

# AMNON RAPOPORT

## REFERENCES

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### Professional Address:

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Marital Status: Married

Nationality: Dual citizenship of Israel and USA

### Educational History:

1957 – 1961 B.A. The Hebrew University of Jerusalem, Israel,  
in Psychology and Philosophy (double major).  
1963 M.A. The University of North Carolina at Chapel Hill  
in Quantitative Psychology.  
1965 Ph.D. University of North Carolina at Chapel Hill  
in Quantitative Psychology.

### Professional History:

2017 – to date University of California Riverside  
Professor Emeritus of Management  
2009 - 2017 Distinguished Professor of Management

### University of Arizona, USA:

2010 – to date Emeritus Professor of Management  
1989 - 2010 Eller Professor of Management and Organizations

**Hong Kong University of Science and Technology**

07/2007 – 10/2011 Adjunct Professor, Department of Marketing  
07/1997 – 06/1999 Visiting Professor of Marketing  
04/2004 – 05/2004 Visiting Professor of Marketing  
08/2003 – 01/2005 Visiting Professor of Marketing  
2003 – 2007 Adjunct Professor, Department of Economics

**University of North Carolina at Chapel Hill, USA:**

1989-present Emeritus Professor  
1986 - 1989 Professor of Psychology  
1976 - 1986 Research Professor of Psychology  
1972 - 1976 Professor of Psychology  
1968 - 1972 Associate Professor of Psychology  
1965 - 1966 Research Assistant Professor of Psychology

**Haifa University, Israel:**

1983 - 1992 Head of Institute of Information Processing  
and Decision Making (IIPDM)  
1974 - 1992 Professor of Psychology  
1980 - 1983 Head of the Cognitive Psychology Laboratory  
1979 - 1983 Dean of the Graduate School  
1975 - 1976 Head of the Research Authority

**University of Illinois at Urbana-Champaign, USA:**

1983 - 1984 George A. Miller Visiting Professor of Psychology

**Netherlands Institute for Advanced Study in  
the Humanities and Social Sciences (NIAS):**

1977 - 1978 Fellow in Residence

**Hebrew University of Jerusalem, Israel:**

7/1994 – 6/1995 Visiting Professor (Joint Visit at the School of Business  
Administration, Department of Psychology, and Center of Rationality and  
Interactive Decision Making)  
1971 - 1972 Associate Professor of Psychology  
9/1966 – 8/1968 Lecturer in Psychology and Education

**University of Michigan, Ann Arbor, Michigan, USA:**

1964 - 1965 Assistant Research Psychologist at the  
Mental Health Research Institute (post-doctoral fellow)

### **Professional Membership (National):**

European Association of Decision Making (EADM)  
Society for Mathematical Psychology  
Judgment and Decision Making (JDM) Society

### **Honors:**

2010 – [to date](#) Visiting Fellow at the Sidney Sussex College, Cambridge University

1994 - 1995 Lady Davis Fellow at the Hebrew University of Jerusalem and Visiting Professor at the Center of Rationality and Interactive Decision Making

1961 - 1965 Fulbright Traveling Grant

1965 First Award Winner (Ph.D. Dissertation), Fourth Annual Creative Talents Award of the American Institutes of Research

### **Teaching Interests:**

Interactive decision making (conflict and cooperation, coalition formation, behavioral economics)

Individual decision making (static, sequential, and multistage decision behavior)

Decision analysis

### **Current Research Projects:**

Experimental studies of interactive decision-making behavior:

Common pool resource dilemmas  
Dynamic pricing  
Fair cost-sharing allocation  
Route choice in traffic networks  
Sequential search by committees

### **Review Boards:**

Occasional reviews of scientific papers or grant proposals for:

Acta Psychologica  
American Economic Review  
American Political Science Review  
Behavioral Science  
European Journal of Social Psychology  
Group Decision and Negotiation  
International Journal of Forecasting  
Journal of Applied Psychology  
Journal of Behavioral Decision Making  
Journal of Experimental Social Psychology

Journal of Personality and Social Psychology  
Journal of Theoretical Politics  
Management Science  
Organizational Behavior and Human Decision Processes  
Psychological Review  
Psychological Science  
Psychometrika

The Israeli National Academy of Science  
Ford Foundation (Israel)  
Israel Science Foundation  
National Science Foundation (NSF)  
Bi-national Science Foundation (BSF)

