

## References

---

- Agricultural Business Research Institute (various issues 1977-88), *Complan - Enterprise budgets for the North West of NSW*, Handbook Nos. 1-8, ABRI and NSW Department of Agriculture, Armidale.
- Ajzen, I. and Fishbein, M. (1980), *Understanding attitudes and predicting social behavior*, Prentice-Hall, New Jersey.
- Allais, M. (1953), 'Le comportement de l'homme rationnel devant le risque: critique des postulats et axiomes de l'ecole Americaine', *Econometrica* 21(4), 503-46.
- Allais, M. (1979a), 'The foundations of a positive theory of choice involving risk and a criticism of the postulates and axioms of the American school', in M. Allais and O. Hagen (eds.) 1979, pp. 27-145.
- Allais, M. (1979b), 'The so-called Allais paradox and rational decisions under uncertainty', in M. Allais and O. Hagen (eds.) 1979, pp. 437-681.
- Allais, M. (1984), 'The foundations of the theory of utility and risk. Some central points of the discussions at the Oslo Conference', in *Progress in Utility and Risk Theory*, O. Hagen and F. Wenstøp (eds.), D. Reidel, Dordrecht, pp. 3-131.
- Allais, M. (1986), 'Determination of cardinal utility according to an intrinsic invariant model', in *Recent Developments in the Foundations of Utility and Risk Theory*, L. Daboni, A. Montesano and M. Lines (eds.), D. Reidel, Dordrecht, pp. 83-120.
- Allais, M. (1988a), 'A new neo-Bernoullian theory : the Machina theory - a critical analysis', in *Risk, Decision and Rationality*, B.R. Munier (ed.), D. Reidel, Dordrecht, pp. 345-403.
- Allais, M. (1988b), 'The general theory of random choices in relation to the invariant cardinal utility function and the specific probability function', in *Risk, Decision and Rationality*, B.R. Munier (ed.), D. Reidel, Dordrecht, pp. 231-89.
- Allais, M. and Hagen, O. (eds.) (1979), *Expected Utility Hypotheses and the Allais Paradox*, D. Reidel, Dordrecht.
- Anand, P. (1985), 'A critique of the normative and descriptive foundations of subjective probability - with reference to agriculture', *Journal of Economic Psychology*, 6, 399-416.

- Anderson, J.R. (1979), 'Perspective on models of uncertain decisions', in *Risk, Uncertainty and Agricultural Development*, J.A. Roumasset, J.M. Boussard and I. Singh (eds.), Agricultural Development Council, New York, pp. 39-62.
- Anderson, J.R., Dillon, J.L. and Hardaker, J.B. (1977), *Agricultural Decision Analysis*, Iowa State University Press, Ames.
- Arrow, K.J. (1965), *Aspects of the Theory of Risk Bearing*, Yrjö Jahnssonin Säätiö, Helsinki.
- Arrow, K.J. (1974), 'The use of unbounded utility functions in expected-utility maximization: a response', *Quarterly Journal of Economics*, 88, 136-8.
- Arrow, K.J. (1983), 'Behavior under uncertainty and its implications for policy', in *Foundations of Utility and Risk Theory with Applications*, B.P. Stigum and F. Wenstøp, (eds.), D. Reidel, Dordrecht, pp. 19-32.
- Arthur, W.B. (1991), 'Designing economic agents that act like human agents: a behavioral approach to bounded rationality', *American Economic Review*, 81(2), 353-9.
- Australian Bureau of Agricultural and Resource Economics (1986), *Commodity Statistical Bulletin*, Australian Government Publishing Service, Canberra.
- Australian Bureau of Agricultural and Resource Economics (1988), *Minimum Reserve Price for Wool 1988-89: Market Outlook and Implications of Alternative Minimum Reserves*, Livestock Economics Research Branch Australian Bureau of Agricultural and Resource Economics, Canberra.
- Australian Bureau of Agricultural and Resource Economics (1991), *Commodity Statistical Bulletin*, Australian Government Publishing Service, Canberra.
- Australian Bureau of Agricultural and Resource Economics (1992a), *Commodity Statistical Bulletin*, Australian Government Publishing Service, Canberra.
- Australian Bureau of Agricultural and Resource Economics (1992b), *National Agricultural and Resources Outlook Conference*, Canberra, January 1992, Australian Bureau of Agricultural and Resource Economics, Canberra.
- Australian Bureau of Agricultural and Resource Economics (1993), *National Agricultural and Resources Outlook Conference*, Canberra, February 1993, Australian Bureau of Agricultural and Resource Economics, Canberra.
- Australian Bureau of Agriculture and Resource Economics (various issues 1980-92a), 'Commodity outlook', *Agriculture and Resources Quarterly*, Australian Bureau of Agriculture and Resource Economics, Canberra.

- Australian Bureau of Agricultural and Resource Economics (various issues 1980-92b), *Commodity Statistical Bulletin*, Australian Government Publishing Service, Canberra.
- Australian Bureau of Statistics (1989), *AgStats: Agricultural Statistics on Microcomputer*, Australian Bureau of Statistics, Canberra.
- Australian Bureau of Statistics (1990), *AgStats: Agricultural Statistics on Microcomputer*, Australian Bureau of Statistics, Canberra.
- Australian Bureau of Statistics (various issues 1977-92), *Livestock and Livestock Products*, Cat. No. 7221.0, Australian Government Publishing Service, Canberra.
- Australian Bureau of Statistics (various issues 1982-1990), *Livestock and Livestock Products, New South Wales*, Cat. No. 7221.1 Australian Government Publishing Service, Canberra.
- Australian Wool Corporation (1985), *Australian Wool Corporation Report 1984-85*, Australian Wool Corporation, Melbourne.
- Australian Wool Corporation (1990), *Annual Report 1989-90*, Australian Wool Corporation, Melbourne.
- Australian Wool Corporation (1991), *Wool Market News: Monthly Perspective*, Australian Wool Corporation, Melbourne, January.
- Australian Wool Corporation (1992a), *Annual Report 1991-92*, Australian Wool Corporation, Melbourne.
- Australian Wool Corporation (1992b), *The Wool Industry Undergoes Massive Change*, Pamphlet, Australian Wool Corporation, Melbourne.
- Australian Wool Corporation (1992c), *Wool Market News: Monthly Perspective*, Australian Wool Corporation, Melbourne, June.
- Australian Wool Corporation, (various issues 1980-92), *Wool Market News: Annual Price Summary*, Australian Wool Corporation, Melbourne.
- Bannister, D. and Fransella, F. (1971), *Inquiring Man: The Psychology of Personal Constructs*, Croom Helm, London.
- Bar-Hillel, M. (1973), 'On the subjective probability of compound events', *Organizational Behavior and Human Performance*, 9, 396-406.
- Bar-Hillel, M. (1980), 'The base rate fallacy in probability judgements', *Acta Psychologica*, 44, 211-33.

