



Psychology

Myths

8/8/2017

Why Why Why are we doing what are we doing.

Three Things

- Must explain clearly and simply
- Must be repeatable (for verification)
- must be able to make prediction

→ Control
C Predict

BP ↑ { Happy Physiological Indicators
 Angry }

Lie Detector → Physiological Indicators

Every behaviour is accompanied by a physiological indication.

Physiologist Physitic

Reflection of those therapy will be seen in our life.

Childish behaviour

Battling Bad Science

19 Aug/2017



Vasudha Kutumbakam

one of the sibling is doing something problematic
There are certain myth our life revolve around
Fear or insecurities are rational or irrational

lot of fear we have are irrational

Don't try this its tough (irrational fear)

If you try to adopt fear

We create and buy perception

A child is fearless

Separation anxiety is anxiety is non-capable

Fears does not allow you to confront
inhibit

In Ramayam (Hanuman ji had the power but
he forgot, others reminded it)

Express your insecurities, if you talk its clear

We approach unknown people

Adopt a scientific approach

Carefree is about I have already dead by
my insecurities

Barnum Effect

Righteous about what you are picking up

In Psychology we collect data objectively.

If you are co

Confront your myth, stereotypes

Human Cognition

Cognitive Science

What are the prequisite of a for making a
good machine?

What are the expectations from a machine?

Analyzing human cognition and asking machine to do the work of multiple human.

While working on an intelligent machine!
Cognition in a nutshell is all about knowing
do we are aware about our whereabouts
cognition is "knowing" what we are doing.

How are human cognition operates upon?

Some time it make a decision for you.

Human mind can perform unlimited task.

Are we aware about what are the things we are aware about.

Meta cognition is knowing what you know.

Mind operates about upon motivation, learning

Can you have mind but not brain.

A person is in coma.

Brain is not dead biologically but psychologically dead.

Mind process and give results.

Different mind perceive differently.

Mind regulates body.

Introspection

Decision Making

Bottom up and Top down approach

Motor operates in Bottom down approach

Hearing is property of brain.

Listening is property of mind.

Mind approach → Top down Approach

Cognition is a top down approach

✓ In normal life impulsive don't do good to us
(bottom up kind of thing)

Whenever impulsive (keep quit)

Mind and Brain require time.

You learn, do you memorize

Requires time

Processing Top down but bottom up required

Hallucinations and Delusion (top down) (not bottom up)

Subjective mind thinks in absence of data

Objective " " " presence .

Listening will be more than hearing

Attempted Not Attempted (Satisfaction)

Mind want to operate in comfort

18/Aug/2017 Hard work is the only way of success

↓
Many uncontrollable factor

Eg Cheating

Try to minimise error factor

Cognitive Process

Output have certain utility.

When we think about the sensory receptor it takes bottom up approach since it requires raw material

Mind works in top down approach.

Mind becomes judgemental

He/she not there still we are thinking about them

Top down to adopt

raw material drawn from 5 senses.

Top down and bottom up happens daily.

Cognition follows Top down approach, but top down approach will not be followed if bottom down approach is not being followed.

Top down can be biased, whatever.

Trust → on later instances we got to know that trusting anyone is not healthy.

Truthworthy person will also go through suspicion.

IQ is fixed

We can only flourish

There are certain things, are biological and certain things depends upon environment.

language is symbol,

IQ enables you to learn a particular thing with a speed.

Cognitive abilities : life style related.

From Procrastination

Cognitive ability requires lot of introspection

We are living in a world of instance.

If you are going through instance approach its just your impulsivity.

Role of life style is very dominant.

Cognitive ability require time.

We perform many task instantly

Not because of IQ but because of strategies you adopt, & giving yourself time for revisiting your plans.

You have to give yourself time.
You have to make a balance.

How to on
Personal / Social / Academics

monitor yourself 24 hr

See the time you are giving to each personal
social / Academics.

Start thinking where your time is going
IQ is fixed

when we think of cognitive development.
it has stages

4 Stages

Sensorimotor

0 yr - 1 old

Preoperational

2-7 yr

Concrete Operational

7-11 yr

Formal Operational

Adolescence, adulthood.
(reaches saturation)

Small child

touch and taste are the

2 yr

only senses

Motor responses : hand leg activity.

Object Permanence:

Small child think that if he closes his eyes no
can see him.

