Class meets: Tues. & Thur., 10:00 – 11:50 AM @ SGM 226
Instructor: Richard S. John, Ph.D.
Office: SGM 621
Phone: 213-740-4011
Office Hrs. Tues. & Thur. 12:00 – 1:00 PM and by appointment
E-mail: richardj@usc.edu

All assignments, readings, and grades will be posted on Blackboard: http://blackboard.usc.edu

Catalog Description:
Psychology 422 (4 units). Overview of descriptive and normative models of judgment and decision making; probability judgments, inference, hypothesis testing, correlation, emotion and ambiguity effects, mental accounting, utility measurement, decision analysis, lens model, equity, social dilemmas, time and discounting, risk. Prerequisites: Psyc 314 or equivalent.

Required Text:

Grading:
Grades will be determined from 2 exams, each worth 15%, and 6 mini-projects, each worth 10%. The mini-project assignments are designed to allow you to apply both descriptive and normative models of judgment and decision making to real world problems. Participation will also count 10% toward the final grade. All mini-projects are due IN CLASS on the due date. Assignments must be submitted in a printed form. A 10% penalty per day applies to all late assignments.

Statement for Students with Disabilities
Any student requesting academic accommodations based on a disability is required to register with Disability Services and Programs (DSP) each semester. A letter of verification for approved accommodations can be obtained from DSP. Please be sure the letter is delivered to me (or to TA) as early in the semester as possible. DSP is located in STU 301 and is open 8:30 a.m.–5:00 p.m., Monday through Friday. The phone number for DSP is (213) 740-0776.
Statement on Academic Integrity
USC seeks to maintain an optimal learning environment. General principles
of academic honesty include the concept of respect for the intellectual
property of others, the expectation that individual work will be submitted
unless otherwise allowed by an instructor, and the obligations both to
protect one’s own academic work from misuse by others as well as to avoid
using another’s work as one’s own. All students are expected to understand
and abide by these principles. Scampus, the Student Guidebook, contains
the Student Conduct Code in Section 11.00, while the recommended
sanctions are located in Appendix A:
http://www.usc.edu/dept/publications/SCAMPUS/gov/. Students will be
referred to the Office of Student Judicial Affairs and Community Standards
for further review, should there be any suspicion of academic dishonesty.
The Review process can be found at: http://www.usc.edu/student-
affairs/SJACS/.
HUMAN JUDGEMENT AND DECISION MAKING  
Psychology 422  
Spring Semester 2010

**Course Outline**

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<td>2</td>
<td>Thur 1/14 Thinking, rationality, &amp; decision theory</td>
<td>HD1</td>
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<td>3</td>
<td>Tues 1/19 Decisions trees; sunk cost</td>
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<td>Thur 1/21 Lens model of judgment</td>
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<td>Tues 1/26 Policy capturing</td>
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<td>Thur 1/28 Clinical judgment vs. actuarial model</td>
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<td>Tues 2/2 Anchoring and adjustment in judgment</td>
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<td>Thur 2/4 Availability in memory and imagination</td>
<td>HD5.1-6</td>
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<td>Tues 2/9 Judgment by similarity; representativeness</td>
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<td>Thur 2/11 Judging from explanations; conjunction bias</td>
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<td>Tues 2/16 Scenario based explanation; hindsight bias</td>
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<td>Thur 2/18 Illusion of control; chance and causality</td>
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<td>Tues 2/23 Regression to the mean</td>
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<td>Thur 2/25 Decomposing uncertainty; probability trees</td>
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<td>Tues 3/2 Inverse probabilities; support theory</td>
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<td>Thur 3/4 Bayes theorem; decision theory</td>
<td>HD8.8-10</td>
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<td>Tues 3/9 Knowing what we want</td>
<td>HD9</td>
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<td>Thur 3/11 Mid-term Exam Due; No Lecture</td>
<td>HD1-8</td>
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Tues 3/16  Spring Break
Thur 3/18  Spring Break
19  Tues 3/23  How do we choose among complex alternatives?  HD10.1
20  Thur 3/25  Framing and context effects  HD10.2-3
21  Tues 3/30  Unconscious choice  HD10.4-5
22  Thur 4/1  Defining rationality  HD11.1-2
23  Tues 4/6  Expected utility theory  HD11.3
24  Thur 4/8  Utility paradoxes; prescriptive decision models  HD11.4-7
25  Tues 4/13  Prospect theory; regret  HD12.1
26  Thur 4/15  Gain-loss framing effects  HD12.2
27  Tues 4/20  Loss aversion; endowment effect  HD12.3-4
28  Thur 4/22  Decision making and affect  HD13.1-2
29  Tues 4/27  Time preferences; Iowa gambling task  HD13.3-4
30  Thur 4/29  Embracing uncertainty  HD14
31  Tues 5/11  Final Exam Due; Presentations: 11:00 – 1:00  HD9-14