



# Mind Busters: Test Your Mind

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**Welcome!**

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# Exercise: System 1 vs Sytem 2



## What was going on?

System 1:

Automatic

Fast

error-prone

System 2:

Slow

Effortful

conscious

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**Quiz time!**

**I'll ask you 4 questions and you'll  
answer based on gut feeling**



## Question 1

A new disease is about to reach Australian shores and it is estimated 600 people will die. There are two options for medical treatment; you have been called upon to make the choice.

**A) Program A: 200 people will be saved**

**B) Program B: one third probability that 600 people will be saved, and a two thirds probability that no-one will be saved.**



## Question 2

You're feeling unwell and go see a doctor. The doctor runs an accurate test (99% accurate for both positive and negatives) for a rare disease (1/11,000). What is the closest probability that you have the disease if the result is positive?

**A: 9%**

**B: 99%**

**C: 0.9%**

**D: 0.09%**



## Question 3

"Linda is a thirty-one year old woman, single, outspoken, and very bright. She majored in philosophy. As a student, she was deeply concerned with issues of discrimination and social justice, and also participated in anti-nuclear demonstrations." Which is more likely?

**A) Linda is a bank teller**

**B) Linda is a feminist bank teller**





## Question 4

A second disease is about to reach Australian shores and it is again estimated 600 people will die. There are two options for medical treatment; you have been called upon to make the choice.

**A) If program Y is adopted, there is a one third probability nobody will die and a two-thirds probability that 600 people will die.**

**B) If program X is adopted 400 people will die**



# Answers!

Question 1 and Question 4 were the same!

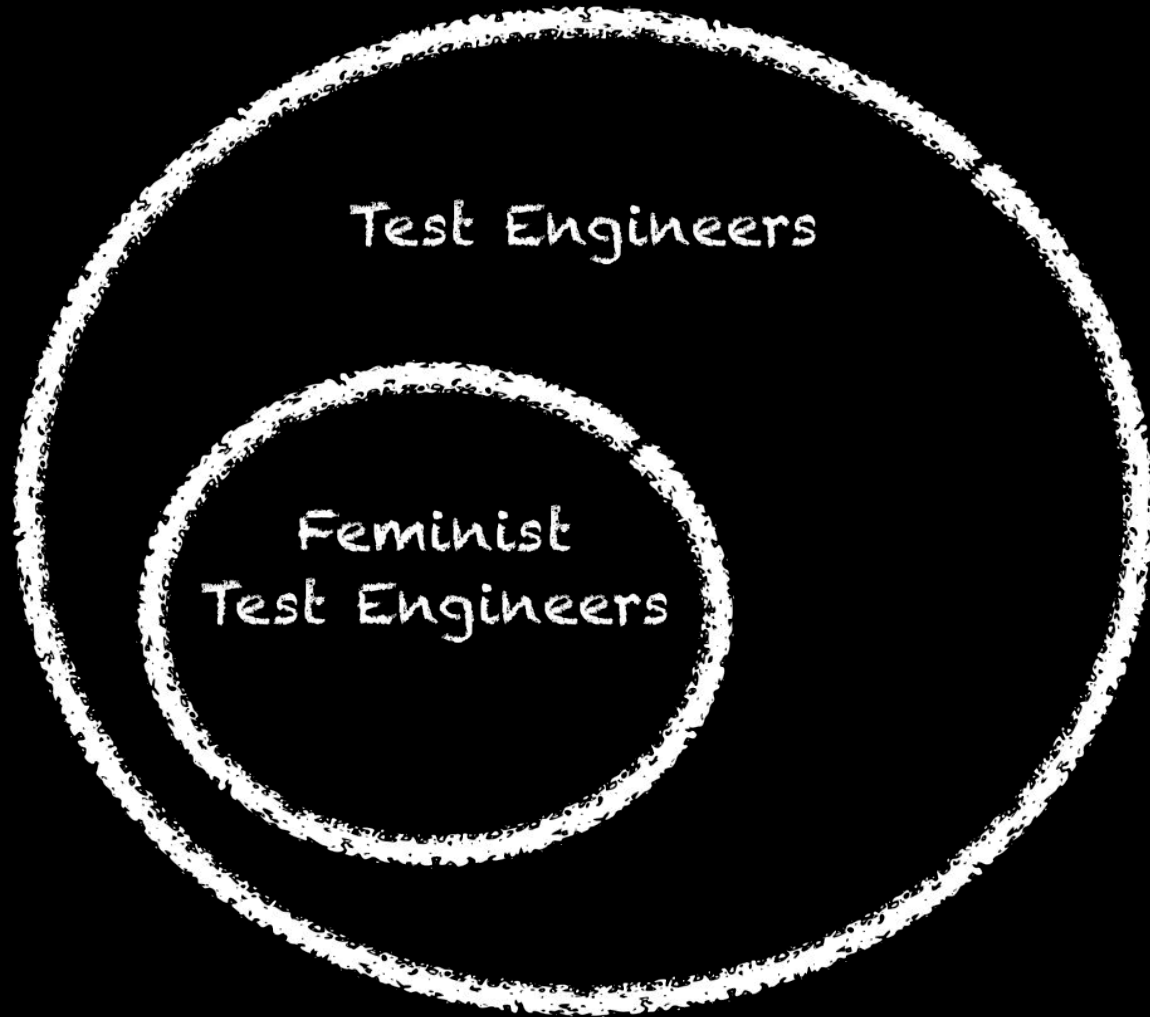
Expected outcome 200 people will die or 400 people will live is the same. But when framed as 400 people will die, people are more likely to take the gamble.