- Bar-Shira, Z. (1992), 'Nonparametric test of the expected utility hypothesis', *American Journal of Agricultural Economics*, 74(3), 523-33.
- Battalio, R.C., Kagel, J.H. and Jiranyakul, K. (1990), 'Testing between alternative models of choice under uncertainty: some initial results', *Journal of Risk and Uncertainty*, 3, 25-50.
- Beach, L.R. and Mitchell, T.R. (1987), 'Image theory: principles, goals, and plans in decision making', *Acta Psychologica*, 66, 201-20.
- Beach, L.R., Vlek, C. and Wagenaar, W.A. (eds.) (1988), *Models and Methods for Unique Versus Repeated Decision Making*, Report of an Informal Conference Held at Leiden University, 21-3 April 1988, Unit of Experimental Psychology, Leiden University, The Netherlands, September.
- Becker, J.L. and Sarin, R.K. (1987), 'Lottery dependent utility', *Management Science*, 33(11), 1367-1382.
- Bell, D.E. (1982), 'Regret in decision making under uncertainty', *Operations Research*, 30, 961-81.
- Bernard, G. (1984), 'Utility and risk preference functions', in *Progress in Utility and Risk Theory*, O. Hagen and F. Wenstøp (eds.), D. Reidel, Dordrecht, pp. 135-43.
- Bernasconi, M. (1992), 'Different frames for the independence axiom: an experimental investigation in individual decision making under risk', *Journal of Risk and Uncertainty*, 5(2), 159-74.
- Bernoulli, D. (1738), 'Specimen theoriae novae de mensura sortis', *Commentarii Academiae Scientiarum Imperialis Petropolitanae*, 1738, Tomus V, 175-92, English Translation, *Econometrica*, 1954 22(January), 23-36.
- Bettman, J.R. (1979), *An Information Processing Theory of Consumer Choice*, Addison-Wesley, Reading, MA.
- Binswanger, H.P. (1981), 'Attitudes toward risk: theoretical implications of an experiment in rural India', *Economic Journal*, 91(December), 867-90.
- Boadway, R.W. and Bruce, N. (1984), *Welfare Economics*, Basil Blackwell, Oxford.
- Bock, I.M. (1976), *Market Information and Farm Management Decision Making*, Agricultural Extension Research Unit, School of Agriculture and Forestry, University of Melbourne, Melbourne, December.
- Bogess, W.G. (1987), Analyzing CRP bidding behavior under uncertainty: a reliability criterion approach, Paper presented to the Annual Meetings of the American Agricultural Economics Association, East Lansing, Michigan, August.

- Bogetoft, P. and Pruzan, P. (1991), *Planning with Multiple Criteria: Investigation, Communication and Choice*, North-Holland, Amsterdam.
- Bookstaber, R. and Langsam, J. (1985), 'On the optimality of coarse behavior rules', *Journal of Theoretical Biology*, 116(2), 161-194.
- Borch, K. (1979), 'Utility and stochastic dominance', in M. Allais and O. Hagen (eds.), pp. 193-201.
- Brewin, D. (1980), *Group Conservation Programs and Soil Conservation Practices*, Agricultural Extension Section, School of Agriculture and Forestry, University of Melbourne, Melbourne, October.
- Briggs, J. (1985), 'An exploratory study of farmer's choice of crops in Central Sudan', *Transactions of the Institute of British Geographers: New Series*, 10, 170-80.
- Bureau of Agricultural Economics (1985), *Farm Surveys Report 1985*, Bureau of Agricultural Economics, Canberra.
- Bureau of Meteorology (1988), *Climate Averages Australia*, Australian Government Publishing Service, Canberra.
- Butler, D. and Loomes, G. (1988), 'Decision difficulty and imprecise preferences', *Acta Psychologica*, 68, 183-96.
- Camerer, C. (1989), 'An experimental test of several generalized utility theories', *Journal of Risk and Uncertainty*, 2(1), 61-104.
- Camerer, C. and Weber, M. (1992), 'Recent developments in modeling preferences, uncertainty and ambiguity', *Journal of Risk and Uncertainty*, 5(4), 325-70.
- Campbell, K.O. (1958), 'The challenge of production instability to Australian agriculture', *Australian Journal of Agricultural Economics*, 2(1), 3-23.
- Campbell, R., Gardiner, B. and Haszler, H. (1980), 'On the hidden revenue effects of wool price stabilisation in Australia: initial results', *Australian Journal of Agricultural Economics*, 24(1), 1-15.
- Carlin, P.S. (1992), 'Violations of the reduction and independence axioms in Allais-type and common-ratio effect experiments', *Journal of Economic Behavior and Organization*, 19(2), 213-35.
- Carroll, J.S. and Siegler, R.S. (1977), 'Strategies for the use of base rate information', *Organizational Behavior and Human Performance*, 19, 392-402.
- Chateauneuf, A. (1991), 'On the use of capacities in modelling uncertainty aversion and risk aversion', *Journal of Mathematical Economics*, 20, 343-69.

- Chew, S.H. (1983), 'A generalization of the quasilinear mean with applications to the measurement of income inequality and decision theory resolving the Allais paradox', *Econometrica*, 51(4), 1065-92.
- Childs, J.R. and Salmon, P.W. (1978), *Studying Property Management: An Integrated Method of Assessing Managerial Ability, Behaviour and Performance*, Agricultural Extension Section, School of Agriculture and Forestry, University of Melbourne, Melbourne.
- Clementson, T. (1988), *Strategy and Uncertainty - A Guide to Practical Systems Thinking*, Gordon and Breach Science Publishers, New York.
- Cohen, M., Jaffray, J.Y. and Said, T. (1987), 'Experimental comparison of individual behavior under risk and under uncertainty for gains and for losses', *Organizational Behavior and Human Decision Processes*, 39, 1-22.
- Connolly, G.P. (1987), An econometric model of the Australian wool market by grade, with applications to policy analysis, Ph.D. thesis, University of New England, Armidale.
- Curley, S.P. and Yates, J.F. (1989), 'An empirical evaluation of descriptive models of ambiguity reactions in choice situations', *Journal of Mathematical Psychology*, 33, 397-427.
- Daniels, R.L. and Keller, L.R. (1990), 'An experimental evaluation of the descriptive validity of lottery-dependent utility theory', *Journal of Risk and Uncertainty*, 3, 115-134.
- Dillon, J.L. (1962), 'Applications of game theory in agricultural economics: review and requiem', *Australian Journal of Agricultural Economics*, 61(2), 20-35.
- Dillon, J.L. (1971), 'An expository review of Bernoullian decision theory in agriculture: is all utility futility?', *Review of Marketing and Agricultural Economics*, 39(1), 3-80.
- Driver, C.F. (1992), 'The origin of predictable behavior: comment', *American Economic Review*, 82(1), 368.
- Dunnett, G. (1988), 'Myths, methods and technique', in *Working with People: Clinical Uses of Personal Construct Theory*, G. Dunnett (ed.), Routledge, London, pp. 1-16.
- Earl, P.E. (1983), *The Economic Imagination: Towards a Behavioural Analysis of Choice*, Wheatsheaf Books, Brighton.
- Earl, P.E. (1988), 'Review articles economic psychology', *Prometheus*, 6(1), 142-9.
- Earl, P.E. (1990), 'Economics and psychology: a survey', *The Economic Journal*, 100, 718-55.

