

Fooled By Randomness

REFERENCES

Albouy, François-Xavier, 2002, *Le temps des catastrophes*. Paris: Descartes & Cie.

al-Ghazl, 1989, "Mikhtarat Min Ahthar Al-Ghazali." In Saliba, Jamil, *Tarikh Al Falsafa Al Arabiah*. Beirut: Al Sharikah Al Ahlamiah Lilkitab.

Ambarish, R., and L. Siegel, 1996, "Time Is the Essence." *RISK*, 9, 8, 41–42.

Arnheim, Rudolf, 1971, *Entropy and Art: An Essay on Disorder and Order*. Berkeley: University of California Press.

Arrow, Kenneth, 1987, "Economic Theory and the Postulate of Rationality." In Eatwell, J., Milgate, M., and Newman, P., eds., 1987. *The New Palgrave: A Dictionary of Economics*, vol.2, 69–74, London: Macmillan.

Arthur, Brian W., 1994, *Increasing Returns and Path Dependence in the Economy*. Ann Arbor: University of Michigan Press.

Banateanu, Anne, 2002, *La théorie stoïcienne de l'amitié: essai de reconstruction*. Fribourg: Editions Universitaires de Fribourg/Paris: Editions du Cerf.

Barabási, Albert-László, 2002, *Linked: The New Science of Networks*. Boston: Perseus Publishing.

Barber, B. M., and T. Odean, 2001, "The Internet and the Investor." *Journal of Economic Perspectives*, Winter, Vol. 15, No. 1, 41–54.

Barron, G., and I. Erev, 2003, "Small Feedback-based Decisions and Their Limited Correspondence to Description-based Decisions." *Journal of Behavioral Decision Making*, 16, 215–233.

Bates, Elisabeth, 1994, "Modularity, Domain Specificity, and the Development of Language." In Gajdusek, D.C., McKhann, G.M., and Bolis, C.L. eds., *Evolution and Neurology of Language: Discussions in Neuro-science*, 10(1–2), 136–149.

Bechara, A., A. R. Damasio, H. Damasio, and S. W. Anderson, 1994, "Insensitivity to Future Consequences Following Damage to Human Prefrontal Cortex." *Cognition*, 50:1–3, 7–15.

Becker, Lawrence C., 1998, *A New Stoicism*. Princeton, N.J.: Princeton University Press.

Bennett, Deborah J., 1998, *Randomness*. Cambridge, Mass.: Harvard University Press.

Bernstein, Peter L., 1996, *Against the Gods: The Remarkable Story of Risk*. New York: Wiley.

Berridge, Kent C., 2003, "Irrational Pursuits: Hyper-incentives from a Visceral Brain." In Brocas and Carillo.

Bouvier, Alban, ed., 1999, *Pareto aujourd'hui*. Paris: Presses Universitaires de France.

Brent, Joseph, 1993, *Charles Sanders Peirce: A Life*. Bloomington: Indiana University Press.

Brocas, I., and J. Carillo, eds., 2003, *The Psychology of Economic Decisions: Vol. 1: Rationality and Well-being*. Oxford: Oxford University Press.

Brock, W. A., and P.J.F. De Lima, 1995, "Nonlinear Time Series, Complexity Theory, and Finance." University of Wisconsin, Madison—Working Papers 9523.

Brock, W. A., D. A. Hsieh, and B. LeBaron, 1991, *Nonlinear Dynamics, Chaos, and Instability: Statistical Theory and Economic Evidence*, Cambridge, Mass.: MIT Press.

Brockman, John, 1995, *The Third Culture: Beyond the Scientific Revolution*. New York: Simon & Schuster.

Buchanan, Mark, 2002, *Ubiquity: Why Catastrophes Happen*. New York: Three Rivers Press.

Buehler, R., D. Griffin, and M. Ross, 2002, "Inside the Planning Fallacy: The Causes and Consequences of Optimistic Time Predictions." In Gilovich, Griffin and Kahneman.

Burnham, Terence C., 1997, *Essays on Genetic Evolution and Economics*. New York: Dissertation.com.

Burnham, Terence C., 2003, "Caveman Economics." Harvard Business School.

Burnham, T., and J. Phelan, 2000, *Mean Genes*. Boston: Perseus Publishing.

Camerer, C., G. Loewenstein, and D. Prelec, 2003, "Neuroeconomics: How Neuroscience Can Inform Economics." Caltech Working Paper.