**This bias is called: the Framing Effect**

Test Positive	0,99	109,99
Test Negative	0,01	10889,01
	Disease	No Disease

$$\begin{aligned} & 0,99 / \\ & (0,99 + 109,99) \\ & = 0,89\% \end{aligned}$$

The linda problem





# You're Biased

175+ biases, 4 main categories:

- Not enough meaning
- Too much information
- What to remember
- Need to act fast

**What Should We Remember?**

- We reduce events and lists to their key elements
- We discard specifics to form generalities
- We edit and reinforce some memories after the fact
- We favor simple-looking options and complete information over complex, ambiguous options
- To avoid mistakes, we're motivated to preserve our autonomy and status in a group, and to avoid irreversible decisions
- To get things done, we tend to complete things we've invested time & energy in
- To stay focused, we favor the immediate, relatable thing in front of us

**Need To Act Fast**

- To act, we must be confident we can make an impact and feel what we do is important

**Too Much Information**

- We notice when something has changed
- We are drawn to details that confirm our own existing beliefs
- We notice flaws in others more easily than flaws in ourselves
- We find stories and patterns even in sparse data
- We fill in characteristics from stereotypes, generalities, and prior histories
- We imagine things and people we're familiar with or fond of as better
- We simplify probabilities and numbers make them easier to think about
- We think we know what other people are thinking
- We project our current mindset and assumptions onto the past and future

**Not Enough Meaning**

The diagram illustrates a wide range of cognitive biases and heuristics, including:

- Top of the iceberg phenomenon**: Availability effect, Naïveté bias, Length of presentation, Subjective probability, Salience effect, Source effect, Primacy effect, Recency effect, Peak-end effect, Endowment effect, Loss aversion, Escalation of commitment, Irrational escalation, Sunk cost fallacy.
- Memory-related biases**

BBC





## **Some biases:**

Confirmation Bias / Cognitive Dissonance

Inattentional Blindness

Illusion of Control

Sunk Cost Fallacy

Automation Bias





## Link to Testing / Software Development

Existing beliefs about the product / developers (Confirmation bias)

Making false assumptions about requirements (Assumption fallacy, shallow understanding)

Missing 'obvious issues' because of focusing on something very specific (Inattentional blindness)

Requiring estimates on tasks that cannot be estimated (Illusion of control)



# Stereotyping in software development

Testers vs Developers

How are testers stereotyping  
developers

How are developers  
stereotyping testers

What can we do differently?

