Types of Fast Thinking/Biases

Goal: describe, identify, and recognize examples of “fast thinking” situations. Use this understanding to recognize weaknesses and strengths better decision making processes.

Determine: How to overcome using fast thinking when it is more appropriate to think slowly?

Engage: A quick scenario...

Scenario A

Store A has Jeans, regularly priced $90, on sale for $40.

Scenario B

Store B has Jeans regularly priced for $40.

Would your friend be more likely to buy the jeans from store A or B? Why?

Scenario 1

A student gets a 75% on a test. The key was wrong, so upon regrading the student actually earned an 85%.

Scenario 2

A student gets a 95% on a test. The key was wrong, so upon regrading the student actually earned an 85%.

These are examples of Anchor Effect...where people think fast in relation to the first information they see.

Scenario 3

Store A has shoes, regularly priced $200, on sale for $120.

Scenario 4

Store B used to have the same shoes for sale for $100 but now for $120.

What is the pattern here? What do scenario 1 and 3 have in common? 2 and 4?

Type of Fast Thinking: _____

Example in your own lives:

Why it is not ideal:

Strategies to be aware of/overcome:

How this helps organisms survive (evolutionary connection)

Instructions:

1. As a group...Create a new Google Slideshow.
2. Copy the previous slide (#2 of this slide show) into your own slideshow.
3. Link your groups' slides ("can comment") to your group in the following slides
4. Add a couple images to help people understand!

A. IKEA Bias
B. Endowment Bias
C. Social Desirability Bias
D. Implicit Bias
E. Confirmation Bias
F. In Group Bias
G. Stereotype Threat
H. Anchoring effect
I. Optimism bias
K. Just World Bias

Gold 1

Group 1: Link	Group 2: Link	Group 3: Link	Group 4: Link	Group 5	Group 6

Gold 2

Group 1: Link	Group 2: Link	Group 3: Link	Group 4: Link	Group 5: Link	Group 6: Link	Group 7: Link

Black 2

Group 1: Link	Group 2: Link	Group 3: Link	Group 4: Link	Group 5: Link	Group 6: Link	Group 7: Link	Group 8: Link	Group 9: Link	Group 10: Link

Black 3

Group 1: Link	Group 2: Link	Group 3: Link	Group 4: Link	Group 5: Link	Group 6: Link	Group 7: Link	Group 8: Link	Group 9: Link	Group 10: Link

Patterns in how to work with these.

Gold 1

-

Gold 2

Gold 3

Black 3

Black 2

Most problematic fast thinking type +Why?
Gold 1

Group 1: Link	Group 2: Link	Group 3: Link	Group 4: Link	Group 5: Link	Group 6: Link	Group 7: Link

Most problematic fast thinking type +Why? Gold 2

Group 1: Link	Group 2: Link	Group 3: Link	Group 4: Link	Group 5: Link	Group 6: Link	Group 7: Link

Most problematic fast thinking type +Why? Gold 3

Group 1: Link	Group 2: Link	Group 3: Link	Group 4: Link	Group 5: Link	Group 6: Link	Group 7: Link

Most problematic fast thinking type + Why?

Black 2

Group 1: Link	Group 2: Link	Group 3: Link	Group 4: Link	Group 5: Link	Group 6: Link

Black 3

Group 1: Link	Group 2: Link	Group 3: Link	Group 4: Link	Group 5: Link	Group 6: Link

4. Plans of action along with who is doing what.

Gold 1	
Action:	Who is doing it:

Gold 2	
Action:	Who is doing it:

4. Plans of action along with who is doing what.

Black 1	
Action:	Who is doing it:

Black 2	
Action:	Who is doing it:

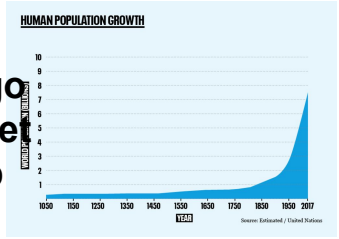
Norms

- Safe space
- Assume positive intent
- People are trying their best to say the right things

Positive Feedback

Negative Feedback

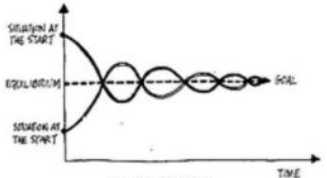
-Get paid and go back to work, get paid and keep working

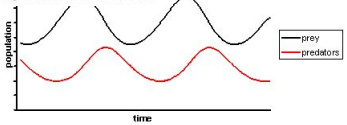


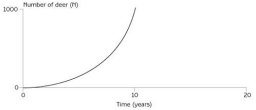
-Pavlok, shock training

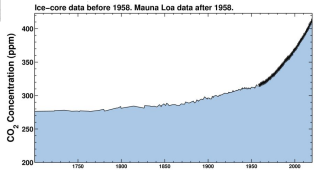
Addiction

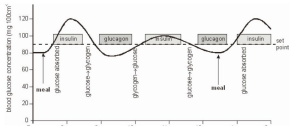
-Deal drugs and go to prison, stop dealing drugs