- Edwards, W. (1954), 'The theory of decision making', *Psychological Bulletin*, 41(July), 380-417.
- Edwards, W. (1955), 'The prediction of decision among bets', *Journal of Experimental Psychology*, 50, 201-14.
- Edwards, W. (1968), 'Conservatism in human information processing', in *Formal Representation of Human Judgment*, B. Kleinmuntz (ed.), Wiley, New York, pp. 17-52.
- Einhorn, H.J. and Hogarth, R.M. (1985), 'Ambiguity and uncertainty in probabilistic inference', *Psychological Review*, 92, 433-61.
- Einhorn, H.J. and Hogarth, R.M. (1986), 'Decision making under ambiguity', *Journal of Business, Part 2*, 59(4), S225-50.
- Einhorn, H.J. and Hogarth, R.M. (1988), 'Decision making under ambiguity: a note', in *Risk, Decision and Rationality*, B.R. Munier (ed.), D. Reidel, Dordrecht, pp. 327-36.
- Eisner, R. and Strotz, R.H. (1961), 'Flight insurance and the theory of choice', *Journal of Political Economy*, 69(August), 355-68.
- Ellsberg, D. (1954), 'Classic and current notions of "measurable utility"', *Economic Journal*, 64(September), 528-56.
- Ellsberg, D. (1961), 'Risk, ambiguity, and the Savage axioms', *Quarterly Journal of Economics*, 75, 643-69.
- Emery, F.E. and Trist, E.L. (1965), 'The causal texture of organizational environments', *Human Relations*, 18(1), 21-32.
- Farrell, T.C. (1993), An analysis of price trends for Australian apparel wool by micron category, Paper presented to the Australian Agricultural Economics Association Conference, Sydney, February.
- Festinger, L. (1957), *A Theory of Cognitive Dissonance*, Row, Peterson, Evanston, Illinois.
- de Finetti B. (1972), *Probability, Induction and Statistics: The Art of Guessing*, Wiley, London.
- Fischhoff, B., Goitein, B. and Shapira, Z. (1983), 'Subjective expected utility: a model of decision making', in *Decision Making Under Uncertainty*, R.W. Scholz (ed.), Elsevier, Amsterdam, pp. 183-207.
- Fischhoff, B., Slovic, P. and Lichtenstein, S. (1978), 'Fault trees: sensitivity of estimated failure probabilities to problem presentation', *Journal of Experimental Psychology: Human Perception and Performance*, 4, 330-4.

- Fishburn, P.C. (1974), 'Lexicographic orders, utilities and decision rules: a survey', *Management Science*, 20(July), 1442-71.
- Fishburn, P.C. (1982), 'Nontransitive measurable utility', *Journal of Mathematical Utility*, 26(August), 31-67.
- Fishburn, P.C. (1983), 'Transitive measurable utility', *Journal of Economic Theory*, 31(December), 293-317.
- Fishburn, P.C. (1991), 'Nontransitive preferences in decision theory', *Journal of Risk and Uncertainty*, 4(2), 113-34.
- Flacker P.L. and King R.P. (1987), 'The evaluation of probability distributions with special emphasis on price distributions derived from options premiums', in *Proceedings of a Seminar Sponsored by Southern Regional Project S-180, "An Economic Analysis of Risk Management Strategies for Agricultural Production Firms"*, San Antonio, Texas, 22-25 March 1987, pp. 108-29.
- Ford, J.L. (1987), *Economic Choice Under Uncertainty: A Perspective Theory Approach*, Edward Elgar, Aldershot.
- Fraser, R.W. (1984), 'Risk aversion and covariances in agriculture: a note', *Journal of Agricultural Economics*, 35(2), 269-71.
- Fraser, R.W. (1986), 'Supply responses, risk aversion and covariances in agriculture', *Australian Journal of Agricultural Economics*, 30(2), 153-56.
- Fraser, R.W. (1988), 'A method for evaluating supply response to price underwriting', *Australian Journal of Agricultural Economics*, 32(1), 22-36.
- Fraser, R.W. (1989), On evaluating the producer benefits from price stabilisation, Paper presented to the Australian Agricultural Economics Society Conference, Lincoln College, New Zealand, February.
- Fraser, R.W. and Murrell, A.J. (1990), The Australian Wool Corporation's Reserve Price Scheme: an assessment of price stabilisation and producer benefits, Paper presented to the Australian Agricultural Economics Society Conference, University of Queensland, February.
- Friedman, M. (1953), *Essays in Positive Economics*, University of Chicago Press, Chicago.
- Friedman, M. (1962), *Price Theory: A Provisional Text*, Aldine, Chicago.
- Friedman, M. and Savage, L.J. (1948), 'The utility analysis of choices involving risk', *The Journal of Political Economy*, 56(4), 279-304.



- Gärdenfors, P. and Sahlin, N-E. (1982), 'Unreliable probabilities, risk taking, and decision making', reprinted in P. Gärdenfors and N-E. Sahlin (eds.) 1982, pp. 313-34.
- Gärdenfors, P. and Sahlin, N-E. (ed.) (1988), *Decision, Probability and Utility*, Cambridge University Press, Cambridge.
- Gensch, D.H. (1987), 'A two-stage disaggregate attribute choice model', *Marketing Science*, 6(3), 223-39.
- Gensch, D.H. & Javalgi, R.G. (1987), 'The role of sequential processing models in marketing research', *Mathematical Modelling*, 9(12), 869-82.
- Gilboa, I. (1987), 'Expected utility with purely subjective non-additive probabilities', *Journal of Mathematical Economics*, 16(1), 65-88.
- Gladwin, C.H. (1975), 'A model of the supply of smoked fish from Cape Coast to Kumasi', in *Formal Methods in Economic Anthropology*, A Special Publication of the American Anthropological Association, Number 4, S. Plattner (ed.), Washington, pp. 77-127.
- Gladwin, C.H. (1976), 'A view of the Plan Puebla: an application of hierarchical decision models', *American Journal of Agricultural Economics*, 58(5), 881-87.
- Gladwin, C.H. (1977), A model of farmers' decisions to adopt the recommendations of Plan Puebla, Ph.D. thesis, Stanford University, California.
- Gladwin, C.H. (1979a), 'Cognitive strategies and adoption decisions: a case study of nonadoption of an agronomic recommendation', *Economic Development and Cultural Change*, 28(1), 155-73.
- Gladwin, C.H. (1979b), 'Production functions and decision models: complementary models', *American Ethnologist*, 6(4), 653-74.
- Gladwin, C.H. (1980), 'A theory of real-life choice: applications to agricultural decisions', in *Agricultural Decision Making: Anthropological Contributions to Rural Development*, P.F. Barlett (ed.), Academic Press, London, pp. 45-85.
- Gladwin, H. (1975), 'Looking for an aggregate additive model in data from a hierarchical decision process', in *Formal Methods in Economic Anthropology*, S. Plattner (ed.), A special publication of the American Anthropological Association, Number 4, pp. 159-96
- Gladwin, H. and Murtaugh, M. (1980), 'The attentive-preattentive distinction in agricultural decision making', in *Agricultural Decision Making: Anthropological Contributions to Rural Development*, P.F. Barlett (ed.), Academic Press, London, pp. 115-36.