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## Exercise: Your Story

[github.com/Maaikess/cognitive  
biasesresources](https://github.com/Maaikess/cognitive-biasesresources)

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**And now, for something  
completely different**





# Meditation, really?!!

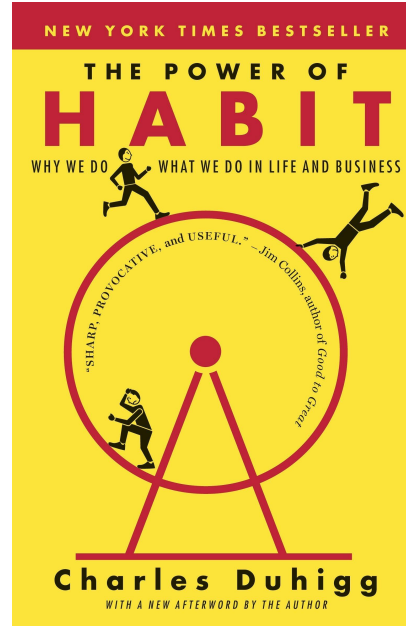
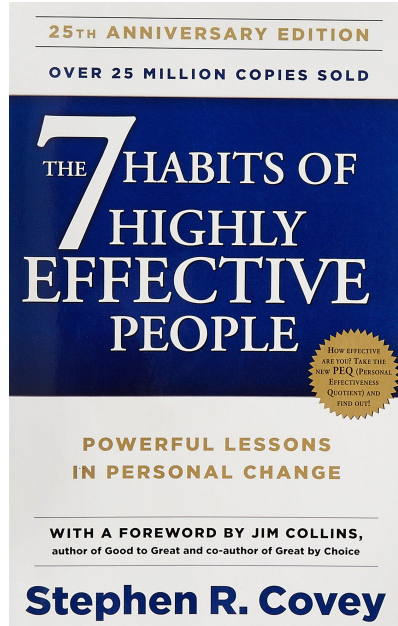
Mindfulness comes in many forms

Not to be more zen, but to **focus** your attention in the now and back to your body