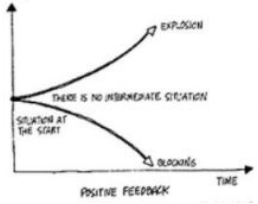


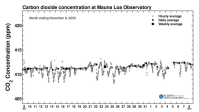


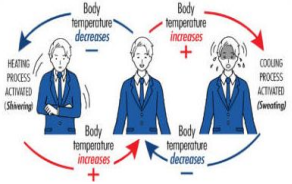


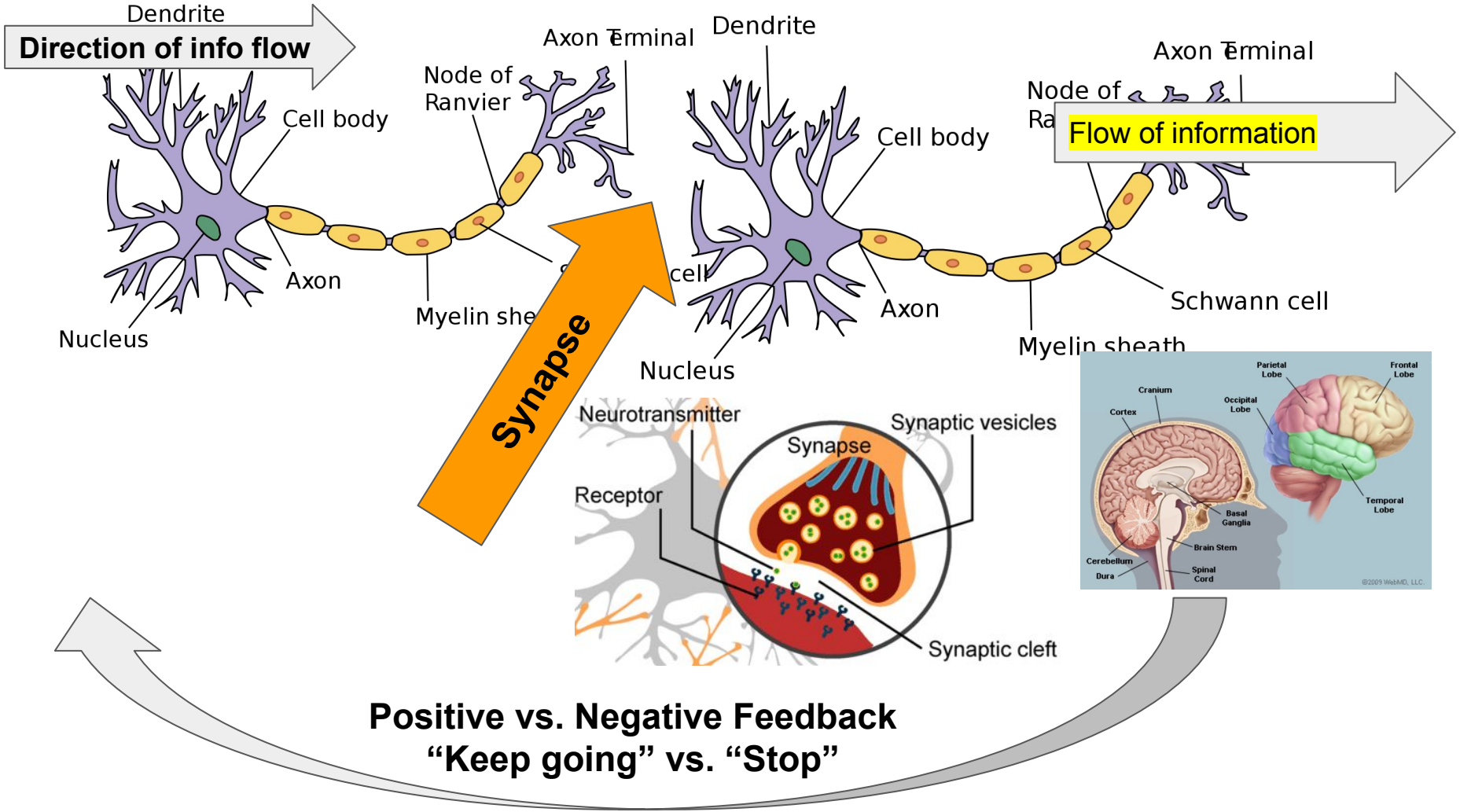






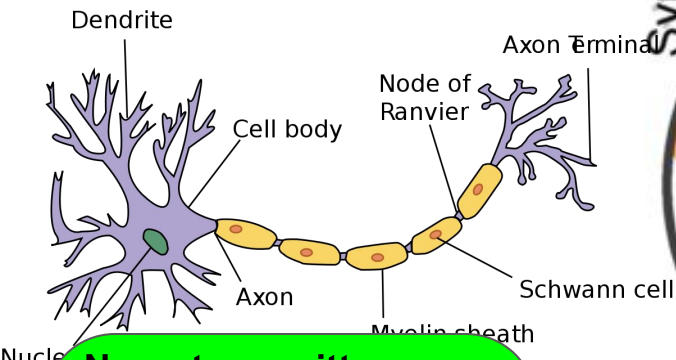






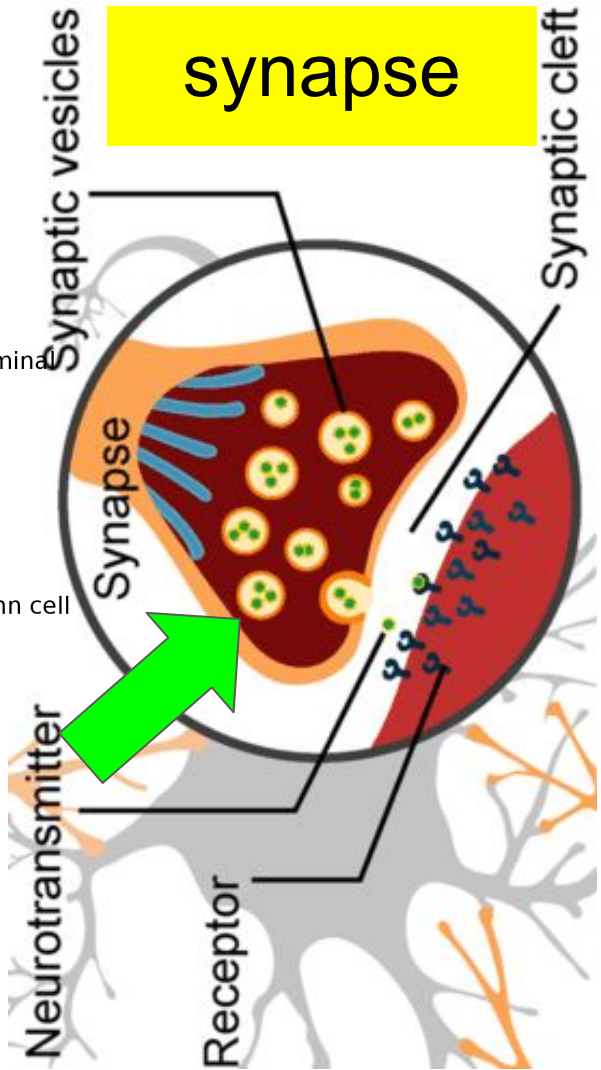
Positive vs. Negative Feedback
"Keep going" vs. "Stop"

