

# David McRaney

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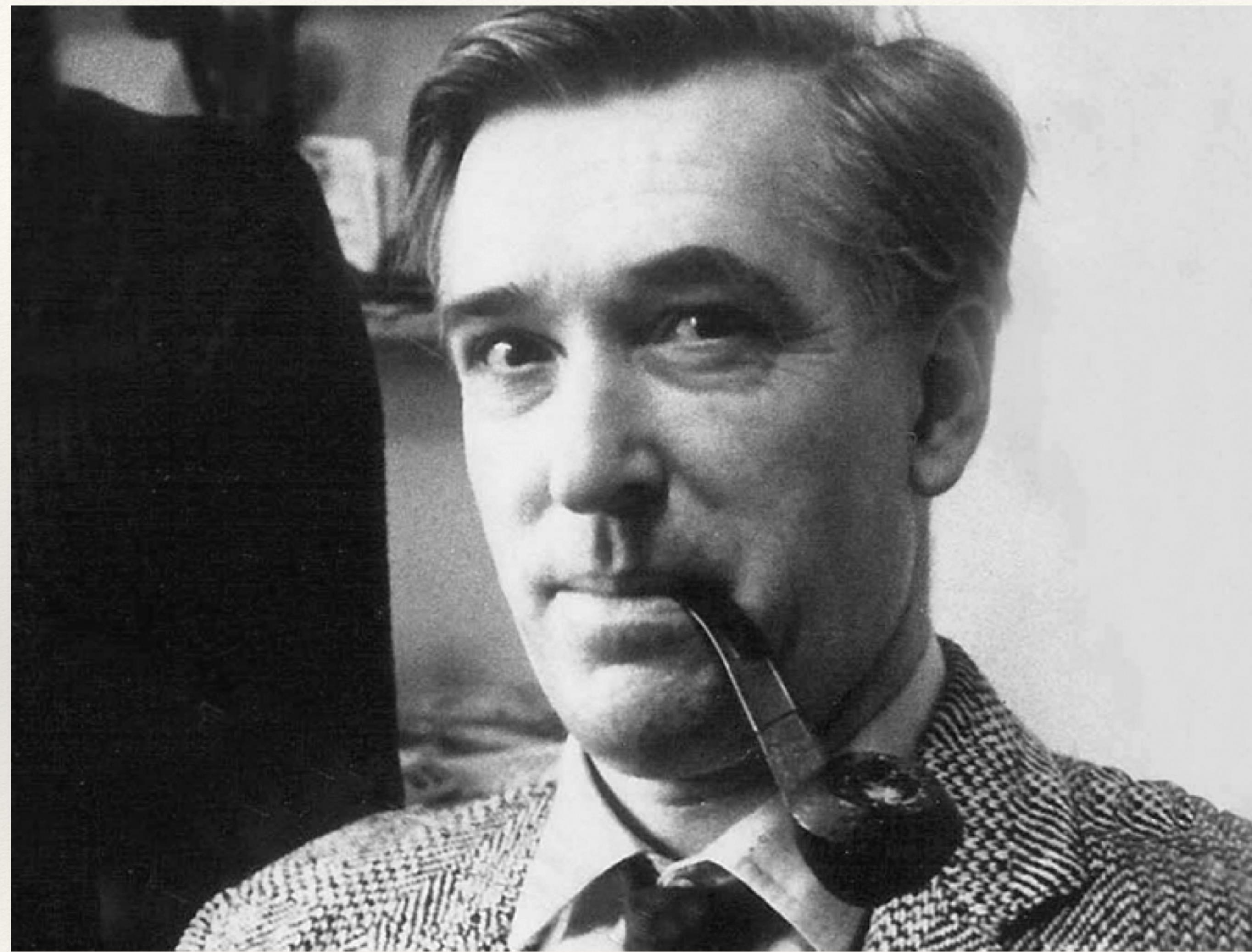


Photo: Armorer Wason

2 - 4 - 6

2 - 4 - 6

10 - 12 - 14

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10 - 12 - 14

24 - 26 - 28

**30 - 32 - 34**

**30 - 32 - 34**

**1 - 2 - 3**

30 - 32 - 34

1 - 2 - 3

33 - 3,371 - 99,999

30 - 32 - 34

# Confirmation Bias

1 - 2 - 3

33 - 3,371 - 99,999

# The Jane Study

Snyder and Cantor (1979)

Introverted / Extroverted

Real Estate Agent?