- Goldstein, N.M. and Einhorn, H.J. (1987), 'Expression theory and the preference reversal phenomena', *Psychological Review*, 94, 236-54.
- Green, J. and Jullien, B. (1988), 'Ordinal independence in non-linear utility theory', *Journal of Risk and Uncertainty*, 1(4), 355-87.
- Grether, D.M. (1992), 'Testing Bayes rule and the representativeness heuristic: some experimental evidence', *Journal of Economic Behavior and Organization*, 17(1), 31-57.
- Grether, D.M. and Plott, C.R. (1979), 'Economic theory of choice and the preference reversal phenomenon', *American Economic Review*, 69(4), 623-38.
- Gul, F. (1991), 'A theory of disappointment aversion', *Econometrica*, 59(3), 667-86.
- Hagen, O. (1979), 'Introductory survey', in M. Allais and O. Hagen (eds.) 1979, pp. 13-24.
- Handa, J. (1977), 'Risk, probabilities, and a new theory of cardinal utility', *Journal of Political Economy*, 85(1), 97-122.
- Harless, D.W. (1992a), 'Action versus prospects: the effect of problem representation on regret', *American Economic Review*, 82(3), 634-49.
- Harless, D.W. (1992b), 'Predictions about indifference curves inside the unit triangle: a test of variants of expected utility theory', *Journal of Economic Behavior and Organization*, 18(3), 391-414.
- Haszler, H. and Curran, W. (1982), 'On the hidden revenue effects of wool price stabilisation in Australia: initial results - a reply', *Australian Journal of Agricultural Economics*, 26(1), 66-71.
- Heath, C. and Tversky, A. (1990), 'Preference and belief: ambiguity and competence in choice under uncertainty', in *Contemporary Issues in Decision Making*, K. Borcherding, O.I. Laricher, and D.M. Messick (eds.), NorthHolland, Amsterdam, pp. 93-123.
- Heiner, R.A. (1983), 'The origin of predictable behavior', *American Economic Review*, 73(4), 560-95.
- Heiner, R.A. (1985), 'Origin of predictable behavior: further modelling and applications', *American Economic Review*, 75(2), 391-96.
- Heiner, R.A. (1986), 'Uncertainty, signal detection experiments, and modeling behavior', in *Economics as a Process: Essays in the New Institutional Economics*, R.N. Langlois (ed.), Cambridge University Press, New York, pp. 59-115.

- Heiner, R.A. (1988), 'The necessity of imperfect decisions', *Journal of Economic Behavior and Organization*, 10(1), 29-55.
- Henderson, J.M. and Quandt, R.E. (1980), *Microeconomic Theory: A Mathematical Approach*, 3rd edn, McGraw Hill, Sydney.
- Herrnstein, R.J. (1991), 'Experiments on stable suboptimality in individual behavior', *American Economic Review*, 81(2), 360-4.
- Hicks, J.R. and Allen R.G.D. (1934), 'A reconsideration of the theory of value: part I', *Economica*, February, 52-75.
- Hicks, P.T. (1976), A cognitive approach to dairy practices, Masters thesis University of Melbourne, Melbourne.
- Hinchy, M. (1987), Evaluating the producer benefits from underwriting, Paper presented to the Australian Agricultural Economics Society Conference, Adelaide, February.
- Hinchy, M. and Fisher, B.S. (1988), 'Benefits from price stabilization to producers and processors: the Australian buffer-stock scheme for wool', *American Journal of Agricultural Economics*, 70(3), 604-15.
- Hinkle, D. (1965), The change of personal constructs from the view point of the theory of construct implications, Ph.D. thesis, Ohio State University, Columbus.
- Hoen, J.P. (1988), 'Risk, utility concept, and policy choices: discussion', *American Journal of Agricultural Economics*, 70(5), 1118-21.
- Hogarth, R.M. (1980), *Judgement and Choice*, Wiley, Chichester.
- Hogarth, R.M. and Einhorn, H.J. (1988), Venture theory: a model of decision weights, Center for Decision Research, Graduate School of Business University of Chicago, Chicago, January.
- Hogarth, R.M. and Kunreuther, H. (1985), 'Ambiguity and insurance decisions', *American Economic Review*, 75(2), 386-90.
- Hogarth, R.M. and Kunreuther, H. (1989), 'Risk, ambiguity and insurance', *Journal of Risk and Uncertainty*, 2(1), 5-35.
- Ilbery, B.W. and Hornby, R. (1983), 'Repertory grids and agricultural decision making', *Geografiska Annaler, Series B*, 65, 77-84.
- Janis, I.L. and Mann, L. (1977), *Decision Making: A Psychological Analysis of Conflict, Choice and Commitment*, Free Press, New York.

- Jankowicz, A.D. and Hisrich, R. (1987), 'Intuition in small-business lending decisions', *Journal of Small Business Management*, 25(3), 45-52.
- Jennings, D.L., Amabile, T.M. and Ross L. (1982), 'Informal covariation assessment: data based versus theory based judgments', in *Judgment Under Uncertainty: Heuristics and Biases*, D. Kahneman, P. Slovic and A. Tversky (eds.), Cambridge University Press, Cambridge, pp. 211-230.
- Just, R.E. (1992), 'Discovering microeconomic relationships in agriculture', Paper presented to the Australian Agricultural Economics Society Conference, Canberra, February.
- Just, R.E., Zilberman, D., Hochman, E. and Bar-Shira, Z. (1990), 'Input allocation in multicrop systems', *American Journal of Agricultural Economics*, 72(1), 200-9.
- Kachelmeier, S.J. and Shehata, M. (1992), 'Examining risk preferences under high monetary incentives: experimental evidence from the People's Republic of China', *American Economic Review*, 82(5), 1120-41.
- Kahneman, D. and Tversky, A. (1972), 'Subjective probability: a judgment of representativeness', *Cognitive Psychology*, 3(3), 430-54.
- Kahneman, D. and Tversky, A. (1973), 'On the psychology of prediction', *Psychological Review*, 80, 237-51.
- Kahneman, D. and Tversky, A. (1979), 'Prospect theory: an analysis of decision under risk', *Econometrica*, 47(2), 263-91.
- Kahneman, D., Knetsch, J.L. and Thaler, R. (1986), 'Fairness as a constraint on profit seeking: entitlements in the market', *American Economic Review*, 76(4), 728-41.
- Kaine-Jones, G. (1988), Modelling the formation of price expectations, Paper presented to the International Economics Postgraduate Research Conference, University of Western Australia, Perth, November.
- Kalaitzandonakes, N.G. and Shonkwiler, J.S. (1992), 'A state-space approach to perennial crop supply analysis', *American Journal of Agricultural Economics*, 74(2), 343-52.
- Karmarkar, U.S. (1978), 'Subjectively weighted utility: a descriptive extension of the expected utility model', *Organizational Behavior and Human Performance*, 21(1), 61-72.
- Karni, E. (1989), 'Generalized expected utility analysis of multivariate risk aversion', *International Economic Review*, 30(2), 297-305.

