

TERRY CONNOLLY

March 2014

Department of Management and Organizations
The Eller College
University of Arizona
Tucson, Az 85721

2303 E. Adams St
Tucson, AZ 85719
(520) 881-2176

Ph:(520) 621-5937 Fax: (520) 621-4171
e-mail: connolly@u.arizona.edu

Education:

B.Sc (hons), Electrical Engineering, University of Manchester, June, 1966.

M.A., Sociology, Northwestern University, Evanston, Illinois, June, 1972.

Ph.D., Organization Behavior (Major), Systems Analysis (Minor), Northwestern University, Evanston, Illinois, August, 1972.

Experience:

Currently	Eller Professor of Management and Policy, Department of Management and Organizations, Eller College, University of Arizona. (Professor since 1983; Department Head, 1999-2004). Also (by courtesy) Professor of Psychology, and Member of the Cognitive Science Interdisciplinary Program.
Apr – July 2007	Visiting Professor, Department of Psychology, University of Melbourne
Feb. 1990 – July 1990	Visiting Scholar, Department of Psychology, Uppsala University, Sweden.
Sept. 1982 - June 1983	Professor, School of Industrial and Systems Engineering, Georgia Institute of Technology, Atlanta, Georgia. Previously Associate Professor (1976-82) and Assistant Professor (1972-76).
Mar. 1982 - June 1982	Visiting Scholar, Center for Decision Research, School of Business, University of Chicago.
Aug. 1975 - June 1976	Visiting Assistant Professor, Department of Business Administration, University of Illinois, Urbana-Champaign.
Sept. 1966 - Aug. 1968	Design Engineer, AEI Ltd., Manchester, England.

Research interests: Decision making by individuals, groups and organizations
Computer-based decision support systems
Technology and creativity
Emotion in decision making
Ethical decision making

Teaching interests: Management and organizational behavior
Decision analysis
Judgment and decision making
Research methods

Courses taught at Arizona:

Undergraduate: MAP 204, Analysis of data for decision making
(required undergrad course; mean rating 4.3/5.0)

MAP 485, Decision analysis
(senior elective; mean rating 4.4/5.0)

MBA: MAP 502, Organization theory and behavioral relations
(Required MBA course; mean ratings 4.2/5.0)

BAD 510, Scientists, engineers and organizations
(Required course, cross-college Masters in Management)
(Co-taught; no individual ratings available)

Ph.D: MAP 580a, Theory of management and organization (micro)
(Co-taught; no individual ratings available)

MAP 600: Behavioral science theory and method
(PhD intro seminar; mean ratings 4.7/5.0)

MAP 696, Research in judgment and decision making
(Advanced PhD seminar; mean ratings 4.7/5.0)

Executive: Redesigning business processes
The FINOVA Corporation, multiple offerings, 1995-2002

Strategic decision making
Executive MBA Program, 2005 - present

Introduction to negotiation
Business Basics program, multiple offerings, 1994-1998

Managerial decision making
Arizona Executive Program, multiple offerings, 1990-1995

Books:

Scientists, Engineers and Organizations. Monterey, CA: Brooks-Cole, 1983. (Chapter 2, "Problem Solving and Decision Making", reprinted in B. Gray, D. Brass & S. Clark, *Managing Organizations*, Kendall/Hunt Publishing Co, Dubuque, 1993).

Interdisciplinary Analysis and Research (Ed., with D.E. Chubin, A.L. Porter & F.A. Rossini). Mt Airy, MD: Lomond Publications, 1986.

Judgment and Decision Making: An Interdisciplinary Reader, 2nd edition (Ed., with H.R. Arkes & K.R.Hammond), New York: Cambridge University Press, 2000.

Decision Making by Individuals and Groups, 2nd edition (with L.R.Beach). Thousand Oaks, CA, Sage Publications, 2005.

Decision Modeling and Behavior in Complex and Uncertain Environments. (Ed., with T.Kugler, J.C.Smith, and Y.J.Son). New York: Springer, 2008

Articles and Book Chapters:

"Communication Nets and Uncertainty in R&D Planning," *IEEE Transactions on Engineering Management*, 1975, EM-22, 50-54.