Campbell, Jeremy, 1982, *Grammatical Man: Information, Entropy, Language and Life*. New York: Simon & Schuster.

Carter, Rita, 1999, *Mapping the Mind*. Berkeley: University of California Press.

Carter, Rita, 2002, *Exploring Consciousness*. Berkeley: University of California Press.

Chancellor, Edward, 1999, *Devil Take the Hindmost: A History of Financial Speculation*. New York: Farrar, Straus & Giroux.

Conlan, Roberta, ed., 1999, *States of Mind: New Discoveries About How Our Brains Make Us Who We Are*. New York: Wiley.

Cootner, Paul H., 1964, *The Random Character of Stock Market Prices*. Cambridge, Mass.: The MIT Press.

Cosmides, L., and J. Tooby, 1992, "Cognitive Adaptations for Social Exchange." In Barkow et al., eds., *The Adapted Mind*. Oxford: Oxford University Press.

Cover, T. M., and J. A. Thomas, 1991, *Elements of Information Theory*. New York: Wiley.

Csikszentmihalyi, Mihaly, 1993, *Flow: The Psychology of Optimal Experience*. New York: Perennial Press.

Csikszentmihalyi, Mihaly, 1998, *Finding Flow: The Psychology of Engagement with Everyday Life*. New York: Basic Books.

Damasio, Antonio, 1994, *Descartes' Error: Emotion, Reason, and the Human Brain*. New York: Avon Books.

Damasio, Antonio, 2000, *The Feeling of What Happens: Body and Emotion in the Making of Consciousness*. New York: Harvest Books.

Damasio, Antonio, 2003, *Looking for Spinoza: Joy, Sorrow and the Feeling Brain*. New York: Harcourt.

David, Florence Nightingale, 1962, *Games, Gods, and Gambling: A History of Probability and Statistical Ideas*. Oxford: Oxford University Press.

Dawes, R. M., D. Faust, and P. E. Meehl, 1989, "Clinical Versus Actuarial Judgment. *Science*, 243, 1668–1674.

Dawkins, Richard, 1989 (1976), *The Selfish Gene*. 2nd ed., Oxford: Oxford University Press.

De Vany, Arthur, 2003, *Hollywood Economics: Chaos in the Movie Industry*. London: Routledge.

Debreu, Gerard, 1959, *Theorie de la valeur*, Dunod, tr. *Theory of Value*. New York: Wiley.

Dennett, Daniel C., 1995, *Darwin's Dangerous Idea: Evolution and the Meanings of Life*. New York: Simon & Schuster.

Deutsch, David, 1997, *The Fabric of Reality*. New York: Penguin.

DeWitt, B. S., and N. Graham, eds., 1973, *The Many-Worlds Interpretation of Quantum Mechanics*. Princeton, N.J.: Princeton University Press.

Dugatkin, Lee Alan, 2001, *The Imitation Factor: Evolution Beyond the Gene*. New York: Simon & Schuster.

Easterly, William, 2001, *The Elusive Quest for Growth: Economists' Adventures and Misadventures in the Tropics*. Cambridge, Mass.: The MIT Press.

Edmonds, D., and J. Eidinow, 2001, *Wittgenstein's Poker: The Story of a Ten-Minute Argument Between Two Great Philosophers*. New York: Ecco.

Einstein, A., 1956 (1926), *Investigations on the Theory of the Brownian Movement*. New York: Dover.

Ekman, Paul, 1992, *Telling Lies: Clues to Deceit in the Marketplace, Politics and Marriage*. New York: W. W. Norton.

Elster, Jon, 1998, *Alchemies of the Mind: Rationality and the Emotions*. Cambridge, Eng.: Cambridge University Press.

Evans, Dylan, 2002, *Emotions: The Science of Sentiment*. Oxford: Oxford University Press.

Evans, D., and O. Zarate, 1999, *Introducing Evolutionary Psychology*. London: Totem Books.

Eysenck, M. W., and M. T. Keane, 2000, *Cognitive Psychology*, 4th ed.

Finucane, M. L., A. Alhakami, P. Slovic, and S. M. Johnson, 2000, "The Affect Heuristic in Judgments of Risks and Benefits." *Journal of Behavioral Decision Making*, 13, 1–17.

