

Contents

Foreword vii

Michael Lewis

Introduction ix

Eldar Shafir

- 1 Judgment under Uncertainty: Heuristics and Biases 1**
Amos Tversky and Daniel Kahneman
- 2 Extensional versus Intuitive Reasoning: The Conjunction Fallacy in Probability Judgment 19**
Amos Tversky and Daniel Kahneman
- 3 Features of Similarity 55**
Amos Tversky
- 4 Prospect Theory: An Analysis of Decision under Risk 95**
Daniel Kahneman and Amos Tversky
- 5 Rational Choice and the Framing of Decisions 127**
Amos Tversky and Daniel Kahneman
- 6 Discrepancy between Medical Decisions for Individual Patients and for Groups 155**
Donald A. Redelmeier and Amos Tversky
- 7 Thinking through Uncertainty: Nonconsequential Reasoning and Choice 163**
Eldar Shafir and Amos Tversky
- 8 Loss Aversion in Riskless Choice: A Reference-Dependent Model 189**
Amos Tversky and Daniel Kahneman
- 9 Preference and Belief: Ambiguity and Competence in Choice under Uncertainty 211**
Chip Heath and Amos Tversky