"Behavioral Issues in Product Safety Planning," (with R. H. Deane), *Journal of American Society of Safety Engineering*, 1975, 20 12-16.

"The Effectiveness of Group Brainstorming in Engineering Problem Solving," (with A.C. Lewis and T. L. Sadosky), *IEEE Transactions on Engineering Management*, 1975, EM-22, 119-124.

"Some Conceptual and Methodological Issues in Expectancy Models of Work Performance Motivation," *Academy of Management Review*, 1976, 1, 3-47.

"Some Instrumentality-Valence Models of Undergraduate College Choice," (with C. V. Vines), *Decision Sciences*, 1977, 8, 311-317.

"More Data Versus More Information in Multiple Cue Inference Tasks," (with A. L. Dorris and T. L. Sadosky), *Ergonomics*, 1977, 20, 643-650.

"Women in Science and Engineering: Characteristics and Experiences of Established Professionals," (with E. L. Burks), *Engineering Education*, 1977, 68, 234-240.

"Information Processing and Decision Making in Organizations," pp. 205-234 in: *New Directions in Organizational Behavior*, B. M. Staw and G. R. Salancik (eds.), Chicago, St. Clair

Press, 1977.

"On the Policy-Relevance of Evaluation," pp. 135-39 in: *Accounting for Social Goals and Social Organizations*, H. W. Melton and D. Watson (eds.), Grid Publishing Co., Columbus, Ohio, 1977.

"Cues, Components, and Causal Structure in Laboratory Judgment Studies," *Educational and Psychological Measurement*, 1977, 37, 877-888.

"Some Effects of Feedback Error in Diagnostic Decision Tasks," (with V. M. Miklausich), *Academy of Management Journal*, 1978, 21, 301-307.

"On the Evaluation of Assessment and Assessments," (with A. L. Porter and F. A. Rossini), *Technological Forecasting and Social Change*, 1979, 15, 73-76.

"Organizational Effectiveness: A Multiple-Constituency Approach," (with E. J. Conlon and S. J. Deutsch), *Academy of Management Review*, 1980, 5, 211-7. (Reprinted in J.M. Shafritz & J.S. Ott (Eds.) (1992), *Classics of Organization Theory*, 3rd edition. Pacific Grove, CA: Brooks-Cole.)

"Performance Measures: Some Conceptual Issues," (with S. J. Deutsch), *Evaluation and Program Planning*, 1980, 3, 35-43.

"The Recruitment and Retention of Women as Undergraduate Engineers," (with A. L. Porter), *Engineering Education*, 1980, 70, 822-827.

"Uncertainty, Action and Competence: Some Alternatives to Omniscience in Complex Problem-Solving," pp. 69-91 in: *Uncertainty: Social and Behavioral Dimensions*, S. Fiddle (ed.), Praeger, New York, 1980.

"General Systems Theory and Organizational Development: A Dialectical Inquiry," (with L. R. Pondy), pp. 15-34 in: *Systems Theory and Organizational Development*, T. G. Cummings (ed.), John Wiley, New York, 1980.

"Interdisciplinary Studies Groups: A Model," (with D. E. Chubin, A. L. Porter & F. A. Rossini), *Interstudy*, 1980, 1, 8-12.

"An Analysis of Federal Airport Funding Studies," (with C. Y. Park & A. L. Porter), *Traffic Quarterly*, 1980, 34, 333-354.

"A User-Focused Model for the Utilization of Evaluations," (with A. L. Porter), *Evaluation and Program Planning*, 1980, 3, 131-140.

"The Role of the Doctoral Dissertation in Electrical Engineering Education," (with A. L. Porter), *Engineering Education*, 1980, 71, 162-6.

"On the Relationship Between Teaching and Research in Organizational Science," *Exchange*, 1980, 5, 22-24.

"Between Disciplines," (letter: with A. L. Porter, F. A. Rossini & D. E. Chubin), *Science*, 1980, 209, 966.

"Between-Subjects Designs in Testing Expectancy Models: A Methodological Note," (with G. Wolf), *Decision Sciences*, 1981, 12, 39-45.

