* Opinions about politicians truth telling based on personal world view.
* Two models of decision making
  + Rational actor model (RAM)
  + Political model
* RAM developed primarily to understand foreign policy
  + Normally a policy decision is evaluated by multiple federal agencies.
  + Policy process is not a unitary process but the debate is normally held behind closed doors in an administration so that it appears unitary.
* Problems with RAM are rooted in its underlying assumptions
  + State is not monolithic
  + Various bureaucracies have multiple, competing goals
  + Decisions are viewed as zero sum games
  + Decision making is not rational because of politics and conflict
  + Cooperation tends to be the exception and not the rule in a bureaucracy.
* Roughly 98% of thought is unconscious therefore most thought is reflexive, not reflective
* Daniel Kahneman proposed a two system model of thinking
  + System 1 is reflexive, requires little to no effort, and is involuntary
  + System 2 if reflective, thoughtful, and requires mental attention
* We think we operate under System 2 but most of the time we’re operating under System 1
  + This is necessary to function
* Awareness occurs when sensory inputs do NOT conform to our predictive mental models.
  + You only think about something when it’s unexpected or new.
* System 1 thinking works through metaphor.
  + e.g., a “warm, caring” person versus someone who is as “cold as a fish”
  + People tend to associate problems with something they’ve experienced before (i.e., metaphor)
  + When neurons fire together they become wired to one another and make associations.
  + The world is NOT as coherent as we think; coherence about the world is a product of System 1 thinking.
* How the models of thinking relate to the policy process
  + We create complex mental metaphors that become bound into narratives.
  + Narratives are stories with heroes, villains, victims, etc.
  + The policy process operates through politics (i.e., policy process is political)
  + Politics is about changing the narrative.
* Facts often don’t matter in political and policy discussions because people filter arguments through their world view which is constructed through metaphorical System 1 thinking.
  + This challenges the validity of RAM.
  + How people view policy issues is likely related more to our constructed narratives about the world rather than any analytical process.
* Market versus Polis
  + Polis is concerned with relationships, community, and belonging.
  + Market is self-interested.

Comments and Questions

1. Dr. Gilsinan seems to be using politics and policy process interchangeably. Is there a difference?