Neuron 1

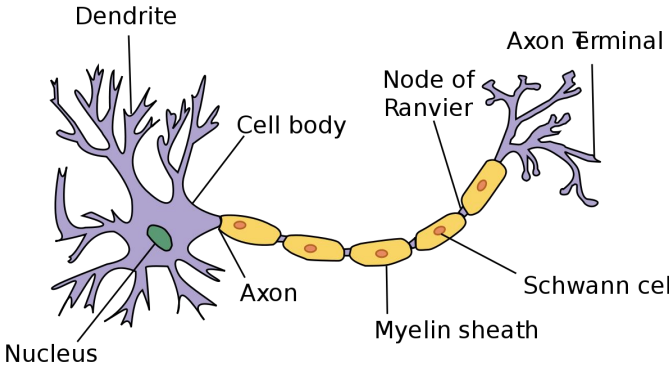


Neurotransmitters:
Excitatory:
Dopamine
Acetylcholine
Glutamate
Norepinephrine
Inhibitory:
Serotonin
GABA

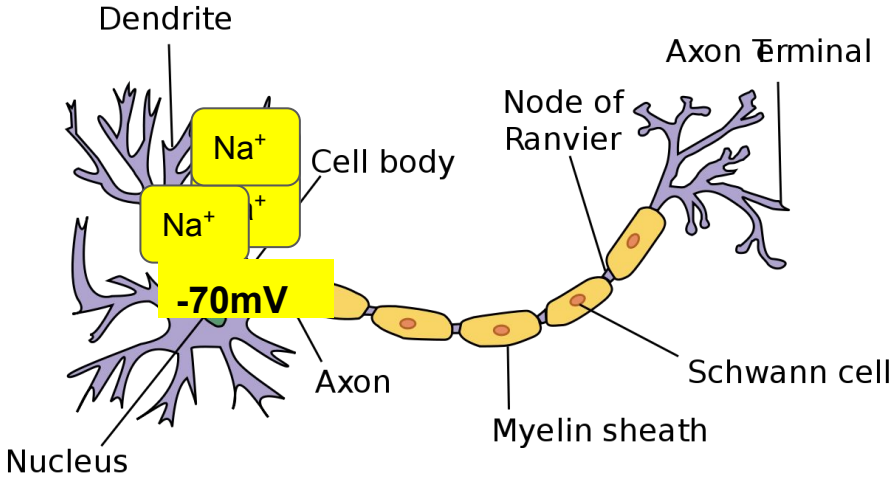
synapse

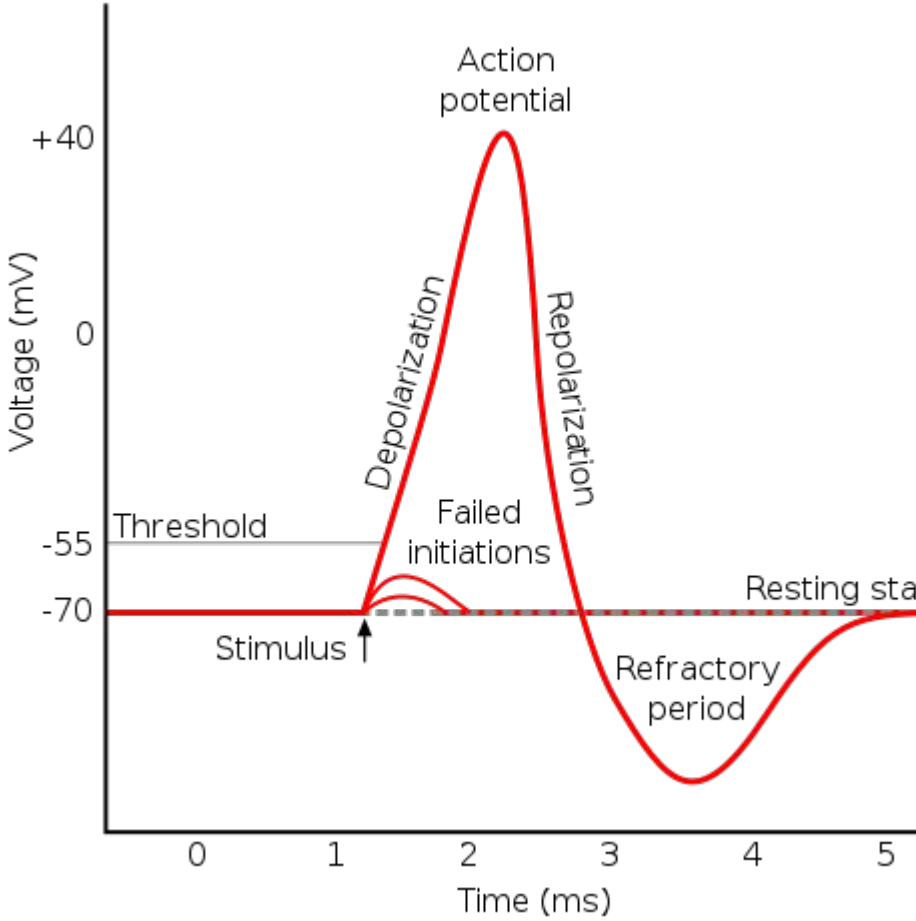


Neuron 2



Action Potentials...how do neurons know when to send signals?





Log into “Project Implicit” as a guest, Disability IAT

Go through the implicit bias test...stop when you get to the page that shows the following...

Debriefing

The sorting test you just took is called the Implicit Association Test (IAT). You categorized good and bad words with images of Disabled Persons and Abled Persons.