**Editorship:**

<u>Journal of Mathematical Psychology</u>	Associate Editor, 1990 – 2003
<u>Experimental Economics</u>	Editorial Board, 1997 – 2013
<u>Organizational Behavior and Human Decision Processes</u>	Editorial Board, 2003 – 2004
<u>Games and Economic Behavior</u>	Associate Editor, 2003 – 2006
<u>Production and Operations Management</u>	Editorial Board, 2008 – <b>to date</b>
<u>Strategic Behavior and the Environment</u>	Editorial Board, 2010 – <b>to date</b>
<u>Decision</u>	Editorial Board, 2013 – <b>to date</b>

**Main Thesis Advisor (Ph.D.)**

Amaldoss Wilfred (Duke Univ.); Abraham, Elizabeth; Burkheimer, Graham; Cohen, Brent L. (deceased); Dugar, Subhasish (Univ. of Utah); Foster Tellez, Edgar (Univ. of California, Riverside); Funk, Sandra (Univ. of NC); Gordon, Lawrence (retired); Gunthorsdottir, Anna (Univ. of Vienna, Austria); Horowitz, Abraham (retired); Levisohn, Jay (retired); Medlin, Steve; Murphy, Ryan O. (ETH, Switzerland); Otsubo, Hironori (Soka University, Japan), Parco, James. A. (Colorado College); Seale, Darryl A. (Univ. of Nevada Las Vegas); Stein, William E. (retired); Suleiman, Ramzi (retired), Sundali, James A., (Univ. of Nevada Reno), Weg, Eythan (retired).

## **Bargaining**

### **Sealed-bid Double Auctions**

- Rapoport, A. & Fuller, M. A. (1995). Bidding strategies in a bilateral monopoly with two-sided incomplete information. Journal of Mathematical Psychology, 39, 179-196.
- Daniel, T. E., Seale, D. A., & Rapoport, A. (1998). Strategic play and adaptive learning in the sealed-bid bargaining mechanism. Journal of Mathematical Psychology, 42, 133–166.
- Rapoport, A., Daniel, T. E., & Seale, D. A. (1998). Reinforcement-based adaptive learning in asymmetric two-person bargaining with incomplete information. Experimental Economics, 1, 221-253.
- Seale, D. A., Daniel, T. E., & Rapoport, A. (2001). The information advantage in two-person bargaining with incomplete information. Journal of Economic Behavior and Organization, 44, 177–200.
- Parco, J. E., Rapoport, A., Seale, D. A., Stein, W. E., & Zwick, R. (2004). Multistage sealed-bid  $k$ -double auctions: An experimental study of bilateral bargaining. In S. Hück (Ed.), **Advances in Understanding Strategic Behavior: Game Theory, Experiments, and Bounded Rationality: Essays in Honor of Werner Güth**. (pp. 209-234). New York: Palgrave, Macmillan.
- Rapoport, A., Daniel, T. E., & Seale, D. A. (2008). Asymmetric two-person bargaining under incomplete information: Strategic play and adaptive learning. In C. R. Plott and V. L. Smith (Eds.), **Handbook of Experimental Economic Results. Vol. 1** (pp. 560-571) New York: North-Holland.

### **Two-person Sequential Bargaining**

- Rapoport, A., Weg, E., & Felsenthal, D. S. (1990). Effects of fixed costs in two-person sequential bargaining. Theory and Decision, 28, 47-71.
- Weg, E., Rapoport, A., & Felsenthal, D. S. (1990). Two-person bargaining behavior in fixed discounting factor games with infinite horizon. Games and Economic Behavior, 2, 76-95.
- Zwick, R., Rapoport, A., & Howard, J.C. (1992). Two-person sequential bargaining behavior with exogenous breakdown. Theory and Decision, 32, 241-268.
- Rapoport, A., Erev, I., & Zwick, R. (1995). Bargaining behavior in a bilateral monopoly with one-sided incomplete information. Management Science, 41, 377-394.
- Weg, E., Zwick, R., & Rapoport, A. (1996). Bargaining in uncertain environments: Systematic distortion of perfect equilibrium demand. Games and Economic Behavior, 14, 260-286.
- Srivastava, J., Chakravarti, D., & Rapoport, A. (2000). Price and margin negotiations in marketing channels: An experimental study of sequential bargaining under one-sided uncertainty and opportunity cost of delay. Marketing Science, 19, 163–184.