Child is egocentric.

There mind has not reached a level where he
can think from others perspective.

Symbolic Thinking, Imagination

If we try to imagine about the nature of books when we started learning versus book we use now starting books full of images Education system has taken into account about the cognitive development. Introduction of a particular concept have to be in time. Child can learn before they have crossed the cognitive stage.

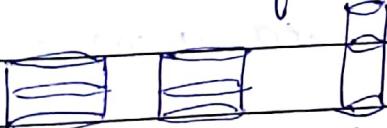
Object Permanence: Object covered exists

a child can't think

ex. to child if something is not visible its not there.

Law of conservation: What looks bigger its bigger.

We are victim of this concept even now.



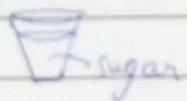
Cognition means knowing.
Schema

Certain Schema Structure store certain type of info so as to make our life smooth

Any irrational fear exists because there is no interaction
Being interactive is also a kind of

Scheme of a class vs schema of a host
rare things for Schema

Assimilation
Accommodation



Not mixed, dissolved & well suited
to the structure already made.

When mixing not possible, we go through
a challenge of new Schema.

We want to assimilate only.

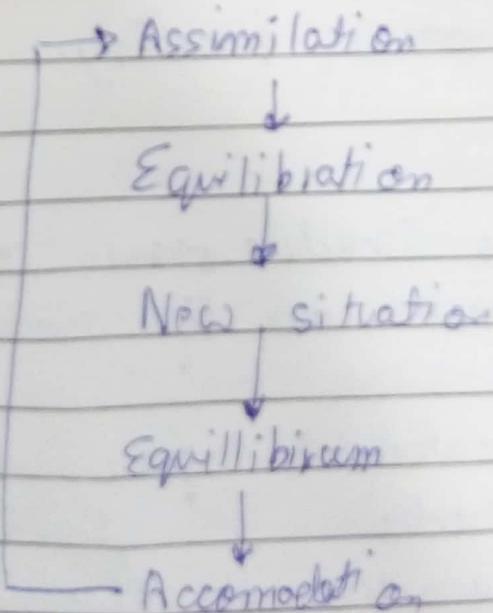
We until are not able to form a new
schema.

Adapting and Changing Schema.

In fest accommodate (Temporary)
with fresher assimilate.

Schema gives you equilibrium

Once a problem is solved → new schema made





Those who try to assimilate are very rigid.
Flexible people work with accommodation.

Computer Analogy

Every man — like all other men
like some other men
like no other men.

Mind is monkey : We have time
Everybody has a monkey, rational decision maker
(a timid personality) we are wise but we
Seldom show our weakness. & Most Monster
Is always there (panic master)

Cognitive ability in good way will take
you to a another level.

24/Aug/2017

2 person

comes late for last 2 days

Fig and Background judgement for both 6 person is earliest

Create a context which you feel is acceptable

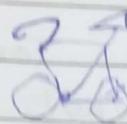
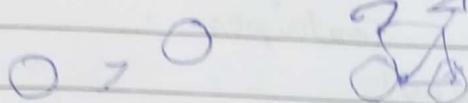
Content is like water

Context is container

Change context shape of water (context)

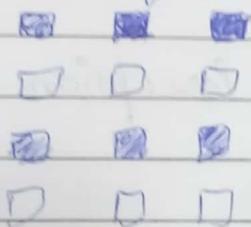
Sum of the whole is greater than its parts

Gestalt Theory



Things which are together are perceived together

Law of Similarity



Unilever.