- Karni, E. (1992), 'Utility theory with probability-dependent outcome valuation', *Journal of Economic Theory*, 57(1), 111-24.
- Karni, E. and Safra, Z. (1987), "Preference reversal" and the observability of preferences by experimental methods', *Econometrica*, 55(3), 675-85.
- Karni, E. and Safra, Z. (1990), 'Rank-dependent probabilities', *The Economic Journal*, 100(June), 487-95.
- Kelly, G.A. (1955), *The Psychology of Personal Constructs*, Norton, New York.
- Keren, G. and Wagenaar, W.A. (1987), 'Violation of utility theory in unique and repeated gambles', *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 13(4), 387-91.
- Knight, F.H. (1921), *Risk, Uncertainty and Profit*, Houghton Mifflin, Boston.
- Kozielecki, J. (1989), 'Towards a theory of transgressive decision making: reaching beyond everyday life', *Acta Psychologica*, 70, 43-63.
- Kunreuther, H., Ginsberg, R., Miller, L. (1978), *Disaster Insurance Protection: Public Policy Lesson*, Wiley, New York, .
- Lancaster, K. (1966), 'A new approach to consumer theory', *Journal of Political Economy*, 74(2), 132-57.
- Landfield, A.W. (1971), *Personal Construct Systems in Psychotherapy*, Rand McNally, Chicago.
- Larichev, O.I., Moshkovich, H.M. and Rebrik, S.B. (1988), 'Systematic research into human behavior in multiattribute object classification problems', *Acta Psychologica*, 68, 171-82.
- Lattimore, P.K., Baker, J.R. and Witte, A.D. (1992), 'The influence of probability on risky choice: a parametric examination', *Journal of Economic Behavior and Organization*, 17(3), 377-400.
- Lefrancois, G.R. (1975), *Psychology for Teaching: A Bear Always Usually Faces the Front*, 2nd edn, Wadsworth, Belmont.
- LeRoy, S.F. and Singell, L.D. (1987), 'Knight on risk and uncertainty', *Journal of Political Economy*, 95(2), 394-406.
- Levi, I. (1986), 'The paradoxes of Allais and Ellsberg', *Economics and Philosophy*, 2(1), 23-53.
- Lichtenstein, S. and Slovic, P. (1971), 'Reversals of preferences between bids and choices in gambling decisions', *Journal of Experimental Psychology*, 89(1), 46-55.

- Lichtenstein, S., Fischhoff, B. and Phillips, L.D. (1977), 'Calibration of probabilities: the state of the art, in *Decision Making and Change in Human Affairs*, H. Jungerman and G. de Zeeuw (eds.), D. Reidel, Dordrecht, Holland, pp. 275-324.
- Lichtenstein, S., Fischhoff, B. and Phillips, L.D. (1982), 'Calibration of probabilities: the state of the art to 1980', in *Judgment Under Uncertainty: Heuristics and Biases*, D. Kahneman, P. Slovic and A. Tversky (eds.), Cambridge University Press, Cambridge, pp. 306-34.
- Loasby, B.J. (1986), 'Organisation, competition, and the growth of knowledge', in *Economics as a Process: Essays in the New Institutional Economics*, R.N. Langlois (ed.), Cambridge University Press, Cambridge, pp. 41-57.
- Loomes, G. (1991), 'Evidence of a new violation of the independence axiom', *Journal of Risk and Uncertainty*, 4(1), 91-108.
- Loomes, G., Starmer, C. and Sugden, R. (1991), 'Observing violations of transitivity by experimental methods', *Econometrica*, 59(2), 425-39.
- Loomes, G., Starmer, C. and Sugden, R. (1992), 'Are preferences monotonic? testing some predictions of regret theory', *Economica*, 59(February), 17-33.
- Loomes, G. and Sugden, R. (1982), 'Regret theory: an alternative theory of rational choice under uncertainty', *Economic Journal*, 92(December), 805-24.
- Loomes, G. and Sugden, R. (1987), 'Testing for regret and disappointment in choice under uncertainty', *Economic Journal*, 97(Supplement), 118-29.
- Lopes, L.L. (1981), 'Decision making in the short run', *Journal of Experimental Psychology: Human Learning and Memory*, 7(5), 377-85.
- Lopes, L.L. (1987), 'Between hope and fear: the psychology of risk', *Advances in Experimental Social Psychology*, 20, 255-95.
- Lopes, L.L. (1988), 'Economics as psychology: a cognitive assay of the French and American schools of risk theory', in *Risk, Decision and Rationality*, B.R. Munier (ed.), D. Reidel, Dordrecht, pp. 405-16.
- Luce, R.D. (1992), 'Where does subjective expected utility fail descriptively?', *Journal of Risk and Uncertainty*, 5(1), 5-27.
- Luce, R.D. and Fishburn, P.C. (1991), 'Rank- and sign-dependent linear utility models for finite first-order gambles', *Journal of Risk and Uncertainty*, 4(1), 29-59.
- McCloskey, D.N. (1983), 'The rhetoric of economics', *Journal of Economic Literature*, 21(3), 481-517.

