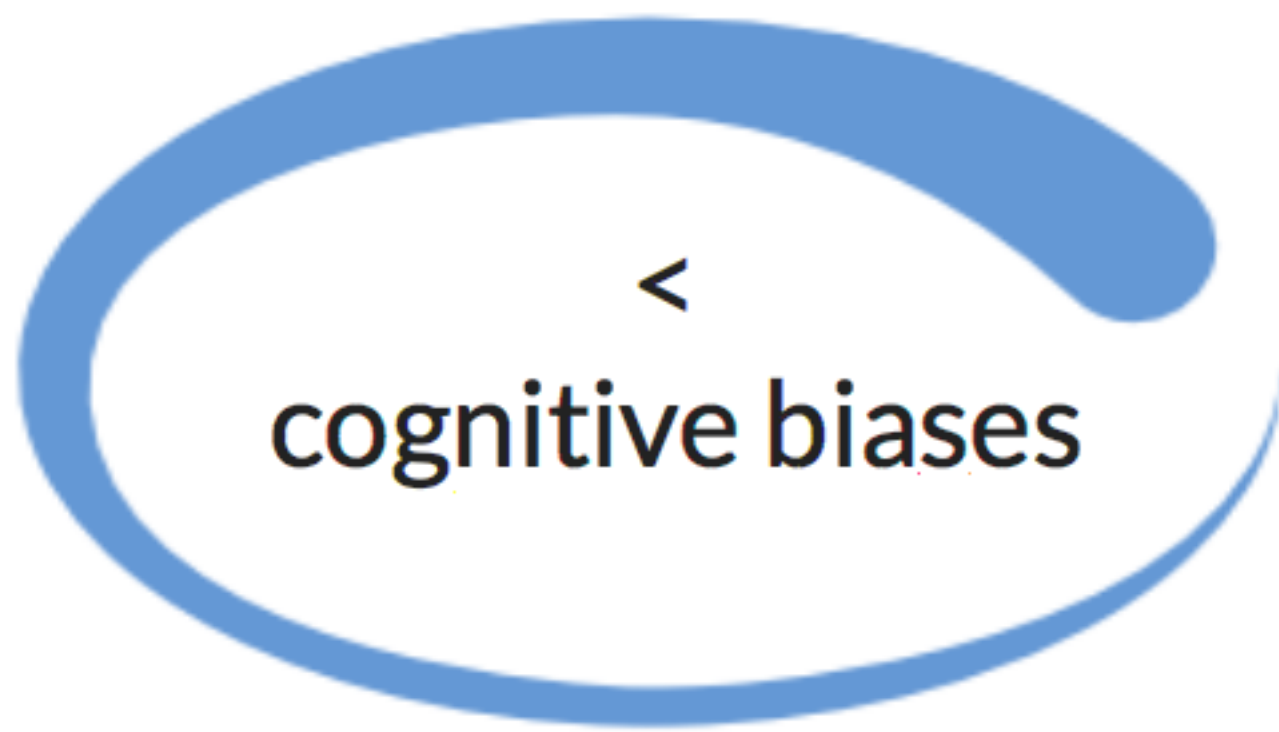
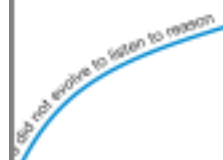






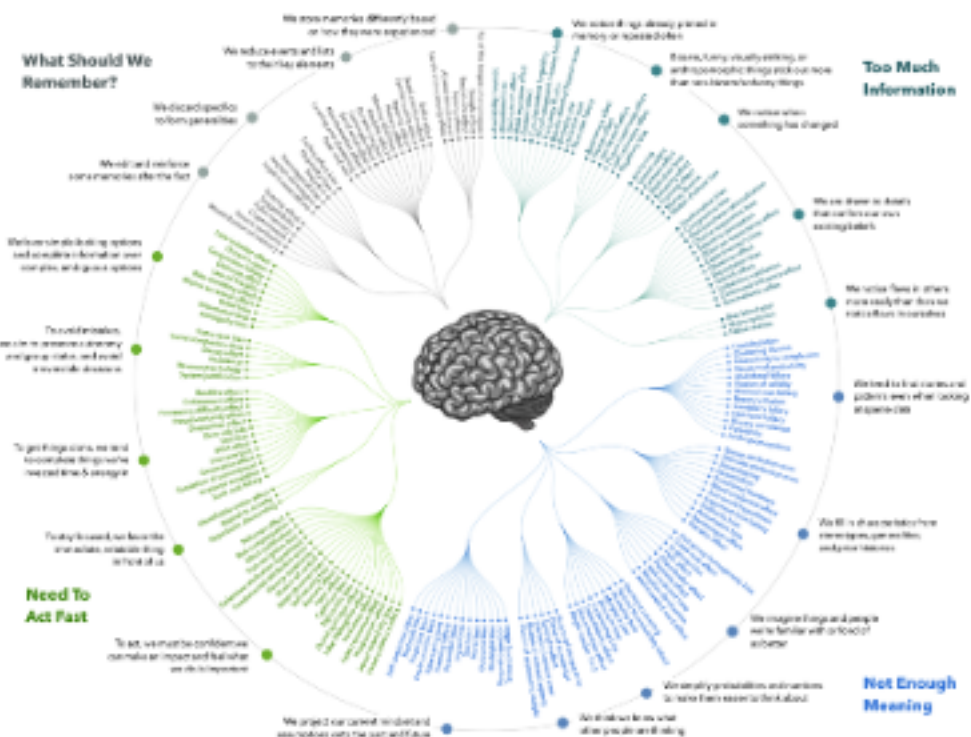
listen to reason

psychology of decision making

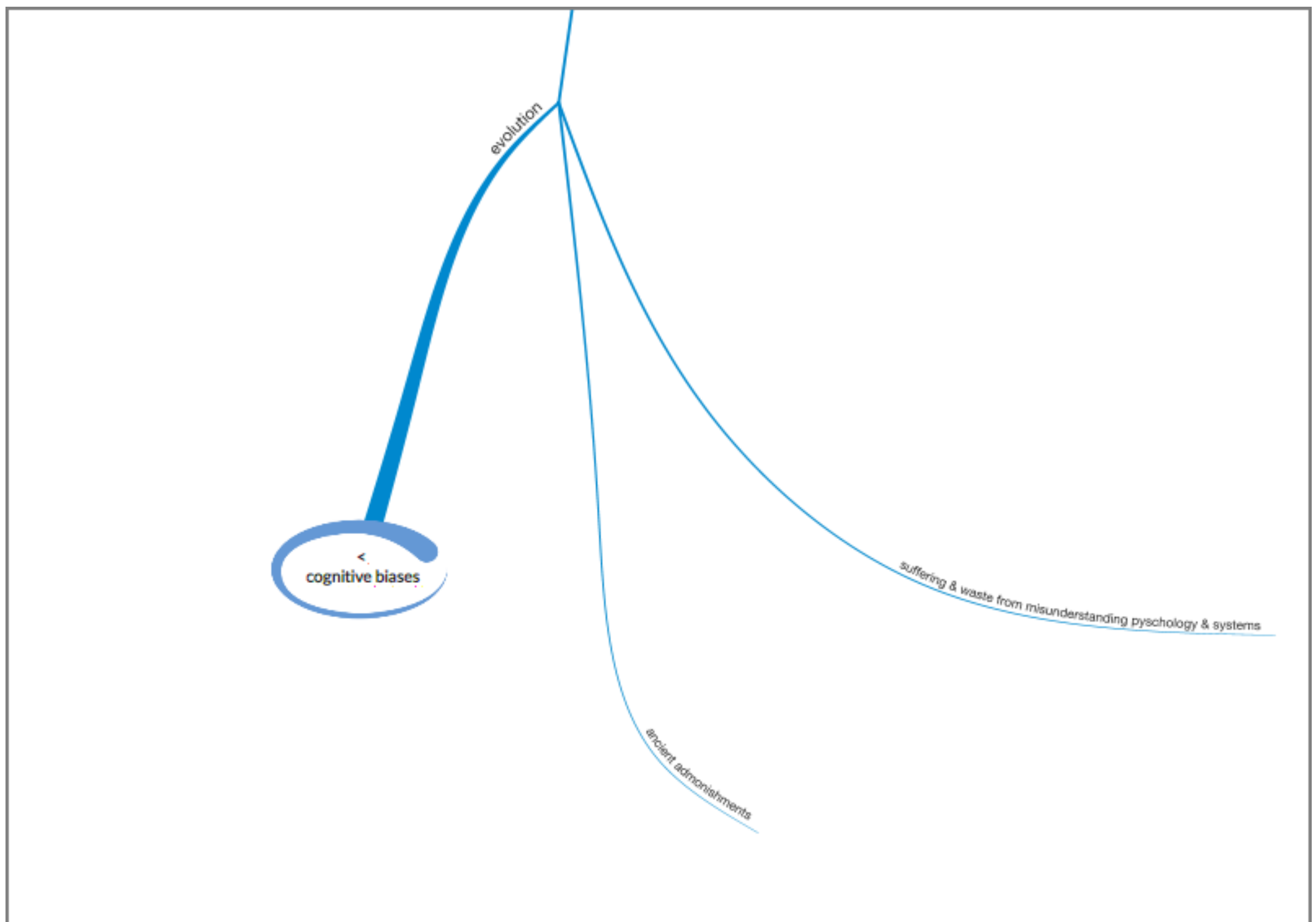
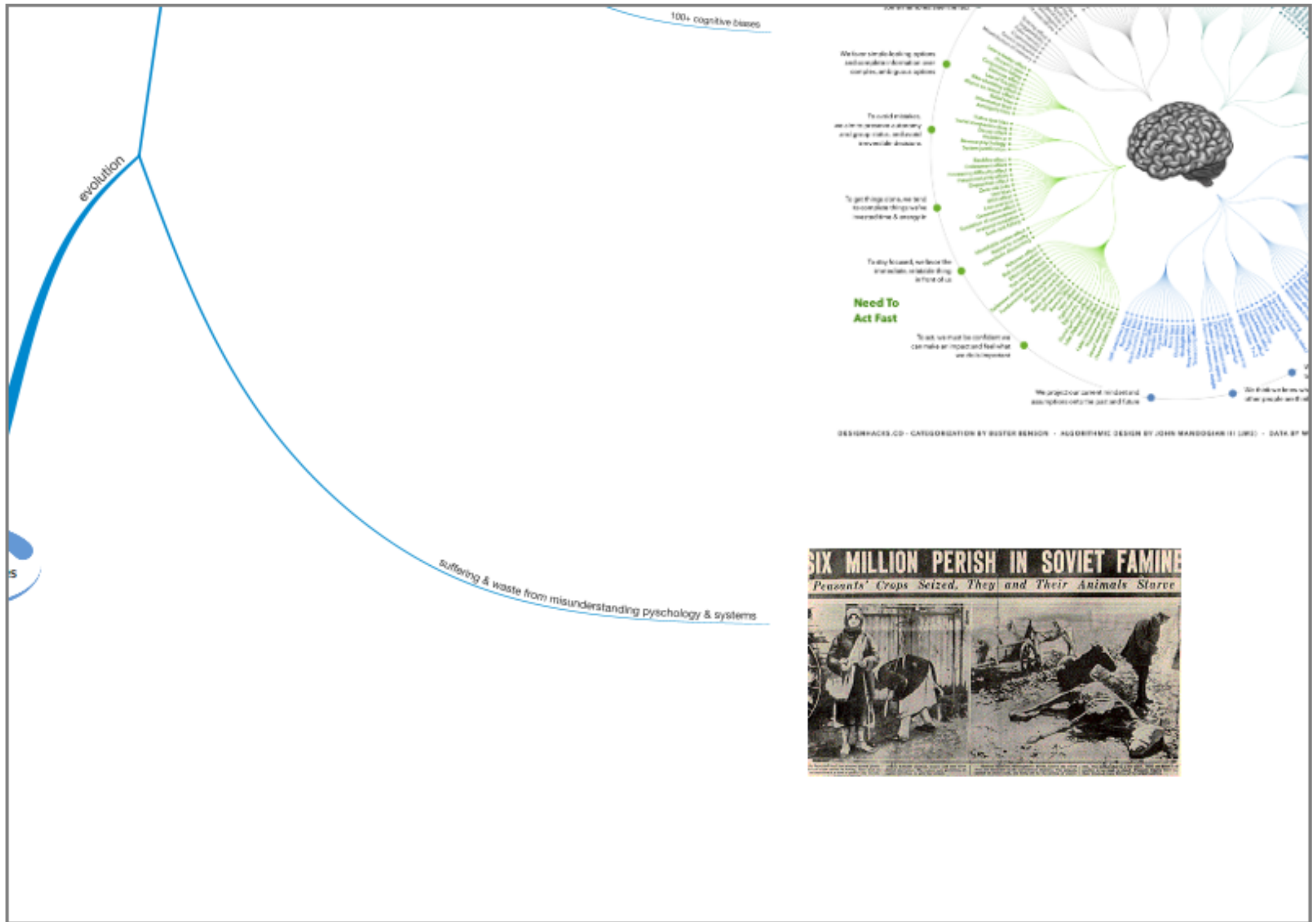