During the IAT you just completed:

50 COGNITIVE BIASES TO BE AWARE OF SO YOU CAN BE THE VERY BEST VERSION OF YOU

Memory | Social | Learning | Belief | Money | Politics

Fundamental Attribution Error

We judge others on their behavior, but ourselves on circumstance; but we judge ourselves on the situation

Sally is late for class; she's lazy. You're late to class; it was a bad morning.

Self-Serving Bias

Our failures are situational, but successes are our character.

You see me in work due to hard work rather than help or luck. If you see me fail, it is because I just haven't gotten enough sleep.

In-Group Favoritism

We favor people who are in our in-group as opposed to an out-group.

Francis is in your church, so you like Francis more than Dolly.

Bandwagon Effect

More, bets, and trends grow as more people weigh them.

Sally believes Angel survived Kelp Van Dekkhin. Franco does, too.

Groupthink

Due to a desire for conformity and harmony in the group, we make irrational decisions in attempts to minimize conflict.

Sally wants to go get ice cream. Franco wants to stay in and play Twister. Instead of getting 3 votes with pictures of ice cream on them.

Halo Effect

If you see a person as having a positive trait, a positive impression will spill over into their other traits. (This also works for bad traits.)

"Taylor could invent ice cream, she's so cute!"

Moral Luck

Better moral standing is attributed to those with better outcome, worse moral standing happens due to a negative outcome.

"A culture says it was because they were morally superior to the losers."

False Consensus

We believe more people agree with us than actually the case.

"Everybody thinks that!"

Curse of Knowledge

Once we know something, we assume everyone else knows it, too.

Alice is a teacher and struggles to understand the perspective of her new students.

Spotlight Effect

We overestimate how much people notice and remember our behavior and appearance.

Sally is worried everyone is looking at the ice cream she ate down. It what is.

Availability Heuristic

We rely on immediate examples that come to mind when making judgments.

When trying to decide on a place to eat, you choose the one you most recently saw an ad for.

Defensive Attribution

As a witness who secretly fears being vulnerable in a serious mishap, we will blame the victim more severely even if we relate to the victim.

Sally sat too long at a green light because she was playing Candy Crush and didn't hear the rear-ended. Greg, who is always careful, sees Sally get hurt and is pitted at the accident when unwanted asks her.

Just-World Hypothesis

We tend to believe the world is just; therefore, we assume acts of injustice are deserved.

"Sally's parrot was stolen because she was mean to Francis about their T-shirt and had bad karma."

Naive Realism

We believe that we observe objectively reality and that other people who disagree are irrational, uninformed, or biased.

"I see the world as it really is – other people are dumb."

Naive Cynicism

We believe that we observe objective reality and that other people's perceptions and opponents bias their less objectively than our more informed observations.

"The only reason this person is doing something nice is to get something out of me."

Forer Effect (aka Barnum Effect)

We readily attribute our personalities to general statements, even if they can apply to a wide range of people.

"This horoscope is so accurate!"

Dunning-Kruger Effect

The less you know, the more confident you are. The more you know, the less confident you are.

Francis constantly assures the group that there's no lady more qualified to do the work in the story industry.

Anchoring

We rely heavily on the first piece of information we're introduced when making decisions.

"That's 30% off? It must be a great deal."

Automation Bias

We rely on automated decision-making systems too much in the automated's correction of actually correct decisions.

"Your phone auto-corrects "do" to "it's," so you assume it's right.

Google Effect (aka Digital Amnesia)

We tend to forget information that we can find online with a quick search.

"What was the name of that actor in that teeny movie? I've looked it up like eight times."

Reactance

We do the opposite of what we're told, especially when we perceive that threatens personal freedoms.

One of Alice's students refuses to do his homework, even though both she and his parents have asked him to.

Confirmation Bias

We tend to find and remember information that confirms our perceptions.

You can confirm a conspiracy theory because you can find online articles that support the theory.

Backfire Effect

Disproving evidence somebody has for something ends up confirming our beliefs.

The evidence that disproves your conspiracy theory was probably planted by the government.

Third-Person Effect

We believe that others are more affected by mass media than ourselves, even when ourselves are.

"You're clearly been brainwashed by the media."

Belief Bias

We judge an argument's strength not by how strongly it supports the conclusion but whether we believe the conclusion to be true inside.

Sally mentions her supporting theory about your conspiracy theory, and you dismiss it wholeheartedly despite the fact that she has very little evidence to back it.

Availability Cascade

Tied to our mood for social, a belief or idea becomes more plausible through public repetition.

Alice keeps hearing about how spreading dry candy overboard and to many people no longer eat candy overboard, leading to Halloween in America.

Denialism

We tend to romanticize the past and view it more positively, negatively, believing that society/institutions are by and large getting worse.

"In my day, kids had more respect."

Status Quo Bias

We tend to prefer things to stay relatively the same, where the baseline are considered to be a loss.

Even though an ego's terms of service made Sally's account unusable, she still used to another app.

Bunk Cost Fallacy (aka Escalation of Commitment)

We tend to continue things that have used a lot of resources than altering our investments, even if it's irrational to continue.

"It's for a penny, in for a pound!"

Gambler's Fallacy

We think future possibilities are affected by past events.

Alice has had over coin tosses in a row, so she's sure to win the next toss!

Zero-Risk Bias

We prefer to reduce small risks to zero, even if we can more significantly reduce another option.

"You should probably buy the warranty."

Framing Effect

We often draw different conclusions from the same information depending on how it's framed.

Alice hears that her favorite politician has a 49% chance of 40% approval rating. Sally hears that the candidate is likely to lose re-election with a 60% rating. They have wildly different interpretations of the same statistic.

Stereotyping

We adopt generalized beliefs that members of a group will have certain characteristics, despite not having information about the individual.

"That guy with the fancy mustache is a hipster. He probably has a vinyl collection."

Outgroup Homogeneity Bias

We perceive to group members as homogeneous and individuals people as more diverse.

