introducing the different methods and their applications in a step-by-step manner, this text is an invaluable reference for individual research projects. It is also very useful as a course book for advanced decision making courses, and could inspire experimental explorations of intuition in psychology, behavioural economics, empirical legal studies and clinical decision making.

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# Mathematical Reasoning

## Patterns, Problems, Conjectures, and Proofs

Raymond Nickerson  
Tufts University, USA

*"Nickerson is a reliable and enthusiastic guide through a many-layered forest of ideas, leading us at each turn to a new appreciation of its topography – the box canyons and precipices and monumental vistas – of this very human adventure. His excellent references mark trailheads for those who would venture farther."* - Peter Killeen, Arizona State University, USA

*"A wide-ranging and insightful account of the nature of mathematics (its origins, utility, beauty) as well as of cognition and reasoning in general. This book is a welcome antidote to the notion that math is primarily a matter of computation."* - John A. Paulos, Temple University, USA

The development of mathematical competence – both by humans as a species over millennia and by individuals over their lifetimes – is a fascinating aspect of human cognition.

This book explores when and why the rudiments of mathematical capability first appeared among human beings, what its fundamental concepts are, and how and why it has grown into the richly branching complex of specialties that it is today. It discusses whether the 'truths' of mathematics are discoveries or inventions, and what prompts the emergence of concepts that appear to be descriptive of nothing in human experience. Also covered is the role of esthetics in mathematics: what exactly are mathematicians seeing when they describe a mathematical entity as 'beautiful'? There is discussion of whether mathematical disability is distinguishable from a general cognitive deficit and whether the potential for mathematical reasoning is best developed through instruction.

This volume is unique in the vast range of psychological questions it covers, as revealed in the work habits and products of numerous mathematicians. It provides fascinating reading for researchers and students with an interest in cognition in general and mathematical cognition in particular. Instructors of mathematics will also find the book's insights illuminating.

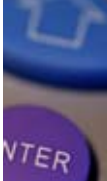
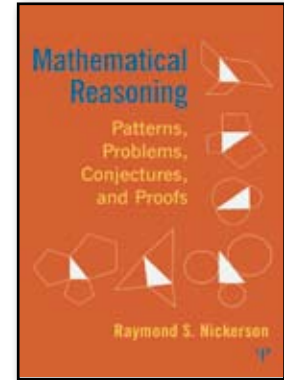
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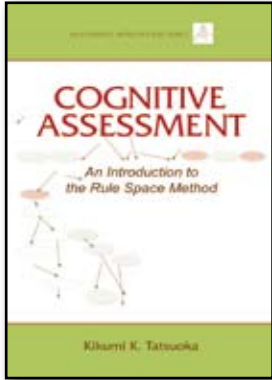
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## Cognitive Assessment

### An Introduction to the Rule Space Method

**Kikumi K. Tatsuoka**

Distinguished Research Professor, Emeritus, Teachers College, Columbia University, USA

#### Multivariate Applications Series

*“Dr. K. Tatsuoka’s book demonstrates rich content and brilliant work [that] provides a possible template for assessing the reliability of the underlying cognitive processes of an assessment. Examples span a rich and wide domain reflecting the author’s work in applying rule space to a wide array of assessments. ... The book will absolutely*

*make a significant contribution to the field.”* - Gwyneth M. Boodoo, President, GMB Enterprises

*“This book reflects [Dr. K. Tatsuoka’s] accomplishments and contributions to educational assessment. It is remarkable in its extensiveness.”* - Leona Aiken, Arizona State University, USA

This book introduces a new methodology for the analysis of test results. Free from ambiguous interpretations, the results truly demonstrate an individual’s progress. The methodology is ideal for highlighting patterns derived from test scores used in evaluating progress. Dr. Tatsuoka introduces readers to the Rule Space Method (RSM), a technique that transforms unobservable knowledge and skill variables into observable and measurable attributes. RSM converts item response patterns into attribute mastery probabilities. RSM is the only up-to-date methodology that can handle large scale assessment for tests such as the SAT and PSAT. PSAT used the results from this methodology to create cognitively diagnostic scoring reports. In this capacity, RSM helps teachers understand what scores mean by helping them ascertain an individual’s cognitive strengths and weaknesses. RSM is also used for medical diagnoses, genetics research, and to help classify music into various states of emotions for treating mental problems.