psychology of decision making

FOOs: cognitive biases

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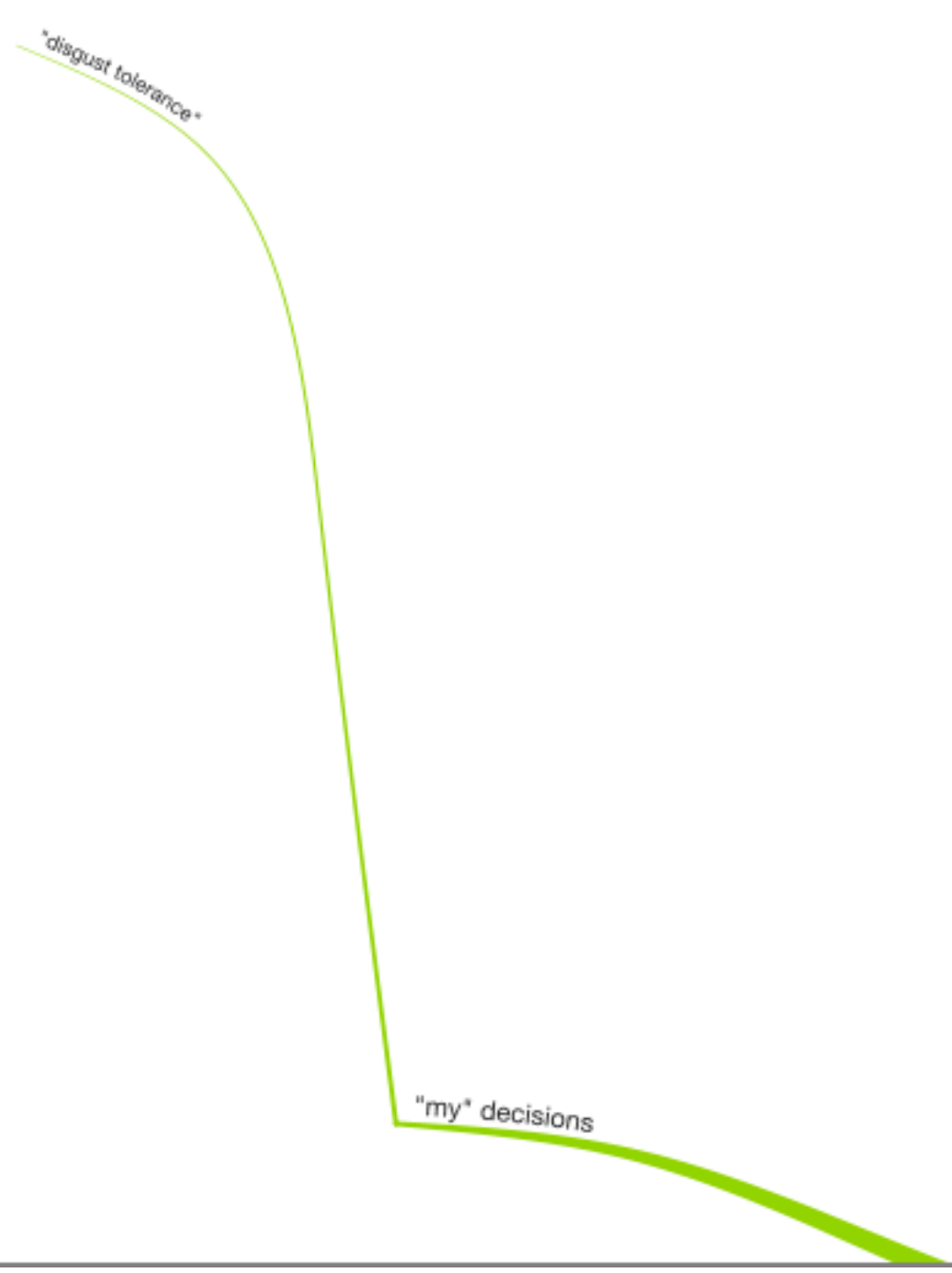
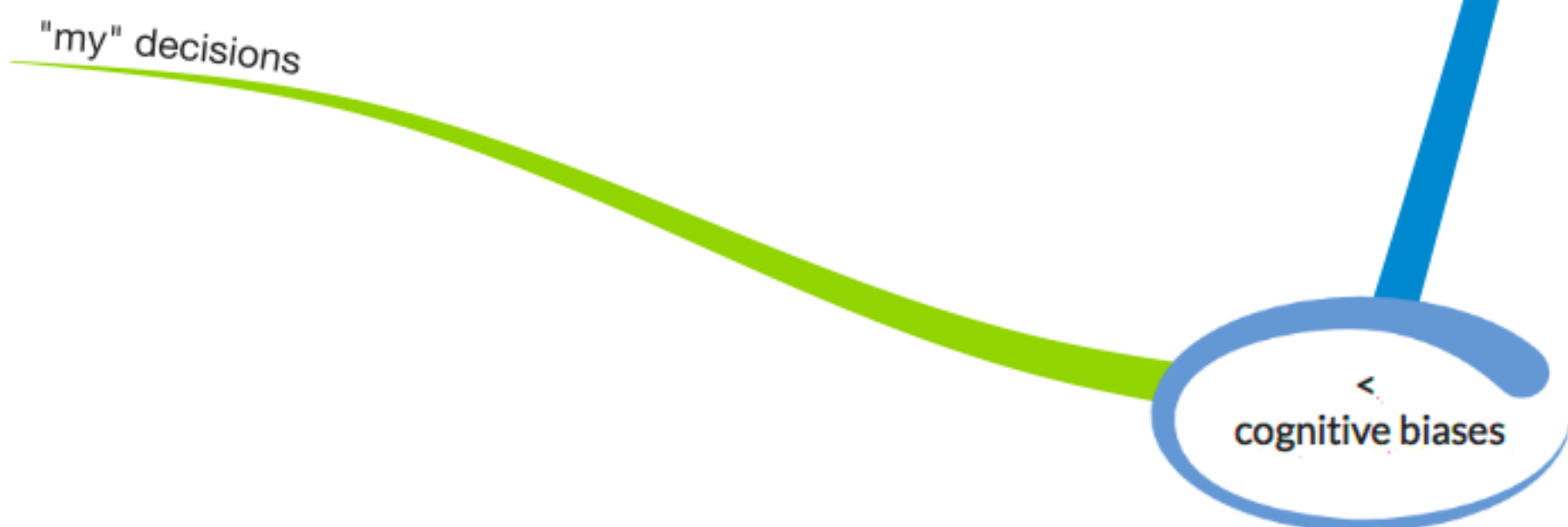
ments

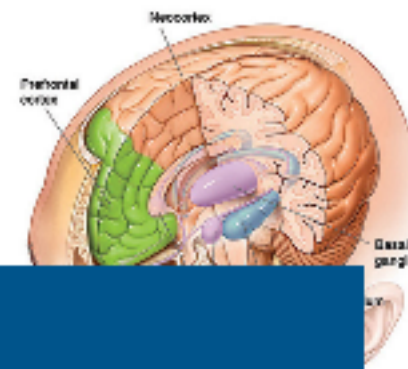
"Nothing is easier than self-deceit.
For what each man wishes, that he
also believes to be true."
- Demosthenes, 350 BCE

ments

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"The first principle [of science] is that you
must not fool yourself -- and you
are the easiest person to fool."
- Feynman, 1974





Current Biology

REPORT | VOLUME 24, ISSUE 22, P2693-2699, NOVEMBER 17, 2014

Nonpolitical Images Evoke Neural Predictors of Political Ideology

"disgust tolerance"

EMBER 17, 2014

Evoke Neural Predictors of Political

"A single disgusting image was sufficient to predict each subject's political orientation with 94% accuracy"

"disgust"

Nonpolitical Images Evoke Neural Predictors of Political Ideology

"A single disgusting image was sufficient to predict each subject's political orientation with 94% accuracy"

"disgust tolerance"



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RESEARCH ARTICLE

Disgust and the Politics of Sex: Exposure to a Disgusting Odorant Increases Politically Conservative Views on Sex and Decreases Support for Gay Marriage

"ambiguity tolerance"

"my" c

Disgust and the Politics of Sex: Exposure to a Disgusting Odorant Increases Politically Conservative Views on Sex and Decreases Support for Gay Marriage

Emotion
2017, Vol. 17, No. 6, 895–899

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1528-3542/17/\$12.00 http://dx.doi.org/10.1037/emo0000331

BRIEF REPORT

Intolerance of Uncertainty Predicts Increased Striatal Volume

"ambiguity t

899

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1528-3542/17/\$12.00 http://dx.doi.org/10.1037/emo0000331

