

## 4a. Traps

**Some of these traps are our own cognitive biases.**

A comprehensive manual on these biases is given in Kahneman and Tversky's research (Kahneman, "Thinking Fast and Slow", 2011, ISBN: 978-0374275631). Among them:

**loss aversion** (investors perceive a dollar lost and a dollar gained differently than their percentage value),  
**overconfidence** (confidence greater than predicting abilities),  
**confirmation bias** (viewing information that confirms our view as more important),  
**availability heuristic** (focusing more on recent data and developments, fresh data as more important).

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Yet, as Mauboussin points out, **it is not simply the existence of individual biases that spurs behavioral inefficiencies** on a market. They could be, hypothetically, cancelling each other out.

**It is an extreme correlation between opinions among market participants** that is dangerous, when the "wisdom of crowds" turns to the "madness of crowds".