Fischhoff, Baruch, 1982, "For Those Condemned to Study the Past: Heuristics and Biases in Hindsight." In Kahneman, Slovic and Tversky.

Fodor, Jerry A., 1983, *The Modularity of Mind: An Essay on Faculty Psychology*. Cambridge, Mass.: The MIT Press.

Frank, Robert H., 1985, *Choosing the Right Pond: Human Behavior and the Quest for Status*. Oxford: Oxford University Press.

Frank, Robert H., 1999, *Luxury Fever: Why Money Fails to Satisfy in an Era of Excess*. Princeton, N.J.: Princeton University Press.

Frank, R. H., and P. J. Cook, 1995, *The WinnerTake-All Society: Why the Few at the Top Get So Much More Than the Rest of Us*. New York: Free Press.

Frederick, S., and G. Loewenstein, 1999, "Hedonic Adaptation," in Kahneman, Diener and Schwartz.

Freedman, D. A., and P. B. Stark, 2003, "What Is the Chance of an Earthquake?" Department of Statistics, University of California, Berkeley, CA 94720-3860. Technical Report 611. September 2001; revised January 2003.

Fukuyama, Francis, 1992, *The End of History and the Last Man*. New York: Free Press.

Galbraith, John Kenneth, 1997, *The Great Crash 1929*. New York: Mariner Books.

Gehring, W. J., and A. R. Willoughby, 2002, "The Medial Frontal Cortex and the Rapid Processing of Monetary Gains and Losses." *Science*, 295, March.

Georgescu-Roegen, Nicholas, 1971, *The Entropy Law and the Economic Process*. Cambridge, Mass.: Harvard University Press.

Gigerenzer, Gerd, 1989, *The Empire of Chance: How Probability Changed Science and Everyday Life*. Cambridge, Eng.: Cambridge University Press.

Gigerenzer, Gerd, 1996, "On Narrow Norms and Vague Heuristics: A Reply to Kahneman and Tversky." *Psychological Review*, 103, 592–596.

Gigerenzer, Gerd, 2003, *Calculated Risks: How to Know When Numbers Deceive You*. New York: Simon & Schuster.

Gigerenzer G., P. M. Todd, and ABC Research Group, 2000, *Simple Heuristics That Make Us Smart*. Oxford: Oxford University Press.

Gigerenzer, G., J. Czerlinski, and L. Martignon, 2002, "How Good Are Fast and Frugal Heuristics?" In Gilovich, Griffin, and Kahneman.

Gilbert, D., E. Pinel, T. D. Wilson, S. Blumberg, and T. Weatley, 2002, "Durability Bias in Affective Forecasting." In Gilovich, Griffin, and Kahneman.

Gillies, Donald, 2000, *Philosophical Theories of Probability*. London: Routledge.

Gilovich, T., R. P. Vallone, and A. Tversky, 1985, "The Hot Hand in Basketball: On the Misperception of Random Sequences." *Cognitive Psychology*, 17, 295–314.

Gilovich, T., D. Griffin, and D. Kahneman, eds., 2002, *Heuristics and Biases: The Psychology of Intuitive Judgment*. Cambridge, Eng.: Cambridge University Press.

Gladwell, Malcolm, 1996, "The Tipping Point: Why Is the City Suddenly So Much Safer—Could It Be That Crime Really Is an Epidemic?" *The New Yorker*, June 3.

Gladwell, Malcolm, 2000, *The Tipping Point: How Little Things Can Make a Big Difference*. New York: Little, Brown.

———, 2002, "Blowing Up: How Nassim Taleb Turned the Inevitability of Disaster into an Investment Strategy." *The New Yorker*, April 22 and 29.

Glimcher, Paul, 2002, *Decisions, Uncertainty, and the Brain: The Science of Neuroeconomics*. Cambridge, Mass.: The MIT Press.

Goleman, Daniel, 1995, *Emotional Intelligence: Why It Could Matter More Than IQ*. New York: Bantam Books.

Goleman, Daniel, 2003, *Destructive Emotions, How Can We Overcome Them?: A Scientific Dialogue with the Dalai Lama*. New York: Bantam.

Goodman, Nelson, 1954, *Facts, Fiction and Forecast*. Cambridge, Mass.: Harvard University Press.

Hacking, Ian, 1990, *The Taming of Chance*. Cambridge, Eng.: Cambridge University Press.

