Submission

European Journal of Business and Management Research — Sab, 29 Apr, 12.14
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Dr. Yusnaini SE. MSi. Ak. <yusnaini@fe.unsri.ac.id> — Sab, 29 Apr, 19.39
kepada European

ARTICLE SUBMISSION

Dear Editor,

We wish to submit an original research article entitle "Cognitive Mapping and Framing Bias on Decision Making" for consideration by European Journal of Business and Management Research

We confirm that this work is original and has not been published elsewhere, nor is it currently under consideration for publication elsewhere.

We have no conflicts of interest to disclose.
Please address all correspondence concerning this manuscript to me at [email address].
Thank you for your consideration of this manuscript.

Sincerely,
Mrs. Yusnaini

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YS_AH_TW_EJBM...

Editor-in-Chief <editor@ejbmr.org> — Sen, 1 Mei, 15.37

Respon Editor

[EJBMR] Submission Acknowledgement Eksternal   Kotak Masuk ×

Editor-in-Chief — Sen, 8 Mei, 12.23
kepada saya

Inggris > Indonesia Terjemahkan pesan   Nonaktifkan untuk: Inggris ×

Dear Author,

Thank you for submitting the manuscript, "Cognitive Mapping and Framing Bias on Decision Making" to European Journal of Business and Management Research. With the online journal management system that we are using, you will be able to track its progress through the editorial process by logging in to the journal website:

Manuscript URL: https://ejbmr.org/index.php/ejbmr/authorDashboard/submission/1986
Username: yusnaini

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121 dari 2.243

[EJBMR] Starting Review Process Eksternal Kotak Masuk ✕

Editor-in-Chief Sen, 8 Mei, 15.26
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Dear Yusnaini Yusnaini,

An initial review of your manuscript has made it clear that this submission is suitable to start reviewing procedure in terms of similarity with existing literature via plagiarism prevention software. The similarity index of your manuscript is 28% (Very Good < 10%, Good<15%, Moderate<25%, Risky>25%).

Your submission is forwarded to the peer-reviewing process. We use a single-blind system for peer-review; the reviewers' identities remain anonymous to authors. The paper will be peer-reviewed by two or three experts; one is an editorial staff and the other two are external reviewers. The review process may take up to 2 weeks depending on reviewers' performance.

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1986
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Cognitive Mapping and Framing Bias on Decision Making

ABSTRACT

The purpose of this study is to test and provide empirical evidence regarding causal cognitive mapping techniques in reducing framing bias in strategic decision making under conditions of uncertainty. In this study, the bias that occurs can be measured through the risk preferences of decision makers, namely the tendency to be risk averse or risk seeking. This study used a 2x2 between subjects experimental design. The results of the research show that both hypotheses are supported. When information is presented in positive framing, the decision maker's risk preference tend to be risk averse, whereas if information is presented in negative framing, the decision maker's risk preference tends to be risk seeking. Thus these results are consistent with the research of Hodgkinson et al. (1999, 2002). The results of testing the second hypothesis show the causal cognitive mapping technique's ability to reduce or reduce bias due to framing (information framing) of available decision alternatives.

Keywords: *causal cognitive mapping, framing, strategic decisions*

I. INTRODUCTION

A decision is a determination of several alternatives that can be compared and the outcomes of each alternative can be evaluated (Eilon, S., 1969; in Harrison, 1996). In terms of strategic decisions, these decisions are important factors that determine the success of the organization in the future. The behavior of strategic decision makers will be colored by judgmental and heuristic biases when facing alternative decisions (Maule and Hodgkinson, 2002). Uncertain or uncertain conditions also affect the choice of alternative decisions. This condition can make decision makers often only consider the risks that will be faced in the future. Managers who are risk-averse tend to make decisions that can avoid risk, while managers who are risk-seeking tend to invest large investments that can adapt to market developments quickly (Courtney, Hugh, Kirkland, Jane, Viguerie and Patrick, 1997). Several studies related to decision making in the fields of economics, management, and accounting usually assume that decision makers are rational people. In other words, decision makers are considered to be able to process information perfectly in determining the best decisions (Morgan, 1986; in Gudono and Hartadi, 1998). This is different from what was stated by Simon (1957; in Maule and Hodgkinson, 2002) which states that someone will make a decision that satisfies them at the minimum level of the requirements that should be. The satisfaction is so simple in terms of their cognitive, that it requires less mental resources than it should.