Intended for researchers and graduate students in quantitative, educational, and cognitive psychology, this book also appeals to those in computer science, neuroscience, medicine, and mathematics. It is appropriate for advanced courses on cognometrics, latent class structures, and advanced psychometrics as well as statistical pattern recognition and classification courses.

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1. Dimensionality of Test Data and Aberrant Response Patterns.
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## Judging Merit

**Warren Thorngate**, Carleton University, Canada; **Robyn M. Dawes**, Carnegie Mellon University, USA; **Margaret Foddy**, Carleton University, Canada

*"This is an excellent foray into the problems of judging merit (of research proposals, violinists, wines, personnel...) by three eminent social psychologists. They outline not only the pitfalls and difficulties of making evaluations but also offer concrete and useful proposals, grounded in theory, for improving judgments of merit."* - David Messick, Kaplan Professor Emeritus of Ethics and Decision in Management, Kellogg School of Management, Northwestern University, USA

Merit-based tests and contests have become popular methods for allocating rewards – from trophies to contracts, jobs to grants, admissions to licenses. With origins in jurisprudence, methods of rewarding merit seem fairer than those rewarding political or social connections, bribery, aggression, status, or wealth. Because of this, merit-based competitions are well-suited to the societal belief that people should be rewarded for what they know or do, and not for who they know or are; however, judging merit is rarely an easy task – it is prone to a variety of biases and errors. Small biases and errors, especially in large competitions, can make large differences in who or what is rewarded. It is important, then, to learn how to spot flaws in procedures for judging merit and to correct them when possible.

Based on over twenty years of theory and research in human judgment, decision making and social psychology, this unique book brings together for the first time what is known about the processes and problems of judging merit and their consequences. It also provides practical suggestions for increasing the fairness of merit-based competitions, and examines the future and limits of these competitions in society.

### Contents

1. Introduction. 2. Merit and Bias. 3. Lessons from Clinical Research. 4. Standards and Double Standards. 5. Rules of the Game. 6. Organizing Adjudication Committees. 7. Committee Deliberations. 8. Competitions Small and Large. 9. The Evolution and Future of Competitions. Appendices.

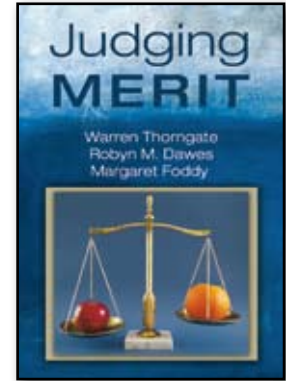
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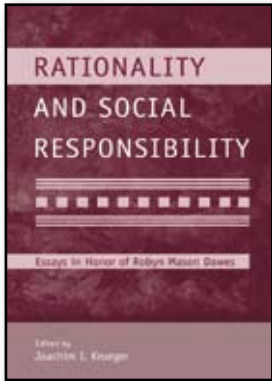
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## Rationality and Social Responsibility

Essays in Honor of Robyn Mason Dawes

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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's 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.

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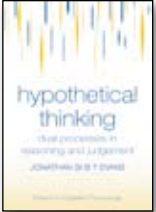
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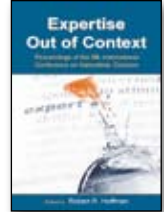
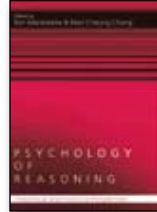
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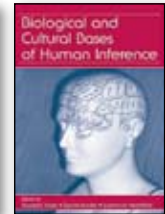
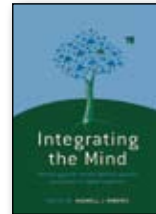
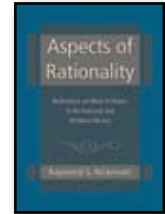
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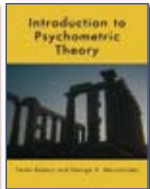
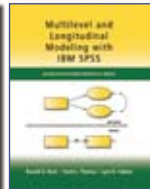
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