"Misleading Indicators: The Limitations of Multiple Linear Regression in Policy-Oriented Studies," (with A. L. Porter, R. G. Heikes & C. Y. Park), *Policy Sciences*, 1981, 13, 397-418.

"On Taking Action Seriously: Cognitive Fixation in Behavioral Decision Theory." In *New Directions in Decision Making*, D. N. Braunstein & G. R. Ungson (eds.), Kent Publishing Co., Kent, Ohio, 1982.

"Research Trails and Science Policies: Establishments in the Shaping of Scientific Work," (with D. E. Chubin), *Sociology of the Sciences Yearbook*, vol. 6, D. Reidel, Dordrecht and Boston, 1982, 293-311.

"Information Search in Judgment Tasks: A Regression Model and Some Preliminary Findings," (with N. Gilani). *Organizational Behavior and Human Performance*, 1982, 30, 330-350.

"The ABC's of ABD's: An Interview Study," (with D. E. Chubin, P. S. Jacks & A. L. Porter). *Improving College and University Teaching*, 1982, 31, 74-81.

"The Role of the Dissertation in Scientific Careers," (with A. L. Porter, D. E. Chubin, F. A. Rossini and M. E. Boeckmann). *American Scientist*, 1982, 70, 475-481.

"Cross-Disciplinarity in the Biomedical Sciences" (with F.A. Rossini, A. L. Porter & D. E. Chubin). pp. 176-184 in S. E. Epton, R. L. Payne & A. W. Pearson (eds): *Managing Interdisciplinary Research*. Chichester: John Wiley, 1983.

"Towards a Reintegration of 'Organizational Behavior'". *Organizational Behavior Teaching Review*, 1984, 9, 1-4.

"Information Search in Judgment Tasks: The Effects of Unequal Cue Validity and Cost" (with P. Serre). *Organizational Behavior and Human Performance*, 1984, 34, 387-401.

"Coping with Disciplinary Fragmentation" (with R. F. Zammuto). *Organizational Behavior Teaching Review*, 1984, 9, 30-38.

"Predecisional Information Acquisition: Effects of Task Variables on Suboptimal Search Strategies" (with B.K.Thorn). *Organizational Behavior and Human Decision Processes*, 1987, 39, 397-416.

"Decision Theory, Reasonable Doubt, and the Utility of Erroneous Acquittals". *Law and Human Behavior*, 1987, 11, 101-112.

"Discretionary Data Bases: A Theory and Some Experimental Findings" (with B.K.Thorn). *Communication Research*, 1987, 14, 512-528.

"Information Mispurchase in Judgment Tasks: A Task-Driven Causal Mechanism" (with D.R.Wholey). *Organizational Behavior and Human Decision Processes*, 1988, 42, 75-87.

"Studies of Information-Purchase Processes". In B.Brehmer & C.R.B.Joyce (eds): *Human Judgment: The SJT Approach*. North-Holland Elsevier, 1988, 401-425

"Hedge-Clipping, Tree-Felling and the Management of Ambiguity". In L.R.Pondy, R.Boland & H.Thomas (eds): *Managing the Challenge of Ambiguity and Change*. New York: Wiley, 1988, 37-50.

"Decision Cycles" (with W.G.Wagner). In R.L.Cardly, S.M.Puffer & J.M.Newman (eds): *Advances in Information Processing in Organizations*, 2. Greenwich, CT: JAI Press, 1988, 183-205.

"Hindsight Bias and Strategic Choice: Some Problems in Learning from Experience" (with E. Bukszar). *Academy of Management Journal*, 1988, 31, 628-641. (Winner of the Foundation for Administrative Research award for Best Paper in Strategy, 1988)

"Goals, Strategy Development and Task Performance: Some Limits on the Efficacy of Goal Setting" (with P.C.Earley & G.Ekegren). *Journal of Applied Psychology*, 1989, 74, 24-33.

"Discretionary Databases in Forecasting" (with A.L.Porter). *Journal of Forecasting*, 1989, 9, 1-12.

"Task Strategy Interventions in Goal Setting: The Importance of Search in Strategy Development" (with P.C.Earley & C. Lee). *Journal of Management*, 1989, 15, 95-108.

"Systems, Knowledge and Organizational Development" (with L.R.Pondy). *Journal of Organizational Change Management*, 1989, 2, 30-39.

