

Searching for Alternatives: Does Your Disposition Matter?

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ABSTRACT

In the decision-making process, vast quantities of information is often parsed into a manageable set of top choices in order to meaningful select the best option. But what individual traits and dispositions impact this process? In this exploratory research effort, the authors address three such dispositions and their impact on selecting alternatives for a decision. Conducting two surveys for two different contexts, they find that motivational dispositions do have some impact on product searches, but may have minimal impact on information searches. The authors conclude that context has a major impact on the decision-making process and that technology/disposition fit may be a useful concept to guide the design of search technologies.

Keywords: Motivation, Online Auctions, Regulatory Dispositions, Search, Trust

INTRODUCTION

Searching for information and products on the Internet has become common a consumer behavior in the past 20 years (Bakos, 1998; Ratchford, Lee, & Talukdar, 2003). But faced with the explosion of information, decision makers are faced with a difficult process. When faced with an overwhelming list of alternatives, how do individuals react? People do not always select the optimal solution (Einhorn & Hogarth, 1981), often introducing personal biases into decision making process (Kahneman & Tversky, 1979; Tversky & Kahneman, 1974). This difficulty comes in spite of improved search algorithms that facilitate the search for information. If these

problems still exist in spite of the improved algorithms, then the limitation is not necessarily with the search technologies themselves, but may lie with how the individual interacts with the search technologies when performing a search. One reason may be because individuals use poorly worded search terms. Another reason may be that individuals' possess traits and dispositions that impact the search for solutions.

While there is long and rich history of research analyzing how individuals chose the one best solution from a set of alternatives (Browne, Pitts, & Wetherbe, 2007; Newell & Simon, 1972; Schwenk, 1984; Todd & Benbasat, 1992; Tversky & Kahneman, 1974), research into selecting a small set of top options is an underrepresented stream of research. Often when the number of alternatives solutions

DOI: 10.4018/ijthi.2013010102

Searching For Alternatives

Daniel F McAuley



Searching For Alternatives:

Searching Alternatives M R Dixit, Siddarth Singh Bist, Sweety Shah, 2023-10-30 In the growth of societies business and entrepreneurship are regarded as two significant and determinative concerns Both notions in reality must be intertwined since they are the instruments for strengthening the stake on innovation creativity employment and economic growth As a result management and entrepreneurship education must be promoted and real life managerial entrepreneurial stories can serve as role models for young students in India The case study methodology is a significant pedagogy tool in the management education The book is an attempt to disseminate the innovative and practice based teaching material on management and entrepreneurship for higher education with a focus on real life contexts and practical learning The case studies in the book include a rich variety of managerial and entrepreneurial challenges that have to be understood and solved in the real world giving the student a dynamic experience on how to solve real world managerial and entrepreneurial challenges

Shift! Craig Elias, Tibor Shanto, 2010-06-25 There is a silver bullet in sales its called timing when you get to highly motivated decision makers at EXACTLY the right time after they experience a Trigger Event BUT before they call your competition When you have the right timing the sale almost happens by itself There are few challenges getting to the prospect understanding their dissatisfaction presenting a solution or closing the sale By luck or sheer numbers youve had timing happen before not its time to make it happen again and again and again simple but profound truths that will help you leverage intent for immediate action and cut down the selling cycle while creating lasting bonds with customers Stephen M R Covey author of the New York Times and 1 Wall Street Journal bestseller The Speed of Trust an entirely new perspective on things that are hiding in plain sight for all sales professionals Well done Kevin Fancey Senior Vice President of Sales Ricoh Canada Inc By combining the power of relationships with timing what Elias and Shanto call Trigger Events the authors present a powerful sales strategy Keith Ferrazzi 1 NYT Bestselling author of Who s Got Your Back and Never Eat Alone Elias and Shanto have brought referrals into the 21st Century showing you how to capitalize on the key moments that will bring you success in a busy fast paced world This is a must read Ivan Misner NY Times Bestselling author and Founder of BNI and the Referral Institute