No need to become a monk, 1 minute can already help

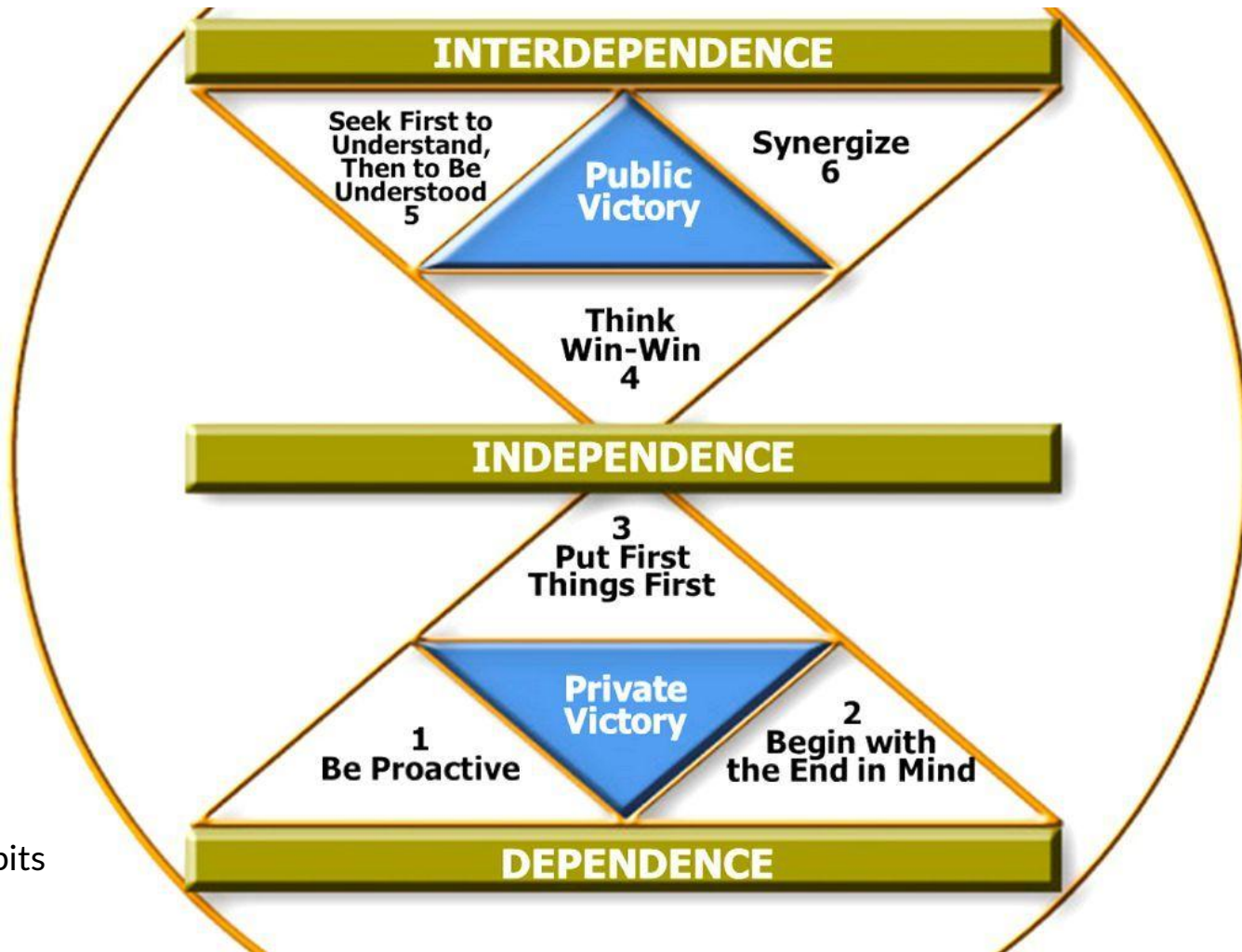
Alternatives: pomodoro technique, take a walk, (heavy) exercise, avoid your mobile phone during every idle moment

# It's about habits









Source: 7 habits  
model

<b>Important</b>	<b>Urgent</b>	<b>Not Urgent</b>
	<b>I</b>  (MANAGE) <ul style="list-style-type: none"> <li>• Crisis</li> <li>• Medical emergencies</li> <li>• Pressing problems</li> <li>• Deadline-driven projects</li> <li>• Last-minute preparations for scheduled activities</li> </ul>	<b>II</b>  (FOCUS) <ul style="list-style-type: none"> <li>• Preparation/planning</li> <li>• Prevention</li> <li>• Values clarification</li> <li>• Exercise</li> <li>• Relationship-building</li> <li>• True recreation/relaxation</li> </ul>
	<b>Quadrant of Necessity</b>	<b>Quadrant of Quality &amp; Personal Leadership</b>
<b>Not Important</b>	<b>III</b>  (AVOID) <ul style="list-style-type: none"> <li>• Interruptions, some calls</li> <li>• Some mail &amp; reports</li> <li>• Some meetings</li> <li>• Many “pressing” matters</li> <li>• Many popular activities</li> </ul>	<b>IV</b>  (AVOID) <ul style="list-style-type: none"> <li>• Trivia, busywork</li> <li>• Junk mail</li> <li>• Some phone messages/email</li> <li>• Time wasters</li> <li>• Escape activities</li> <li>• Viewing mindless TV shows</li> </ul>
	<b>Quadrant of Deception</b>	<b>Quadrant of Waste</b>



## 7 Habits Exercise

With your group, draw the quadrants of Habit 3.

Think of typical (test) activities and put them in the correct quadrant.