"Effects of Anonymity and Evaluative Tone on Idea Generation in Computer-Mediated Groups" (with L.M.Jessup & J.S.Valacich). *Management Science*, 1990, 36, 1-15.

"Discretionary Databases: Theory, Data and Implications" (with B.K.Thorn). In Fulk, J. & Steinfeld, C. (Eds): *Organizations and Communication Technology*. Newbury Park, CA: Sage, 1990 (This is a revised version of Connolly & Thorn, 1987).

"Hindsight Bias: Self-Flattery or Cognitive Illusion?" (with E. Bukszar). *Journal of Behavioral Decision Making*, 1990, 3, 205-211.

"Toward a Theory of Automated Group Work: The Deindividuating Effects of Anonymity" (with L.M.Jessup & D.A.Tansik). *Small Group Research*, 1990, 21, 333-348.

"Why CSCW Applications Fail: Problems in the Adoption of Interdependent Work Tools" (with M.L.Markus). *CSCW '90 Proceedings*, Los Angeles, CA, October 1990.

"The Effects of Anonymity on GDSS Group Process in an Idea-Generating Task" (with L.M.Jessup & J. Galegher). *MIS Quarterly*, 1990, 14, 313-321.

"Behavioral Decision Theory and Group Support Systems". In Jessup, L.M. & Valacich, J.S. (eds): *Group Support Systems: New Perspectives*. New York: MacMillan, 1992.

"Discretionary Databases as Social Dilemmas" (with B.K.Thorn & A. Heminger). In Liebrand, W.B.G., Messick, D.M. & Wilke, H.A.M. (eds): *Social Dilemmas: Theoretical Issues and Research Findings*. Oxford: Pergamon, 1992.

"Some Contagion Models of Speeding" (with L. Aberg). *Accident Analysis and Prevention*, 1993, 25, 57-66.

"The Reinvention of Decision Making" (with J. Orasanu). In G. Klein, J. Orasanu, R. Calderwood & C.E.Zsombok (eds), *Decision Making in Action*. Norwood, NJ: Ablex, 1993.

"Similarities and differences in the treatment perspectives of physicians, citizens, and state legislators" (with S.E.Geller & L.R.Beach). *Hospital and Health Services Administration*, 1993, 38, 3, 419-428.

"On the effectiveness of group brainstorming: Test of one underlying cognitive mechanism" (with R.L.Routhieux and S.K.Schneider). *Small Group Research*, 1993, 24, 490-503.

"The influence of psychosocial factors in the heart transplantation decision process" (with S.E.Geller). *Journal of Hospital Chaplaincy*, 1993, 5, 33-43.

"Pre-voir dire instruction of the jury pool: A natural experiment" (with M.O'Connor, J. Davis & B.D.Sales). *Criminal Law Bulletin*, 1994, 30, 518 - 537.

"Idea Generation in Computer-Based Groups: A New Ending to an Old Story" (with J.Valacich & A.Dennis). *Organizational Behavior and Human Decision Processes*, 1994, 57, 448-467.

Connolly, T., & Beach, L.R. (1995). The Theory of Image Theory: An Examination of the Central Conceptual Structure. In J-P Caverni, M.Bar-Hillel, F.H.Barron & H.Jungermann (Eds.), *Contributions to Decision Making*. Amsterdam: North-Holland.

Connolly, T., Srivastava, J., & Beach, L.R. (1995). Do ranks suffice? A comparison of alternative weighting approaches in value elicitation. *Organizational Behavior and Human Decision Processes*, 63, 112-116.

Weisband, S.P., Connolly, T., & Schneider, S.K. (1995). Computer-mediated communication and social information: Status salience and status differences. *Academy of Management Journal*, 38, 1124-1151.

Connolly, T. & Shrivastava, J. (1995). Cues and components in multiattribute evaluation. *Organizational Behavior and Human Decision Processes*, 64, 219-228.

Connolly, T. (1996). Image theory and workplace decisions: Challenge. In L.R.Beach (Ed.), *Decision Making in the Workplace: A Unified Perspective*. Hillsdale, NJ: Lawrence Erlbaum Associates, 197-208.