BRIEF REPORT

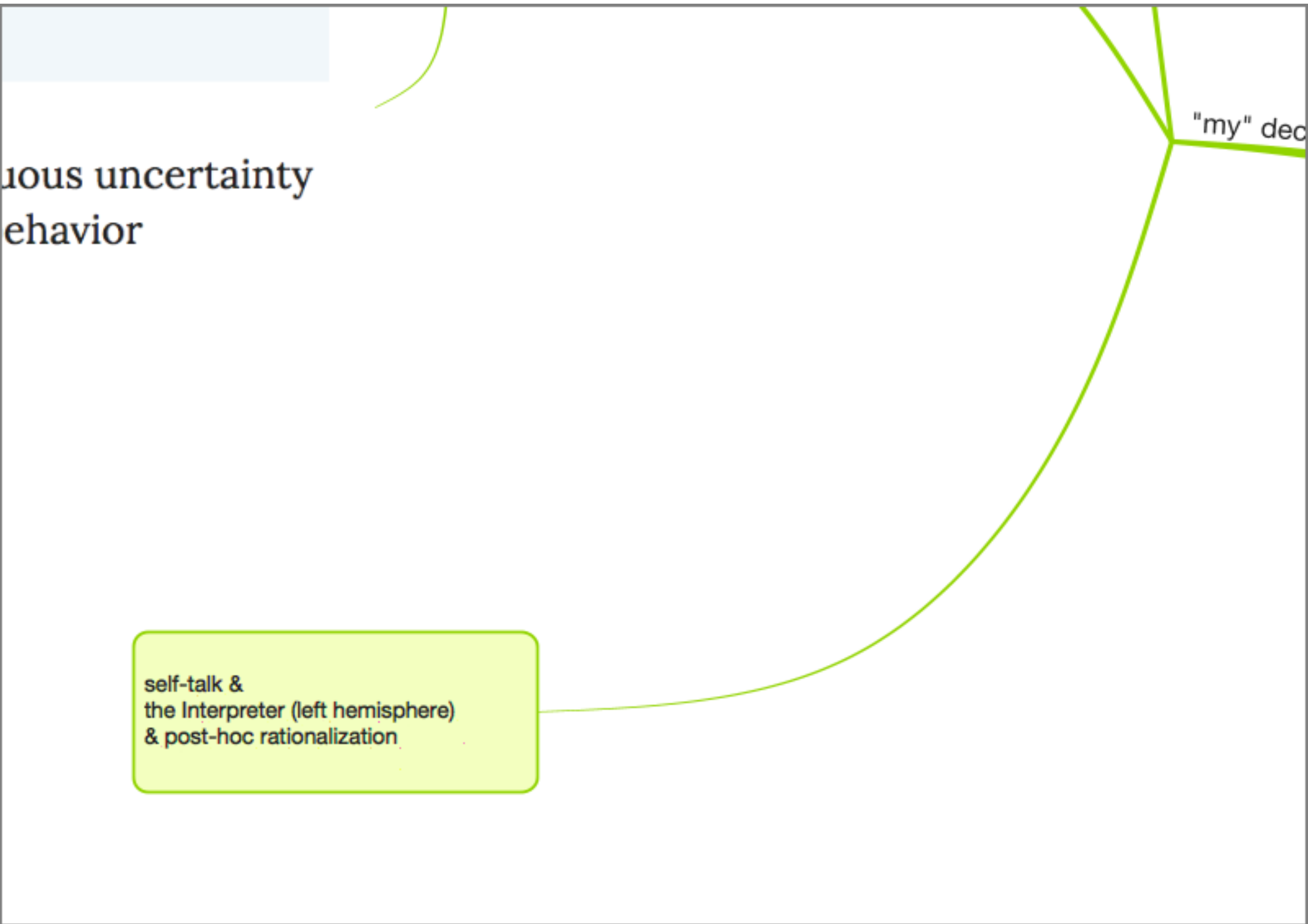
Intolerance of Uncertainty Predicts Increased Striatal Volume

"ambiguity



Article | OPEN | Published: 12 June 2018

Tolerance to ambiguous uncertainty predicts prosocial behavior



Article | [OPEN](#) | Published: 12 June 2018

Tolerance to ambiguous uncertainty predicts prosocial behavior



The interpreter in human psychology

Authors Matthew E Roser, Michael S Gazzaniga

Publication date 2006

Journal The Evolution of Primate Nervous Systems. Oxford

early split-brain research

self-talk & the Interpreter & post-hoc rationalization

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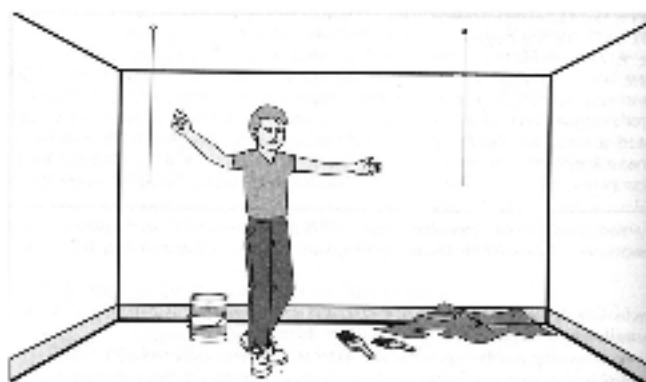
self-talk &
the Interpreter
& post-hoc

video: left-brain interpreter



post-hoc rationalization experiments in normal brains

Rigidity in problem solving: Functional Fixedness



Maier's (1931) two-string problem

cognitive biases

suffering & waste from misunderstanding psychology & systems

ancient admonishments

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- Feynman, 1974

examples & countermeasures



self-personality-perception biases

examples & countermeasures

on biases

"Big 5" personality test

	Mean Percentile	Std. Dev.	SAPA	IPIP-NEO (short)	Psycho-metrics Proj (IPIP-BFM)
agreeableness	57	16	46	75	51
conscientious	88	4	88	85	92
extraversion	83	8	76	80	92
emotional reactivity & negativity ("neuroticism")	3	3	7	1	1
openness & adaptiveness	74	8	69	84	70
number of ques			100	100	60
unit			percentile	percentile	percentile