## Quadrant 1: Urgent/Important

Deadlines for a project

Rushed testing

Fixing problems in production

## Quadrant 2: Not urgent/important

Optimising test automation

Evaluating your testing

Learning new skills

Creating good test data

Doing testing as you planned (not rushed)

Deep testing / Exploratory Testing

Creating valuable automated tests

## Quadrant 3: Urgent/not important

Some requests from colleagues

Some Mails

Some meetings

Creating a test rapport for test manager on short notice

Interruptions (about testing)

## Quadrant 4: Not urgent/not important

Arguing about testing

Code coverage

Counting test cases

Writing out a detailed test case

Following a test process to the T



# Individual Exercise: Habit 1 “Be Proactive”

Identify growth areas for you to be more proactive

Think about your role at work

Remember the example from the YouTube clip?



## Given that...

You're biased...

Habits play a big role in your behaviour...

Your mind can't handle constant distraction...

Shifting focus costs energy....

# .....How do you learn?

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# Learning Techniques



**DBSIOBFQLSDI**





# CHUNKING

DBSIOBFQLSDI

FBISQLIOSBDD



## CHUNKING

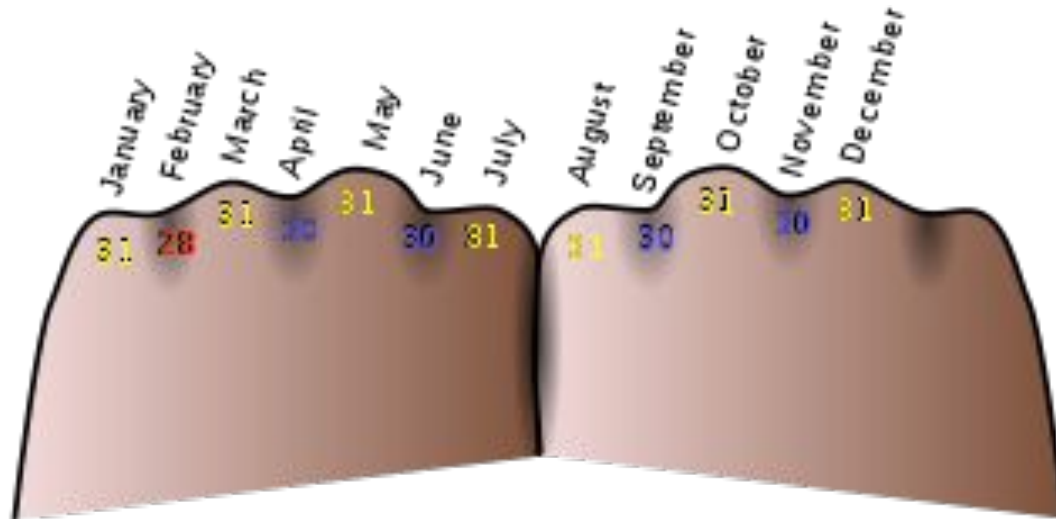
DBSIOBFQLSDI

FBISQLIOSBDD

**FBI SQL IOS BDD**

# Mnemonics

aids information retention or retrieval



# FOCUSED vs DIFFUSED LEARNING

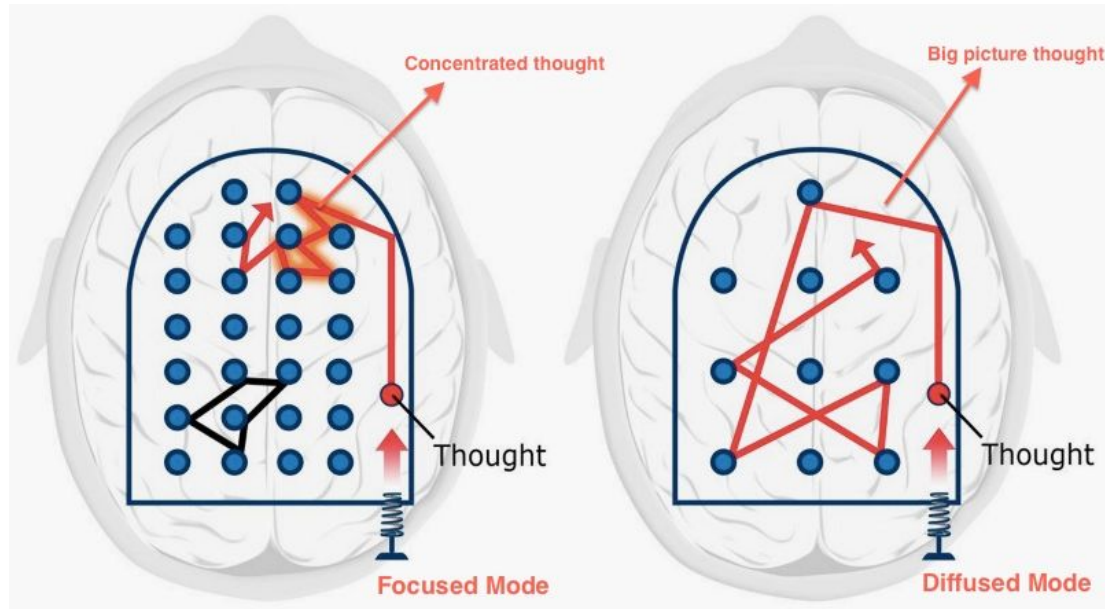
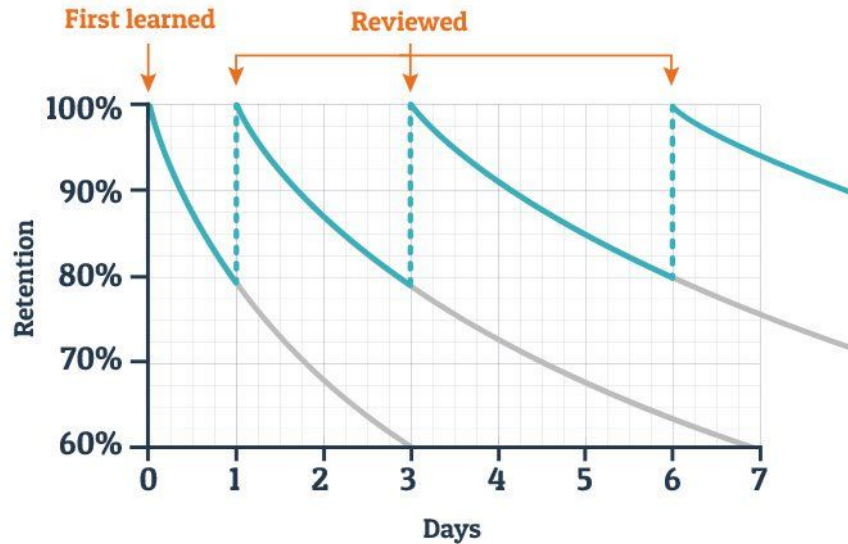