Many types of heuristics and cognitive biases affect strategic decisions, including: availability, selective perception, illusory correlation, conservatism, law of small numbers, regression bias, wishfull thinking, illusion of control, logical reconstruction and insight bias (Schwenk, 1988). Tversky and Kahneman (1981) suggest that, often inconsistent assumptions of rationality are caused by the type of information framing adopted by decision makers. In this case, framing has an influence on determining alternative decisions. This phenomenon indicates that the behavior of decision makers is crucially influenced by the alternative forms of decisions presented compared to the results of a systematic analysis of the outcomes to be obtained from these alternatives.

This research is focused on cognitive biases due to framing of information. The theory used in testing the bias due to framing is prospect theory. This theory suggests that the frame adopted by a person can influence his decision. In this case, when a decision maker is given a positive decision alternative, the decision taken will tend to be risk averse. Whereas when information is presented negatively, the decisions taken will tend to be risk seeking. Several studies in Indonesia have shown varying results in testing the prospect theory. Such as research conducted by Gudono and Hartadi (1998) which shows the behavior of Indonesians who tend to be risk neutral when the information presented is positive and shows the same behavior (risk takers) when information is presented negatively. Haryanto (2000) tested the effect of framing and position on investment information on individual-group decisions. The results show that framing and position affect

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review_report_19... acceptance_lette...

Dr. Yusnaini SE. MSi. Ak. <yusnaini@fe.unsri.ac.id>
kepada aristahakiki, aristahakiki ▾

Kam, 25 Mei, 18.09

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↩ Balas ↩↩ Balas ke semua → Teruskan

71 dari 2.243

Review 1

PAPER ID : 1986
TITLE   : *Cognitive Mapping And Framing Bias On Decision Making*

———— **Evaluation** ————
Review Verdict :+2 (Moderate Acceptance)
Confidence   :3 (Fair)

———— **Review** ————
Is the paper well written and with a rich content?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☐ 2   ☑ 3
* Do the researchers investigate their research methods adequately to find out what they want to find out in this study?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☐ 2   ☑ 3
* Does this study represent a conceptual advance over previously published work?
☐ -3   ☐ -2   ☐ -1   ☑ 0   ☐ 1   ☐ 2   ☐ 3
* Does the article contain all of the components that are expected, i.e. Introduction, State of the Arts, Methods, Theory, Analysis, etc. ?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☐ 2   ☑ 3
* Does the introduction section provide sufficient background information to understand the problem and the hypotheses?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Are the findings clearly stated?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☐ 2   ☑ 3
* Is the theory well connected to the data?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Is the methodology well defined?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☑ 1   ☐ 2   ☐ 3
* Are the results and conclusions clear?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Do the authors answer the questions they sets out?
☐ -3   ☐ -2   ☐ -1   ☑ 0   ☐ 1   ☐ 2   ☐ 3
* Are the figures and tables easy to interpret?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☐ 2   ☑ 3
* Are the conclusions of the study supported by appropriate evidence and the claims not exaggerated?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☐ 2   ☑ 3
* Are you convinced by the authors' results?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Did you find this work deserving to be published?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3

Review 2

PAPER ID : 1986
TITLE   : *Cognitive Mapping And Framing Bias On Decision Making*

———— **Evaluation** ————
Review Verdict :+2 (Moderate Acceptance)
Confidence   :4 (Strong)

———— **Review** ————
Is the paper well written and with a rich content?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☐ 2   ☑ 3
* Do the researchers investigate their research methods adequately to find out what they want to find out in this study?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☐ 2   ☑ 3
* Does this study represent a conceptual advance over previously published work?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Does the article contain all of the components that are expected, i.e. Introduction, State of the Arts, Methods, Theory, Analysis, etc. ?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☐ 2   ☑ 3
* Does the introduction section provide sufficient background information to understand the problem and the hypotheses?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☑ 1   ☐ 2   ☐ 3
* Are the findings clearly stated?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☑ 1   ☐ 2   ☐ 3
* Is the theory well connected to the data?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Is the methodology well defined?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☑ 1   ☐ 2   ☐ 3
* Are the results and conclusions clear?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☑ 1   ☐ 2   ☐ 3
* Do the authors answer the questions they sets out?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
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☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☐ 2   ☑ 3
* Are you convinced by the authors' results?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Did you find this work deserving to be published?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3

Review 3

PAPER ID : 1986
TITLE   : *Cognitive Mapping And Framing Bias On Decision Making*

———— **Evaluation** ————
Review Verdict :+1 (Weak Acceptance)
Confidence   :2 (Moderate)

