

## Summary

### 1.2b Biases in Thinking and Decision Making

Subject	Year	Start date	Duration
Psychology	IB1	Week 1, November	2 weeks 8 hours

#### Course Part

Cognitive Approach: Reliability of Cognitive Processing

#### Description

Humans rely on intuitive thinking and take cognitive shortcuts resulting in a number of well-researched biases.

Relevant examples related to studying factors involved in biased thinking and decision-making include but are not limited to *rational* versus *intuitive* thinking, heuristics, algorithms, anchoring, framing and representativeness, as well as the cognitive biases:

- confirmation bias—the tendency to seek out information to confirm what you already believe
- cognitive dissonance—a so-called motivational bias that focuses on personal motivation for selection and interpretation of information so that your cognitions are consistent with your decisions and/or behaviour
- optimism bias—the tendency to think that nothing bad will ever happen to you
- selective attention—the tendency to focus on a limited number of stimuli when several are occurring at the same time
- illusory correlations—the tendency to incorrectly identify correlations where there are none, as for example in “implicit personality theories”.

Examples of biases include, but are not limited to:

- heuristics
  - anchoring
  - representativeness
  - availability
- cognitive biases
  - confirmation bias
  - optimism bias
  - selective attention
  - illusory correlations.

## Inquiry & Purpose

### ? Inquiry / Higher Order Questions

Type	Inquiry Questions
Content-based	Can human cognition be studied objectively?

## Curriculum

### Aims

Enable the student to recognize that the content and methodologies of the individuals and societies subjects are contestable and that their study requires the toleration of uncertainty

Apply an understanding of the biological, cognitive and sociocultural factors affecting mental processes and behaviour to at least one applied area of study

### Objectives

#### **Application and analysis**

demonstrate application and analysis of the knowledge relevant to areas of applied psychology

### Syllabus Content

#### **Core**

Cognitive approach to understanding behaviour

Reliability of cognitive processes

Biases in thinking and decision-making: Human beings are not always rational thinkers. Instead they rely on intuitive thinking and take cognitive shortcuts resulting in a number of well-researched biases. The tendency to focus on a limited amount of available information, to seek out information that confirms pre-existing beliefs as well as the tendency to avoid the mental stress of holding inconsistent cognitions seem to be common sources of biases in thinking and decision-making.

## ATL Skills

### Approaches to Learning



#### **Social**

- In this unit, we will

give a group assessment task

## Developing IB Learners

### Learner Profile



Inquirers



Communicators