Alice is not a gamer, but she believes "all gamers are the same."

Authority Bias

We trust and are more often influenced by the opinions of authority figures.

"My teacher told me this was fine."

Placebo Effect

If we believe a treatment will work, it often does (or a small physiological effect).

Alice was given a placebo for her pain, and her pain decreased.

Sunnyship Bias

We tend to focus on those things that convey that future and overlook more bad future.

Greg overestimates that his business is going to be great because he has a better strategy. (But I'd rather bated company that has the same strategy.)

Techyarchia

Our perceptions of time shift dependently on trauma, drug use, and physical exertion.

"When the car almost hit you time slowed down."

Law of Triviality (aka "Bike-Shedding")

We give disproportionate weight to trivial issues, often while overlooking more complex issues.

Rather than figuring out how to help the homeless, a local city government spends a lot of time debating what color their park and bike sheds.

Zeigarnic Effect

We remember incomplete tasks more than completed tasks.

Greg feels guilty for never getting anything done, until he writes down a task that he's checked off on his to-do list.

IKEA Effect

We place a higher value on things we partially created ourselves.

"Cool if you love this pail I spent $25 on? I painted it myself!"

Ben Franklin Effect

We like people more, we are more likely to do another favor for them than we would if we done a favor for them than if we had received a favor from that person.

Greg loaned Francis a pen. When Francis asked to borrow $1, Greg said maybe.

Suggestibility Bias

We, especially children, sometimes mistake ideas suggested to us as memories for memories.

"So did you but off the couch before or after your mom hit you?"

Bystander Effect

The more often people are around, the less likely we are to help a victim.

As a crowd of students, no one called 911 when someone got hurt in a fight.

False Memory

We mistake imagination for real memories.

Greg is certain Sally said a really funny joke about pineapples, when that you actually came from Dr Seuss!

Cryptomnesia

We mistake real memories for imaginations.

Greg thinks he visited a different city than he did, and he just read a spooky ghosts.

Clustering Illusion

We find patterns in "random clusters" in random data.

"That cloud looks like your cat, Alice!"

Pessimism Bias

We overestimate the likelihood of bad outcomes.

"Nothing will ever get better."

Optimism Bias

We overestimate are over-optimistic about good outcomes.

"It's going to turn out great!"

Blind Spot Bias

We don't think we have bias, and we see it in others more than ourselves.

"I am not biased!"

* Technically not a cognitive bias but another important form of bias.

TitleMax

P

50 COGNITIVE BIASES TO BE AWARE OF
SO YOU CAN BE THE VERY BEST VERSION OF YOU
Memory
Social
Learning
Belief
Money
Politics

FORT 4 FITNESS
Kids Marathon
SQUAD RUN
CRUSHING IT

Fast thinking example 1: You have 20 seconds to write a caption for the image...Post Hurricane Katrina

Fast thinking example two: You have 20 seconds to write a caption for the image...Post Hurricane Katrina

Actual Captions:

As more and more news is written by AI, how will we reduce bias in news production?

How do we prevent these biases from cloudy our perceptions?

Reflection (think pair share): What did you notice...

- About your captions?
- About the actual captions?
- Would you write your captions any differently now?
- How would a computer know how to write a caption?

Another Fast Thinking Example: Engagement:

Alternative Engagement:

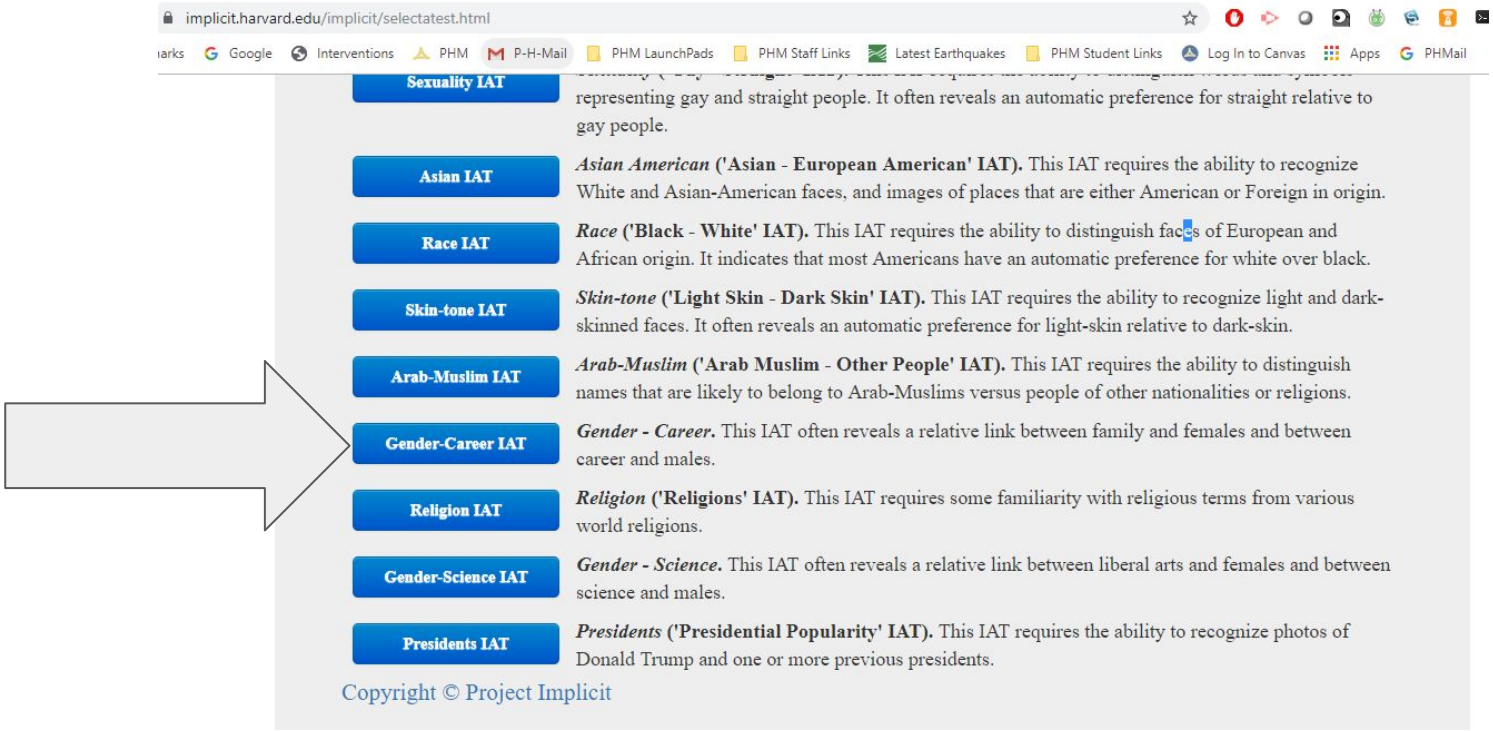
Friend A says, “I’m depressed, I’m taking antidepressants.”