Hacohen, Malachi Haim, 2001, *Karl Popper, The Formative Years, 1902–1945: Politics and Philosophy in Interwar Vienna*. Cambridge, Eng.: Cambridge University Press.

Hayek, F. A., 1945, "The Use of Knowledge in Society." *American Economic Review*, 35(4), 519–530.

Hayek, F. A., 1994, *The Road to Serfdom*. Chicago: University of Chicago Press.

Hilton, Denis, 2003, "Psychology and the Financial Markets: Applications to Understanding and Remediating Irrational Decision-making." In Brocas and Carillo.

Hirshleifer, J., and J. G. Riley, 1992, *The Analytics of Uncertainty and Information*. Cambridge, Eng.: Cambridge University Press.

Horrobin, David, 2002, *Madness of Adam and Eve: How Schizophrenia Shaped Humanity*. New York: Transworld Publishers Limited.

Hosoda, M., G. Coats, E. F. Stone-Romero, and C. A. Backus, 1999, "Who Will Fare Better in Employment-Related Decisions? A Meta-Analytic Review of Physical Attractiveness Research in Work Settings." Paper presented at the meeting of the Society of Industrial Organizational Psychology, Atlanta, Georgia.

Hsee, C. K., and Y. R. Rottenstreich, 2004, "Music, Pandas and Muggers: On the Affective Psychology of Value." Forthcoming, *Journal of Experimental Psychology*.

Hsieh, David A., 1991, "Chaos and Nonlinear Dynamics: Application to Financial Markets." *The Journal of Finance*, 46(5), 1839–1877.

Huang, C. F., and R. H. Litzenberger, 1988, *Foundations for Financial Economics*. New York/Amsterdam/London: North-Holland.

Hume, David, 1999 (1748), *An Enquiry Concerning Human Understanding*. Oxford: Oxford University Press.

Ingersoll, Jonathan E., Jr., 1987, *The Theory of Financial Decision Making*. Lanham, Md.: Rowman & Littlefield Publishing.

Jaynes, E. T., 2003, *Probability Theory: The Logic of Science*. Cambridge, Eng.: Cambridge University Press.

Kahneman, D., 2003, "Why People Take Risks." In *Gestire la vulnerabilità e l'incertezza: un incontro internazionale fra studiosi e capi di impresa*. Rome: Italian Institute of Risk Studies.

———, E. Diener, and N. Schwarz, eds., 1999, *Well-being: The Foundations of Hedonic Psychology*. New York: Russell Sage Foundation.

———, and S. Frederick, 2002, "Representativeness Revisited: Attribute Substitution in Intuitive Judgment." In Gilovich, Griffin, and Kahneman.

———, J. L. Knetsch, and R. H. Thaler, 1986, "Rational Choice and the Framing of Decisions." *Journal of Business*, Vol. 59 (4), 251–278.

———, J. L. Knetsch, and R. H. Thaler, 1991, "Anomalies: The Endowment Effect, Loss Aversion, and Status Quo Bias." In Kahneman and Tversky (2000).

———, and D. Lovallo, 1993, "Timid Choices and Bold Forecasts: A Cognitive Perspective on Risk-taking." *Management Science*, 39, 17–31.

———, P. Slovic, and A. Tversky, eds., 1982, *Judgment Under Uncertainty: Heuristics and Biases*. Cambridge, Eng.: Cambridge University Press.

———, and A. Tversky, 1972, "Subjective Probability: A Judgment of Representativeness." *Cognitive Psychology*, 3, 430–454.

———, and A. Tversky, 1973, "On the Psychology of Prediction." *Psychological Review*, 80: 237–251.

———, and A. Tversky, 1979, "Prospect Theory: An Analysis of Decision Under Risk." *Econometrica*, 47, 263–291.

———, and A. Tversky, 1982, "On the Study of Statistical Intuitions." *Cognition*, 11, 123–141.

———, and A. Tversky, 1996, "On the Reality of Cognitive Illusions." *Psychological Review*, 103, 582–591.

———, and A. Tversky, eds., 2000, *Choices, Values, and Frames*. Cambridge, Eng.: Cambridge University Press.

Kasser, Tim, 2002, *The High Price of Materialism*. Cambridge, Mass.: The MIT Press.

Keynes, John Maynard, 1937, "The General Theory." In *Quarterly Journal of Economics*, Vol. LI, 209–233.