Librarian?



Introverted / Extroverted

Librarian?

Real Estate Agent?



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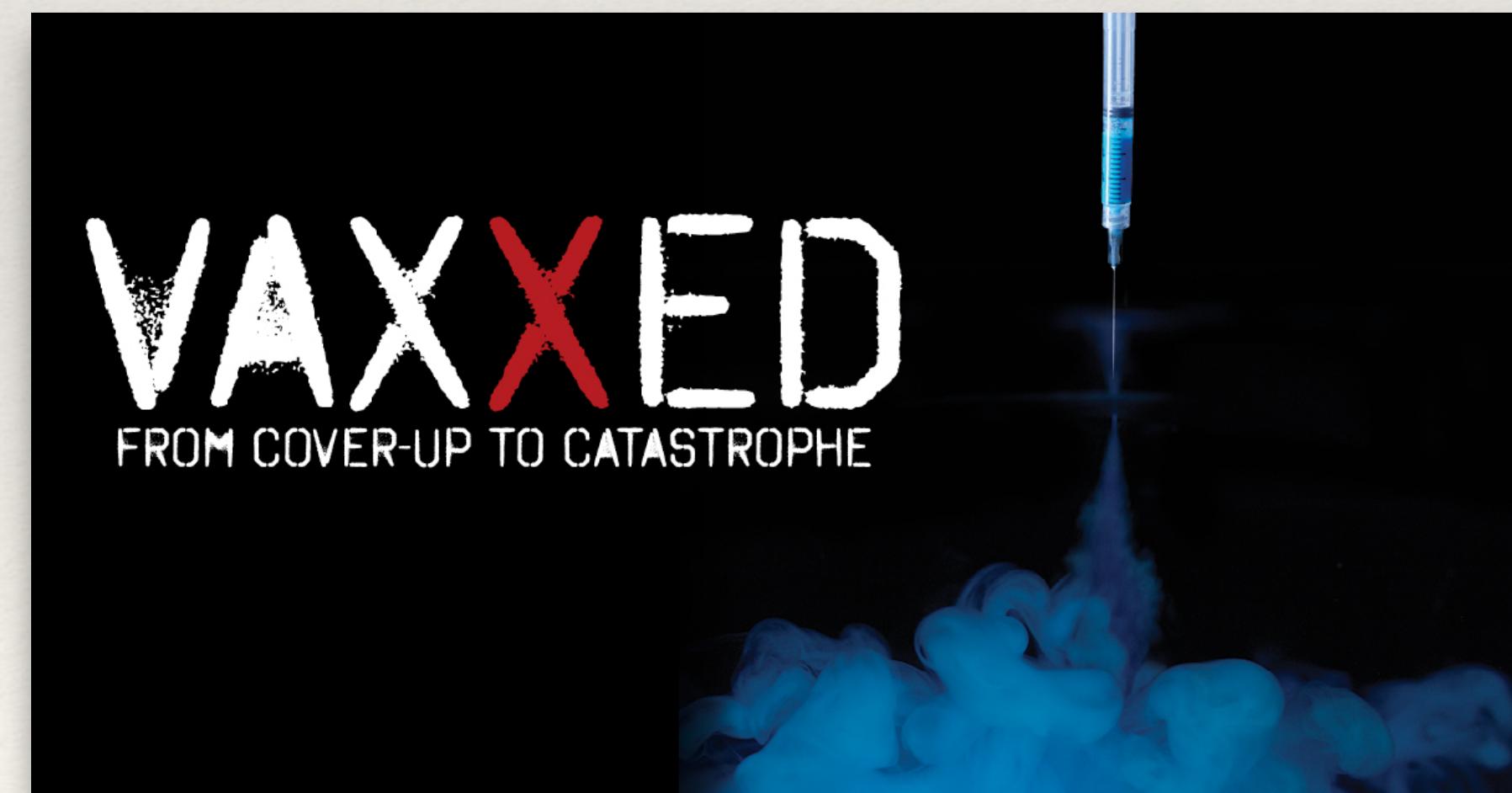


# Google

A search bar with a vertical cursor line on the left and a microphone icon with three colored dots (blue, red, green) on the right.

