

How to be less wrong

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10. November 2018

Student of Rationality

Einführung

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Es gibt eine gewisse wertvolle Art zu denken

...

Beispiel

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Urne mit 70 Weißen und 30 Roten bällen.

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Man zieht 10.

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Was, wenn die Weißen Kugeln schwerer sind?

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→ Statistische Vorurteile

Kognitive Vorurteile - Erklärung

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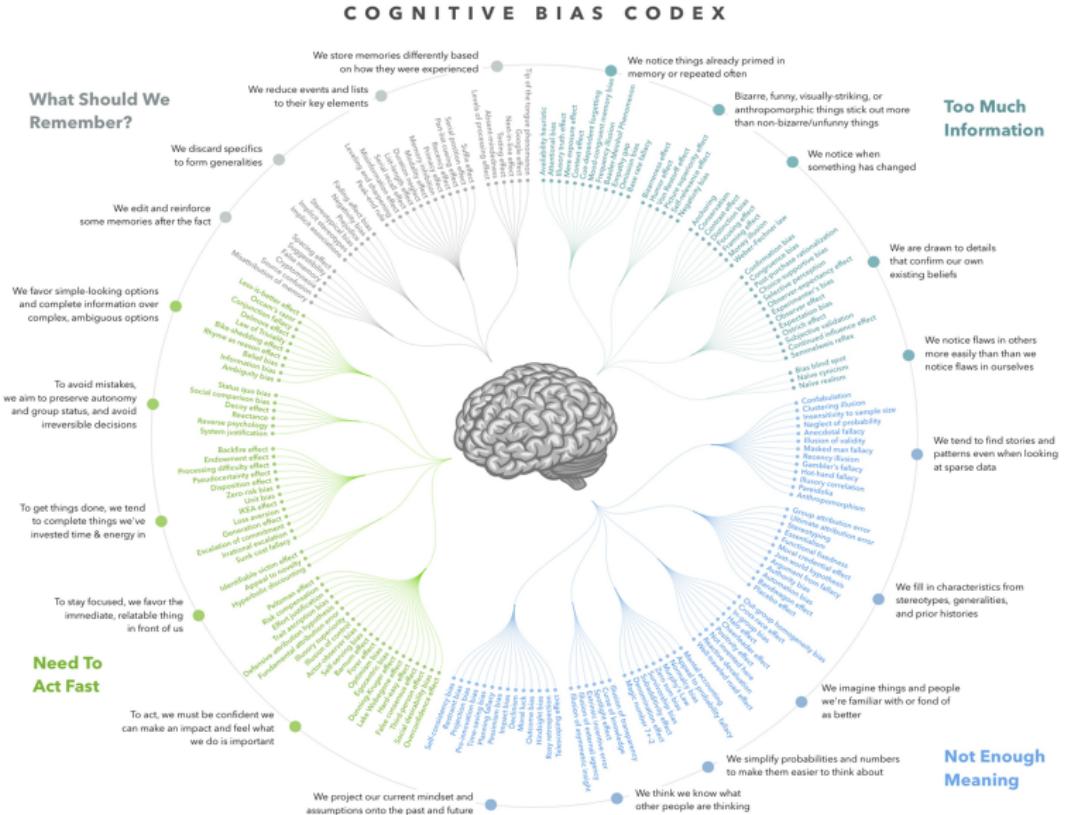
Beispiel: Ich bin unbeliebt.