- McCloskey, D.N. (1990), 'Agon and Ag Ec: styles of persuasion in agricultural economics', *American Journal of Agricultural Economics*, 72(5), 1124-30.
- McCord, M. and de Neufville, R. (1983), 'Empirical demonstration that expected utility analysis is not operational', in *Foundations of Utility and Risk Theory with Applications*, B.P. Stigum and F. Wenstøp, (eds.), D. Reidel, Dordrecht, pp. 181-99.
- MacCrimmon, K.R. (1968), 'Descriptive and normative implications of the decision-theory postulates', in *Risk and Uncertainty*, K.H. Borch and J. Mossin (eds.), Macmillan, London, pp. 3-32.
- MacCrimmon, K.R. and Larsson S. (1979), 'Utility theory: axioms versus "paradoxes"', in M. Allais and O. Hagen (eds.) 1979, pp. 333-410.
- MacCrimmon, K.R. and Wehrung, D.A. (1986), *Taking Risks: The Management of Uncertainty*, Free Press, New York.
- McDaniels, T.L. (1992), 'Reference points, loss aversion, and contingent values for auto safety', *Journal of Risk and Uncertainty*, 5(2), 187-200.
- MacDonald, D.N., Huth, W.L. and Taube, P.M. (1992), 'Generalized expected utility analysis and preference reversals: some initial results in the loss domain', *Journal of Economic Behavior and Organization*, 17(1), 115-30.
- MacDonald, D.N., Kagel, J.H. and Battalio, R.C. (1991), 'Animals' choices over uncertain outcomes: further experimental results', *The Economic Journal*, 101(September), 1067-84.
- Machina, M.J. (1982), 'Expected utility analysis without the independence axiom', *Econometrica*, 50, 277-323.
- Machina, M.J. (1983), 'Generalized expected utility analysis and the nature of observed violations of the independence axiom', in *Foundations of Utility and Risk Theory with Applications*, B.P. Stigum and F. Wenstøp, (eds.), D. Reidel, Dordrecht, p. 263-95.
- Machina, M.J. (1987), 'Choice under uncertainty: problems solved and, unsolved', *Journal of Economic Perspectives*, 1(1), 121-543.
- Machina, M.J. (1989), 'Dynamic consistency and non-expected utility models of choice under uncertainty', *Journal of Economic Literature*, 27, 1622-68.
- McNeil, B.J., Pauker, S.G., Sox, H.C. and Tversky, A. (1982), 'On the elicitation of preferences for alternative therapies', *New England Journal of Medicine*, 306, 1259-62.
- Malcolm, L.R. (1990), 'Fifty years of farm management in Australia: survey and review', *Review of Marketing and Agricultural Economics*, 58(1), 24-55.

- Malcolm, L.R. (1992), 'Farm risk management and decision making', Paper presented to the National Workshop on Incorporating Risk into Decision Support and Farm Business Management Systems, Melbourne, November.
- March, J.G. (1988), 'Variable risk preferences and adaptive aspirations', *Journal of Economic Behavior and Organization*, 9(1), 5-24.
- March, J.G. and Shapira, Z. (1987), 'Managerial perspectives on risk and risk taking', *Management Science*, 33, 1404-18.
- Markowitz, H.M. (1952), 'The utility of wealth', *The Journal of Political Economy*, 60(2), 151-8.
- Marschak, J. (1979), 'Utilities, psychological values, and decision makers', in M. Allais and O. Hagen (eds.) 1979, pp. 163-74.
- Martin, W. and Urban, P. (1984), Modelling producer response under support price and stabilisation schemes, Paper presented to the Australian Agricultural Economics Society Conference, Sydney, February.
- Menz, K.M. (1976), *Risk, Uncertainty and Ambiguity*, Agricultural Economics Discussion Paper No. 1/76, University of Queensland, Brisbane.
- Moir, B. and Meppem, T. (1985), Age structure and breed composition of the sheep flock', *Quarterly Review of the Rural Economy*, 7(Surveys issue, June), 68-74.
- Mortensen, C.D. (1972), *Communication: The Study of Human Interaction*, McGraw-Hill, New York.
- Munier, B.R. (1988), 'A guide to decision-making under uncertainty', in *Risk, Decision and Rationality*, B.R. Munier (ed.), D. Reidel, Dordrecht, pp. 1-34.
- Munro, R.G. and Fisher, B.S. (1982), *The Formulation of Price Expectations: An Empirical Study of Woolgrowers in New South Wales*, Department of Agricultural Economics, Research Report No. 8, University of Sydney, Sydney.
- Musser, W.N. and Musser, L.M. (1984), 'Psychological perspectives on risk analysis', in *Risk Management in Agriculture*, P.J. Barry (ed.), Iowa State University Press, Ames, pp. 82-92.
- Neilson, W.S. (1992), 'A mixed fan hypothesis and its implications for behavior toward risk', *Journal of Economic Behavior and Organization*, 19(2), 197-211.
- von Neumann, J. and Morgenstern, O. (1944), *Theory of Games and Economic Behavior*, Princeton University Press, Princeton.
- von Neumann, J. and Morgenstern, O. (1953), *Theory of Games and Economic Behavior*, 3rd edn, Princeton University Press, Princeton.



- Newbery, D.M.G. and Stiglitz, J.E. (1981), *The Theory of Commodity Price Stabilization: A Study in the Economics of Risk*, Clarendon Press, Oxford.
- Norris, P.E. and Kramer, R.A. (1990), 'The elicitation of subjective probabilities with applications in agricultural economics', *Review of Marketing and Agricultural Economics*, 58(2,3), 127-47.
- O'Connor, J. (1993), Issues in wool, Paper presented to the Australian Agricultural Economics Association Conference, Sydney, February.
- Officer, R.R. and Halter, A.N. (1968), 'Utility analysis in a practical setting', *American Journal of Agricultural Economics*, 50(2), 258-77.
- Paquette, L. and Kida, T. (1988), 'The effect of decision strategy and task complexity on decision performance', *Organizational Behavior and Human Decision Processes*, 41(1), 128-42.
- Parton, K.A. (1979), *An Appraisal of Policy Evaluation Methodologies in an Agricultural Sector Linear Programming Model: Australian Wool Corporation Reserve Price Policies and the APMAA Model*, APMAA Report No. 14 University of New England, Armidale, November.
- Pashigian, B.P., Schkade, L. and Menefee, G.H. (1966), 'The selection of an optimal deductible for a given insurance policy', *Journal of Business*, 39(1), 35-44.
- Payne, J.W. (1976), 'Task complexity and contingent processing in decision making: an information search and protocol analysis', *Organizational Behavior and Human Decision Processes*, 16(2), 366-87.
- Payne, J.W., Bettman, J.R. and Johnson, E.J. (1988), 'Adaptive strategy selection in decision making', *Journal of Experimental Psychology: Learning, Memory and Cognition*, 14(3), 534-52.
- Payne, J.W., Johnson, E.J., Bettman, J.R. and Coupey, E. (1990), 'Understanding contingent choice: a computer simulation approach', *IEEE Transaction Systems, Man, and Cybernetics*, 20(2), 296-309.
- Payne, J.W., Laughhunn, D.J. and Crum, R. (1980), 'Translation of gambles and aspiration level effects in risky choice behavior', *Management Science*, 26(10), 1039-60.
- Petit, M. (1978), 'Review of Agricultural Decision Analysis by J.R. Anderson et al.', *Australian Journal of Agricultural Economics*, 22(2), 140-1.
- Piaget, J. (1970), *Structuralism*, Basic Books, New York.