Image credit:  
Barbara Oakley  
Terrence Sejnowski

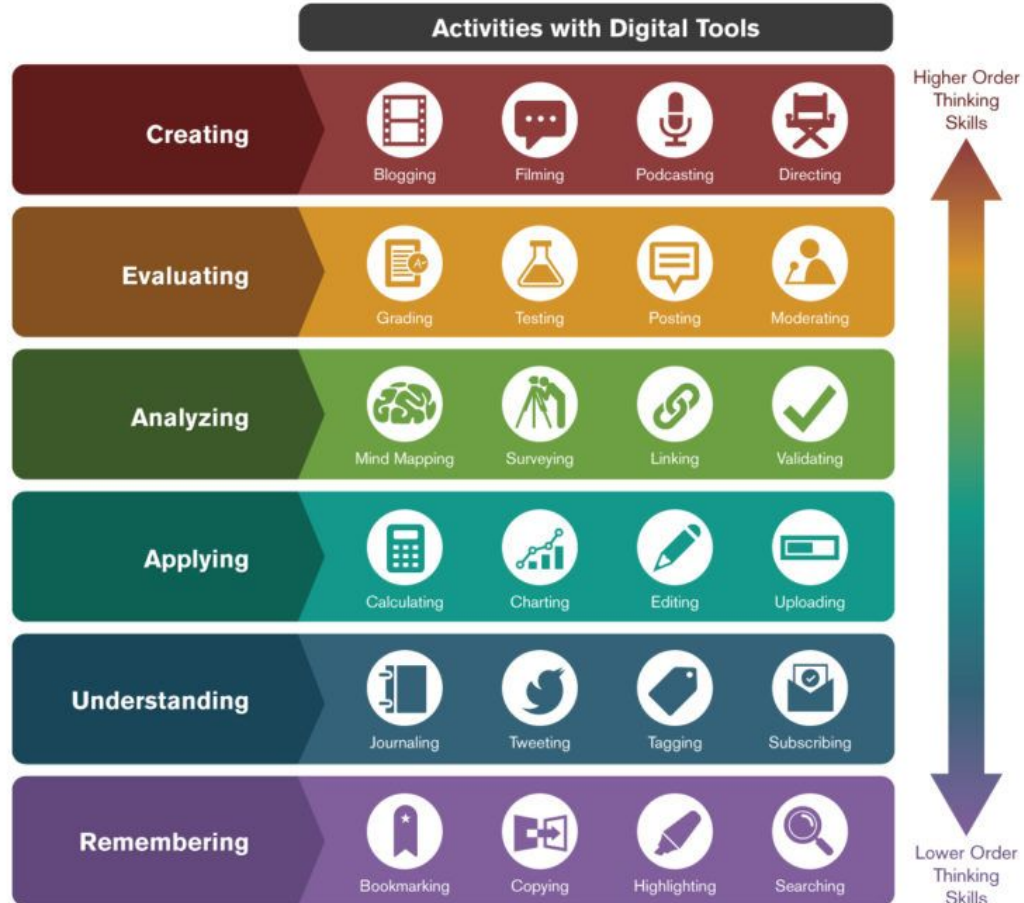
# SPACED REPETITION

Typical Forgetting Curve for Newly Learned Information



(Ebbinghaus forgetting curve)

# Bloom's Digital Taxonomy



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# Exercise: Chunking & Mnemonics, Japanese Style

