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# Judgment Under Uncertainty Heuristics And Biases

## Daniel Kahneman

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Basic Problems in Methodology and Linguistics  
Choices, Values, and Frames  
Heuristics and Biases  
Bounded Rationality  
Critical Thinking  
The Cambridge Handbook of Thinking and Reasoning  
The Oxford Handbook of Thinking and Reasoning  
Environmental Impact Assessment, Technology Assessment, and Risk Analysis  
The Essential Tversky  
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The Great Mental Models, Volume 1  
An Analysis of Amos Tversky and Daniel Kahneman's Judgment Under Uncertainty  
Proceedings of a Workshop on Deterring Cyberattacks  
Judgment Under Uncertainty  
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The Myth of Experience  
Prospect Theory  
The Devil's Financial Dictionary  
Intelligence Analysis  
Preference, Belief, and Similarity  
Judgment and Decision Making  
Contributions to Mathematical Psychology, Psychometrics, and Methodology  
Cognitive Biases in Visualizations

The Oxford Handbook of Cognitive Engineering  
BIASES and HEURISTICS  
The Oxford Handbook of Behavioral Economics and the Law  
Thinking, Fast and Slow  
Design Decisions Under Uncertainty with Limited Information  
Rational Intuition  
Handbook of the Fundamentals of Financial Decision Making  
Foundations of Cognitive Psychology  
Decision Making Under Uncertainty  
Judgment and Decision Making  
The Undoing Project  
Behavioral Decision Making  
The Oxford Handbook of the Science of Science Communication  
The Handbook of Negotiation and Culture  
How to Lie with Statistics  
Judgment Under Uncertainty  
Blackwell Handbook of Judgment and Decision Making

*Judgment Under Uncertainty  
Heuristics And Biases Daniel  
Kahneman*

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## **EVERETT COOK**

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Basic Problems in Methodology and Linguistics Stanford  
University Press  
This work examines issues such as medical diagnosis, weather  
forecasting, labour negotiations, risk, public policy, business  
strategy, eyewitnesses, and jury decisions. This is a revision of  
Arkes and Hammond's 1986 collection of papers on judgment and

decision-making. Updated and extended, the focus of this volume  
is interdisciplinary and applied.

**Choices, Values, and Frames** Little, Brown

If you want to outsmart a crook, learn his tricks—Darrell Huff  
explains exactly how in the classic *How to Lie with Statistics*.  
From distorted graphs and biased samples to misleading  
averages, there are countless statistical dodges that lend cover  
to anyone with an ax to grind or a product to sell. With abundant  
examples and illustrations, Darrell Huff's lively and engaging  
primer clarifies the basic principles of statistics and explains how  
they're used to present information in honest and not-so-honest

ways. Now even more indispensable in our data-driven world than it was when first published, *How to Lie with Statistics* is the book that generations of readers have relied on to keep from being fooled.

**Heuristics and Biases** John Wiley & Sons

Behavioral decision research offers a distinctive approach to understanding and improving decision making. It combines theory and method from multiple disciplines (psychology, economics, statistics, decision theory, management science). It employs both empirical methods, to study how decisions are actually made, and analytical ones, to study how decisions should be made and how consequential imperfections are. This book brings together key publications, selected to represent the major topics and approaches used in the field. Put in one place, with integrating commentary, it shows the common elements in a research program that represents the scope of the field, while offering depth in each. Together, they provide a vision for what has become a burgeoning field.

Bounded Rationality Oxford University Press

The U.S. intelligence community (IC) is a complex human enterprise whose success depends on how well the people in it perform their work. Although often aided by sophisticated technologies, these people ultimately rely on their own intellect to identify, synthesize, and communicate the information on which the nation's security depends. The IC's success depends on having trained, motivated, and thoughtful people working within organizations able to understand, value, and coordinate their capabilities. *Intelligence Analysis* provides up-to-date scientific guidance for the intelligence community (IC) so that it might

improve individual and group judgments, communication between analysts, and analytic processes. The papers in this volume provide the detailed evidentiary base for the National Research Council's report, *Intelligence Analysis for Tomorrow: Advances from the Behavioral and Social Sciences*. The opening chapter focuses on the structure, missions, operations, and characteristics of the IC while the following 12 papers provide in-depth reviews of key topics in three areas: analytic methods, analysts, and organizations. Informed by the IC's unique missions and constraints, each paper documents the latest advancements of the relevant science and is a stand-alone resource for the IC's leadership and workforce. The collection allows readers to focus on one area of interest (analytic methods, analysts, or organizations) or even one particular aspect of a category. As a collection, the volume provides a broad perspective of the issues involved in making difficult decisions, which is at the heart of intelligence analysis.