Google Search

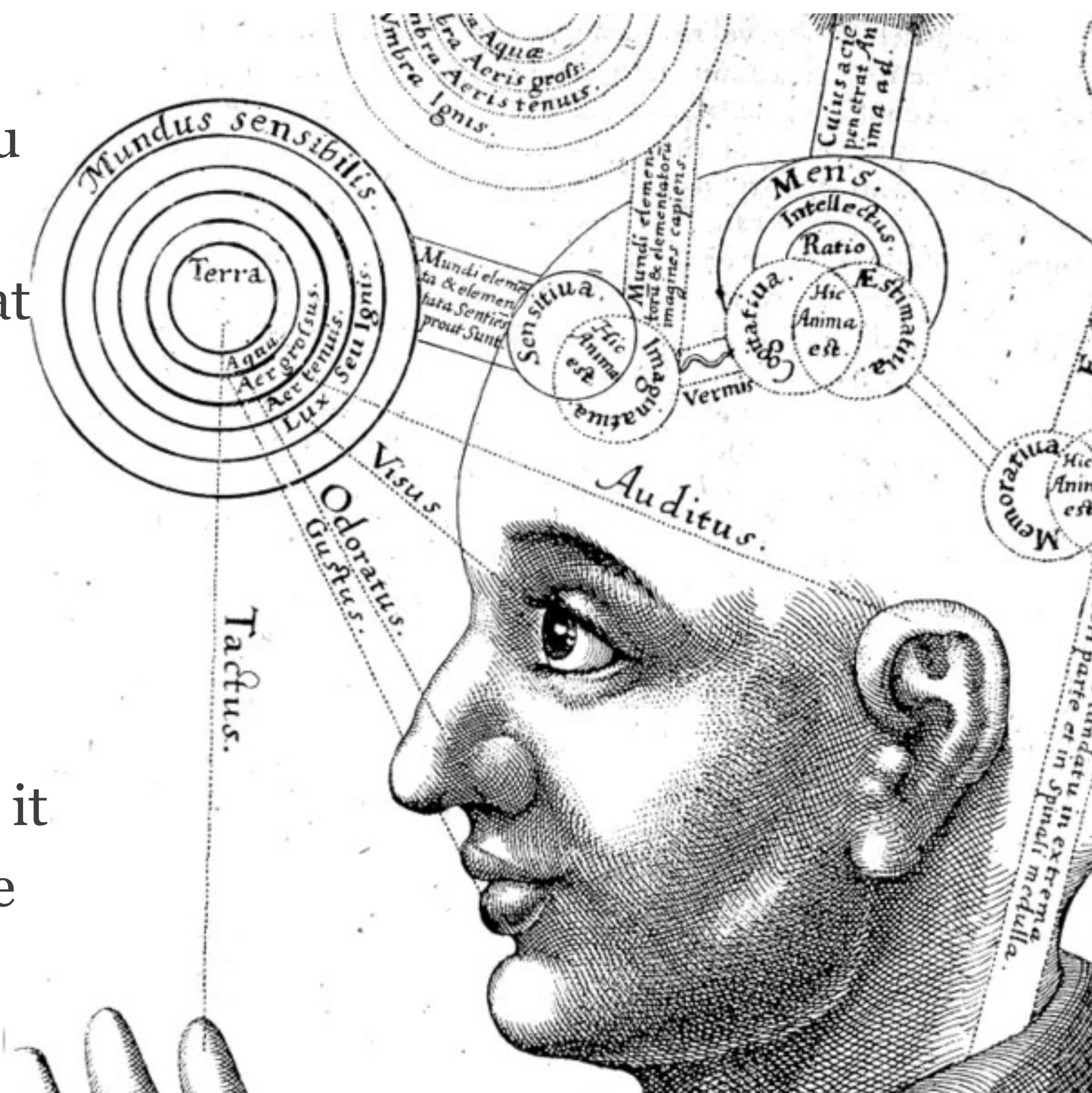
I'm Feeling Lucky



When given several options, you tend to pick the one that is easiest to justify, not the one that is "best."

This seems bad.

But this is good when we all do it within groups, it's just terrible when done in isolation.





\$2



\$20



50



90

You are now  
offered a second  
identical gamble.

Do you take it?

+ \$200

-\$100





**+\$200**

“Yeah, I’d like to play again. I’m ahead, so I can risk it.”

**-\$100**

“Yeah, I would like to play again. I need to win back what I just lost.”

You are now  
offered a second  
identical gamble.

Do you take it?



You are now  
offered a second  
identical gamble.

Do you take it?

"Yeah, I'd like to play again. I'm ahead, so I can risk it."