Seeking Chances Emanuele Bardone, 2011-03-16 One of the most distinguishing abilities that human beings display is the ability of turning almost everything into a clue to make a problem affordable in relation to what one knows and most of all to what one does not know That is what characterizes humans as chance seekers A poor pattern of reasoning and even our ignorance may help us make a decision and eventually solve a problem This is the rationale of biased rationality However not everything leads us always to a good decision Some people are not satisfied with weak arguments or it is just so strategies They want something better This second attitude points to a different form of rationality that takes advantage of the idea of distributed cognition Basically human beings improve their survival strategies by building cognitive niches capable of delivering potentially ever more symptomatic information It is through various manipulations of the

environment that we gain new and more reliable chances which can be used to de bias our rationality Through the laborious activity of cognitive niche construction we come up with situations in which we are better afforded by our environment and thus biases or fallacies cease to be appealing *Spatial Search* Gunther Maier,2012-12-06 Two areas have fascinated me for a long time One is the micro economic theory of consumer behavior the other one the role of space in economic processes Usually the two don t go together very well In more advanced versions of microeconomic consumer theory its economic actor may face uncertainty have to allocate resources over time or have to take into ac count the characteristics of products but rarely deals with space He she inhabits a spaceless point economy Regional Science on the other hand describes and analyzes the spatial structure and development of the econ omy but either ignores individual decision making altogether or treats it in a rather simplistic way In this book I try to bring together these two areas of interest of mine I do this by use of the microeconomic concept of search and placing it in an explicit spatial context The result in my opinion is a theoretical concept with fascinating implications a broad set of potential implications and numerous interesting research questions After reading this book where I layout the basic idea of spatial search describe its elements and discuss some of its implications I hope the reader will share this opinion There are still plenty of unanswered research questions in this part of economic theory Hopefully this book will stimulate more work along these lines **Role Exit in Prison Officers** Sarah Nixon,Darren Woodward,2024-12-30 Exploring why prison officers leave His Majesty s Prison and Probation Service HMPPS and the processes and trajectories involved in returning to civilian life this book examines the reasons that prison officers want to leave HMPPS and how they transition back to civvy street As well as presenting qualitative data from interviews with ex prison officers the authors also draw analytically on their insider positionality to offer insights on the lived experience of prison officers both in the role and on their subsequent departure from the service In doing so they identify the rewards and challenges of working in a prison environment while using Ebaugh s 1988 four stage model of role exit as a theoretical framework to help understand the process of leaving the prison service Among the issues addressed are the impact of austerity the Voluntary Early Departure Scheme the decline in transmission of knowledge jail craft to new recruits high staff turnover increased violence and the impact of COVID 19 These are counterbalanced by an exposition of what ex prison officers recall positively about their time in service such as loyalty support solidarity and pride in the uniform and helping prisoners with their custodial lives The authors also put forward practical recommendations for ways in which HMPPS could encourage prison officers to stay in post for longer Providing authentic insights into the role of ex prison officers this book is ideal reading for students and academics of criminology penology criminal justice sociology and criminal psychology It will also be of interest to criminal justice practitioners and organisations such as Unlocked Graduates the Howard League for Penal Reform and the Prison Reform Trust **Caught by Surprise** United States. Congress. House. Committee on Science and Technology (2007). Subcommittee on Investigations and Oversight,2010 *Basic Methods of Policy Analysis and*

Planning Carl Patton, David Sawicki, Jennifer Clark, 2015-08-26 Updated in its 3rd edition *Basic Methods of Policy Analysis and Planning* presents quickly applied methods for analyzing and resolving planning and policy issues at state regional and urban levels Divided into two parts *Methods* which presents quick methods in nine chapters and is organized around the steps in the policy analysis process and *Cases* which presents seven policy cases ranging in degree of complexity the text provides readers with the resources they need for effective policy planning and analysis Quantitative and qualitative methods are systematically combined to address policy dilemmas and urban planning problems Readers and analysts utilizing this text gain comprehensive skills and background needed to impact public policy Searching the Grey Literature Sarah

Bonato, 2018-06-13 *Searching the Grey Literature* is for librarians interested in learning more about grey literature If you have ever been asked for a grey literature search but didn't know where to start this book will help you craft your search successfully If you are an expert searcher but find that your library patrons are unfamiliar with the vast body of grey literature this book may be a useful teaching aid Those that are both new arrivals and established professionals in the field of librarianship will learn much about grey literature from reading this book and hopefully acquire new search skills and knowledge Although a wide range of different types of librarians or information professionals may find the content of this book useful those working in the areas of health or social science will benefit the most from the book's content *Searching the Grey Literature* discuss different aspects of grey literature including an introduction to grey literature the value of grey literature search sources for grey literature and how to conduct needs assessment before beginning a grey literature search Search techniques for identifying grey literature documents selecting and evaluating grey literature search sources and best searching practices are also discussed in detail **Search for Sanity** Paul Joseph, Simon Rosenblum, 1984 The most