Jessup, L.M., Egbert, J.L., & Connolly, T. (1996). Understanding computer-supported group work: The effects of interaction frequency on group process and outcome. *Journal of Research on Computing in Education*, 28, 190-208

Connolly, T. (1996). Are base rates a natural category of information? *Brain and Behavioral Sciences*, 19, 19-20.

Dennis, A.R., Valacich, J.S., Connolly, T., & Wynne, B.E. (1996). Problem structuring in group brainstorming. *Information Systems Research*, 7, 268-277.

Connolly, T. (1997). Electronic brainstorming: Science meets technology in the group meeting room. In S. Kiesler (Ed), *Culture of the Internet*. Mahwah, NJ: Lawrence Erlbaum Associates.

Connolly, T., & Koput, K. (1997). Naturalistic decision making. In Z.Shapira (Ed), *Organizational Decision Making*. New York: Cambridge University Press.

Connolly, T., & Dean, D. (1997). Decomposed vs. holistic estimates of effort required for software writing tasks. *Management Science*, 43, 1029-1045.

Connolly, T., Ordonez, L., & Coughlan, R. (1997). Regret and responsibility in the evaluation of decision outcomes. *Organizational Behavior and Human Decision Processes*, 70, 73-85.

Geller, S.E., & Connolly, T. (1997). The influence of psychosocial factors on heart transplantation decisions and outcomes. *Journal of Transplant Coordination*, 7, 173-179.

Busemeyer, J., & Connolly, T. (1998). Models of human decision making. In R.W.Pew & A.S.Mavor (Eds.), *Modeling Human and Organizational Behavior: Application to Military Simulations*. Washington, D.C.: National Academy Press.

Burns, L.R., DeGraff, R.A., & Connolly, T. (1999). Impact of physicians' perceptions of malpractice risk and adaptive changes on intention to cease obstetrical practice. *Journal of Rural Health*, *15*, 134-146.

Connolly, T. (1999). Action as a fast and frugal heuristic". *Minds and Machines*, *9*, 479-496

Ordóñez, L. & Connolly, T. (2000). Regret and responsibility: A reply to Zeelenberg et al. *Organizational Behavior and Human Decision Processes*, *81*, 132-142

Ordóñez, L., Connolly, T., & Coughlan, R. (2000). Multiple reference points in satisfaction and fairness assessments. *Journal of Behavioral Decision Making*, *13*, 329-344.

Coughlan, R., & Connolly, T. (2001). Predicting affective response to unexpected outcomes. *Organizational Behavior and Human Decision Processes*, *85*, 211-225.

Connolly, T., & Ordóñez, L. (2002) Judgment and Decision Making. In Borman, W.C., Ilgen, D.R. & Klimoski, R.J. (Eds.). *Comprehensive Handbook of Psychology, Volume 12: Industrial and Organizational Psychology*. New York: John Wiley, 493-518.

Connolly, T., & Zeelenberg, M. (2002). Regret in decision making. *Current Directions in Psychological Science*, *11*, 212-216.

Connolly, T., & Reb, J. (2003). Omission bias in vaccination decisions: Where's the 'omission'? Where's the 'bias'? *Organizational Behavior and Human Decision Processes*, *91*, 186-202.

Aytes, K., & Connolly, T. (2004). Computer security and risky computing practices: A rational choice perspective". *Journal of Organizational and End User Computing*, *16*, 22-40. (Reprinted in: M. A. Mahmood (Ed.), *Advanced Topics in Organizational and End User Computing, Vol. 4*, 257-279. Hershey, PA: Idea Group Publishing (IGP), 2005; H. Nemati (Ed), *Information Security and Ethics*. Hershey, NY: Information Science Reference, 2008, 1994-2011)

Connolly, T., & Reb, J. (2005). Regret in cancer-related decisions. *Health Psychology*, *24*, 529 – 534.

Connolly, T., & Reb, J. (2005). Regret and the control of temporary preferences. *Brain and Behavioral Sciences*, *28*, 653-654.

Connolly, T., & Butler, D. (2006). Regret in economic and psychological theories of choice. *Journal of Behavioral Decision Making*, *19*, 139-154.