Critical Thinking Independently Published

Some of the best and most influential papers by Amos Tversky, one of the most brilliant social science thinkers of the twentieth century. Amos Tversky (1937–1996) was a towering figure in the cognitive and decision sciences. His work was ingenious, exciting, and influential, spanning topics from intuition to statistics to behavioral economics. His long and extraordinarily productive collaboration with his friend and colleague Daniel Kahneman was the subject of Michael Lewis's best-selling book, *The Undoing Project: A Friendship that Changed Our Minds*. The *Essential Tversky* offers a selection of Tversky's best, most influential and accessible papers, "classics" chosen to capture the essence of

Tversky's thought. The impact of Tversky's work is far reaching and long-lasting. In 2002, Kahneman, who drew on their joint work in his much-praised 2013 book, *Thinking, Fast and Slow* (and who contributes an afterword to this collection), was awarded the Nobel Prize in Economics for work done with Tversky. In *The Undoing Project*, Lewis (who contributes a foreword to this collection) describes his discovery that Tversky and Kahneman's thinking laid the foundation for *Moneyball*, his own ode to number-crunching. The papers collected in *The Essential Tversky* cover topics that include cognitive and perceptual bias, misguided beliefs, inconsistent preferences, risky choice and loss aversion decisions, and psychological common sense. Together, they offer nonspecialist readers an introduction to one of the most brilliant social science thinkers of the twentieth century.

### **The Cambridge Handbook of Thinking and Reasoning**

Cambridge University Press

*Powerful Hidden Forces (Biases) Impair Our Decisions. Here is a Comprehensive Collection Biases to Help You Understand How They Work and How to Overcome Them* Are you a manager in the financial services sector, and wish to avoid a situation like the recent financial crisis? Do you know that all of us have mental blind spots which prevent us from being rational? If you have seen or read about the recent financial crisis that straddled across the globe and brought down some of the oldest and most venerated financial institutions in the world, then you need this book! In this book, I share authentic research findings on cognitive biases and how they impact our judgment. These are powerful biases that you must avoid in order to succeed. Improve

*Your Judgment by Knowing How Biases Work* This book is a comprehensive guide on cognitive biases, with inputs from real academic research with full references. If you are a financial sector executive and want to learn how to improve decisions, then this book is for you. In this book you will: \* Identify the most powerful cognitive biases that impair business and financial decisions \* Understand how cognitive biases work \* Learn techniques to overcome them Here are the answers to some questions you might have about this book: Q: What is this book about? A: This book is a guide on how to identify cognitive biases. In this book, you learn about powerful biases which afflict the world of business and banking. Understanding how biases work (Bias-in-Action) can help avoid these biases, and at times even use the presence of biases in our competitors to our advantage. Q: What kind of techniques will I get to learn in this book? A: This is a comprehensive collection of all empirically proven cognitive biases that impair our decisions. In this book, I bring out the most powerful cognitive biases that impair judgment. You will also get to learn about more biases that impair decisions in business and banking. Q: Do I need to have prior qualifications before I read this book? A: The only thing that is required is your keenness to learn. Some experience in the financial sector or knowledge of basic economics can make the grasping faster, but it is not a prerequisite. Every day that you delay is another day that you stagnate in your growth as a manager-leader. Take action now and buy this book by clicking the 'Buy now with 1-click' button [The Oxford Handbook of Thinking and Reasoning](#) Oxford University Press

An anthology of core readings on cognitive psychology.

*Environmental Impact Assessment, Technology Assessment, and Risk Analysis* Cambridge University Press

This book, first published in 2002, compiles psychologists' best attempts to answer important questions about intuitive judgment.

**The Essential Tversky** PublicAffairs

The Cambridge Handbook of Thinking and Reasoning is the first comprehensive and authoritative handbook covering all the core topics of the field of thinking and reasoning. Written by the foremost experts from cognitive psychology, cognitive science, and cognitive neuroscience, individual chapters summarize basic concepts and findings for a major topic, sketch its history, and give a sense of the directions in which research is currently heading. The volume also includes work related to developmental, social and clinical psychology, philosophy, economics, artificial intelligence, linguistics, education, law, and medicine. Scholars and students in all these fields and others will find this to be a valuable collection.

Noise MIT Press

This handbook is the first to provide comprehensive coverage of original state-of-the-science research, analysis, and design of integrated, human-technology systems.

**The Great Mental Models, Volume 1** Cambridge University Press

In a world of increasing dependence on information technology, the prevention of cyberattacks on a nation's important computer and communications systems and networks is a problem that looms large. Given the demonstrated limitations of passive cybersecurity defense measures, it is natural to consider the

possibility that deterrence might play a useful role in preventing cyberattacks against the United States and its vital interests. At the request of the Office of the Director of National Intelligence, the National Research Council undertook a two-phase project aimed to foster a broad, multidisciplinary examination of strategies for deterring cyberattacks on the United States and of the possible utility of these strategies for the U.S. government. The first phase produced a letter report providing basic information needed to understand the nature of the problem and to articulate important questions that can drive research regarding ways of more effectively preventing, discouraging, and inhibiting hostile activity against important U.S. information systems and networks. The second phase of the project entailed selecting appropriate experts to write papers on questions raised in the letter report. A number of experts, identified by the committee, were commissioned to write these papers under contract with the National Academy of Sciences. Commissioned papers were discussed at a public workshop held June 10-11, 2010, in Washington, D.C., and authors revised their papers after the workshop. Although the authors were selected and the papers reviewed and discussed by the committee, the individually authored papers do not reflect consensus views of the committee, and the reader should view these papers as offering points of departure that can stimulate further work on the topics discussed. The papers presented in this volume are published essentially as received from the authors, with some proofreading corrections made as limited time allowed. *An Analysis of Amos Tversky and Daniel Kahneman's Judgment Under Uncertainty* World Scientific

This book presents the definitive exposition of 'prospect theory', a compelling alternative to the classical utility theory of choice. Building on the 1982 volume, *Judgement Under Uncertainty*, this book brings together seminal papers on prospect theory from economists, decision theorists, and psychologists, including the work of the late Amos Tversky, whose contributions are collected here for the first time. While remaining within a rational choice framework, prospect theory delivers more accurate, empirically verified predictions in key test cases, as well as helping to explain many complex, real-world puzzles. In this volume, it is brought to bear on phenomena as diverse as the principles of legal compensation, the equity premium puzzle in financial markets, and the number of hours that New York cab drivers choose to drive on rainy days. Theoretically elegant and empirically robust, this volume shows how prospect theory has matured into a new science of decision making.

**Proceedings of a Workshop on Detering Cyberattacks** MIT Press

Discover the essential thinking tools you've been missing with The Great Mental Models series by Shane Parrish, New York Times bestselling author and the mind behind the acclaimed Farnam Street blog and "The Knowledge Project" podcast. This first book in the series is your guide to learning the crucial thinking tools nobody ever taught you. Time and time again, great thinkers such as Charlie Munger and Warren Buffett have credited their success to mental models—representations of how something works that can scale onto other fields. Mastering a small number of mental models enables you to rapidly grasp new information, identify patterns others miss, and avoid the common

mistakes that hold people back. The Great Mental Models: Volume 1, *General Thinking Concepts* shows you how making a few tiny changes in the way you think can deliver big results. Drawing on examples from history, business, art, and science, this book details nine of the most versatile, all-purpose mental models you can use right away to improve your decision making and productivity. This book will teach you how to: Avoid blind spots when looking at problems. Find non-obvious solutions. Anticipate and achieve desired outcomes. Play to your strengths, avoid your weaknesses, ... and more. The Great Mental Models series demystifies once elusive concepts and illuminates rich knowledge that traditional education overlooks. This series is the most comprehensive and accessible guide on using mental models to better understand our world, solve problems, and gain an advantage.

**Judgment Under Uncertainty** CRC Press

The Blackwell Handbook of Judgment and Decision Making is a state-of-the-art overview of current topics and research in the study of how people make evaluations, draw inferences, and make decisions under conditions of uncertainty and conflict. Contains contributions by experts from various disciplines that reflect current trends and controversies on judgment and decision making. Provides a glimpse at the many approaches that have been taken in the study of judgment and decision making and portrays the major findings in the field. Presents examinations of the broader roles of social, emotional, and cultural influences on decision making. Explores applications of judgment and decision making research to important problems in a variety of professional contexts, including finance, accounting,

medicine, public policy, and the law.

**The Little Book That Builds Wealth** Cambridge University Press

The Fifth International Congress of Logic, Methodology and Philosophy of Science was held at the University of Western Ontario, London, Canada, 27 August to 2 September 1975. The Congress was held under the auspices of the International Union of History and Philosophy of Science, Division of Logic, Methodology and Philosophy of Science, and was sponsored by the National Research Council of Canada and the University of Western Ontario. As those associated closely with the work of the Division over the years know well, the work undertaken by its members varies greatly and spans a number of fields not always obviously related. In addition, the volume of work done by first rate scholars and scientists in the various fields of the Division has risen enormously. For these and related reasons it seemed to the editors chosen by the Divisional officers that the usual format of publishing the proceedings of the Congress be abandoned in favour of a somewhat more flexible, and hopefully acceptable, method of presentation. Accordingly, the work of the invited participants to the Congress has been divided into four volumes appearing in the University of Western Ontario Series in Philosophy of Science. The volumes are entitled, Logic, Foundations of Mathematics and Computability Theory, Foundational Problems in the Special Sciences, Basic Problems in Methodology and Linguistics, and Historical and Philosophical Dimensions of Logic, Methodology and Philosophy of Science.

The Myth of Experience National Academies Press

Critical Thinking examines how we make judgments under

uncertainty and how various biases can distort our consideration of evidence. Via everyday examples, Varda Liberman and Amos Tversky explore the insights of probability, causal relationships, and making inferences from samples with the goal of helping readers improve their intuitive reasoning.

*Prospect Theory* John Wiley & Sons

In the global marketplace, negotiation frequently takes place across cultural boundaries, yet negotiation theory has traditionally been grounded in Western culture. This book, which provides an in-depth review of the field of negotiation theory, expands current thinking to include cross-cultural perspectives. The contents of the book reflect the diversity of negotiation—research—negotiator cognition, motivation, emotion, communication, power and disputing, intergroup relationships, third parties, justice, technology, and social dilemmas—and provides new insight into negotiation theory, questioning assumptions, expanding constructs, and identifying limits not apparent from working exclusively within one culture. The book is organized in three sections and pairs chapters on negotiation theory with chapters on culture. The first part emphasizes psychological processes—cognition, motivation, and emotion. Part II examines the negotiation process. The third part emphasizes the social context of negotiation. A final chapter synthesizes the main themes of the book to illustrate how scholars and practitioners can capitalize on the synergy between culture and negotiation research.

The Devil's Financial Dictionary Cambridge University Press

\*Major New York Times Bestseller \*More than 2.6 million copies sold \*One of The New York Times Book Review's ten best books

of the year \*Selected by The Wall Street Journal as one of the best nonfiction books of the year \*Presidential Medal of Freedom Recipient \*Daniel Kahneman's work with Amos Tversky is the subject of Michael Lewis's best-selling *The Undoing Project: A Friendship That Changed Our Minds* In his mega bestseller, *Thinking, Fast and Slow*, Daniel Kahneman, world-famous psychologist and winner of the Nobel Prize in Economics, takes us on a groundbreaking tour of the mind and explains the two systems that drive the way we think. System 1 is fast, intuitive, and emotional; System 2 is slower, more deliberative, and more logical. The impact of overconfidence on corporate strategies, the difficulties of predicting what will make us happy in the future, the profound effect of cognitive biases on everything from playing the stock market to planning our next vacation—each of these can be understood only by knowing how the two systems shape our judgments and decisions. Engaging the reader in a lively conversation about how we think, Kahneman reveals where we can and cannot trust our intuitions and how we can tap into the benefits of slow thinking. He offers practical and enlightening insights into how choices are made in both our business and our personal lives—and how we can use different techniques to guard against the mental glitches that often get us into trouble. Topping bestseller lists for almost ten years, *Thinking, Fast and Slow* is a contemporary classic, an essential book that has changed the lives of millions of readers.

Intelligence Analysis Farrar, Straus and Giroux

Amos Tversky (1937–1996), a towering figure in cognitive and

mathematical psychology, devoted his professional life to the study of similarity, judgment, and decision making. He had a unique ability to master the technicalities of normative ideals and then to intuit and demonstrate experimentally their systematic violation due to the vagaries and consequences of human information processing. He created new areas of study and helped transform disciplines as varied as economics, law, medicine, political science, philosophy, and statistics. This book collects forty of Tversky's articles, selected by him in collaboration with the editor during the last months of Tversky's life. It is divided into three sections: Similarity, Judgment, and Preferences. The Preferences section is subdivided into Probabilistic Models of Choice, Choice under Risk and Uncertainty, and Contingent Preferences. Included are several articles written with his frequent collaborator, Nobel Prize-winning economist Daniel Kahneman.

Preference, Belief, and Similarity Cambridge University Press

Your Survival Guide to the Hades of Wall Street *The Devil's Financial Dictionary* skewers the plutocrats and bureaucrats who gave us exploding mortgages, freakish risks, and banks too big to fail. And it distills the complexities, absurdities, and pomposities of Wall Street into plain truths and aphorisms anyone can understand. An indispensable survival guide to the hostile wilderness of today's financial markets, *The Devil's Financial Dictionary* delivers practical insights with a scorpion's sting. It cuts through the fads and fakery of Wall Street and clears a safe path for investors between euphoria and despair. Staying out of financial purgatory has never been this fun.