comprehensive survey of the literature on nuclear weapons and disarmament currently available **Digital Urban Modeling and Simulation** Stefan Müller Arisona, Gideon Aschwanden, Jan Halatsch, Peter Wonka, 2012-07-06 This book is thematically positioned at the intersections of Urban Design Architecture Civil Engineering and Computer Science and it has the goal to provide specialists coming from respective fields a multi angle overview of state of the art work currently being carried out It addresses both newcomers who wish to obtain more knowledge about this growing area of interest as well as established researchers and practitioners who want to keep up to date In terms of organization the volume starts out with chapters looking at the domain at a wide angle and then moves focus towards technical viewpoints and approaches

California. Court of Appeal (1st Appellate District). Records and Briefs California (State)., State-Space Search Weixiong Zhang, 2012-12-06 This book is about problem solving Specifically it is about heuristic state space search under branch and bound framework for solving combinatorial optimization problems The two central themes of this book are the average case complexity of heuristic state space search algorithms based on branch and bound and their applications to developing new problem solving methods and algorithms Heuristic state space search is one of the fundamental problem

solving techniques in Computer Science and Operations Research and usually constitutes an important component of most intelligent problem solving systems The search algorithms considered in this book can be classified into the category of branch and bound Branch and bound is a general problem solving paradigm and is one of the best techniques for optimally solving computation intensive problems such as scheduling and planning The main search algorithms considered include best first search depth first branch and bound iterative deepening recursive best first search and space bounded best first search Best first search and depth first branch and bound are very well known and have been used extensively in Computer Science and Operations Research One important feature of depth first branch and bound is that it only requires space this is linear in the maximal search depth making it very often a favorable search algorithm over best first search in practice Iterative deepening and recursive best first search are the other two linear space search algorithms Iterative deepening is an important algorithm in Artificial Intelligence and plays an irreplaceable role in building a real time game playing program

Voyage for Continuity - Relay of Life S. T. Evensen, 2006-02 An ALTERNATIVE to Elite Circulation Fragmentation and Disintegration is sketched in the third Book of the Trilogy The main Characters are caught in the middle due to their Visibility in the Small World of Innovation and Enterprise They are the right Targets for a Terrorist in the making and his financial Mercenaries political Warriors Alliances Sponsors among Corporate Leadership who are all for Sale Today dominating Corporate Leaderships anti secular Religious Movements and lobby oriented Politicians turn an arrogant face towards Democratic Values like Equality Fraternity and Liberty in order to win visibly here and now The Threats and even Terror caused by a demonstrative and wide Grips of Power will not go away if not addressed pro actively A Resistance by Communities and Nations must take Steps in Concert under United Nations auspices and the Surveillance of national Authorities supported by national Programs for all Member Nations of UN on Ecumenism Diversity and Secularity based on a Vision for Pluralism and Separation of the Roles in order to improve Constitutional Democracy **Innovations in Design &**

Decision Support Systems in Architecture and Urban Planning Jos P. Leeuwen, van, Harry J.P. Timmermans, 2006-09-21 Traditionally the DDSS conferences aim to be a platform for both starting and experienced researchers who focus on the development and application of computer support in urban planning and architectural design This volume contains 31 peer reviewed papers from this year's conference This book will bring researchers together and is a valuable resource for their continuous joint effort to improve the design and planning of our environment *Consumer Behavior and Marketing*

Matthew Reyes, 2020-03-04 This Edited Volume Consumer Behavior and Marketing is a collection of reviewed and relevant research chapters offering a comprehensive overview of recent developments in the field of psychology The book comprises single chapters authored by various researchers and edited by an expert active in the research area All chapters are complete in itself but united under a common research study topic This publication aims at providing a thorough overview of the latest research efforts by international authors and open new possible research paths for further novel developments