Similarity → Attachment

Complementary → Leader Follower

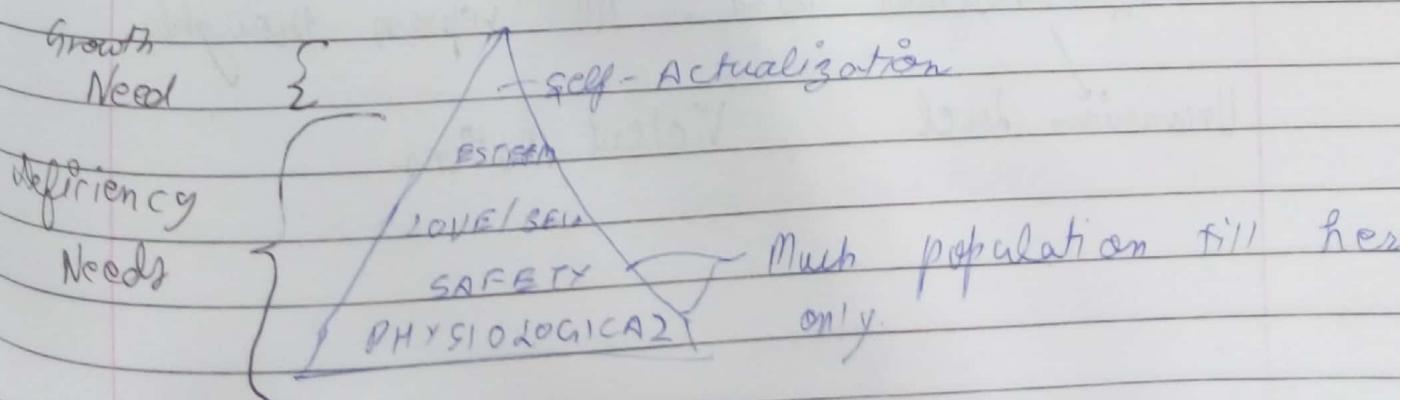
Organization work in team and not group-outsourcing:

law of common fate

Design of logo should correspond justify the m
law of closure.

A, B, D, H

When do we feel motivated?





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Content container
Proximity Similarity
Information knowing a different

Binocular Cues

Monocular Cues

Cognitive Process

Perception one of the cognitive process -

Motivation

→
Maslow's Hierarchy of Needs
through Needs

Humanistic & Psychoanalytic
Perspective

We have lot of time to figure out my need except
the biological needs.

Need can be fear also.

Self Actualisation

What a man can be, ~~so~~ he must be. This need

Subconscious Mind : All represent thoughts

Unconscious Level

Violent Motives

30/Aug/2017

Structure of Personality

Immediate v/s delayed Gratification

- holding yourself for better future

- ID

Pleasure Principle → Immediate Gratification

- EGO

Reality Principle

As we grow up we develop EGO and SUPEREGO

Values are coming from superego

We do not want to get controlled
want to be free

ID don't want controlled item

Do you feel anxious?

Anxieties are clashes b/w two type of personality
clash b/w ID & SUPEREGO.

Anxiety and Defense Mechanism
situation

ID → Ego → Action
↓
Superego

~~Q~~ ~~QUESTION~~

out of anxiety or two are natural anxiety
this is created anxiety

Precipitation etc., anxiety

Time mismanagement

We do what pleases us and that enjoyment
comes with a cost.

Neurotic anxiety

Moral

"

Precipitation

Displacement

Overestimating our ability
and Underestimating the task

Learning

What do you think, If learning is continuous?
Learning do not happen continuously, it happens in
error trial.

Learning gives kind of change in the behaviour.
Learning should be upgraded / changed

There is a scope of unlearning and relearning.

What is Learning and what isn't?

In doping is not permanent learning
Drug used in sports.

A relatively permanent change in the behaviour

Classical Conditioning

Unconditional Stimuli

Unconditional Response

Conditioned Stimuli

Conditioned Response

Cyber Zombies

Dead computers used by
alive computers

whistle

8/Sept/2017

Major Conditioning Processes

Reinforcing

Punishing

Reinforcement / Punishment

Not always good.

If reinforced good but if removed
participation ↓

+ve Reinforcement

-ve

+ve Punishment

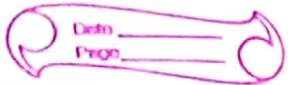
-ve

"

"

I am working hard because I don't want
my boss to scream

Attendance is -ve reinforcement



+ve punishment

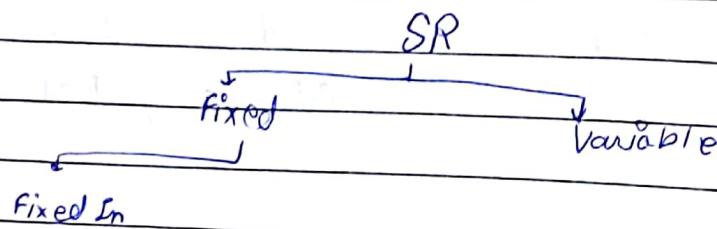
Added in you

Eg you have a fine
of 10 000

-ve punishment

Something will be
taken which you
like.

