

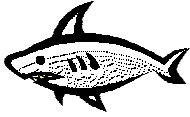
## Judgment and Decision-making

Name \_\_\_\_\_

Hr. \_\_\_\_\_ Location \_\_\_\_\_

If absent go here:

<http://www.learner.org/discoveringpsychology/11/e11expand.html>



### Preview questions:

1) Which is a more likely cause of death in the United States?

- a. falling airplane parts
- b. being killed by a shark

2) Which causes more Americans deaths?

- a) homicide and car accidents
- b) diabetes and stomach cancer

3 Which claims more lives in the United States?

- A) lightning
- B) tornadoes

### Answer the following as you watch:

1. *Why are people irrational?*



2. *According to Freud bad decision making was based on:*

3. Today, psychologists look at the “systematic” processes of the mind that err in judgment known as:

- a. biased decisions
- b. cognitive illusions

4. *According to Amos Tversky there are two approaches to the study of decision making*

Normative is how people \_\_\_\_\_ to make decisions

Descriptive is how people \_\_\_\_\_ make decisions

5. *Are there more words that have K as the first letter or K as the third letter?*

6. *Which should you worry about more in the Middle East?*

- a. terrorist incidents
- b. traffic accidents

7. *According to Tversky, what do the incorrect responses to these questions illustrate?*

- a. the availability heuristic; what is easier to remember affects their judgment
- b. the biased mental strategy; they are using cognitive illusions

8. *Is Linda a bank teller, or more likely to be a bank teller who is active in the feminist movement?*

9. *The incorrect responses illustrate what concept?*

- a. mob rule
- b. reasoning by representativeness
- c. cognitive illusions

(Tversky points out that a more inclusive event is more probable than a specific event.)

10. *Is the Mississippi R. longer or shorter than 500 miles? What is the actual length?*

11. *The phenomenon is the anchoring effect. What does it do?*

- a. the suggested answer inhibits a response
- b. the suggested answer pulls the response toward it

**Risk seeking v. Risk averse.**

12. *Which would you choose if gambling?*

- a. 85% chance to win \$100
- b. a sure gain of \$85

13. *The pattern of choosing the sure gain is known as: risk \_\_\_\_\_.*

14. *What are the practical implications of these strategies?*

- a. We shouldn't trust our intuitions because we are susceptible to predictable biases
- b. We can't predict when we will make reasoning errors

**Chapter 18 key term**

**Group think: A mode of thinking that occurs when the desire for harmony in a decision-making group overrides the realistic appraisal of alternatives.**

Attack on Pearl Harbor

Kennedy and the Cuban Missile Crisis

Watergate Cover-up

Chernobyl Reactor Accident

15. *Irving Janis discusses groupthink. The symptoms of this decision making flaw include all of the following except:*

- a. Self-censorship of doubts
- b. Silence equals consent
- c. Illusion of invulnerability
- d. Having a devil's advocate

## The psychology of negotiations: Why do they fail?

16. Max Bazerman says among the problems of negotiators are all of the following except:

- a. failing to consider the other sides' judgment
- b. limited frame of thinking or mind
- c. they view negotiations as zero sum
- d. having confidence in your presentation skills

## Social Psychology and Decision-making. Chapter 18 key term

**Leon Festinger:** *When we do something that conflicts with our beliefs we experience cognitive dissonance. To relieve ourselves of this tension we bring our attitudes closer to our actions (Festinger, 1957).*

17. According to Festinger, how do we deal with cognitive dissonance?

- a. change how we think
- b. change our behavior
- c. get others to change how they think about us
- d. all of these

18. In the 1950s Festinger conducted a classic experiment about a boring task. What were the results?

- a. The \$1 subjects convinced themselves the project was fun to justify their participation.
- b. The \$20 felt no dissonance because they had no discomfort in lying.
- c. The \$1 dollar man knows it's dull, but he doesn't have sufficient justification for saying it wasn't. He reduces his dissonance by changing his opinion of the task.
- d. All of these are correct

Example from the book:

