IB Psychology Semester 1 2022

Class Discussion on Biases in Human Thinking & Cognitive Dissonance

1. Explain with partner what is a ***heuristic***? And how does this relate to ***descriptive*** vs ***normative*** thinking?
2. According to Kahneman (2003) why do humans have both ***System 1*** and ***System 2*** thinking? And how does our thinking work ***sequentially***?
3. How can knowing this help ***you*** when you have to make an important decision?
4. Explain in your own words this first example of ***BIAS*** in Human Thinking- ***Asymmetric Dominance?*** And what is an ***Asymmetrically Dominated Decoy***?
5. How can ***advertising*** and marketing use an ***asymmetrically dominated decoy*** to increase sales profits? Give some examples. What are your thoughts about this?
6. Explain in your own words this second example of ***BIAS*** in Human Thinking- ***The Framing Effect?*** How does how you frame the choice determine the choice people make?
7. Explain this quote from the textbook about the framing effect: “***Humans avoid risks, but take risks to avoid losses***.” What example did the textbook give about making the choice between ‘people being saved’ vs. ‘people will die.’ Can you give some other examples of the framing effect?
8. Explain in your own words this third example of ***BIAS*** in Human Thinking- ***Confirmation Bias and Congruence Bias?***
9. Explain this quote from the textbook about confirmation and congruence bias: “***We seek out information with the goal of obtaining a result that would be positive rather than informative***.”
10. Explain this quote I stumbled upon last week: “***Confirmation bias*** is twisting the facts to fit your beliefs. ***Critical thinking*** is bending your beliefs to fit the facts. Seeking the truth is not about validating the story in your head. It’s about rigorously vetting and accepting the story that matches the reality in the world.” -Adam Grant
11. How does the above quote relate to any examples you see in the world around you…or yourself and your thinking and decision-making?
12. Explain in your own words this fourth example of ***BIAS*** in Human Thinking- ***Illusory Correlations and Implicit Personality Theories?***
13. Can you explain the example the textbook used about the study of ***Chapman and Chapman*** (1969) with Rorschach tests and perceptions of homosexuality?
14. Explain in your own words the fourth- AND MOST FAMOUS- example of ***BIAS*** in Human Thinking- ***Leon Festinger’s Theory of Cognitive Dissonance.***
15. Explain the example Festinger used in his book about The UFO Seekers in Chicago in 1954 ? Can you give your own examples of cognitive dissonance you see in the world around you? Can you think of any personal examples of when you yourself experienced cognitive dissonance?
16. Let’s watch and discuss some videos about cognitive dissonance and its applicability in the real world:
17. Watch and discuss video #1: [Cognitive Dissonance (Definition + 3 Examples) - YouTube](https://www.youtube.com/watch?v=G1-vaIe2FGM)

b) Watch and discuss video #2: [Trump’s COVID Rally - Jordan Klepper Fingers The Pulse | The Daily Social Distancing Show - YouTube](https://www.youtube.com/watch?v=SH329MmRikQ)

c) Watch and discuss video #3: [How To Argue With Someone Who Won’t Listen - YouTube](https://www.youtube.com/watch?v=EVF0ojfhSrE)

1. Any thoughts on this possible “Counter-Argument” to all this Psychology Analysis of Humans….
2. The past and present wilt—I have fill'd them, emptied them.
And proceed to fill my next fold of the future.

Listener up there! what have you to confide to me?
Look in my face while I snuff the sidle of evening,
(Talk honestly, no one else hears you, and I stay only a minute longer.)

Do I contradict myself?
Very well then I contradict myself,
(I am large, I contain multitudes.) -Walt Whitman “Song of Myself”

1. I have both madness and reason eternally warring inside my head,

because of this,

at times,

my reasoning is mad

and my madness has reasons.

-Daniel Saint

1. One final “Critique”/”Modern/Future Research” against the ‘negatives’ of ‘System 1 Thinking’ was from our homework last week from the InThink DP Psychology Website about thin slicing….
2. What was the idea about ‘thin slicing’?
3. What was the research study by “Carrere & Gottman (1999) and marriage counselors?
4. Can you think of any other examples of ‘thin slicing’?