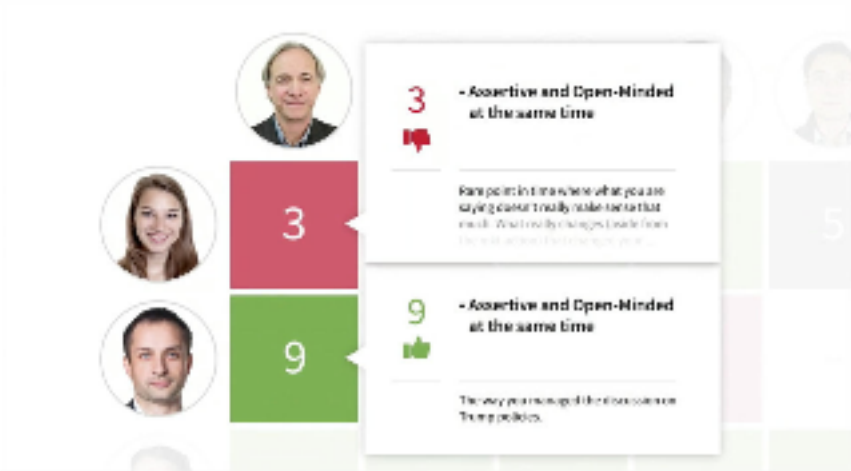
self-personality-perception biases

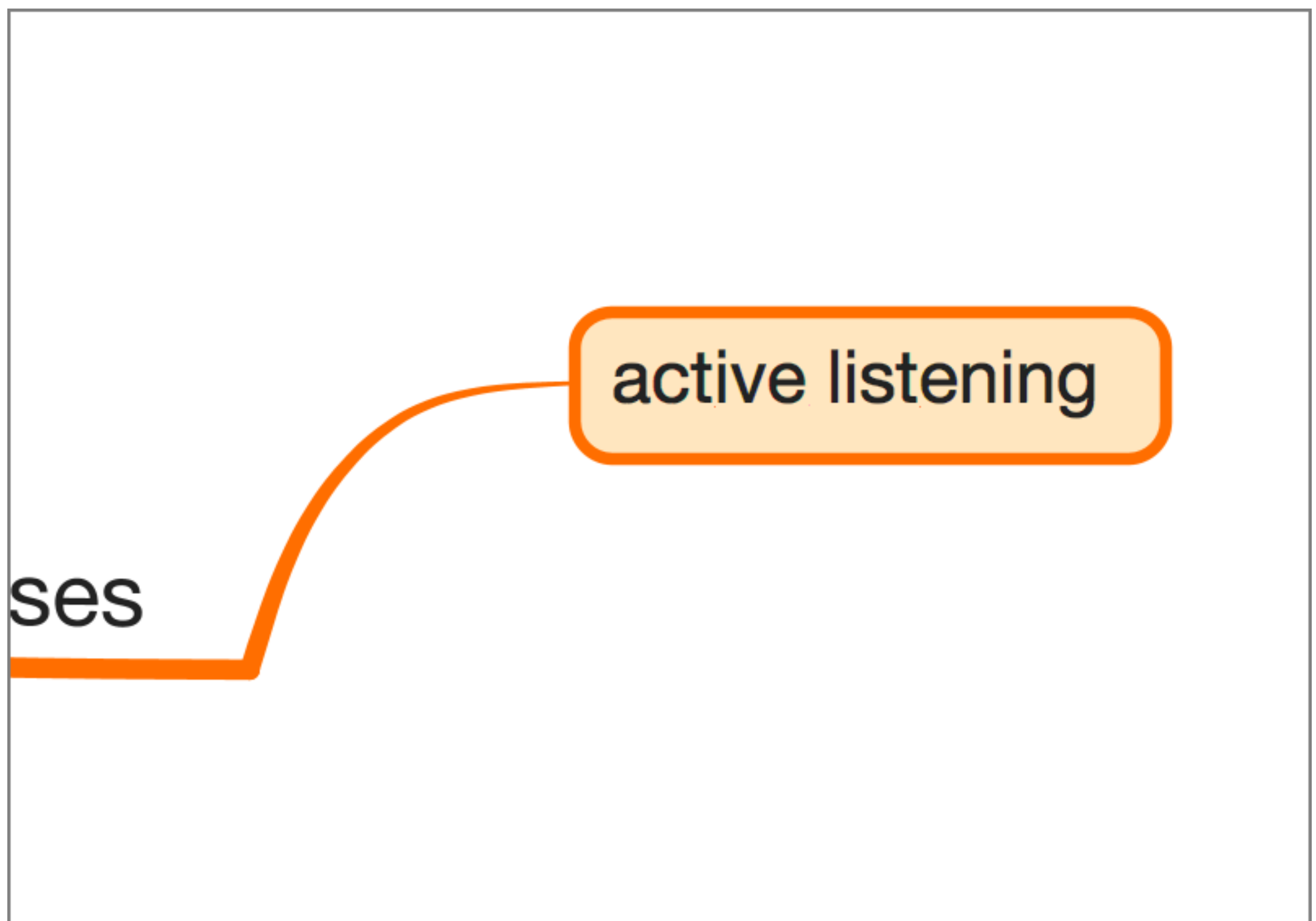
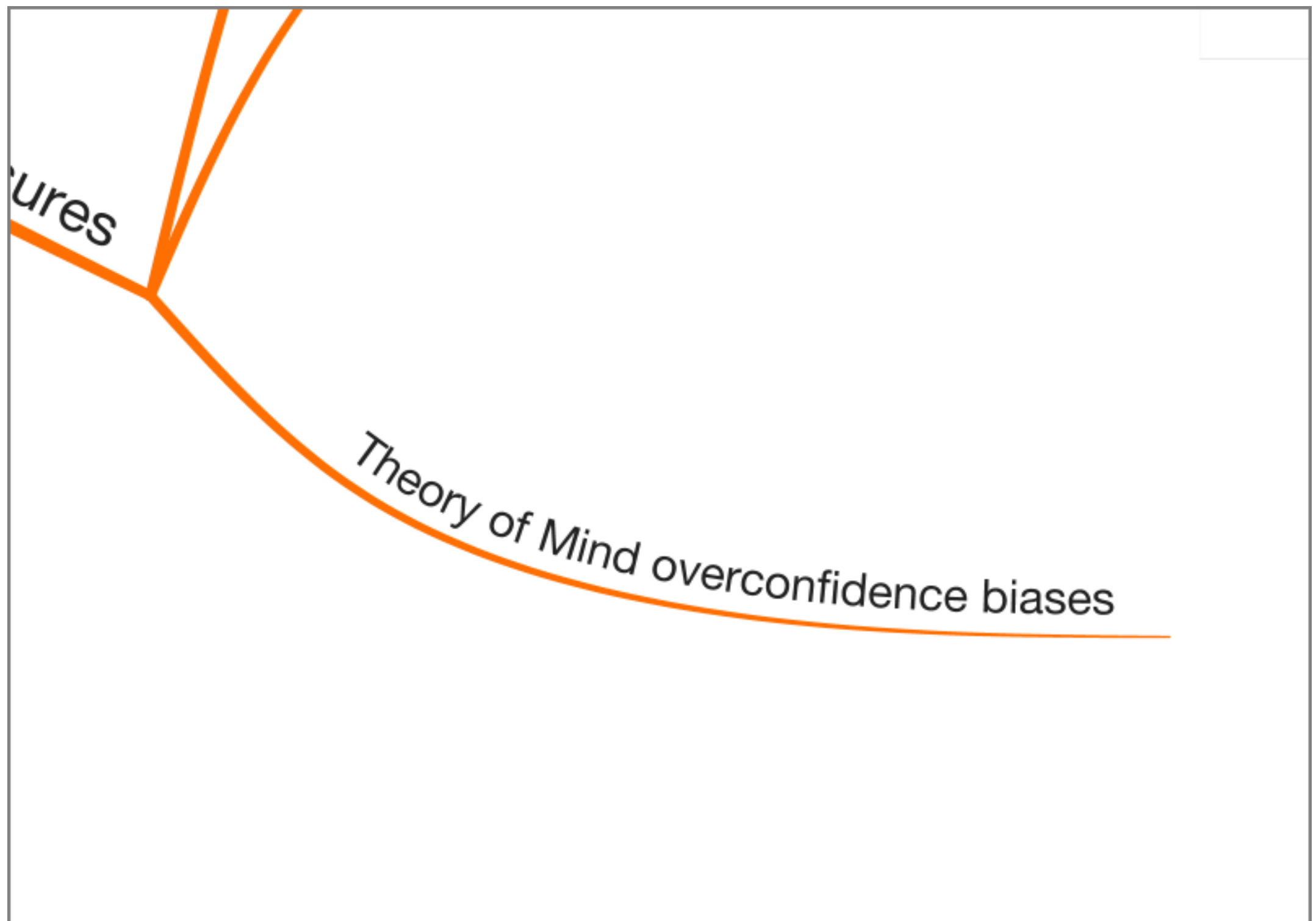
"Big 5" personality test

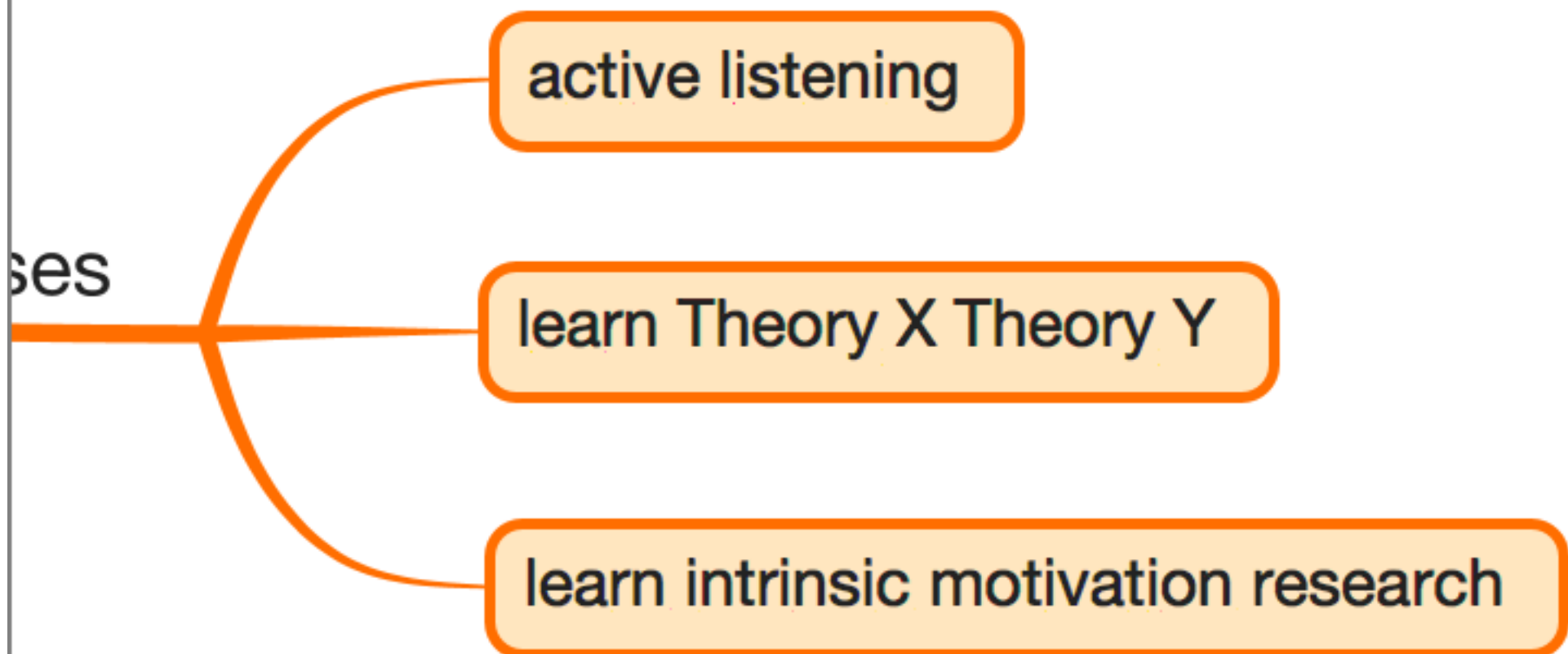
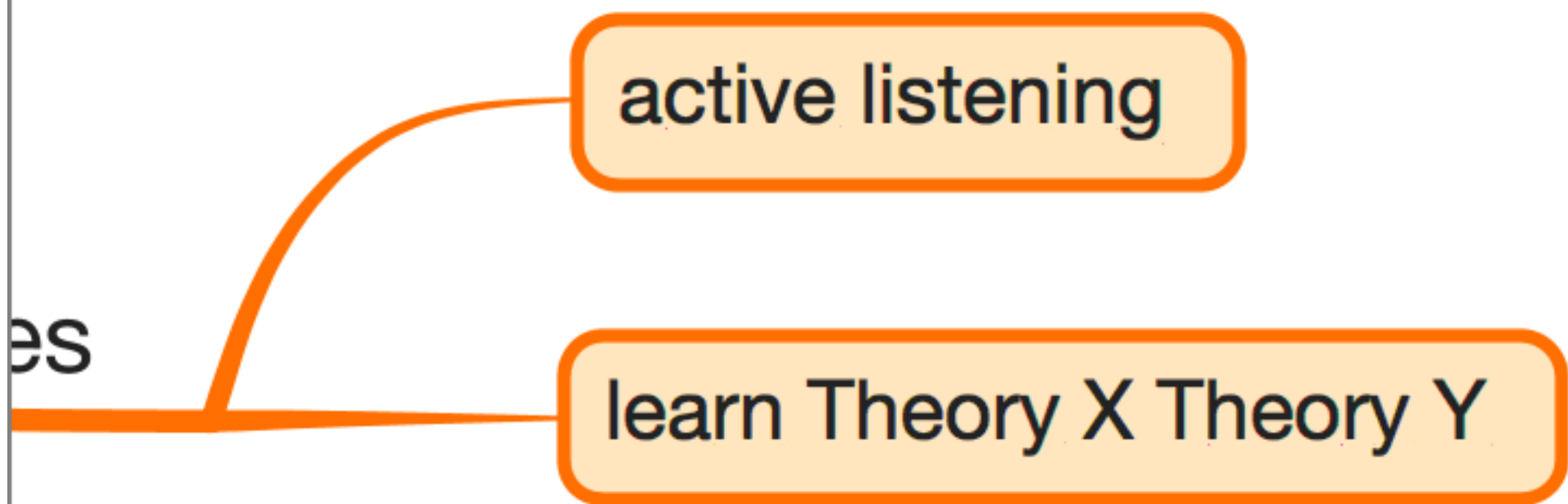
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unit	

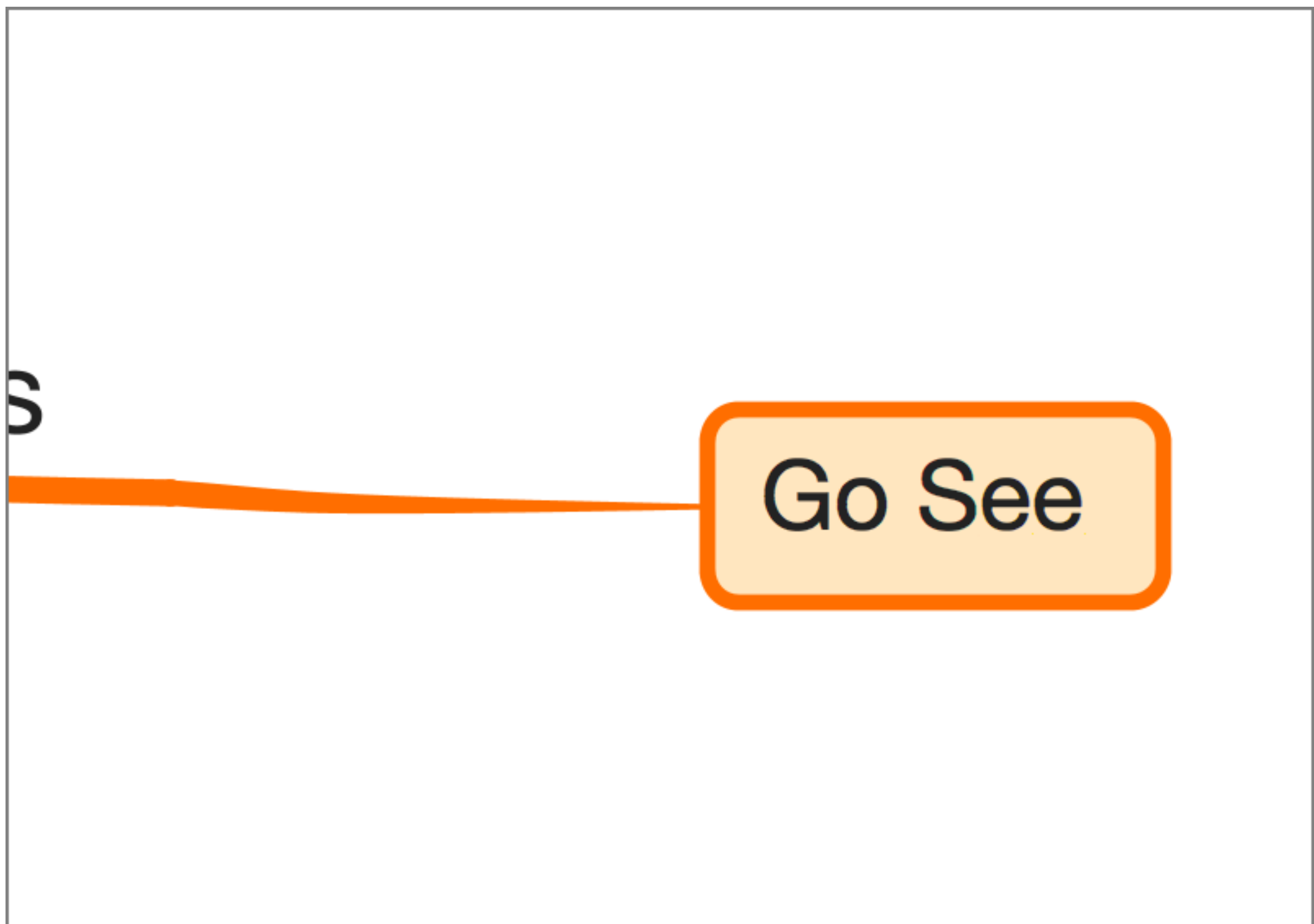
decision-making biases

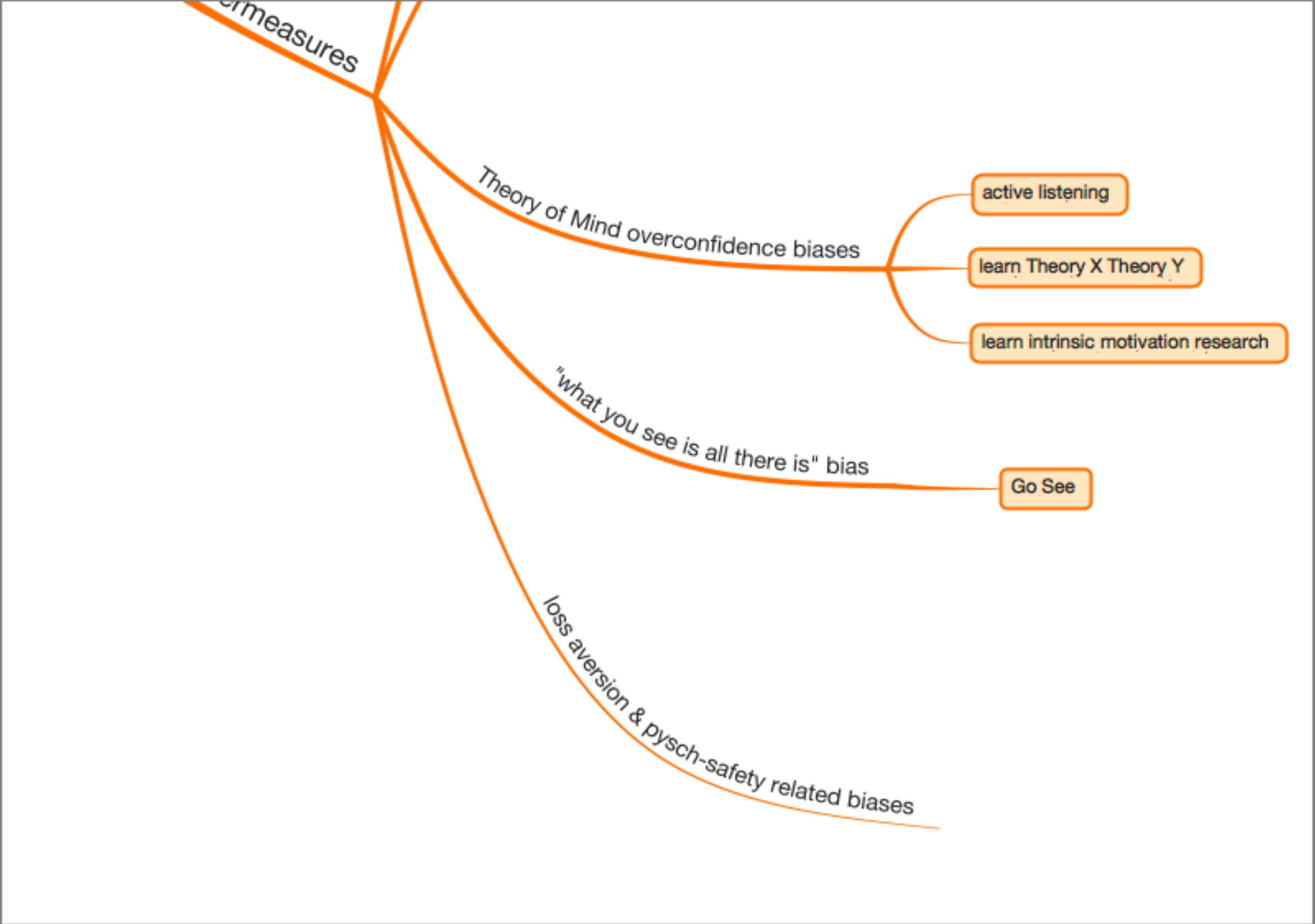
measures











e is" bias

Go See

related biases

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MEASURING AND MANAGING
PERFORMANCE IN
ORGANIZATIONS

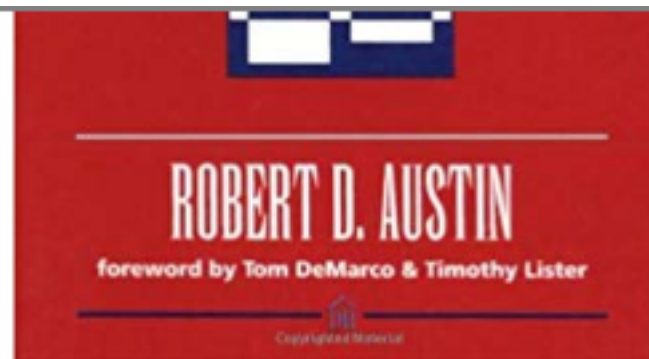


ROBERT D. AUSTIN

foreword by Tom DeMarco & Timothy Lister

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1-safety related biases



biases & countermeasures

Theory of Mind overconfidence biases

active listening

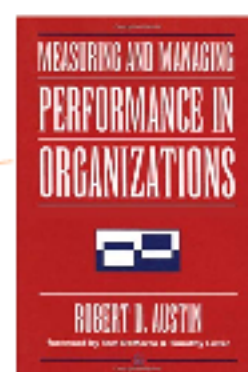
learn Theory X Theory Y

learn intrinsic motivation research

"what you see is all there is" bias

Go See

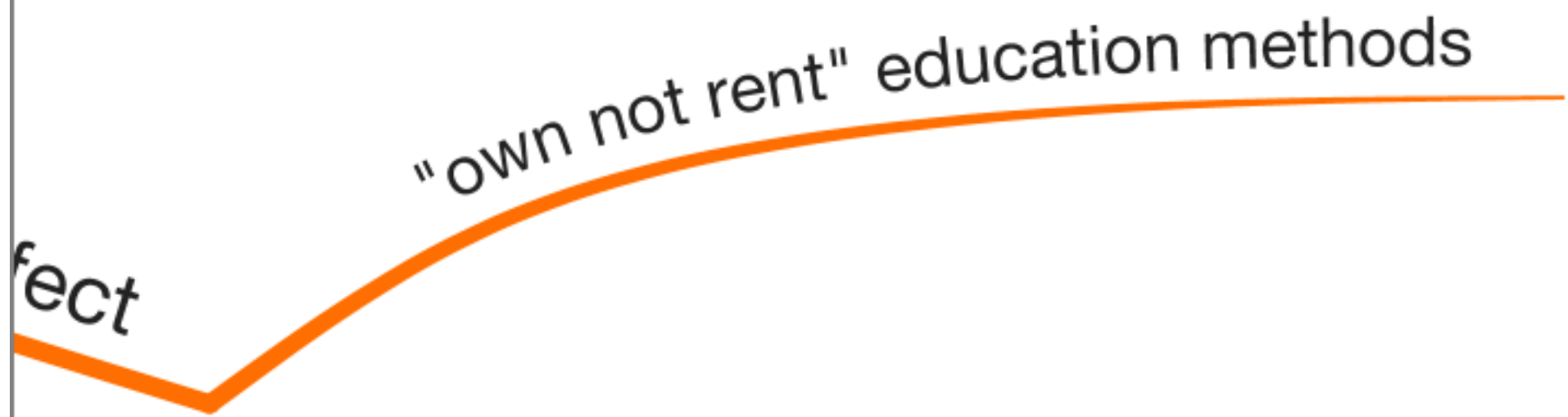
loss aversion & psych-safety related biases



backfire effect

fect

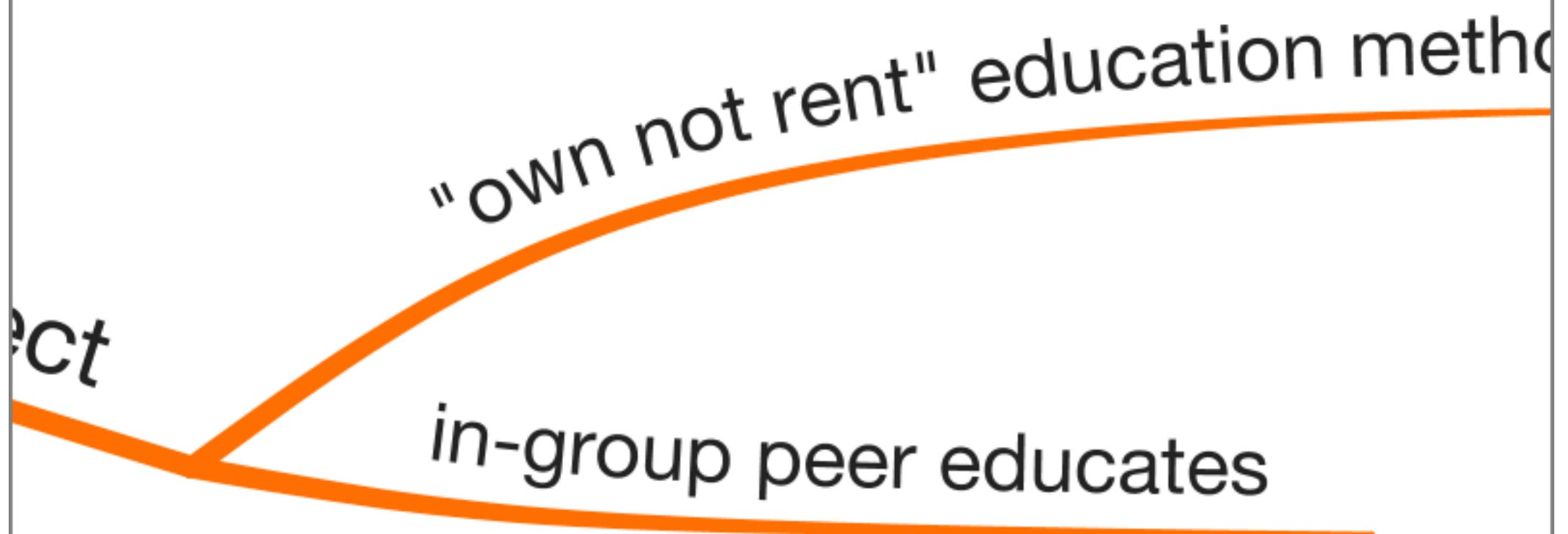
"own not rent" education methods

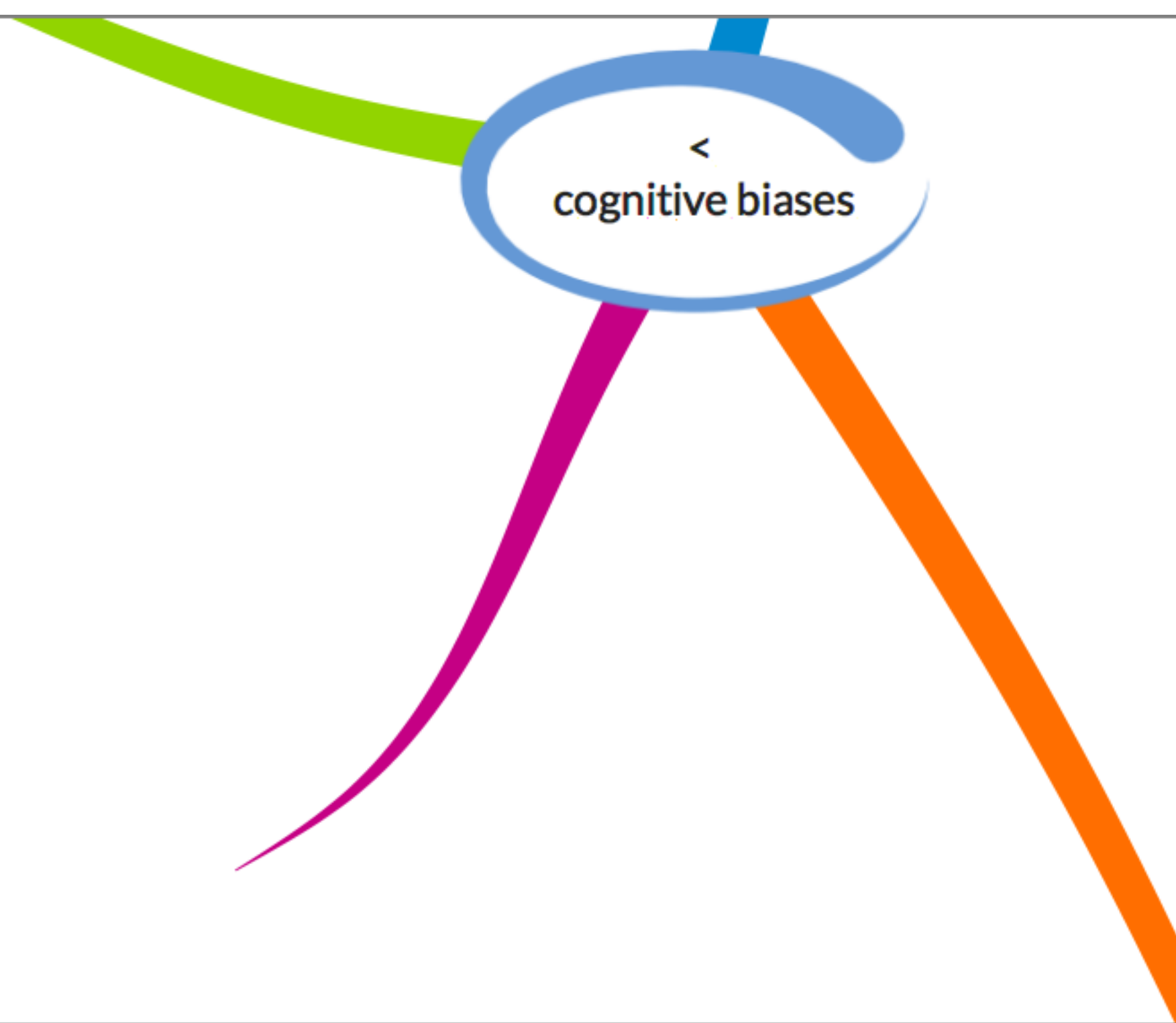


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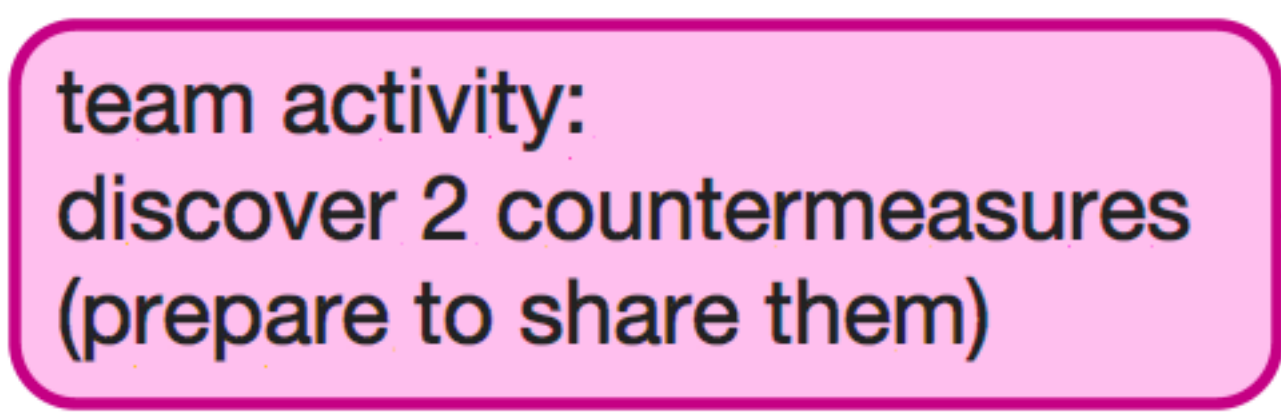
"own not rent" education methods

in-group peer educates





<
cognitive biases



team activity:
discover 2 countermeasures
(prepare to share them)