———, 1989 (1920), *Treatise on Probability*. London: Macmillan.

Kindleberger, Charles P., 2001, *Manias, Panics, and Crashes*. New York: Wiley.

Knight, Frank, 1921 (1965), *Risk, Uncertainty and Profit*. New York: Harper and Row.

Kreps, David M., 1988, *Notes on the Theory of Choice*. Boulder, Colo.: Westview Press.

Kreps, J., and N. B. Davies, 1993, *An Introduction to Behavioral Ecology*, 3rd ed. Oxford: Blackwell Scientific Publications.

Kripke, Saul A., 1980, *Naming and Necessity*. Cambridge, Mass.: Harvard University Press.

Kurz, Mordecai, 1997, "Endogenous Uncertainty: A Unified View of Market Volatility," Working Paper. Stanford, Calif.: Stanford University Press.

Kyburg, Henry E., Jr., 1983, *Epistemology and Inference*. Minneapolis: University of Minnesota Press.

LeDoux, Joseph, 1998, *The Emotional Brain: The Mysterious Underpinnings of Emotional Life*. New York: Simon & Schuster.

LeDoux, Joseph, 2002, *Synaptic Self: How Our Brains Become Who We Are*. New York: Viking.

Levi, Isaac, 1970, *Gambling with Truth*. Boston, Mass.: The MIT Press.

Lewis, T., F. Amini, and R. Lannon, 2000, *A General Theory of Love*. New York: Vintage Books.

Lichtenstein, S., B. Fischhoff, and L. Phillips, 1977, "Calibration of Probabilities: The State of the Art." In Kahneman, Slovic, and Tversky (1982).

Loewenstein, G. F., E. U. Weber, C. K. Hsee, and E. S. Welch, 2001, "Risk As Feelings." *Psychological Bulletin*, 127, 267–286.

Lowenstein, Roger, 2000, *When Genius Failed: The Rise and Fall of Long-Term Capital Management*. New York: Random House.

Lucas, Robert E., 1978, "Asset Prices in an Exchange Economy." *Econometrica*, 46, 1429–1445.

Luce, R. D., and H. Raiffa, 1957, *Games and Decisions: Introduction and Critical Survey*. New York: Dover.

Machina, M. J., and M. Rothschild, 1987, "Risk." In Eatwell, J., Milgate, M., and Newman P., eds., 1987, *The New Palgrave: A Dictionary of Economics*. London: Macmillan.

MacKay, Charles, 2002, *Extraordinary Popular Delusions and the Madness of Crowds*. New York: Metro Books.

Magee, Bryan, 1997, *Confessions of a Philosopher*. London: Weidenfeld & Nicholson.

- Mandelbrot, Benoit B., 1997, *Fractals and Scaling in Finance*. New York: Springer-Verlag.
- Markowitz, Harry, 1959, *Portfolio Selection: Efficient Diversification of Investments*, 2nd ed. New York: Wiley.
- Meehl, Paul E., 1954, *Clinical Versus Statistical Predictions: A Theoretical Analysis and Revision of the Literature*. Minneapolis: University of Minnesota Press.
- Menand, Louis, 2001, *The Metaphysical Club: A Story of Ideas in America*. New York: Farrar, Straus & Giroux.
- Merton, Robert C., 1992, *Continuous-Time Finance*, 2nd ed. Cambridge, Eng.: Blackwell.
- Miller, Geoffrey F., 2000, *The Mating Mind: How Sexual Choice Shaped the Evolution of Human Nature*. New York: Doubleday.
- Mumford, David, 1999, "The Dawning of the Age of Stochasticity."
www.dam.brown.edu/people/mumford/Papers/Dawning.ps.
- Myers, David G., 2002, *Intuition: Its Powers and Perils*. New Haven, Conn.: Yale University Press.
- Nadeau, Maurice, 1970, *Histoire du surréalisme*. Paris: Seuil.
- Niederhoffer, Victor, 1997, *The Education of a Speculator*. New York: Wiley.
- Nozick, Robert, 1993, *The Nature of Rationality*. Princeton, N.J.: Princeton University Press.
- Paulos, John Allen, 1988, *Innumeracy*. New York: Hill and Wang, a division of Farrar, Straus, and Giroux.
- , 2003, *A Mathematician Plays the Stock Market*. Boston: Basic Books.
- Peirce, Charles S., 1998 (1923), *Chance, Love and Logic: Philosophical Essays*. Lincoln: University of Nebraska Press.
- Peterson, Ivars, 1998, *The Jungles of Randomness: A Mathematical Safari*. New York: Wiley.
- Piattelli-Palmarini, Massimo, 1994, *Inevitable Illusions: How Mistakes of Reason Rule Our Minds*. New York: Wiley.
- Pinker, Steven, 1997, *How the Mind Works*. New York: W. W. Norton.
- Pinker, Steven, 2002, *The Blank Slate: The Modern Denial of Human Nature*. New York: Viking.
- Plotkin, Henry, 1998, *Evolution in Mind: An Introduction to Evolutionary Psychology*. Cambridge, Mass.: Harvard University Press.
- Popper, Karl R., 1971, *The Open Society and Its Enemies*, 5th ed. Princeton, N.J.: Princeton University Press.
- , 1992, *Conjectures and Refutations: The Growth of Scientific Knowledge*, 5th ed. London: Routledge.