Using: <http://www.tofugu.com/japanese/learn-hiragana/>

# The first five Hiragana characters

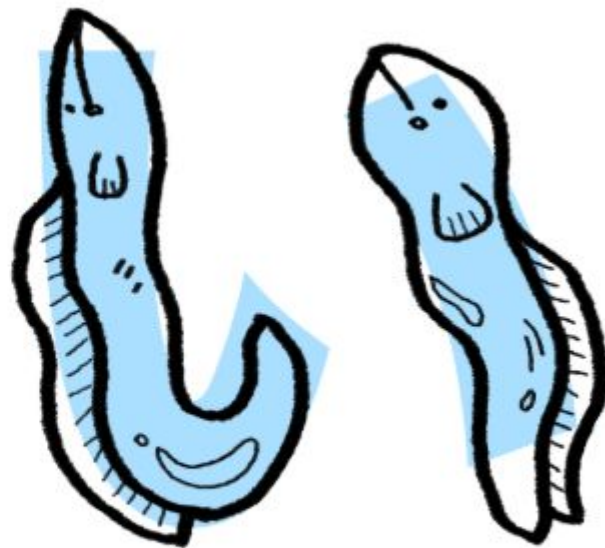
あ い う え お



あ

あ

い



う

う

え



お

お

## The next five Hiragana characters

か き く け こ

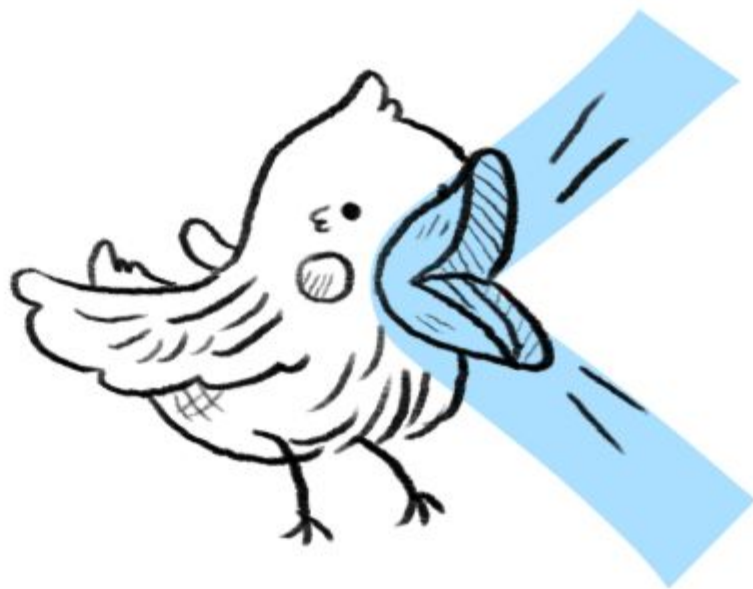
か



ち







け





Practice time!  
[realkana.com](http://realkana.com)

## COMBO HIRAGANA

にや	ちゃ	しゃ	きや
にゅ	ちゅ	しゅ	きゅ
によ	ちょ	しょ	きよ
ぎや	りや	みや	ひや
ぎゅ	りゅ	みゅ	ひゅ
ぎよ	りよ	みよ	ひよ
ぴや	びや	ぢや	しや
ぴゅ	びゅ	ぢゅ	しゅ
ぴよ	びよ	ぢよ	しよ

## DAKUTEN

ば	ぱ	た	ざ	が
び	ぴ	ち	じ	ぎ
ぶ	ぷ	つ	ず	ぐ
べ	ぺ	で	ぜ	げ
ぼ	ぽ	ど	ぞ	ご

## ORDER FROM TOP TO BOTTOM, RIGHT TO LEFT

な	た	さ	か	あ
に	ち	し	き	い
ぬ	つ	す	く	う
ね	て	せ	け	え
の	と	そ	こ	お
ん	わ	ら	や	ま
	り		み	ひ
	る	ゆ	む	ふ
	れ		め	へ
を	ろ	よ	も	ほ

## HIRAGANA CHART

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# Observing & Coaching others



## How good are you at observing?

*Coaching, Mentoring, Managing, Leading: start with observing!*

Use this fact to your advantage: **it's easier to observe others than it is to observe yourself**







## Observing examples from a testing perspective

Developer says: “It’s done”

Anyone who says: “just”, “it’s simple”, “it’s easy”

Team member who says: “I only have to do X”

Developer says: “I’ll be finished with the code tomorrow”

Manager who says: “Have you tested everything?”

Manager who says: “I want all testing to be automated”

Manager who says: “How do we know there aren’t any bugs?”



## I have observed: now what?

Remember the 7 habits? **Be Proactive!** A first step to being a leader

This is an opportunity to speak up, to address risk, risky thinking, improve collaboration



## **Risks while observing others**

Biases (Stereotyping, halo effect)

Projection (You project your own values onto others)

Assumptions (You don't have all the information others have)

Pattern seeking (Fundamental Attribution Error)



You can both be right at the same time



# **Coaching, Mentoring, Managing, Leading**

Group exercise: What do you think is the difference between these concepts?



## Coaching Heuristics

1. Ask one question at a time
2. Opening question: “What’s on your mind?” (cut the small talk, no judgement)
3. Avoid leading questions and closed (yes/no) questions
4. Don’t give your solution

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# Exercise: Baby Steps in Coaching

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**What we hope you will remember**





## **Source material & Further Reading**

<https://github.com/Maaikes/cognitivebiasesresources>



**Thank you for joining our workshop!**

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