Kognitive Vorurteile - Erklärung

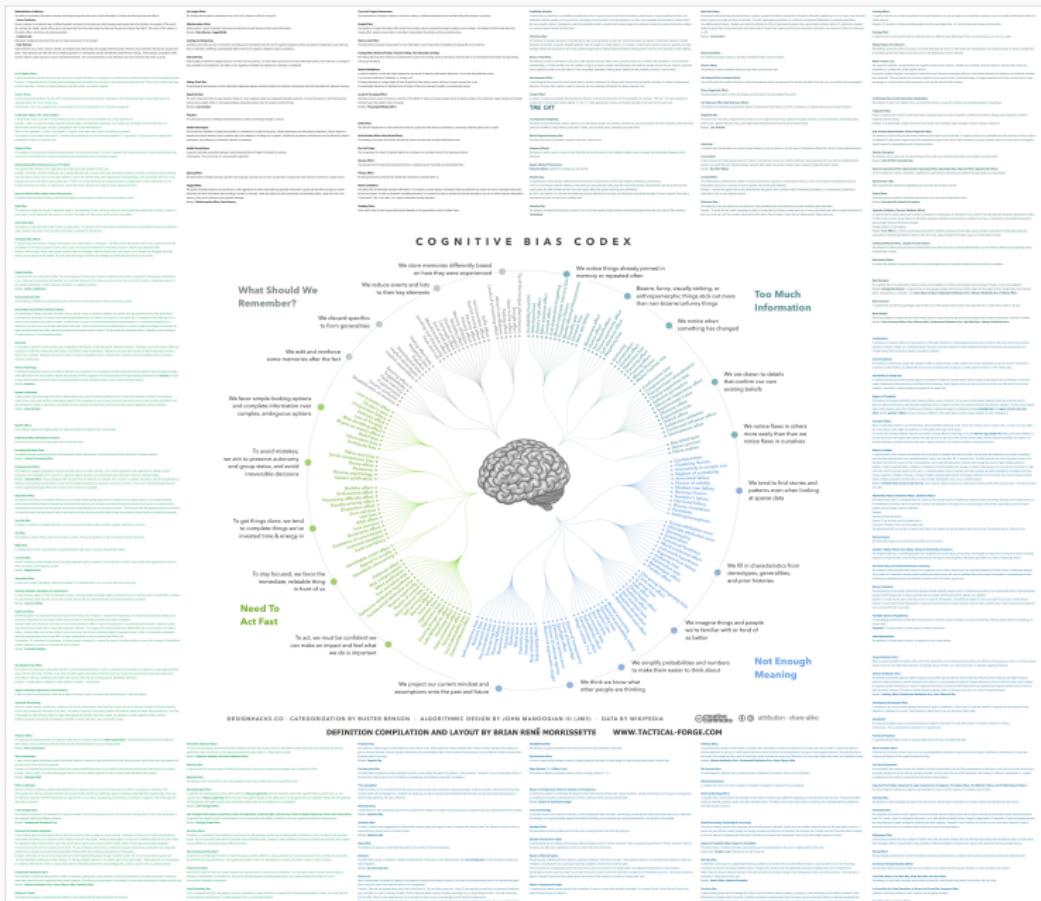
Beispiel: Ich bin unbeliebt.

Hier helfen mehr Daten selten.

Liste der Kognitiven Vorurteile



Kognitive Vorurteile - Wie viele gibt es II



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DEFINITION COMPILED AND LAYOUT BY BRIAN RENÉ MORRISSETTE · WWW.TACTICAL-FORGE.COM

Kognitive Vorurteile - Was soll man sich merken?

Tip of the Tongue Phenomenon:

The phenomenon of failing to retrieve a word from memory, combined with partial recall and the feeling that retrieval is imminent.

Google Effect:

The tendency to forget information that can be found readily online by using Internet search engines such as Google. According to the first study about the Google effect, people are less likely to remember certain details they believe will be accessible online.

Next-In-Line Effect:

The phenomena of people being unable to recall information concerning events immediately preceding their turn to perform.

Testing Effect (Retrieval Practice, Practice Testing, Test-Enhanced Learning):

The finding that long-term memory is increased when some of the learning period is devoted to retrieving the to-be-remembered information through testing with proper feedback.

Absent-Mindedness:

A mental condition in which the subject experiences low levels of attention and frequent distraction. It can have three different causes:

- 1) a low level of attention ("blanking" or "zoning out");
- 2) intense attention to a single object of focus (hyperfocus) that makes a person oblivious to events around him or her;
- 3) unwarranted distraction of attention from the object of focus by irrelevant thoughts or environmental events.

Levels of Processing Effect:

Describes memory recall of stimuli as a function of the depth of mental processing. Deeper levels of analysis produce more elaborate, longer-lasting, and stronger memory traces than shallow levels of analysis.

Related. **Processing Difficulty Effect**

Kognitive Vorurteile - Schnelle Reaktionen

Forer Effect (Barnum effect):

A common psychological phenomenon whereby individuals will give high accuracy ratings to descriptions of their personality that supposedly are tailored specifically to them but that are, in fact, vague and general enough to apply to a wide range of people.

Related. [Subjective Validation \(Personal Validation Effect\)](#)

Optimism Bias:

A cognitive bias that causes a person to believe that they are at a lesser risk of experiencing a negative event compared to others.

Egocentric Bias:

The tendency to rely too heavily on one's own perspective and/or have a higher opinion of oneself than reality.

Dunning-Kruger Effect:

A cognitive bias, wherein persons of low ability suffer from **Illusory Superiority** when they mistakenly assess their cognitive ability as greater than it is. The cognitive bias of **illusory superiority** derives from the metacognitive inability of low-ability persons to recognize their own ineptitude. Without the self-awareness of metacognition, low-ability people cannot objectively evaluate their actual competence or incompetence.

Related. [Lake Wobegon Effect](#)

Lake Wobegon Effect (Illusory Superiority, Above-Average Effect, Superiority Bias, Leniency Error, Sense of Relative Superiority, Primus Inter Pares Effect):

A cognitive bias whereby a person overestimates his or her own qualities and abilities, in relation to the same qualities and abilities of other persons.

Related. [Dunning-Kruger Effect](#)

Hard-Easy Effect:

A tendency to overestimate the probability of one's success at a task perceived as hard, and to underestimate the likelihood of one's success at a task perceived as easy. The hard-easy effect takes place, for example, when individuals exhibit a degree of under-confidence in answering relatively easy questions and a degree of overconfidence in answering relatively difficult questions.