———, 1994, *The Myth of the Framework*. London: Routledge.

———, 2002, *The Logic of Scientific Discovery*, 15th ed. London: Routledge.

———, 2002, *The Poverty of Historicism*. London: Routledge.

Posner, Richard A., 2002, *Public Intellectuals: A Study in Decline*. Cambridge, Mass.: Harvard University Press.

Rabin, Mathew, 2000, "Inference by Believers in the Law of Small Numbers." Economics Department, University of California, Berkeley, Working Paper E00-282, <http://repositories.cdlib.org/iber/econ/E00-282>.

Rabin, M., and R. H. Thaler, 2001, "Anomalies: Risk Aversion." *Journal of Economic Perspectives*, 15(1), Winter, 219–232.

Ramachandran, V. S., and S. Blakeslee, 1998, *Phantoms in the Brain*. New York: Morrow.

Ratey, John J., 2001, *A User's Guide to the Brain: Perception, Attention and the Four Theaters of the Brain*. New York: Pantheon.

Rescher, Nicholas, 1995, *Luck: The Brilliant Randomness of Everyday Life*. New York: Farrar, Straus & Giroux.

Robbe-Grillet, Alain, 1985, *Les gommages*. Paris: Editions de Minuit.

Rozan, Jean-Manuel, 1999, *Le fric*. Paris: Michel Lafon.

Sapolsky, Robert M., 1998, *Why Zebras Don't Get Ulcers: An Updated Guide to Stress, Stress-Related Diseases, and Coping*. New York: W. H. Freeman & Co.

Sapolsky, Robert M. (and Department of Neurology and Neurological Sciences, Stanford University School of Medicine), 2003, "Glucocorticoids and Hippocampal Atrophy in Neuropsychiatric Disorders." Stanford University.

Savage, Leonard J., 1972, *The Foundations of Statistics*. New York: Dover.

Schleifer, Andrei, 2000, *Inefficient Markets: An Introduction to Behavioral Finance*. Oxford: Oxford University Press.

Schwartz, Barry, 2003, *The Paradox Of Choice*. New York: Ecco.

Schwartz, B., A. Ward, J. Monterosso, S. Lyubomirsky, K. White, and D. R. Lehman, 2002, "Maximizing Versus Satisficing: Happiness Is a Matter of Choice," *J Pers Soc Psychol*. Nov., 83 (5):1178–1197.

Searle, John, J., 2001, *Rationality in Action*. Cambridge, Mass.: The MIT Press.

Sen, Amartya, K., 1977, "Rational: A Critique of the Behavioral Foundations of Economic Theory." *Philosophy and Public Affairs*, 6, 317–344.

———, 2003, *Rationality and Freedom*. Cambridge, Mass.: The Belknap Press of Harvard University.

Shackle, George L. S., 1973, *Epistemics and Economics: A Critique of Economic Doctrines*. Cambridge, Eng.: Cambridge University Press.

Shahani, C., R. L. Dipboye, and T. M. Gehrlein, 1993, "Attractiveness Bias in the Interview: Exploring the Boundaries of an Effect." *Basic and Applied Social Psychology*, 14 (3), 317–328.

Shefrin, Hersh, 2000, *Beyond Fear and Greed: Understanding Behavioral Finance and the Psychology of Investing*. New York: Oxford University Press.