- Pope, R.D. (1987), 'Where do we go from here in risk analysis for policy formulation?', in *Proceedings of a Seminar Sponsored by Southern Regional Project S-180, "An Economic Analysis of Risk Management Strategies for Agricultural Production Firms"*, San Antonio, Texas, 22-25 March 1987, pp. 153-61.
- Pope, R.E. (1985), *Machina's decision model, an empty box*, Department of Economics, University of New South Wales, Sydney, April.
- Pope, R.E. (1986), 'Consistency and expected utility theory', in *Recent Developments in the Foundations of Utility and Risk Theory*, L. Daboni, Montesano, A. and Lines, M. (eds.), D. Reidel, Dordrecht, pp. 215-29.
- Pope, R.E. (1990), *Rational people do not always prefer stochastically dominant prospects*, University College, University of New South Wales, Canberra.
- Popper, K. (1983), *Realism and the Aim of Science. The Post-script to the Logic of Scientific Discovery, 1*, W.W. Bartley III (ed.), Rowman and Littlefield, Totowa, NJ.
- Postlethwaite, K. and Jaspars, J. (1986), 'The experimental use of personal constructs in educational research: the critical triad procedure', *British Journal of Educational Psychology*, 56, 241-54.
- Pratt, J.W. (1964), 'Risk aversion in the small and in the large', *Econometrica*, 32(1-2), 122-36.
- Prelec, D. (1990), 'A "pseudo-endowment" effect, and its implications for some recent nonexpected utility models', *Journal of Risk and Uncertainty*, 3(3), 247-59.
- Quiggin, J. (1982), 'A theory of anticipated utility', *Journal of Economic Behavior and Organization*, 3, 323-43.
- Quiggin, J. (1983), 'Wool price stabilisation and profit risk for wool users', *Australian Journal of Agricultural Economics*, 27(1), 31-43.
- Quiggin, J. (1986), *Anticipated utility: some developments in the economic theory of uncertainty*, Ph.D. thesis, University of New England, Armidale.
- Quiggin, J. (1987), 'Decision weights in anticipated utility theory: response', *Journal of Economic Behavior and Organization*, 8(4), 641-5.
- Quiggin, J. (1988), *A note on supply response under stabilisation*, University of Sydney, Sydney.
- Quiggin, J. (1991), 'Contradictory predictions on supply response under stabilisation: a reconciliation', *Australian Journal of Agricultural Economics*, 35(3), 285-94.

- Quiggin, J.C. and Fisher, B.S. (1989), Generalised expected utility theories - implications for stabilisation policy, Paper presented to the Australian Agricultural Economics Society Conference, Lincoln College, New Zealand, February.
- Raiffa, H. (1961), 'Risk, ambiguity, and the Savage axioms: comment', *Quarterly Journal of Economics*, 75, 690-4.
- Ramsey, F.P. (1931), 'Truth and probability', reprinted in *Foundations: Essays in Philosophy, Logic, Mathematics and Economics - F.P. Ramsey*, D.H. Mellor (ed.), (1978), Routledge and Kegan Paul, London, pp. 58-100.
- Resnikoff, H.L. (1989), *The Illusion of Reality*, Springer-Verlag, New York.
- Richardson, R. (1981), 'Premiums and discounts in the wool market', *Rural Marketing and Policy*, 11(2), 16-22.
- Richardson, R. (1982), 'On the hidden revenue effects of wool price stabilisation in Australia: initial results - a comment', *Australian Journal of Agricultural Economics*, 26(1), 63-5.
- Ritov, I. and Baron, J. (1992), 'Status-quo and omission biases', *Journal of Risk and Uncertainty*, 5(1), 49-61.
- Robbins, L. (1938), 'Interpersonal comparisons of utility: a comment', *Economic Journal*, 48(4), 635-41.
- Roberts, H.V. (1963), 'Risk, ambiguity, and the Savage axioms: comment', *Quarterly Journal of Economics*, 77, 327-36.
- Robinson, K.L. (1975), 'Unstable farm prices: economic consequences and policy options', *American Journal of Agricultural Economics*, 57, 767-77.
- Sahlin, N-E. (1983), 'On second order probabilities and the notion of epistemic risk', *Foundations of Utility and Risk Theory with Applications*, B.P. Stigum and F. Wenstøp, (eds.), D. Reidel, Dordrecht, pp. 95-104.
- Salmon, P.W. (1976), A dynamic testing approach to attitude change, Ph.D. thesis University of Melbourne, Melbourne.
- Salmon, P.W. (1981a), *On-line Computer Applications in Research into Attitude Change*, ERDC Report No. 13, Australian Government Publishing Service, Canberra.
- Salmon, P.W. (1981b), *Personal Psychology of Change in Management: A Hidden Aspect of Agricultural Extension*, Agricultural Extension Research Unit, School of Agriculture and Forestry, University of Melbourne, Melbourne.

- Samuelson, P.A. (1977), 'St. Petersburg Paradoxes: defanged, dissected and historically described', *Journal of Economic Literature*, 15, 24-55.
- Savage, L.J. (1954), *The Foundations of Statistics*, Dover, New York.
- Schmeidler, D. (1989), 'Subjective probability and expected utility without additivity', *Econometrica*, 57(3), 571-87.
- Schoemaker, P.J.H. (1982), 'The expected utility model: its variants, purposes, evidence and limitations', *Journal of Economic Literature*, 20(June), 529-63.
- Schoemaker, P.J.H. (1990), 'Are risk-attitudes related across payoff domains and response modes?', *Management Science*, 36(12), 1451-63.
- Schoemaker, P.J.H. (1991), 'Choices involving uncertain probabilities: tests of generalized utility models', *Journal of Economic Behavior and Organization*, 16(2), 295-317.
- Segal, U. (1984), Nonlinear decision weights with the independence axiom, Working Paper No. 353, Department of Economics, University of California, Los Angeles.
- Segal, U. (1987a), 'Some remarks on Quiggin's anticipated utility', *Journal of Economic Behavior and Organization*, 8(1), 145-54.
- Segal, U. (1987b), 'The Ellsberg paradox and risk aversion: an anticipated utility approach', *International Economic Review*, 28(1), 175-202.
- Segal, U. (1988), 'Does the preference reversal phenomenon necessarily contradict the independence axiom', *American Economic Review*, 78(1), 233-6.
- Segal, U. (1990), 'Two-stage lotteries without the reduction axiom', *Econometrica*, 58(2), 349-77.
- Shapira, Z. (1986), Risk in managerial decision making, Hebrew University.
- Simon, H.A. (1955), 'A behavioral model of rational choice', *Quarterly Journal of Economics*, 68, 99-118.
- Simon, H.A. (1959), 'Theories of decision-making in economics and behavioral science', *American Economic Review*, 49(3), 253-83.
- Simon, H.A. (1978), 'Rationality as process and as product of thought', *American Economic Review*, 68(2), 1-16.
- Simon, H.A. (1979), 'Rationality decision-making in business organisation', *American Economic Review*, 69(September), 493-513.