Punishment delayed → Reinforcement



Precognition :- We overestimate our
ability

12/Sept/2017 Memory.

Retaining

Reproducing

Memory & : Post traumatic person disorder.
Emotions.

Eye witness testimony

Sensory memory

Store it in an organization

Left Hemisphere → Logics

Millett's Magic Number

Recall

Recognition

14/Sept/2017

Can there be a cultural norm to describe emotions?

Alexithymia ← Stress Hormone

Are there discrete emotions?

Can there be gender norms to display emotions?
Public display of emotions? Yes

Mood

I don't feel like doing anything
mood leaves us in a thinking mode and
you don't know what you are thinking.

Mood makes us inactive

Mood v/s Emotions

Emotions come with a reason

Model: ~~too~~ difficult to know the reason. It is
more free flowing. It may last hours, days,
weeks and months

In Stress

1 Nine Phine

Grp1

Grp2



Mood: Reason not found if found it is futile. So if you are giving feed back to your mind (like I will not talk)

Mood lies in the hand of the people.

Giving a certain kind of feedback to your mind.

Be neutral. Need to practice certain kind of feedback to our mind.

For everything we have to create created a certain interpretation. At least I reached to final round. These reasoning's are created by you - mood is a kind of deep pit.

Is hygiene required.

If we maintain an emotional hygiene.

Imp equally as dental etc hygiene

Every emotion is with a reason

For mood : Find out the reason. Moment you try to know the reason you can overcome it. But most of the times we don't want to accept the reason.

Maintaining a Psychological health.

We spend more time in maintaining physical health than mental health.

Just ↑ shake it off its all in your head
mood

LONELINESS creates a deep psychological wound.

It is purely subjective

It is whether you feel disconnected though you are around the people.

LONELINESS kills you.

Pay attention to emotional pain.

Are you aware how your mind reacts with failure.

It is very natural to feel helplessness after failure.

Mind and feeling are not trustworthy friends, they are moody friends.

Rejection is extremely painful

When you are in emotional pain you have to treat yourself.

By changing your attitude toward failure.

By battling your negative thoughts.

Doctors are there for physical wounds.

Treat yourself as your best friend.

Can you treat yourself?

* Emotional hygiene should be maintained

Enhancing quality of life is in your hand.

Social Cognition

knowing.

19/Sept/2017 What happens when you make a impulsive reaction?

How often you get angry?

We have control on ourselves. It needs practice.

What interests you? What fits us?

Through cognition

We try to characterise a person by its social media portrait. We try to know a person's attribute. World is full of interpretation.

Why is recommendation letter?

So that the person recruiting could figure out about the person. In newspaper we come across so many events. How much do we get impacted by these? 2-3 S-G. But the same thing happened with your family member.



We live in a world where it is full of
inferences

3 C Vs
with ↑ typo typo No typo

What is prototype?

Human life is not errorfree. You have to debug
yourself. You need to think about the prototype
before designing it. Best example of a
category is called prototype. Most of the time
updated version is found in the market. They
have prototype. Iphone and Samsung. here
two prototype is & are being compared. If
you don't have a prototype you can not
compare. Heuristics are the sources of
biases.

Stereotype of caste, who is who. We have
developed certain types of heuristics. In life
we try to play multiple role. Every role has
certain types of behaviour. Could you expect a
police talking politely or an advocate giving
free services. When we think of the role
there are certain type of behaviour associated
with it. Role tries to tell what you are
and what behaviour you are suppose
to behave. The person who do not fit in
a role. We say person is useless. We have
certain schemas about events. For every event
it is already scripted.

A scenario has been given. You are holding a position in manufacturing in company and you are being asked to sign a paper which allows for garbage dumping in the nearby River.

Mid-Sem

It will be more analytical in nature if psychology a science?

Compare A, B & C.

Find a common denominator and compare give an example.

Time Management

Define classical conditioning.

Have to look for a message, lesson

Imperfection | Application

- There may be a statement, do you agree or disagree Give your Rationale.
- Compare, contrast, analyse, differentiate
Immediate or Yes and No are wrong.

Ted Talks

Can ask critical analysis of the Ted talk.

Take home message of the Ted talk-

Before attempting a Q do one thing

• generate few kind of keywords around which you need to answer the Q.

Critical Review

'Figure' without description is useless.

**Write from third person perspective. **