Connolly, T. (2006). Reflections from a judgment and decision making perspective. In A. Kirlik (Ed.), *Adaptive perspectives on human-technology interaction*. New York: Oxford University Press.

Reb, J., & Connolly, T. (2007). Possession, feelings of ownership and the endowment effect. *Judgment and Decision Making*, 2, 29-36.

Bearden, J.N., & Connolly, T. (2007). Multi-attribute sequential search. *Organizational Behavior and Human Decision Processes*, 103, 147-158

Bearden, J.N., Connolly, T. & Murphy, R.O. (2007). Searching for the party: Theory and data. Working paper, August 2007.

Coughlan, R., & Connolly, T. (2008). Investigating unethical decisions at work: Justification and emotion in dilemma resolution. *Journal of Managerial Issues*, 20, 348-365

Bearden, J.N., & Connolly, T. (2008). On optimal satisficing; How simple policies can achieve excellent results. Pp. 79-98 in T. Kugler, J.C.Smith, T. Connolly & Y.J.Son (Eds.), *Decision modeling and behavior in complex and uncertain environments*. New York: Springer.

Kugler, T., Connolly, T., & Kausel, E.E. (2009). The effect of consequential thinking on trust game behavior. *Journal of Behavioral Decision Making*, 22, 101-119.

Reb, J. & Connolly, T. (2009). Myopic regret avoidance in repeated decision making. *Organizational Behavior and Human Decision Processes*, 109, 182-189.

Connolly, T., & Hardman, D. (2009). Fools rush in: A JDM perspective on the role of emotions in decisions, moral and otherwise. Pp. 275-306 in D. M. Bartels, C. W. Bauman, L. J. Skitka, & D. L. Medin (Eds.), *Psychology of Learning and Motivation, Vol. 50: Moral Judgment and Decision Making*. San Diego, CA: Academic Press.

Reb, J., & Connolly, T. (2010). The effects of action, normalcy, and decision carefulness on anticipated regret: Evidence for a broad mediating role of decision justifiability. *Cognition and Emotion*, 24, 1405 - 1420.

Becker, W.J., Connolly, T., & Slaughter, J.E. (2010). The effect of job offer timing on offer acceptance, performance, and turnover. *Personnel Psychology*, 63, 223-241.

Connolly, T. (2010). What if we took *researchers'* workplace decisions seriously? Mundane incentives vs. intellectual merit in the selection of research topics. *Industrial and Organizational Psychology*, 3, 452-454.

Connolly, T., Ordóñez, L. & Barker, S. (2011). Judgment and Decision Making. In Borman, W.C., Ilgen, D.R. & Klimoski, R.J. (Eds): *Comprehensive Handbook of Psychology, Volume 12: Industrial and Organizational Psychology. 2nd Ed.* New York: John Wiley. (Revision of Connolly & Ordóñez, 2002).

Connolly, T. & Reb, J. (2012). Towards interactive, Internet-based decision aid for vaccination decisions: Better information alone is not enough". *Vaccine, 30*, 3813-3818.

Kugler, T., Connolly, T. and Ordóñez, L. D. (2012). Emotion, decision and risk: betting on gambles vs. betting on people. ``*Journal of Behavioral Decision Making, 25*, 123-134.

Connolly, T. & Reb, J. (2012). Regret aversion in reason-based choice. *Theory and Decision, 73*, 35-51. Published online, 7/31/11, DOI 10.1007/s11238-011-9269-0.

Connolly, T., Reb, J. & Kausel, E. (2013). Regret aversion, accountability and justification in the decoy effect. *Judgment and Decision Making, 8*, 136-149

Kausel, E. & Connolly, T. (2014). Do people have accurate beliefs about the behavioral consequences of incidental emotions? Evidence from trust games. *Journal of Economic Psychology, 2014* (in press).

Book Reviews.

T. C. Schelling: Micromotives and Macrobehavior (Norton, 1978). *Administrative Science Quarterly*, 1979, 24, 500-504.

K. E. Boulding: Ecodynamics (Sage, 1978). *Contemporary Psychology*, 1979, 24, 677-679.

R. McCutcheon: Limits to a Modern World (Butterworths, 1979). *Technology and Culture*, 1980, 21, 275-276.

R. Nisbett and L. Ross: Human Inference: Strategies and Shortcomings of Social Judgment (Prentice-Hall, 1980). *Administrative Science Quarterly*, 1981, 26, 302-305.