Friend B says, “I’m depressed, I’m going to therapy.”

What is your quick, gut, response? Why do you have that quick response?

Do you have a gender career implicit bias?

One type of fast thinking...https://implicit.harvard.edu Click “Social Attitudes” “I wish to proceed” Complete the questions and implicit bias test?



1. Sorting of fast thinking/biases activity

IKEA Bias

Endowment Bias

Social Desirability Bias

Implicit Bias

Confirmation Bias

In Group Bias

Stereotype Threat

Anchoring effect

Just World Bias

Optimism bias

Fast Thinking Type	Example/s	General Description

Identify this “Fast Thinking” type.

Identify this “fast thinking” type.

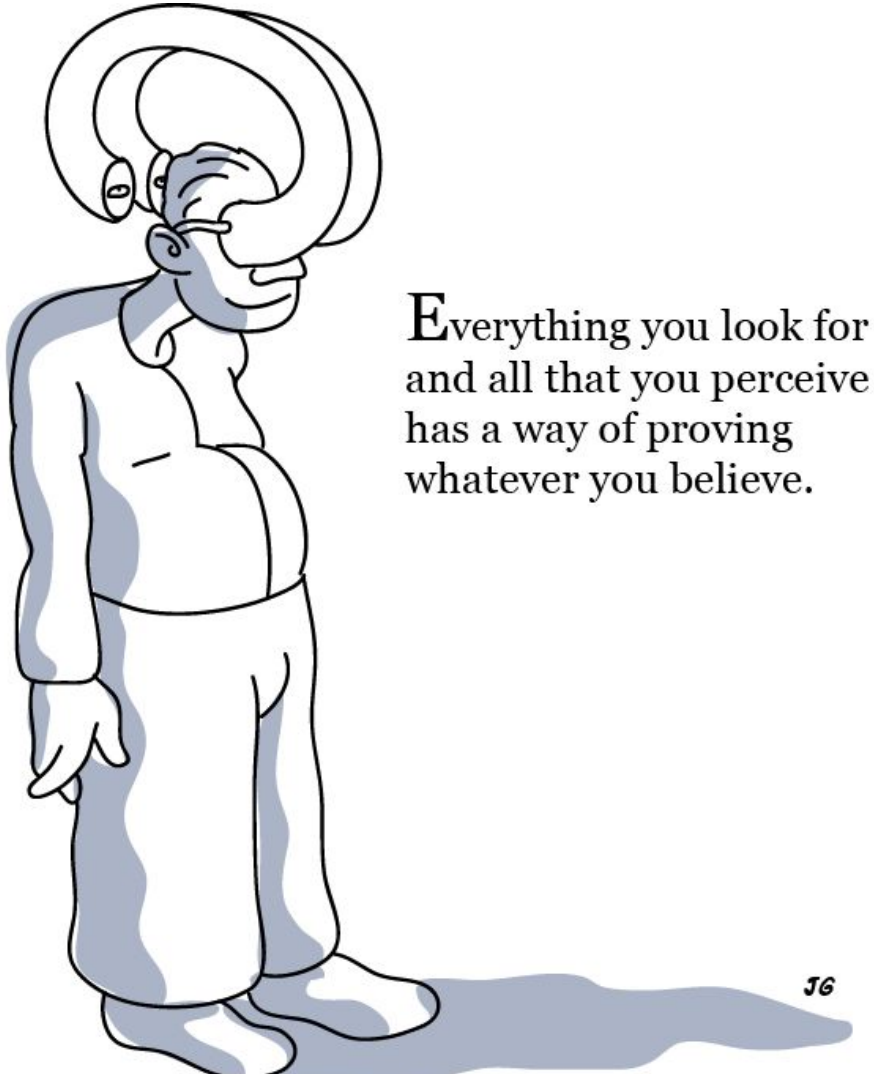
Everything happens for good reason, whether it is a good or a bad thing.

Identify this “Fast Thinking” type.

People answer questions the way people think the question should be answered...not necessarily honestly.

Social Desirability Bias

Identify this
“Fast Thinking” type.



Confirmation Bias

Identify this “Fast Thinking” type.

People tend to think bad stuff will probably not happen to them.

Optimism Bias

Identify this “Fast Thinking” type.

I like the frisbee golf basket I made.

IKEA Effect

Identify this “Fast Thinking” type.

Quick thoughts that are not conscious that have us tend to judge situations and people.

Implicit Bias

Identify this “Fast Thinking” type.

-People tend to like things they have a hand in creating.

IKEA Effect

Identify this “Fast Thinking” type.

-People overvalue their own possessions.

Endowment Effect

Identify this “Fast Thinking” type.

It is hard to outperform your family or group you associate with...there is a fear of failure to be just like everyone else who is similar to you.