Zwick, R., Rapoport, A., & Weg, E. (2000). Invariance failure under subgame perfectness in sequential bargaining. Journal of Economic Psychology, 21, 517–544.

Parco, J. E. & Rapoport, A. (2004). Enhancing honesty in bargaining under incomplete information: An experimental study of the bonus procedure. Group Decision and Negotiation, 13, 539-562.

## Coalition Formation

### Characteristic Function Game Experiments

- Rapoport, A. & Kahan, J. P. (1974). Computer-controlled research on bargaining and coalition formation. Behavioral Research Methods and Instrumentation, 6, 87-93.
- Kahan, J.P., Coston, A. W., Helwig, R. A., Rapoport, A., & Wallsten, T. S. (1976). A PDP-11/45 program for playing  $n$ -person characteristic function games. Behavioral Research Methods and Instrumentation, 8, 165-169.
- Kahan, J. P. & Rapoport, A. (1974). Test of the bargaining set and kernel models in three-person games. In Anatol Rapoport (Ed.), Game Theory as a Theory of Conflict Resolution (pp. 119-160). Dordrecht, Holland: D. Reidel.
- Horowitz, A. D. & Rapoport, A. (1974). Test of the kernel and two bargaining set models in four- and five-person games. In Anatol Rapoport (Ed.), Game Theory as a Theory of Conflict Resolution (pp. 161-192). Dordrecht, Holland: D. Reidel.
- Levinsohn, J. R. & Rapoport, A. (1978). Coalition formation in multistage three-person cooperative games. In H. Sauermann (Ed.), Coalition Forming Behavior, Contributions to Experimental Economics, Vol. 8, (pp. 107-143). Tübingen, Germany: J.C.B. Mohr.
- Rapoport, A., Kahan, J. P., & Wallsten, T. S. (1978). Sources of power in four-person apex games. In H. Sauermann (Ed.), Coalition Forming Behavior, Contributions to Experimental Economics, Vol. 8 (pp. 75-106). Tübingen, Germany: J.C.B. Mohr.
- Rapoport, A. & Kahan, J. P. (1978). Standards of fairness in 4-person monopolistic cooperative games. In S. Brams, A. Schotter, & G. Schowdiaüer (Eds.), Applied Game Theory (pp. 74-94). Würzburg-Wien, Germany: Physica-Verlag.
- Rapoport, A. & Kahan, J. P. (1976). When three is not always two against one: Coalitions in experimental three-person cooperative games. Journal of Experimental Social Psychology, 12, 253-273.
- Kahan, J. P. & Rapoport, A. (1977). When you don't need to join: The effects of guaranteed payoffs on bargaining in three-person cooperative games. Theory and Decision, 8, 97-126.
- Kahan, J. P. & Rapoport, A. (1979). The influence of structural relationships on coalition formation in four-person Apex games. European Journal of Social Psychology, 9, 339-361.
- Funk, S. G., Rapoport, A., & Kahan, J. P. (1980). Quota vs. positional power in four-person apex games. Journal of Experimental Social Psychology, 16, 77-93.
- Kahan, J. P. & Rapoport, A. (1980). Coalition formation in the triad when two are weak and one is strong. Mathematical Social Sciences, 1, 11-38.
- Kahan, J. P. & Rapoport, A. (1981). Matrix experiments and theories of  $n$ -person games. Journal of Conflict Resolution, 25, 725-732.

- Rapoport, A. & Kahan, J. P. (1982). The power of a coalition and payoff disbursement in three-person negotiable conflicts. Journal of Mathematical Sociology, 8, 193-225.
- Rapoport, A. & Kahan, J. P. (1983). Standards of fairness in 3-quota 4-person games. In R. Tietz (Ed.), **Aspiration Levels in Bargaining and Economic Decision Making** (pp. 337-351). New York: Springer-Verlag (Lecture Notes in Economics and Mathematical Systems, Vol. 213).
- Rapoport, A. & Kahan, J. P. (1984). Coalition formation in a five-person market game. Management Science, 30, 326-343.
- Rapoport, A. (1984). Variability in payoff disbursement in coalition formation experiments. European Journal of Social Psychology, 14, 265-280.
- Rapoport, A. (1985). A note on the equal division kernel and the  $\alpha$ -power model. Journal of Mathematical Sociology, 11, 65-76.
- Rapoport, A. (1987). Comparison of theories for payoff disbursement of coalition values. Theory and Decision, 22, 13-47.
- Rapoport, A., Kahan, J.P., Funk, S. F., & Horowitz, A. D. (1979). **Coalition Formation by Sophisticated Players**. New York: Springer-Verlag (Lecture Notes in Economics and Mathematical Systems, Vol. 169), pp. 170.
- Kahan, J. P. & Rapoport, A. (1984). **Theories of Coalition Formation**. Hillsdale, NJ: Erlbaum, pp. 366.