Shiller, Robert J., 1981, "Do Stock Prices Move Too Much to Be Justified by Subsequent Changes in Dividends?" *American Economic Review*, Vol. 71, 3, 421–436.

———, 1989, *Market Volatility*. Cambridge, Mass.: The MIT Press.

———, 1990, "Market Volatility and Investor Behavior." *American Economic Review*, Vol. 80, 2, 58–62.

———, 2000, *Irrational Exuberance*. Princeton, N.J.: Princeton University Press.

Shizgal, Peter, 1999, "On the Neural Computation of Utility: Implications from Studies of Brain Simulation Rewards." In Kahneman, Diener and Schwarz.

Sigelman, C. K., D. B. Thomas, L. Sigelman, and F. D. Ribich, 1986, "Gender, Physical Attractiveness, and Electability: An Experimental Investigation of Voter Biases." *Journal of Applied Social Psychology*, 16 (3), 229–248.

Simon, Herbert A., 1955, "A Behavioral Model of Rational Choice." *Quarterly Journal of Economics*, 69, 99–118.

———, 1956, "Rational Choice and the Structure of the Environment." *Psychological Review*, 63, 129–138.

———, 1957, *Models of Man*. New York: Wiley.

———, 1983, *Reason in Human Affairs*. Stanford, Calif.: Stanford University Press.

———, 1987, "Behavioral Economics." In Eatwell, J., Milgate, M., and Newman, P., eds., 1987, *The New Palgrave: A Dictionary of Economics*. London: Macmillan.

———, 1987, "Bounded Rationality." In Eatwell, J., Milgate, M., and Newman, P., eds., 1987, *The New Palgrave: A Dictionary of Economics*. London: Macmillan.

Skinner, B. F., 1948, "Superstition in the Pigeon." *Journal of Experimental Psychology*, 38, 168–172.

Sloman, Steven A., 1996, "The Empirical Case for Two Systems of Reasoning." *Psychological Bulletin*, 119, 3–22.

Sloman, Steven A., 2002, "Two Systems of Reasoning." In Gilovich, Griffin, and Kahneman.

Slovic, Paul, 1987, "Perception of Risk." *Science*, 236, 280–285.

———, 2000, *The Perception of Risk*. London: Earthscan Publications.

———, M. Finucane, E. Peters, and D. G. MacGregor, 2002, "The Affect Heuristic." In Gilovich, Griffin and Kahneman.

———, M. Finucane, E. Peters, and D. G. MacGregor, 2003, "Rational Actors or Rational Fools? Implications of the Affect Heuristic for Behavioral Economics." Working Paper. www.decisionresearch.com.

———, M. Finucane, E. Peters, and D. G. MacGregor, 2003, "Risk As Analysis, Risk As Feelings: Some Thoughts About Affect, Reason, Risk, and Rationality." Paper presented at the Annual Meeting of the Society for Risk Analysis, New Orleans, La., December 10, 2002.

Sokal, Alan D., 1996, "Transgressing the Boundaries: Toward a Transformative Hermeneutics of Quantum Gravity." *Social Text*, 46/47, 217–252.

Sornette, Didier, 2003, *Why Stock Markets Crash: Critical Events in Complex Financial Systems*. Princeton, N.J.: Princeton University Press.

Soros, George, 1988, *The Alchemy of Finance: Reading the Mind of the Market*. New York: Simon & Schuster.

Sowell, Thomas, 1987, *A Conflict of Visions: Ideological Origins of Political Struggles*. New York: Morrow.

Spencer, B. A., and G. S. Taylor, 1988, "Effects of Facial Attractiveness and Gender on Causal Attributions of Managerial Performance." *Sex Roles*, 19 (5/6), 273–285.

Stanley, T. J., 2000, *The Millionaire Mind*. Kansas City: Andrews McMeel Publishing.

———, and W. D. Danko, 1996, *The Millionaire Next Door: The Surprising Secrets of America's Wealthy*. Atlanta: Longstreet Press.

Stanovich, K., and R. West, 2000, "Individual Differences in Reasoning: Implications for the Rationality Debate." *Behavioral and Brain Sciences*, 23, 645–665.

Sterelny, Kim, 2001, *Dawkins vs Gould: Survival of the Fittest*. Cambridge, Eng.: Totem Books.

Stigler, Stephen M., 1986, *The History of Statistics: The Measurement of Uncertainty Before 1900*. Cambridge, Mass.: The Belknap Press of Harvard University.