Stereotype Threat

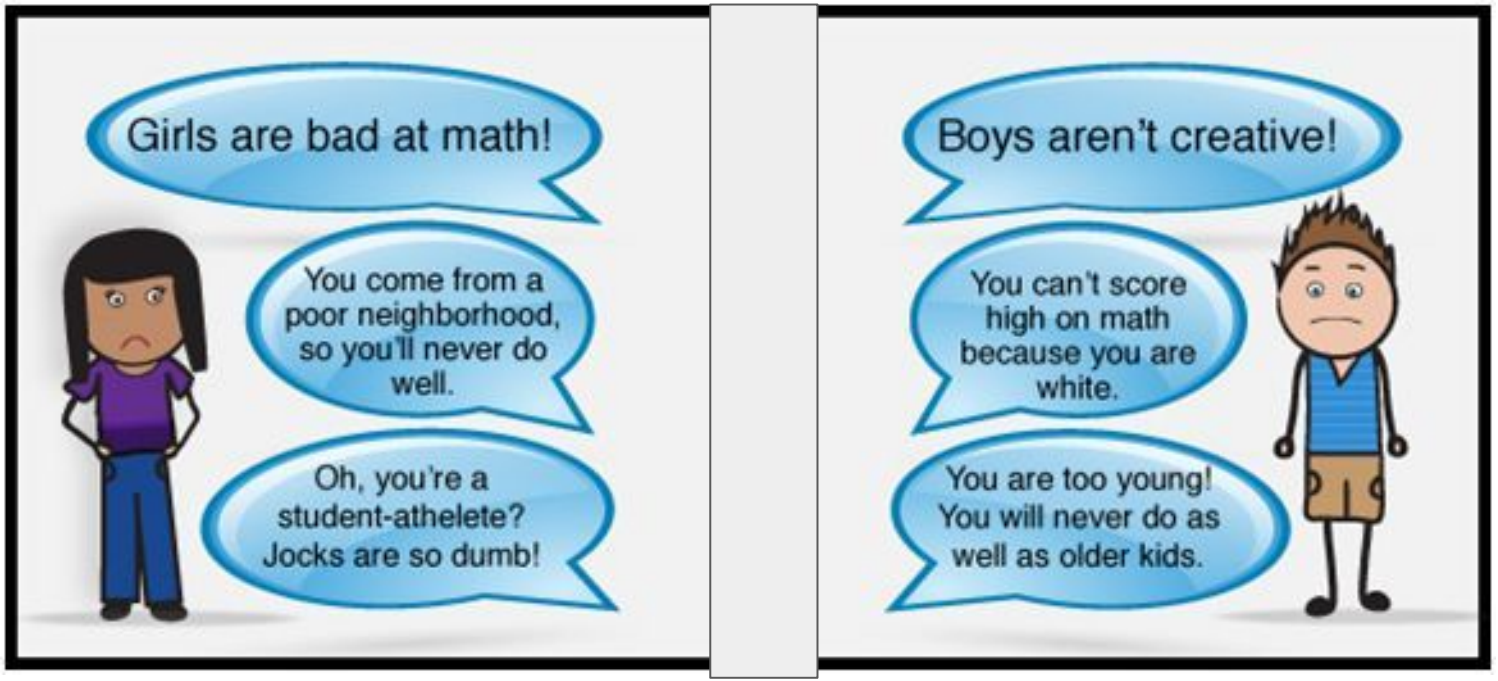
Identify this “Fast Thinking” type.

People tend to like people who look like them

In group bias

to assume that if someone else experienced a great fortune, then they must have done something to deserve it.

Identify this “Fast Thinking” type.



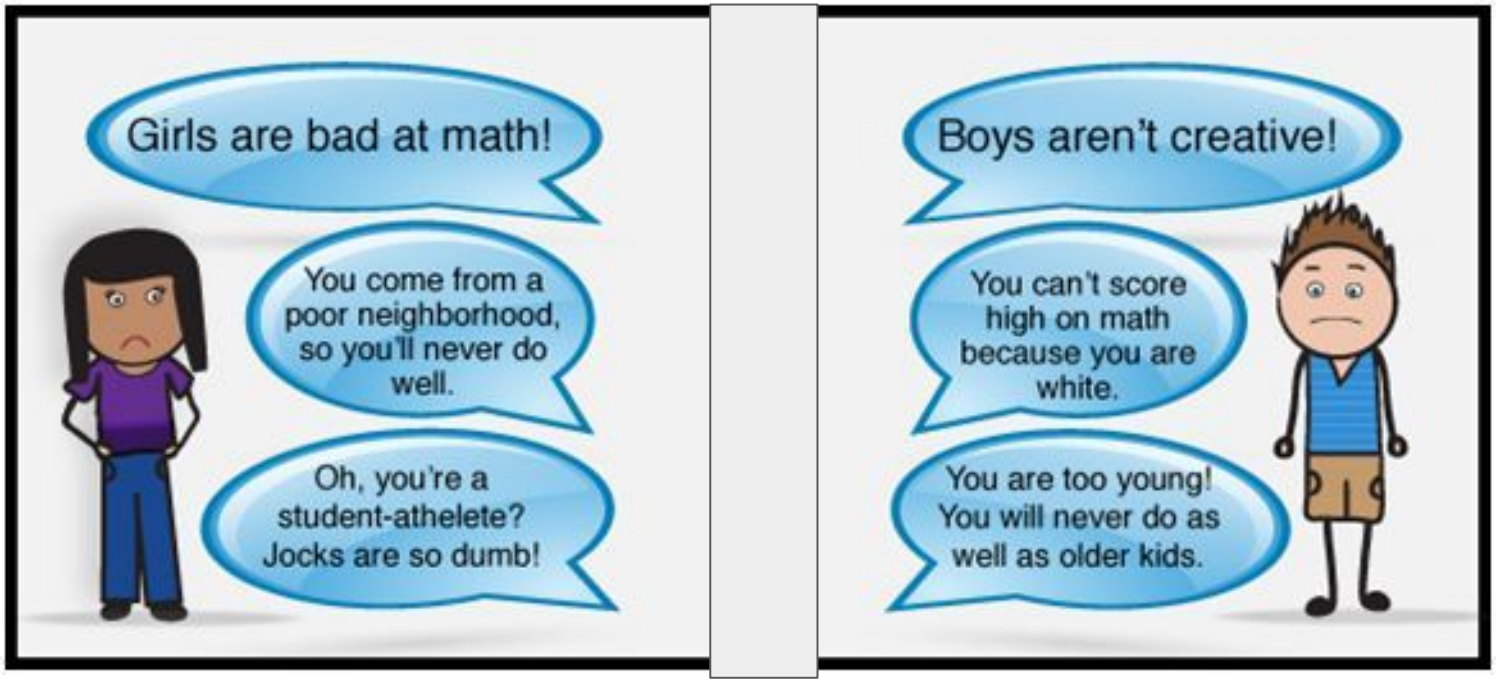
to assume that if someone else experienced a tragic misfortune, then they must have done something to deserve it.