### **Misc**

- Kahan, J. P. & Rapoport, A. (1984). Social psychology and the theory of games: A Mixed-motive relationship. Representative Research in Social Psychology, 14, 52-64.
- Zwick, R. & Rapoport, A. (1985). Relative gain maximization in sequential 3-person characteristic function games. Journal of Mathematical Psychology, 29, 333-359.
- Garratt, R., Parco, J. E., & Qin, C. -Z., and Rapoport, A. (2005). Potential maximization and coalition government formation. International Game Theory Review, 7, 1-23.



## Marketing

### Multistage Inventory

Rapoport, A. (1967). Variables affecting decisions in a multistage inventory task. Behavioral Science, 12, 194-204.

Rapoport, A. & Calder, B. J. (1972). Are inventory decisions optimal? In H. Sauermann (Ed.), **Beitrage zur Experimentellen Wirtschaftsforschung, Band III** (pp. 418-458). Tübingen, W. Germany: J. C. B. Mohr (Paul Siebeck).

### Market Entry Game

Rapoport, A. (1995). Individual strategies in a market entry game. Group Decision and Negotiation, 4, 117-133.

Sundali, J. A., Rapoport, A., & Seale, D. A. (1995). Coordination in market entry games with symmetric players. Organizational Behavior and Human Decision Processes, 64, 203-218.

Rapoport, A. Seale, D. A., Erev, I., & Sundali, J. A. (1998). Equilibrium play in large market entry games. Management Science, 44, 119-141.

Erev, I. & Rapoport, A. (1998). Coordination, "magic", and reinforcement learning in a market entry game. Games and Economic Behavior, 23, 146-175.

Rapoport, A., Seale, D. A., & Winter, E. (2000). An experimental study of coordination and learning in iterated two-market entry games. Economic Theory, 16, 661-687.

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Seale, D. A. & Rapoport, A. (2000). Elicitation of strategy profiles in large group coordination games. Experimental Economics, 3, 153-179.

Rapoport, A., Seale, D. A., & Winter, E. (2002). Coordination and learning behavior in large groups with asymmetric players. Games and Economic Behavior, 39, 111-136.

Zwick, R. & Rapoport, A. (2002). Tacit coordination in a decentralized market entry game with fixed capacity. Experimental Economics, 5, 253-272.

Rapoport, A. & Seale, D. A. (2008). Coordination success in non-cooperative large group market entry games. In C. R. Plott and V. L. Smith (Eds.), **Handbook of Experimental Economic Results, Vol. 1** (pp. 273-295) New York: North-Holland.

### Misc

Amaldoss, W., Meyer, R. J., Raju, J. S., & Rapoport, A. (2000). Collaborating to compete: A game-theoretical model and empirical investigation of the effect of profit-sharing arrangement and type of alliance. Marketing Science, 19, 105–126.

Amaldoss, W. & Rapoport, A. (2005). Collaborative product and market development: A theoretical and experimental investigation. Marketing Science, 24, 396-414.

## Investment

### Multistage Betting Experiments

Rapoport, A. (1968). Gambling behavior in two-outcome multistage betting games. Journal of Mathematical Psychology, *7*, 163-187.

Rapoport, A., Jones, L. V., & Kahan, J. P. (1970). Gambling behavior in multiple-choice multistage betting games. Journal of Mathematical Psychology, *7*, 12-36.

Rapoport, A. (1970). Minimization of risk and maximization of expected utility in multistage betting games. Acta Psychologica, *34*, 375-386.

[Reprinted in G. De Zeeuw, C. A. J. Vlek, and W. A. Wagenaar (Eds.), **Subjective Probability: Theory Experiments, Applications** (1970). Amsterdam: North-Holland]

Rapoport, A. & Stein, W. E. (1974). Decision policies minimizing risk in a multistage betting game. Journal of Mathematical Psychology, *11*, 42-58.

Rapoport, A., Funk, S. G., & Levinsohn, J. R. (1977). How one gambles if one must: Effects of differing return rates on multistage betting decisions. Journal of Mathematical Psychology, *15*, 169-198.

Funk, S. G., Rapoport, A., & Jones, L. V. (1979). Investing capital on safe and risky alternatives: An experimental study. Journal of Experimental Social Psychology, *108*, 415-440.  
<http://dx.doi.org/10.1037//0096-3445.108.4.415>

Rapoport, A. (1984). Effects of wealth on portfolios under various investment conditions. Acta Psychologica, *55*, 31-51.  
[http://dx.doi.org/10.1016/0001-6918\(84\)90058-1](http://dx.doi.org/10.1016/0001-6918(84)90058-1)

Rapoport, A., Zwick, R., & Funk, S. G. (1988). Selection of portfolios with risky and riskless assets: Experimental tests of two expected utility models. Journal of Economic Psychology, *9*, 169-194.

### Capital Asset Pricing Model

Kroll, Y., Levy, H., & Rapoport, A. (1988). Experimental tests of the separation theorem and the capital asset pricing model. American Economic Review, *78*, 500-519.

Kroll, Y., Levy, H., & Rapoport, A. (1988). Experimental tests of the mean-variance model. Organizational Behavior and Human Decision Processes, *42*, 388-410.  
[http://dx.doi.org/10.1016/0749-5978\(88\)90007-6](http://dx.doi.org/10.1016/0749-5978(88)90007-6).

### Misc

Rapoport, A. & Amaldoss, W. (2008). In search of experimental support for an asymmetric equilibria solution in symmetric investment games. Journal of Economic Behavior and Organization, *67*, 200-203.

## Political Science

- Rapoport, A. (1985). Provision of public goods and the MCS experimental paradigm. American Political Science Review, 79, 149-155.
- Rapoport, A. & Golan, E. (1985). Assessment of political power in the Israeli Knesset. American Political Science Review, 79, 673-692.
- Rapoport, A. & Weg, E. (1986). Dominated, connected, and tight coalitions in the Israeli Knesset. American Journal of Political Science, 30, 577-596.
- Rapoport, A. & Cohen, A. (1986). Paradoxes of quarreling in weighted majority games. European Journal of Political Economy, 2, 235-250.
- Felsenthal, D., Maoz, Z., & Rapoport, A. (1986). Comparing voting systems in genuine elections: Approval-plurality vs. selection-plurality. Social Behavior, 1, 41-53.
- Rapoport, A., Felsenthal, D., & Maoz, Z. (1988). Microcosms and macrocosms: Seat allocation in proportional representation systems. Theory and Decision, 28, 11-33.
- Felsenthal, D., Rapoport, A., & Maoz, Z. (1988). Tacit cooperation in three-alternative non-cooperative voting games: A new model of sophisticated behavior under the plurality procedure. Electoral Studies, 7, 143-161.
- Rapoport, A., Felsenthal, D., & Maoz, Z. (1988). Proportional representation: An empirical evaluation of single-stage non-ranked voting procedures. Public Choice, 59, 151-165.
- Rapoport, A. & Felsenthal, D. S. (1990). Efficacy in small electorates with plurality and approval voting. Public Choice, 64, 57-71.
- Felsenthal, D.S., Maoz, Z., & Rapoport, A. (1990). The Condorcet-efficiency of sophisticated voting under the plurality and approval procedures. Behavioral Science, 35, 24-33.
- Rapoport, A., Felsenthal, D. S., & Maoz, Z. (1991). Sincere vs. strategic voting in small groups. In T. R. Palfrey (Ed.), Contemporary Laboratory Experiments in Political Economy (pp. 201-235). Ann Arbor, MI: University of Michigan Press.
- Felsenthal, D. S., Maoz, Z., & Rapoport, A. (1993). Does it really make a difference? An empirical evaluation of five voting procedures. British Journal of Political Science, 23, 1-27.

## Language

- Fillenbaum, S., Jones, L. V., & Rapoport, A. (1963). The predictability of words and their grammatical classes as a function of rate of deletion from a speech transcript. Journal of Verbal Learning and Verbal Behavior, 2, 186-194.
- Rapoport, A. (1965). Comparison of four models for word-frequency distributions from normal and aphasic speakers. (Extended Abstract). Pittsburgh, PA: American Institutes for Research, CTA series, 4, 3-14.
- Rapoport, Anatol., Rapoport, Amnon, Livant, W. P., & Boyd, J. (1966). A study of lexical graphs. Foundations of Language, 2, 338-376.
- Rapoport, A. (1967). A comparison of two tree construction methods for obtaining proximity measures among words. Journal of Verbal Learning and Verbal Behavior, 6, 884-890.
- Fillenbaum, S. & Rapoport, A. (1974). Verbs of judging, judged: A case study. Journal of Verbal Learning and Verbal Behavior, 13, 54-62.
- Rapoport, A. & Fillenbaum, S. (1972). An experimental study of semantic structures. In A. K. Romney, R. N. Shepard, & S. B. Nerlove (Eds.), Multi-Dimensional Scaling: Theory and Applications in the Behavioral Sciences. Vol. II, Applications (pp. 93-131). New York: Seminar Press.
- Fillenbaum, S. & Rapoport, A. (1971). Structures in the Subjective Lexicon. New York: Academic Press, pp. 226.

## Individual Decision Making

### Games of Timing Experiments (Duels)

- Rapoport, A., Kahan, J. P., & Stein, W. E. (1973). Decisions of timing in conflict situations of incomplete information. Behavioral Science, 18, 272-287.
- Kahan, J. P. & Rapoport, A. (1974). Decisions of timing in bipolarized conflict situations with complete information. Acta Psychologica, 38, 183-203.
- Kahan, J. P. & Rapoport, A. (1975). Decisions of timing in conflict situations of unequal power between opponents. Journal of Conflict Resolution, 19, 250-270.
- Rapoport, A., Kahan, J. P., & Stein, W. E. (1976). Decisions of timing in experimental probabilistic duels. Journal of Mathematical Psychology, 13, 163-191.

### The Secretary Problem

- Seale, D. A. and Rapoport, A. (1997). Sequential decision making with relative ranks: An experimental investigation of the "secretary problem". Organizational Behavior and Human Decision Processes, 69, 221-236.
- Seale, D. A. & Rapoport, A. (2000). Optimal stopping behavior with relative ranks: The secretary problem with unknown population size. Journal of Behavioral Decision Making, 13, 391-411.
- Stein, W. E., Seale, D. A., & Rapoport, A. (2003). Analysis of heuristic solutions to the best choice problem. European Journal of Operational Research, 151, 140-152.
- Bearden, J. N., Murphy, R. O., & Rapoport, A. (2005). A multi-attribute extension of the secretary problem: Theory and Experiments. Journal of Mathematical Psychology, 49, 410-425.
- Bearden, J. N. & Rapoport, A. (2005). Operations research in experimental psychology. In C. Smith (Ed.), **Tutorials in Operations Research: Emerging Theory, Methods, and Applications** (pp. 213-236). Hanover, MD: INFORMS.
- Bearden, J. N., Rapoport, A., & Murphy, R. O. (2006). Sequential selection and assignment with relative ranks: An experimental study. Journal of Behavioral Decision Making, 19, 229-250.
- Bearden, J. N., Rapoport, A., & Murphy, R. O. (2006). Sequential observation and selection with rank-dependent payoffs: An experimental test of alternative decision rules. Management Science, 52, 1437-1449.
- Zwick, R., Rapoport, A., Lo, A. K. C., & Muthukrishnan, A. V. (2003). Consumer search: not enough or too much? Marketing Science, 22, 503-519.
- Mak, V., Rapoport, A., & Seale, D. A. (2014). Sequential search by committees with rank-dependent payoffs: An experimental study. Organizational Behavior and Human Decision Processes, 124, 256-267.

## **Detection of Change**

- Rapoport, A. & Burkheimer, G. J. (1973). Parameters of discrete time models of detection of change. Management Science: Theory, 19, 973-984.
- Rapoport, A., Stein, W. E., & Burkheimer, G. J. (1979). **Response Models for Detection of Change**. Dordrecht, Holland: D. Reidel, pp. 194.
- Stein, W. E. & Rapoport, A. (1978). A discrete time model for detection of randomly presented stimuli. Journal of Mathematical Psychology, 17, 110-137.

## **Sequential Decision Making**

- Rapoport, A. & Wallsten, T. S. (1972). Individual decision behavior. Annual Review of Psychology, 23, 131-176.
- Rapoport, A. (1975). Research paradigms for studying decision behavior. In D. Wendt & C. A. J. Vlek (Eds.), **Utility, Probability, and Human Decision Making** (pp. 349-369). Dordrecht, Holland: D. Reidel. ♣
- Rapoport, A. (1986). Psychological decision making. In S. Kotz & N.L. Johnson (Eds.), Encyclopedia of Statistical Sciences, 7, 335-340.
- Rapoport, A. (1995). Decision making. Encyclopedia Hebraica, Supplementary Volume 3, pp. 911-913. Jerusalem: Hapoalim Press (in Hebrew).
- Rapoport, A. (1964). Sequential decision-making in a computer-controlled task. Journal of Mathematical Psychology, 1, 351-374.
- Rapoport, A. (1966). A study of human control in a stochastic multistage decision task. Behavioral Science, 11, 18-32.
- Rapoport, A. (1966). A study of a multistage decision-making task with an unknown duration. Human Factors, 8, 54-61.
- Rapoport, A. (1967). Dynamic programming models for multistage decision making tasks. Journal of Mathematical Psychology, 4, 48-71.
- Kahan, J. P., Rapoport, A., & Jones, L. V. (1967). Decision making in a sequential search task. Perception and Psychophysics, 2, 374-376.
- Rapoport, A. (1968). Choice behavior in a Markovian decision task. Journal of Mathematical Psychology, 5, 163-181.
- Rapoport, A. & Burkheimer, G. J. (1971). Models for deferred decision making. Journal of Mathematical Psychology, 8, 508-538.
- Busemeyer, J. & Rapoport, A. (1988). Psychological models of deferred decision making. Journal of Mathematical Psychology, 32, 91-134.

## **Probability Terms**

Wallsten, T. S., Budescu, D. V., Rapoport, A., Zwick, R., & Forsyth, B. (1986). Measuring the vagueness of probability terms. Journal of Experimental Psychology: General, 115, 348-365.

Rapoport, A., Wallsten, T. S., & Cox, J. A. (1987). Direct and indirect scaling of membership functions of probability phrases. Mathematical Modeling, 9, 397-417.

Rapoport, A., Wallsten, T. S., Erev, I., & Cohen, B. (1990). Revision of opinion with verbally and numerically expressed uncertainties. Acta Psychologica, 74, 61-79.

## **Optimal Search**

Rapoport, A. & Tversky, A. (1966). Cost and accessibility of offers as determinants of optimal stopping. Psychonomic Science, 4, 145-146.

Rapoport, A. & Tversky, A. (1970). Choice behavior in an optimal stopping task. Organizational Behavior and Human Performance, 5, 105-120.

Kubovy, M., Rapoport, A. & Tversky, A. (1971). Deterministic vs. probabilistic strategies in detection. Perception and Psychophysics, 9, 427-429.

Rapoport, A. (1969). Effects of observation cost on sequential search behavior. Perception and Psychophysics, 6, 234-240.

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Rapoport, A., Lissitz, R. W., & McAllister, H. A. (1972). Search behavior with and without optimal stopping. Organizational Behavior and Human Performance, 7, 1-17.

## **Intertemporal Choice**

Benzion, U., Rapoport, A., & Yagil, J. (1989). Discount rates inferred from decisions: An experimental study. Management Science, 35, 270-284.

## **Misc**

Messick, D. M. & Rapoport A. (1964). Computer-controlled experiments in psychology. Behavioral Science, 9, 378-382.

Messick, D. M. & Rapoport, A. (1965). A comparison of two payoff functions of multiple-choice decision behavior. Journal of Experimental Psychology, 69, 75-83.

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- (S)-1        Becker, W. J., & Rapoport, A. (revise and re-submit [3]). Perishable asset dynamic pricing with constant, increasing or decreasing stochastic demand. Production and Operations Management
  
- (S)-2        Seale, D. A., Mak, V., & Rapoport, A. (submitted [2]). Voting rules and heuristics in committee search decisions. Management Science.
  
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