- Simon, H.A. (1990), 'Invariants in human behavior', *Annual Review of Psychology*, 41(1), 1-19.
- Simon, H.A. and Newell, A. (1971), 'Human problem solving: the state of the theory in 1970', *American Psychologist*, 26(2), 145-59.
- Slovic, P., Fischhoff, B. and Lichtenstein, S. (1976), 'Cognitive processes and societal risk taking', in *Cognition and Social Behavior*, J.S. Carroll and J.W. Payne (eds.), Erlbaum, Hillsdale, NJ.
- Slovic, P., Fischhoff, B. and Lichtenstein, S. (1977), 'Behavioral decision theory', *Annual Review of Psychology*, 28, 1-39.
- Slovic, P., Fischhoff, P., Lichtenstein, S., Corrigan, B. and Coombs, B. (1977), 'Preference for insuring against probable small losses: insurance implications', *Journal of Risk and Insurance*, 44(4), 237-58.
- Slovic, P. and Lichtenstein, S. (1971), 'Comparison of Bayesian and regression approaches to the study of information processing in judgment', *Organizational Behavior and Human Performance*, 6, 649-744.
- Slovic, P. and Tversky, A. (1974), 'Who accepts Savage's axiom?', *Behavioral Science*, 19, 368-73.
- Smith, T.R., Clark, W.A. and Cotton, J.W. (1984), 'Deriving and testing production system models of sequential decision-making behavior', *Geographical Analysis*, 16(3), 191-222.
- Smithson, M. (1989), *Ignorance and Uncertainty: Emerging Paradigms*, Springer-Verlag, New York.
- Starmer, C. and Sugden, R. (1991), 'Does the random-lottery incentive system elicit true preferences? An experimental investigation', *American Economic Review*, 81(4), 971-8.
- Stewart, V. and Stewart, A. (1981), *Business Applications of Repertory Grid*, McGraw-Hill, London.
- Stoeckel, A.B., Borrell, B. and Quirke, D. (1990), *Wool into the 21st century: implications for marketing and profitability*, Centre for International Economics, Canberra.
- Svenson, O. (1990), 'Some propositions for the classification of decision situations', in *Contemporary Issues in Decision Making*, K. Borchering, O.I. Laricher, and D.M. Messick (eds.), North-Holland, Amsterdam, pp. 17-31.
- Tomek, W.G. (1969), *Stability for Primary Products: Means to What Ends?*, USAID Prices Research Project, Occasional Paper No. 28, Department of Agricultural Economics, Cornell University, Ithaca.

- Topp, V., Gleeson, P.A. and Morris, P.C. (1992), 'Impact of alternative wool prices in 1992-93 on regional incomes', *Agriculture and Resources Quarterly*, 4(2), 209-21.
- Tschudi, F. (1977), 'Loaded and honest questions: a construct theory view of symptoms and therapy', in *New Perspectives in Personal Construct Theory*, D. Bannister (ed.), Academic Press, London, pp. 321-50.
- Tversky, A. (1969), 'Intransitivity of preferences', *Psychological Review*, 76(1), 31-48.
- Tversky, A. (1972), 'Elimination by aspects: a theory of choice', *Psychological Review*, 79(4), 281-99.
- Tversky, A. and Bar-Hillel, M. (1983), 'Risk: the long and the short', *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 9(4), 713-17.
- Tversky, A. and Kahneman, D. (1971), 'The belief in the "law of small numbers"', *Psychological Bulletin*, 76(1), 105-10.
- Tversky, A. and Kahneman, D. (1973), 'Availability: a heuristic for judging frequency and probability', *Cognitive Psychology*, 5(2), 207-32.
- Tversky, A. and Kahneman, D. (1974), 'Judgement under uncertainty: heuristics and biases', *Science*, 185, 1124-31.
- Tversky, A. and Kahneman, D. (1981), 'The framing of decisions and the psychology of choice', *Science*, 211, 453-58.
- Tversky, A. and Kahneman, D. (1986), 'Rational choice and the framing of decisions', *Journal of Business-Part 2*, 59(4), S251-78.
- Tversky, A. and Kahneman, D. (1991), 'Loss aversion in riskless choice: a reference-dependent model', *The Quarterly Journal of Economics*, 106(November), 1039-61.
- Tversky, A. and Kahneman, D. (1992), Advances in prospect theory: cumulative representation of uncertainty, *Journal of Risk and Uncertainty*, 5(4), 297-323.
- Tversky, A. and Sattath, S. (1979), 'Preference trees', *Psychological Review*, 86(6), 542-73.
- Tversky, A., Slovic, P. and Kahneman, D. (1990), 'The causes of preference reversal', *American Economic Review*, 80(1), 204-17.
- Vines, W., Davis, J.G. and Miller, F.W. (1991), *The Australian Wool Industry - Recommendations for the Future: Report to the Minister for Primary Industries and Energy*, Department of Primary Industries and Energy, Canberra.

- Viscusi, W.K. and Magat, W.A. (1992), 'Bayesian decisions with ambiguous belief aversion', *Journal of Risk and Uncertainty*, 5(4), 371-87.
- Watson, A.S. (1980), 'Wool in 1980', *Australian Journal of Agricultural Economics*, 24(2), 79-83.
- Whybrow, E. and Diamond, C.T.P. (1990), Usage and important attributes of information sources employed in formulating tomato price expectations, Paper presented to the Australian Agricultural Economics Society Conference, University of Queensland, Brisbane, February.
- Winkler, R.L. (1991), 'Ambiguity, probability, preference, and decision analysis', *Journal of Risk and Uncertainty*, 4(3), 285-97.
- von Winterfeldt, D. and Edwards, W. (1986), *Decision Analysis and Behavioral Research*, Cambridge University Press, New York.
- Woog, R.A. (1978), Evaluation of the role of extension in the Australian pig industry, Ph.D. thesis, University of Melbourne, Melbourne.
- Wright, G. (1984), *Behavioural Decision Theory: An Introduction*, Penguin, Hammondsworth.
- Wright, V. (1983), 'Some bounds to the relevance of decision theory', *Australian Journal of Agricultural Economics*, 27(3), 221-30.
- Wright, V.E. (1986), Farm planning: a business management perspective, Ph.D. thesis, University of New England, Armidale.
- Wright, V. (1993), Finding the plot: the strategic management of Australian farms, Paper presented to Australian Agricultural Economics Society Conference, Sydney, February.
- Wright, V. and Kaine-Jones, G. (1985), Modelling decision maker response to stochastic variables: a trend detection approach, Paper presented to the Australian Agricultural Economics Society Conference, University of New England, Armidale, February.
- Yaari, M.E. (1986), 'Univariate and multivariate comparisons of risk aversion: a new approach', in *Essays in Honor of Kenneth J. Arrow*, W.P. Heller, R. Starr and D. Starrett (eds.), Cambridge University Press, Cambridge, Vol. III: pp. 173-87.
- Yaari, M.E. (1987), 'The dual theory of choice under risk', *Econometrica*, 55(1), 95-115.
- Yorke, M. (1987), 'Construing classrooms and curricula: a framework for research', *British Educational Research Journal*, 13(1), 25-50.

- Zabawa, R.E. (1984), The transformation of farming in Gadsden County, Florida, Ph.D. thesis, Northwestern University, Illinois.
- Zeckhauser, R. (1986), 'Behavioral versus rational economics: what you see is what you conquer', *Journal of Business*, 59(4), S435-S450.
- Zimmer, C. (1983), 'Verbal versus numerical processing of subjective probabilities, in *Decision Making Under Uncertainty*, R.W. Scholz (ed.), Elsevier, Amsterdam, pp. 159-82.