E. M. Rogers and D. L. Kincaid: Communication Networks: Toward a New Paradigm for Research (Free Press, 1981). *Contemporary Psychology*, 1982, 27, 314-315.

R. M. Hogarth: Judgment and Choice: The Psychology of Decision (Wiley, 1980). *Administrative Science Quarterly*, 1982, 27, 325-327.

D. Collingridge: Critical Decision Making: A New Theory of Social Choice. (St. Martin's Press, 1982). *Impact Assessment Bulletin*, 1983, 2.

B. Christie: Face to File Communication (Wiley, 1981). *Contemporary Psychology*, 1982, 27, 793-794.

A. Lewis: The Psychology of Taxation (St. Martin's Press, 1982). *Contemporary Psychology*, 1983, 28, 927-928.

R. Axelrod: The Evolution of Cooperation (Basic Books, 1984). *Administrative Science Quarterly*, 1984, 29, 661-663.

D. B. Bell, H. Raiffa & A. Tversky (Eds.): Decision Making: Descriptive, Normative and Prescriptive Interactions (Cambridge University Press, 1988). *Journal of Behavioral Decision Making*, 1990, 3, 142-143.

F. Heller (Ed): Decision-Making and Leadership (Cambridge University Press, 1992). *Academy of Management Review*, 1994, 19, 348-352.

N.J.Castellan (Ed): Individual and Group Decision Making (Lawrence Erlbaum Associates, 1993). *Journal of Behavioral Decision Making*, 1996.

J.S.Hammond, R.L.Keeney, & H.Raiffa: Smart Choices (Harvard Business School Press, 1999). *Medical Decision Making*, 1999.

Byrne, R.M.J. (2005). The Rational Imagination: How People Create Alternatives to Reality. Cambridge, MA: MIT Press. *Journal of Behavioral Decision Making*, 2007

Mandel, D.R., Hilton, D.J. & Catellani, P (Eds.) (2005). The Psychology of Counterfactual Thinking. New York: Routledge. *EADM Bulletin*, Summer, 2007.

Gladwell, M. (2008). *Outliers: The Story of Success*. New York: Little, Brown. *Journal of Behavioral Decision Making*, 23: 331-333, (2010) .

Other Professional Activities

Professional Society Memberships and Boards:

American Psychological Society (Fellow)
Academy of Management
Organizational Behavior Teaching Society
(Board Member 1984-86)
American Association for the Advancement of Science
Judgment and Decision Making Society
(Board Member and Secretary-Treasurer 1990-1993;
President, 1994-1995, Board Member 2004-2007)
European Association for Decision Making

Editorial and Advisory Boards:

Administrative Science Quarterly, 1983 - 1986, 1996 -98
Academy of Management Journal, 1984 - 1987.
Organizational Behavior Teaching Review, 1978 - 1990
Organizational Behavior and Human Decision Processes, 1994 - 2008,
2010 - present; Associate Editor, 2001 - 2004.
Journal of Behavioral Decision Making, 1990 - present
Behavioral & Brain Sciences, Associate, 1995 - present
Judgment and Decision Making, Associate Editor, 2006 - 2010

National Science Foundation: Advisory Panel, Program in Decision, Risk and Management Science, 1990-1992; Behavioral Science Infrastructure Special Panel, 1999. Proposal reviewer: 1988 - present.

National Academy of Sciences/National Research Council: Committee on Human Factors, 1994 - 1999; Review panel, Human Research & Engineering Directorate, ARL, 2009 - present.

Arizona State University: Advisory Board, Decision Center for a Desert City, 2005 - present.

Current/recent research sponsorship:

“Predicting and prescribing human decision making...”

Air Force Office of Scientific Research. \$3.9m, June 2003-May, 2008.

PI: J.C. Smith, Systems & Industrial Engineering. Co-investigator: T. Connolly.

“Emotions and decision making”. National Science Foundation. \$330,000, July, 2008- June, 2011. Co-PI: T. Connolly