

# Contents

List of contributors	page viii
Preface	xi

## **Part I: Introduction**

1 Judgment under uncertainty: Heuristics and biases	3
<i>Amos Tversky and Daniel Kahneman</i>	

## **Part II: Representativeness**

2 Belief in the law of small numbers	23
<i>Amos Tversky and Daniel Kahneman</i>	
3 Subjective probability: A judgment of representativeness	32
<i>Daniel Kahneman and Amos Tversky</i>	
4 On the psychology of prediction	48
<i>Daniel Kahneman and Amos Tversky</i>	
5 Studies of representativeness	69
<i>Maya Bar-Hillel</i>	
6 Judgments of and by representativeness	84
<i>Amos Tversky and Daniel Kahneman</i>	

## **Part III: Causality and attribution**

7 Popular induction: Information is not necessarily informative	101
<i>Richard E. Nisbett, Eugene Borgida, Rick Crandall, and Harvey Reed</i>	
8 Causal schemas in judgments under uncertainty	117
<i>Amos Tversky and Daniel Kahneman</i>	

9	Shortcomings in the attribution process: On the origins and maintenance of erroneous social assessments <i>Lee Ross and Craig A. Anderson</i>	129
10	Evidential impact of base rates <i>Amos Tversky and Daniel Kahneman</i>	153
<b>Part IV: Availability</b>		
11	Availability: A heuristic for judging frequency and probability <i>Amos Tversky and Daniel Kahneman</i>	163
12	Egocentric biases in availability and attribution <i>Michael Ross and Fiore Sicolty</i>	179
13	The availability bias in social perception and interaction <i>Shelley E. Taylor</i>	190
14	The simulation heuristic <i>Daniel Kahneman and Amos Tversky</i>	201
<b>Part V: Covariation and control</b>		
15	Informal covariation assessment: Data-based versus theory-based judgments <i>Dennis L. Jennings, Teresa M. Amabile, and Lee Ross</i>	211
16	The illusion of control <i>Ellen J. Langer</i>	231
17	Test results are what you think they are <i>Loren J. Chapman and Jean Chapman</i>	239
18	Probabilistic reasoning in clinical medicine: Problems and opportunities <i>David M. Eddy</i>	249
19	Learning from experience and suboptimal rules in decision making <i>Hillel J. Einhorn</i>	268
<b>Part VI: Overconfidence</b>		
20	Overconfidence in case-study judgments <i>Stuart Oskamp</i>	287
21	A progress report on the training of probability assessors <i>Marc Alpert and Howard Raiffa</i>	294
22	Calibration of probabilities: The state of the art to 1980 <i>Sarah Lichtenstein, Baruch Fischhoff, and Lawrence D. Phillips</i>	306
23	For those condemned to study the past: Heuristics and biases in hindsight <i>Baruch Fischhoff</i>	335

**Part VII: Multistage evaluation**

- 24 Evaluation of compound probabilities in sequential choice 355  
*John Cohen, E. I. Chesnick, and D. Haran*
- 25 Conservatism in human information processing 359  
*Ward Edwards*
- 26 The best-guess hypothesis in multistage inference 370  
*Charles F. Gettys, Clinton Kelly III, and Cameron R. Peterson*
- 27 Inferences of personal characteristics on the basis of  
information retrieved from one's memory 378  
*Yaacov Trope*

**Part VIII: Corrective procedures**

- 28 The robust beauty of improper linear models in decision  
making 391  
*Robyn M. Dawes*
- 29 The vitality of mythical numbers 408  
*Max Singer*
- 30 Intuitive prediction: Biases and corrective procedures 414  
*Daniel Kahneman and Amos Tversky*
- 31 Debiasing 422  
*Baruch Fischhoff*
- 32 Improving inductive inference 445  
*Richard E. Nisbett, David H. Krantz, Christopher Jepson,  
and Geoffrey T. Fong*

**Part IX: Risk perception**

- 33 Facts versus fears: Understanding perceived risk 463  
*Paul Slovic, Baruch Fischhoff, and Sarah Lichtenstein*

**Part X: Postscript**

- 34 On the study of statistical intuitions 493  
*Daniel Kahneman and Amos Tversky*
- 35 Variants of uncertainty 509  
*Daniel Kahneman and Amos Tversky*

- References 521
- Index 553