———— **Review** ————
Is the paper well written and with a rich content?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☑ 1   ☐ 2   ☐ 3
* Do the researchers investigate their research methods adequately to find out what they want to find out in this study?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☑ 1   ☐ 2   ☐ 3
* Does this study represent a conceptual advance over previously published work?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☑ 1   ☐ 2   ☐ 3
* Does the article contain all of the components that are expected, i.e. Introduction, State of the Arts, Methods, Theory, Analysis, etc. ?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Does the introduction section provide sufficient background information to understand the problem and the hypotheses?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Are the findings clearly stated?
☐ -3   ☐ -2   ☐ -1   ☑ 0   ☐ 1   ☐ 2   ☐ 3
* Is the theory well connected to the data?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☐ 2   ☑ 3
* Is the methodology well defined?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Are the results and conclusions clear?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Do the authors answer the questions they sets out?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Are the figures and tables easy to interpret?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☐ 1   ☑ 2   ☐ 3
* Are the conclusions of the study supported by appropriate evidence and the claims not exaggerated?
☐ -3   ☐ -2   ☐ -1   ☑ 0   ☐ 1   ☐ 2   ☐ 3
* Are you convinced by the authors' results?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☑ 1   ☐ 2   ☐ 3
* Did you find this work deserving to be published?
☐ -3   ☐ -2   ☐ -1   ☐ 0   ☑ 1   ☐ 2   ☐ 3

18 dari 2.243

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Thank you for copyediting your manuscript "Cognitive Mapping and Framing Bias on Decision Making" for European Journal of Business and Management Research. We look forward to publishing your work. Enclosed, you may find the final/galley proof version of your manuscript for publication. Unfortunately, there are some small missing parts that must be addressed before publication. Please pay attention to the following issues:

- "et al." must be written in italic.
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- Reference section is not according to APA style. Please correct your references according to APA rules. For more details, please see journal template.
- Please, use the attached file for any modifications or changes.

After the corrections, please approve the final version of the article and inform us by answering this email.

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Kam, 25 Mei, 15.46

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Dear Yusnaini,

We have reached a decision regarding your submission to the European Journal of Business and Management Research, "Cognitive Mapping And Framing Bias On Decision Making".

Decision: Accept

You may find your "Acceptance Letter" attached. In order to get your submission "Cognitive Mapping And Framing Bias On Decision Making" through the first step of copyediting, the **Article Publication Fee (69 GBP)** must be paid. The following steps will help you to pay the fee via VISA or Master.

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2023-05-25

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Dear Authors,
We are pleased to inform you that, after peer-reviewing process your paper:

Title : *Cognitive Mapping And Framing Bias On Decision Making*
Authors : *Yusnaini Yusnaini, Arista Hakiki, And Tertiarto Wahyudi*

has been ACCEPTED to publish with:

European Journal of Business and Management Research
ISSN (Online): 2507-1076

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Again, thank you for working with EJBMR. We believe that our collaboration will help to accelerate global knowledge creation and sharing one step further. EJBMR looks forward to your final publication package. Please do not hesitate to contact us if you have any further questions.
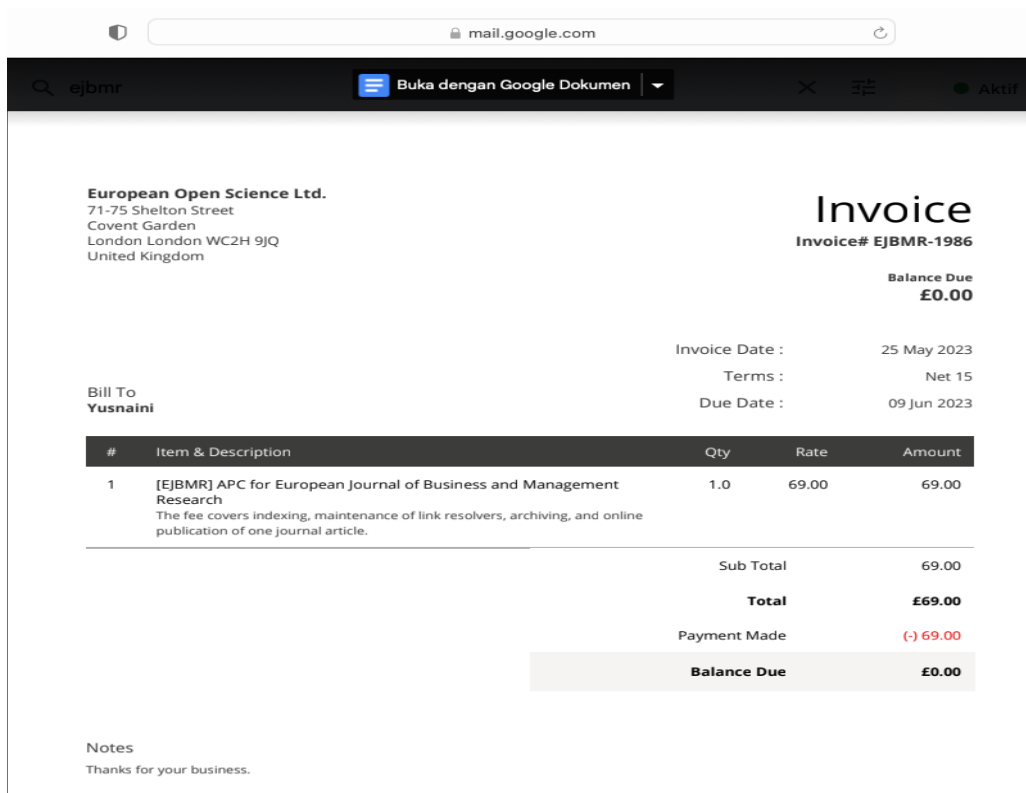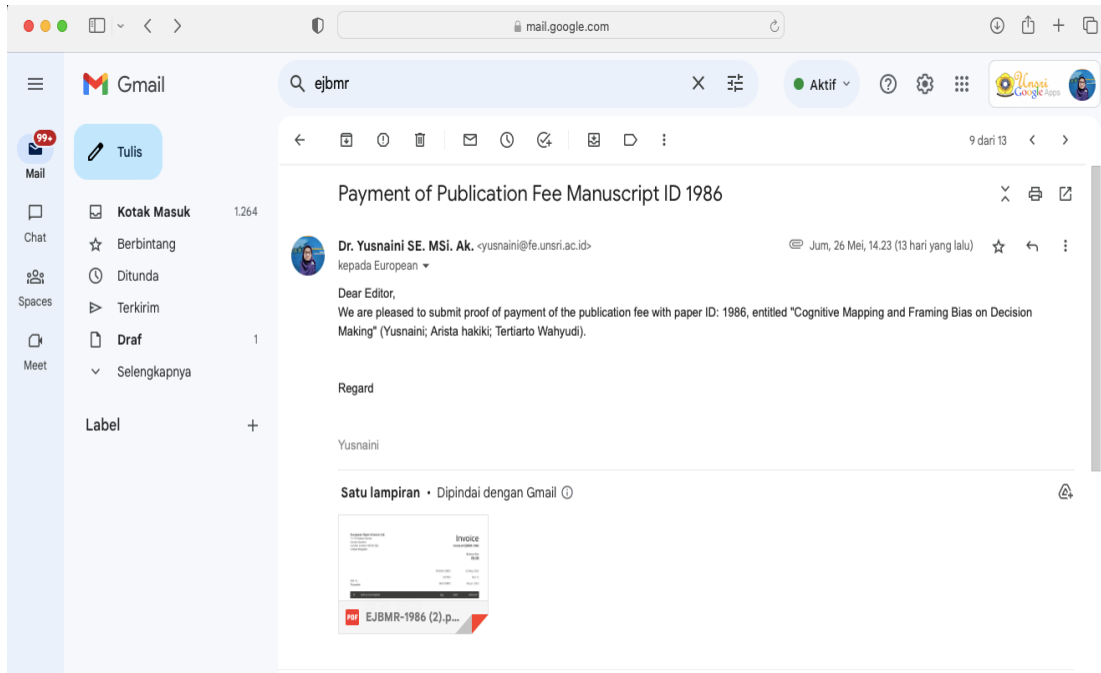
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Editorial Team
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Sen, 29 Mei, 20.44 (10 hari yang lalu)

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Dear Yusnaini Yusnaini,

Thank you for copyediting your manuscript "Cognitive Mapping and Framing Bias on Decision Making" for European Journal of Business and Management Research. We acknowledge receiving your payment for article publication and look forward to publishing your manuscript. The journal crew will keep informing you about the publishing process.

Regards,

Editor in Chief
editor@ejbmr.org

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Dr. Yusnaini SE. MSi. Ak. <yusnaini@fe.unsri.ac.id>
kepada Editor

Sel, 30 Mei, 10.12 (9 hari yang lalu)

T +(44) 7362035788

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W http://www.ejbmr.org

Dr. Yusnaini SE. MSi. Ak. <yusnaini@fe.unsri.ac.id>
kepada Editor

Sel, 30 Mei, 10.12 (9 hari yang lalu)

Dear Editor,

We hereby submit the final copyedit of the article "Cognitive Mapping and Framing Bias on Decision Making" with the journal template EJBMR.

Regard

Yusnaini

···

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W copyedit_YS_AH_...

↩ Balas   ↪ Teruskan

Proof of Galley

Publish