False Consensus Effect (Bias):

People tend to overestimate the extent to which their opinions, beliefs, preferences, values, and habits are normal and typical of those of others (i.e., that others also think the same way that they do). This cognitive bias tends to lead to the perception of a consensus that does not exist; a "false consensus".

Kognitive Vorurteile - Zu wenig Bedeutung

Just-World Hypothesis:

The assumption that a person's actions are inherently inclined to bring morally fair and fitting consequences to that person; to the end of all noble actions being eventually rewarded and all evil actions eventually punished. In other words, the just-world hypothesis is the tendency to attribute consequences to, or expect consequences as the result of, a universal force that restores moral balance.

Argument from Fallacy (Argument to Logic (Argumentum ad Logicam), The Fallacy Fallacy, The Fallacist's Fallacy, and The Bad Reasons Fallacy.):

The formal fallacy of analyzing an argument and inferring that, since it contains a fallacy, its conclusion must be false.

Authority Bias:

The tendency to attribute greater accuracy to the opinion of an authority figure (unrelated to its content) and be more influenced by that opinion.

Automation Bias:

The propensity for humans to favor suggestions from automated decision-making systems and to ignore contradictory information made without automation even if it is correct. Errors of automation bias tend to occur when decision-making involves a degree of dependence on computers or other automated aids and the human element is largely confined to monitoring the tasks underway. Examples of such situations can involve not only such urgent matters as flying on automatic pilot but also such mundane matters as the use of spell-checking programs.

Bandwagon Effect:

A phenomenon whereby the rate of uptake of beliefs, ideas, fads, and trends increases the more that they have already been adopted by others. In other words, the bandwagon effect is characterized by the probability of individual adoption increasing with respect to the proportion that have already done so.

Placebo Effect:

The psychological phenomenon in which the recipient perceives an improvement in condition due to personal expectations rather than treatment itself.

Out-Group Homogeneity Bias (Effect):

The perception that out-group members are more similar to one another than are in-group members, i.e. "they are alike; we are diverse".

Kognitive Vorurteile - Zu wenig Bedeutung II

Illusion of Transparency (Observer's Illusion of Transparency):

A tendency for people to overestimate the degree to which their personal mental state is known by others. Another manifestation of the illusion of transparency is a tendency for people to overestimate how well they understand others' personal mental states.

Related. [Illusion of Asymmetric Insight](#)

Curse of Knowledge:

A cognitive bias that occurs when an individual, communicating with other individuals, unknowingly assumes that the others have the background to understand. For example, in a classroom setting, teachers have difficulty teaching novices because they cannot put themselves in the position of the student.

Spotlight Effect:

The phenomenon in which people tend to believe they are being noticed more than they really are.

Extrinsic Incentive Error (Bias):

An attributional bias according to which people attribute relatively more to "extrinsic incentives" (such as monetary reward) than to "intrinsic incentives" (such as learning a new skill) when weighing the motives of others rather than themselves.

Illusion of External Agency:

People typically underestimate their capacity to generate satisfaction with future outcomes. When people experience such self-generated satisfaction, they may mistakenly conclude that it was caused by an influential, insightful, and benevolent external agent.

When outcomes are unchangeable, people are more likely to turn 'truly mediocre' into 'falsely great'. This subjective transformation is often termed a psychological immune response, in that it is our brain kicking in to protect us from the emotional consequences of undesirable outcomes. The illusion of external agency is thought to arise from this undetected transformation of 'truly mediocre' outcomes to 'falsely great' ones.

Illusion of Asymmetric Insight

A cognitive bias whereby people perceive their knowledge of others to surpass other people's knowledge. For example: Person A knows Person A better than Person B knows Person B or Person A.

Kognitive Vorurteile - Zusammenfassung

- Verzerren Überzeugungen

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- Verzerren Überzeugungen
- Verzerren Entscheidungsprozesse

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Wie also gute Entscheidungen treffen?

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Wie also gute Entscheidungen treffen?

Rekalibrierung des Gehirns!

Rekalibrierung ...

... bzw. den Weg dorthin wollen wir nun also als Rationalität bezeichnen.

Was ist ein Rationalist?

Das ist es nicht.

Eigentlich ist es nur ... ein Systematischer Denker. Eigentlich ist es nur ... ein Strukturierter Denker. Eigentlich ist es nur ... ein Strukteren-Optimierer.

Rationales Denken

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- Epistemische Rationalität
- Instrumentalisierte Rationalität

Wir werden uns von beidem ein wenig anschauen.

Übliche Kognitive Vorurteile

nach Tversky und Kahnemann, Tennisspieler, schüchterner Verkaufsmann vs Büchereiaufsicht, sunk cost fallacy, confirmation bias, conjunction fallacy

Rationalität als Kampf gegen Kognitive Vorurteile

Bild: List of Cognitive Biases

Wiederholung

- Statistische Vorurteile

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- Verzerrte Wahrnehmung

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- Statistische Vorurteile
- Verzerrte Wahrnehmung
- Rekalibrierung

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- Arten von Rationalität

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- Arten von Rationalität
- *viele* Kognitive Vorurteile