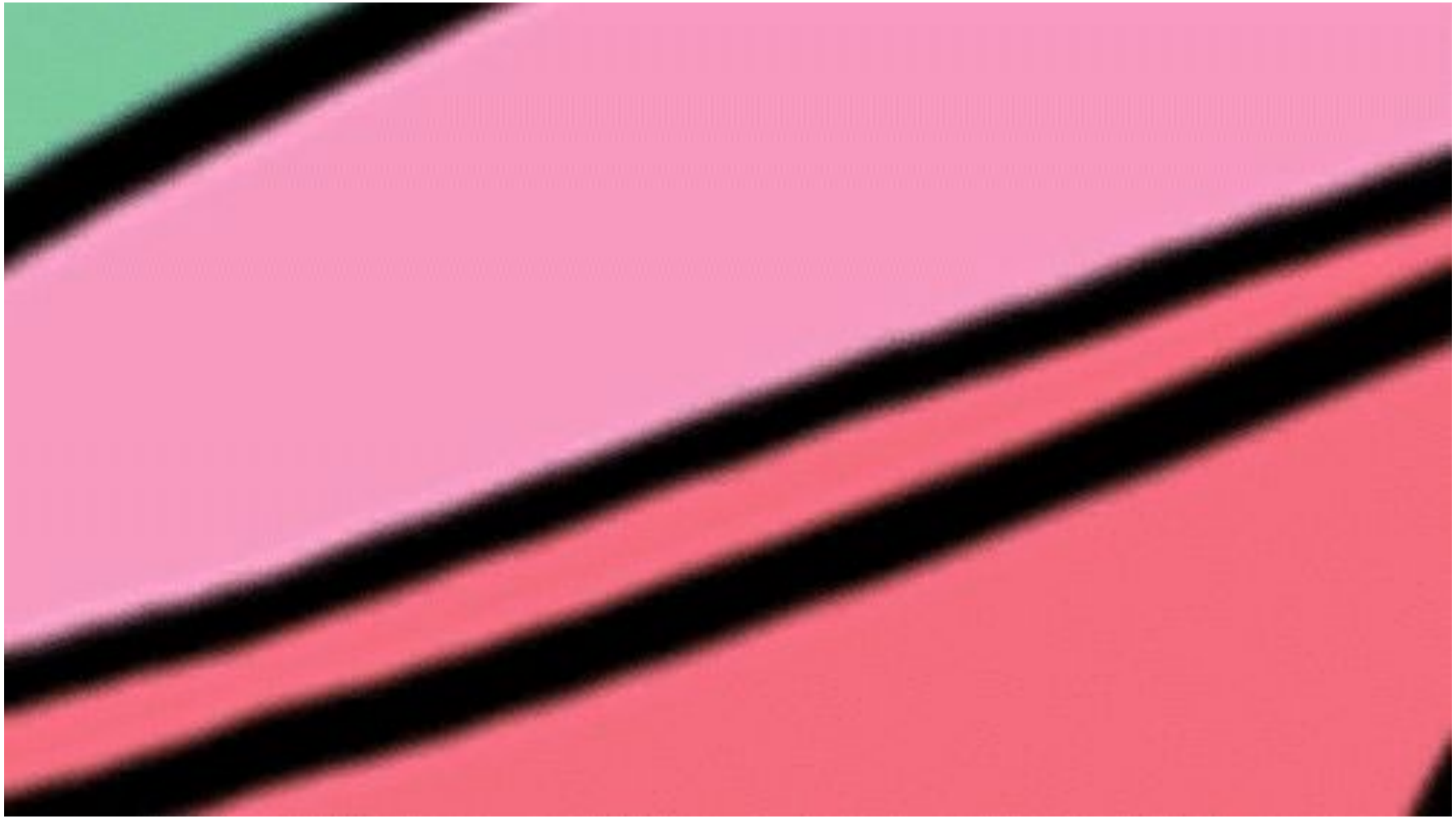
People overvalue their own possessions.

It is hard to outperform your family or group you associate with...there is a fear of failure to be just like everyone else who is similar to you.

People tend to favor/trust people who look like them

g(x)≤f(x)≤h(x)
lim g(x)=L=
Did you read my paper on confirmation bias?
Yes, but it only proved what I already knew.


Girls are bad at math!
You come from a poor neighborhood, so you'll never do well.
Oh, you're a student-athelete? Jocks are so dumb!
Boys aren't creative!
You can't score high on math because you are white.
You are too young! You will never do as well as older kids.



ExplainerGIF Highlights from:

Bias Detection

Explained by Common Craft

commoncraft®

Bias skit...for your bias type...

- Generate a scenario where the bias exists
- Have two people act out the scenario, select a background
- Have third person come in and explain the bias
- Have two people react the situation ...avoiding the bias.

Picture 3

Picture 4

You will have 2 seconds to write a number from 1 to 10

- 1 = doesn’t look really smart
- 10 = looks really smart
- I will show four pictures.
- Write the following…
- My age: ____
- Occupation: _____
- Gender Identification: _____
- Highest education obtained: _____
- Race identification: _____
- On a piece of paper write picture 1, picture2, picture 3, picture 4.

Where is this sugar from?

Sugar Cane:

Corn:

Beets: