

1. Record Nr.	UNINA9910957279003321
Titolo	The routines of decision making // edited by Tilmann Betsch, Susanne Haberstroh
Pubbl/distr/stampa	Mahwah, N.J., : Erlbaum, 2005
ISBN	1-135-62295-7 1-282-37899-6 9786612378997 1-4106-1182-5
Edizione	[1st ed.]
Descrizione fisica	1 online resource (423 p.)
Altri autori (Persone)	BetschTilmann HaberstrohSusanne
Disciplina	003/.56
Soggetti	Decision making Experience Decision making - Research
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and indexes.
Nota di contenuto	Book Cover; Title; Copyright; Contents; Preface; List of Contributors; PART I: UNDERSTANDING AND MODELING THE ROUTINES OF DECISION MAKING; CHAPTER 1 Rule-Based Decision Field Theory: A Dynamic Computational Model of Transitions Among Decision- Making Strategies; CHAPTER 2 Three Roles of Past Experience in Goal Setting and Goal Striving; CHAPTER 3 Preference Theory: An Affect-Based Approach to Recurrent Decision Making; CHAPTER 4 Deciding Analytically or Trusting Your Intuition? The Advantages and Disadvantages of Analytic and Intuitive Thought CHAPTER 5 From Associations to Intuitive Judgment and Decision Making: Implicitly Learning From ExperienceCHAPTER 6 The Multiple Roles of Attitudes in Decision Making; PART II: THE ROUTINES OF DECISION MAKING: BASIC RESEARCH; CHAPTER 7 Development of Experience-Based Judgment and Decision Making: The Role of Outcome Feedback; CHAPTER 8 On the Conditions Under Which Experience and Motivation Accentuate Bias in Intuitive Judgment; CHAPTER 9 Using Expertise and Experience for Giving and Taking Advice; CHAPTER 10

Positive and Negative Transfer Effects in Groups

CHAPTER 11 Mood and the Use of General Knowledge Structures in Judgment and Decision MakingCHAPTER 12 The Impact of Routines on Deliberate Decisions: The Microworld-Simulation COMMERCE; CHAPTER 13 The Measurement of Habit; PART III: THE ROUTINES OF DECISION MAKING: APPLIED RESEARCH; CHAPTER 14 Development of Expertise in a Dynamic Decision-Making Environment; CHAPTER 15 How Expertise Is Applied in Real-World Dynamic Environments: Head-Mounted Video and Cued Recall as a Methodology for Studying Routines of Decision Making
CHAPTER 16 The Role of Experience in Consumer Decisions: The Case of Brand LoyaltyCHAPTER 17 Positive and Negative Effects of Prior Knowledge on Referee Decisions in Sports; PART IV: EDUCATING THE ROUTINES OF DECISION MAKING; CHAPTER 18 From the Recognition Primed Decision Model to Training; CHAPTER 19 Knowledge, Argument, and Meta-Cognition in Routine Decision Making; CHAPTER 20 Current Research on Routine Decision Making: Advances and Prospects; Author Index; Subject Index

Sommario/riassunto

Experience is currently a hot theme in decision making. For a long time, decision research was almost exclusively focused on new decisions and neglected the importance of experience. It took the field until the 1990s for a new direction in research and theorizing to become visible in the literature. There are parallel movements happening in sociology, political science, social psychology, and business. The purpose of this edited book is to provide a balanced and representative overview of what is currently known about the dynamics of experienced-based decision making. The chapters are w