Science and Medicine in Dialogue Roger Bibace, James Laird, Kenneth Noller, Jaan Valsiner, 2005-01-30 How does a doctor or therapist bridge the gap between particulars and generalizations regarding patients and various phenomena or diseases The authors of this volume illustrate the multiple ways practitioners in the fields of clinical psychology and medicine address the tension between the universal nature of scientific knowledge and its particular applications They discuss the fact that some decisions if made erroneously have impacts that cannot be reversed An error in the realms of medicine ecology peace and war brings with it psychological strategies that differ from those a practitioner faces where errors are correctable How does a doctor or therapist bridge the gap between particulars and generalizations regarding patients and various phenomena or diseases The authors of this volume illustrate the multiple ways practitioners in the fields of clinical psychology and medicine address the tension between the universal nature of scientific knowledge and its particular applications They discuss the fact that some decisions if made erroneously have impacts that cannot be reversed An error in the realms of medicine ecology peace and war brings with it psychological strategies that differ from those a practitioner faces where errors are correctable The disciplines of psychology and medicine have two shared goals The first is that both disciplines seek a basic understanding about how human beings exist in their ordinary biological and psychological worlds and the second is the attempt to describe and treat disruptions of each person s healthy state of being Therefore the four coeditors uncover areas of mutual interest between the two disciplines and the basis for the conflicts that have arisen in their fields

Parallel Computing Technologies Victor Malyshev, 2013-09-24 This book constitutes the proceedings of the 12th International Conference on Parallel Computing Technologies PaCT 2013 held in St Petersburg Russia during September 30 October 4 2013 The 41 full papers presented together with 2 invited papers were carefully reviewed and selected from 83 submissions The papers are organized in topical sections on all technological aspects of the applications of parallel computer systems High level parallel programming languages and systems methods and tools for parallel solution of large scale problems languages environments and software tools supporting parallel processing operating systems scheduling mapping load balancing general architectural concepts cellular automata performance measurement and analysis tools teaching parallel processing software for grid and cloud computing scalable computing fragmentation and aggregation of algorithms and programs as well as programs assembling and reuse

Key Concepts in Hospitality Management Roy C Wood, 2013-02-01 Accessibly written and thoughtfully edited making it essential reading for those studying hospitality and embarking on a career in the industry Peter Lugosi Oxford School of Hospitality Management This text is a fascinating read Roy Wood has spent 25 years teaching researching and writing on the hospitality industry much of that learning is here in this book Erwin Losekoot Auckland University of Technology All different aspects of the hospitality industry are elaborated on All in all a wonderful course book for for our students Claudia Rothwangl ITM College This book covers the major concepts students are likely to encounter throughout their study within the hospitality management giving a comprehensive

and up to date overview as well as providing engaging everyday examples from around the world A leading figure in the field Roy Wood has successfully gathered international contributors with direct experience of hospitality management and the hospitality industry as a whole ensuring the academic geographical and practical integrity of the book Key Concepts in Hospitality Management is written for undergraduate students and those studying short postgraduate or executive education courses in hospitality management events management tourism management and leisure management **Federated Search** Milad Shokouhi,Luo Si,2011 Web search has significantly evolved in recent years For many years web search engines such as Google and Yahoo were only providing search service over text documents Aggregated search was one of the first steps to go beyond text search and was the beginning of a new era for information seeking and retrieval These days web search engines support aggregated search over a number of verticals and blend different types of documents e g images videos in their search results Moreover web search engines have started to crawl and search the hidden web Federated search federated information retrieval or distributed information retrieval has played a key role in providing the technology for aggregated search and crawling the hidden web The application of federated search is not limited to the web search engines There are many scenarios such as digital libraries in which information is distributed across different sources servers Peer to peer networks and personalized search are two examples in which federated search has been successfully used for searching multiple independent collections Federated Search provides a comprehensive summary of the research done to date looks at some of the challenges still to be faced and suggests some directions for future research on this important and current topic At Play in the Field of Possibles Zaner, Richard M.,2012-01-01

Embracing the Tune of Appearance: An Emotional Symphony within **Searching For Alternatives**

In some sort of taken by screens and the ceaseless chatter of quick connection, the melodic beauty and emotional symphony produced by the written word often diminish in to the background, eclipsed by the relentless sound and interruptions that permeate our lives. However, nestled within the pages of **Searching For Alternatives** a wonderful fictional treasure full of organic feelings, lies an immersive symphony waiting to be embraced. Constructed by an elegant composer of language, that interesting masterpiece conducts visitors on an emotional trip, skillfully unraveling the concealed melodies and profound affect resonating within each carefully crafted phrase. Within the depths of the poignant review, we shall examine the book is main harmonies, analyze their enthralling publishing type, and surrender ourselves to the profound resonance that echoes in the depths of readers souls.

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