———, 2002, *Statistics on the Table: The History of Statistical Concepts and Methods*. Cambridge, Mass.: Harvard University Press.

Sullivan, R., A. Timmermann, and H. White, 1999, "Data-snooping, Technical Trading Rule Performance and the Bootstrap." *Journal of Finance*, October, 54, 1647–1692.

Taleb, Nassim Nicholas, 1997, *Dynamic Hedging: Managing Vanilla and Exotic Options*. New York: Wiley.

———, 2004, "Bleed or Blowup? Why Do We Prefer Asymmetric Payoffs?" *Journal of Behavioral Finance*, 5.

Taszka, T., and P. Zielonka, 2002, "Expert Judgments: Financial Analysts Versus Weather Forecasters." *The Journal of Psychology and Financial Markets*, Vol 3(3), 152–160.

Thaler, Richard H., 1980, "Towards a Positive Theory of Consumer Choice," *Journal of Economic Behavior and Organization*, 1, 39–60.

———, 1994, *Quasi Rational Economics*. New York: Russell Sage Foundation.

———, 1994, *The Winner's Curse: Paradoxes and Anomalies of Economic Life*. Princeton, N.J.: Princeton University Press.

Toulmin, Stephen, 1990, *Cosmopolis: The Hidden Agenda of Modernity*. New York: Free Press.

Tversky, A., and D. Kahneman, 1971, "Belief in the Law of Small Numbers." *Psychology Bulletin*, Aug. 76(2), 105–110.

———, and D. Kahneman, 1973, "Availability: A Heuristic for Judging Frequency and Probability." *Cognitive Psychology*, 5, 207–232.

———, and D. Kahneman, 1982, "Evidential Impact of Base-Rates." In Kahneman, Slovic, and Tversky, 153–160.

———, and D. Kahneman, 1992, "Advances in Prospect Theory: Cumulative Representation of Uncertainty." *Journal of Risk and Uncertainty*, 5, 297–323.

Voit, Johannes, 2001, *The Statistical Mechanics of Financial Markets*. Heidelberg: Springer.

Von Mises, Richard, 1957 (1928), *Probability, Statistics, and Truth*. New York: Dover.

Von Plato, Jan, 1994, *Creating Modern Probability*. Cambridge, Eng.: Cambridge University Press.

Watts, Duncan, 2003, *Six Degrees: The Science of a Connected Age*. New York: W. W. Norton.

Wegner, Daniel M., 2002, *The Illusion of Conscious Will*. Cambridge, Mass.: The MIT Press.

Weinberg, Steven, 2001, *Facing Up: Science and Its Cultural Adversaries*. Working Paper. Harvard University.

Wilson, Timothy D., 2002, *Strangers to Ourselves: Discovering the Adaptive Unconscious*. Cambridge, Mass.: The Belknap Press of Harvard University.

Wilson, Edward O., 2000, *Sociobiology: The New Synthesis*. Cambridge, Mass.: Harvard University Press.

———, 2002, *The Future of Life*. New York: Knopf.

Wilson, T. D., D. B. Centerbar, D. A. Kermer, and D. T. Gilbert, 2005, "The Pleasures of Uncertainty: Prolonging Positive Moods in Ways People Do Not Anticipate," *J Pers Soc Psychol*. 2005 Jan.; 88 (1): 5–21.

———, D. Gilbert, and D.B. Centerbar, 2003, "Making Sense: The Causes of Emotional Evanescence." In Brocas and Carillo.

———, J. Meyers, and D. Gilbert, 2001, "Lessons from the Past: Do People Learn from Experience That Emotional Reactions Are Short Lived?" *Personality and Social Psychology Bulletin*.

Winston, Robert, 2002, *Human Instinct: How Our Primeval Impulses Shape Our Lives*. London: Bantam Press.

Zajdenweber, Daniel, 2000, *L'économie des extrêmes*. Paris: Flammarion.

Zajonc, R.B., 1980, "Feeling and Thinking: Preferences Need No Inferences." *American Psychologist*, 35, 151–175.

———, 1984, "On the Primacy of Affect." *American Psychologist*, 39, 117–123, 114.

Zizzo, D. J., and A. J. Oswald, 2001, "Are People Willing to Pay to Reduce Others' Incomes?" *Annales d'Economie et de Statistique*, July/December 63/64, 39–62.