

Abbreviated Reading List

Human Behavior and Committee Dynamics

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Martingale Asset Management, L/P. Boston, MA

From SASF presentation (11/8/05)

Behavioral Finance and Investment Committee Decision-Making

- Arrow, H., McGrath, J., and Berdahl. **Small Groups as Complex Systems: Formation, Coordination, Development, and Adaptation.** Thousand Oaks, CA, Sage Publishing, 2003
- Cialdini, Robert B. **Influence: The Psychology of Persuasion.** New York: Quill, William Morrow, 1984
- Forsyth, Donelson R. G, **Group Dynamics.** Belmont: Wadsworth Publishing Company, 1999
- Janis, Irving L., **Groupthink: Psychological Studies of Policy Decisions and Fiascoes.** Boston: Houghton Mifflin Company, 1982
- J. Richard Hackman. **Leading Teams: Setting the Stage for Great Performances.** HBS Publishing Co., 2002
- Katzenbach, Jon and Smith, Douglas. **The Wisdom of Teams: Creating the High-Performance Organization.** NYC: Harper Business Book, 1999
- Kahneman, Daniel; Slovic, Paul; and Tversky, Amos, Eds. **Judgment under Uncertainty: Heuristics and Biases.** London: Cambridge University Press, 1982.
- McLean, Behtqany and Elkin, Peter. **The Smartest Guys in the Room: The Amazing Rise and Scandalous Fall of Enron.** NYC: Penguin Group, 2003
- Paulos, John Allen. **Innumeracy: Mathematical Illiteracy and Its Consequences.** New York: Hill and Wang, 1988
- Payne, J. and Wood, A. **The Journal of Psychology and Financial Markets**, Vol. 3, No. 2, 94-101
- Pratt, John W. and Zeckhauser, Richard J., eds. **Principals and Agents: The Structure of Business.** Boston: Harvard Business School Press, 1985
- Shefrin, Hersh, **Beyond Greed and Fear: Understanding Behavioral Finance and the Psychology of Investing** Boston: Harvard Business School Press, 2000
- Slovic, Paul. **The Perception of Risk (Risk, Society and Policy Series).** London: Paul Slovic, 2000
- Sunstein, Cass. **Why Societies Need Dissent (Oliver Wendell Holmes Lectures).** Cambridge, MA, Howard University Press, 2003
- Surowiecki, James. **The Wisdom of Crowds: Why the Many Are Smarter Than the Few and How Collective Wisdom Shapes Business, Economies, Societies and Nations.** NYC: Doubleday, 2004
- Taleb, Nassim Nicholas. **Fooled by Randomness: The Hidden Role of Chance in the Markets and in Life.** New York: TEXERE, 2001