"Yeah, I would like to play again. I need to win back what I just lost."



You are now  
offered a second  
identical gamble.

Do you take it?

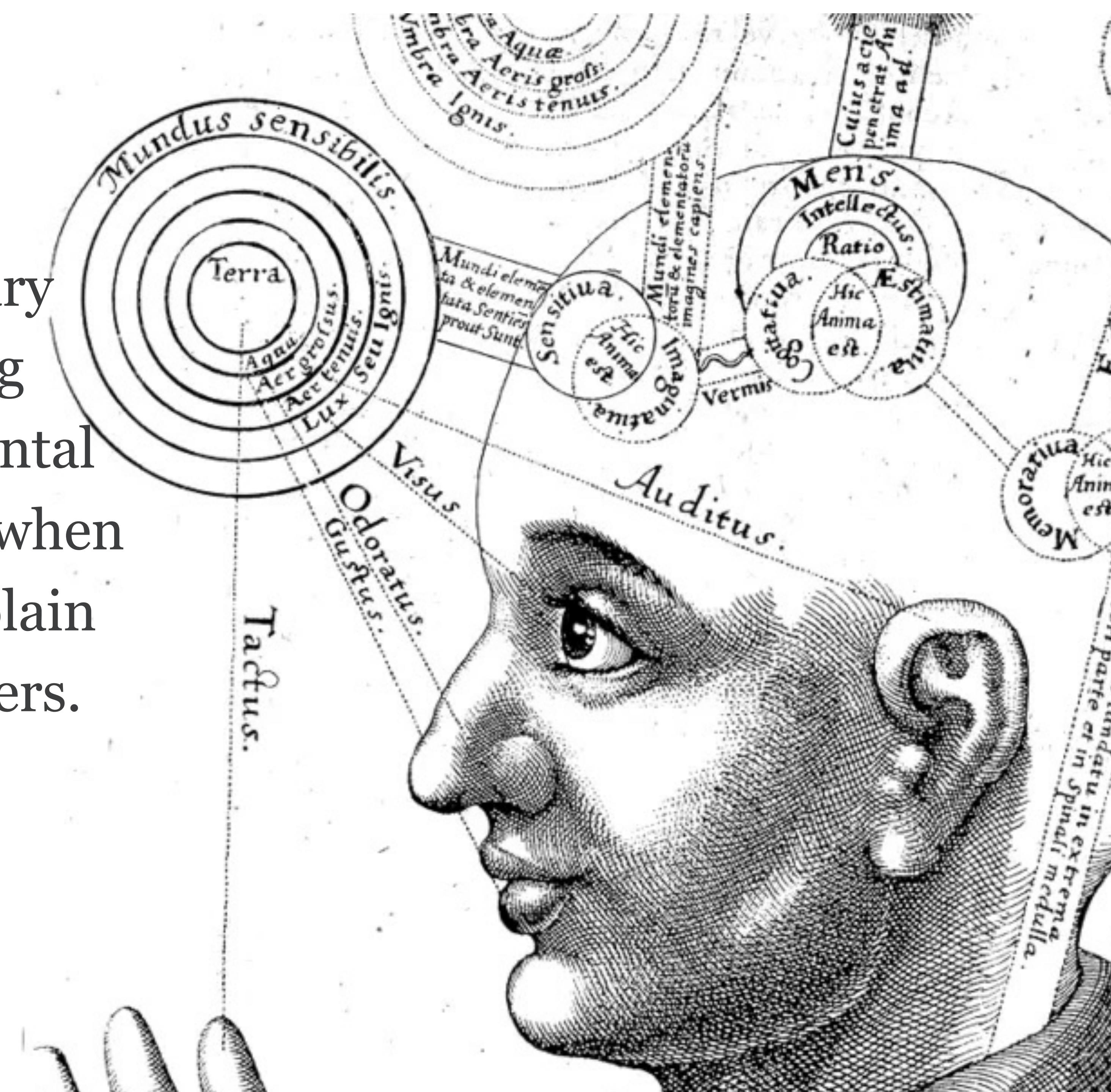
**“No.”**

“Yeah, I’d like to play again. I’m ahead, so I can risk it.”

“Yeah, I would like to play again. I need to win back what I just lost.”

# Reasoning

Justification is the primary output of your reasoning system, a collection of "mental modules" that come online when you feel **motivated** to explain yourself to yourself or others.



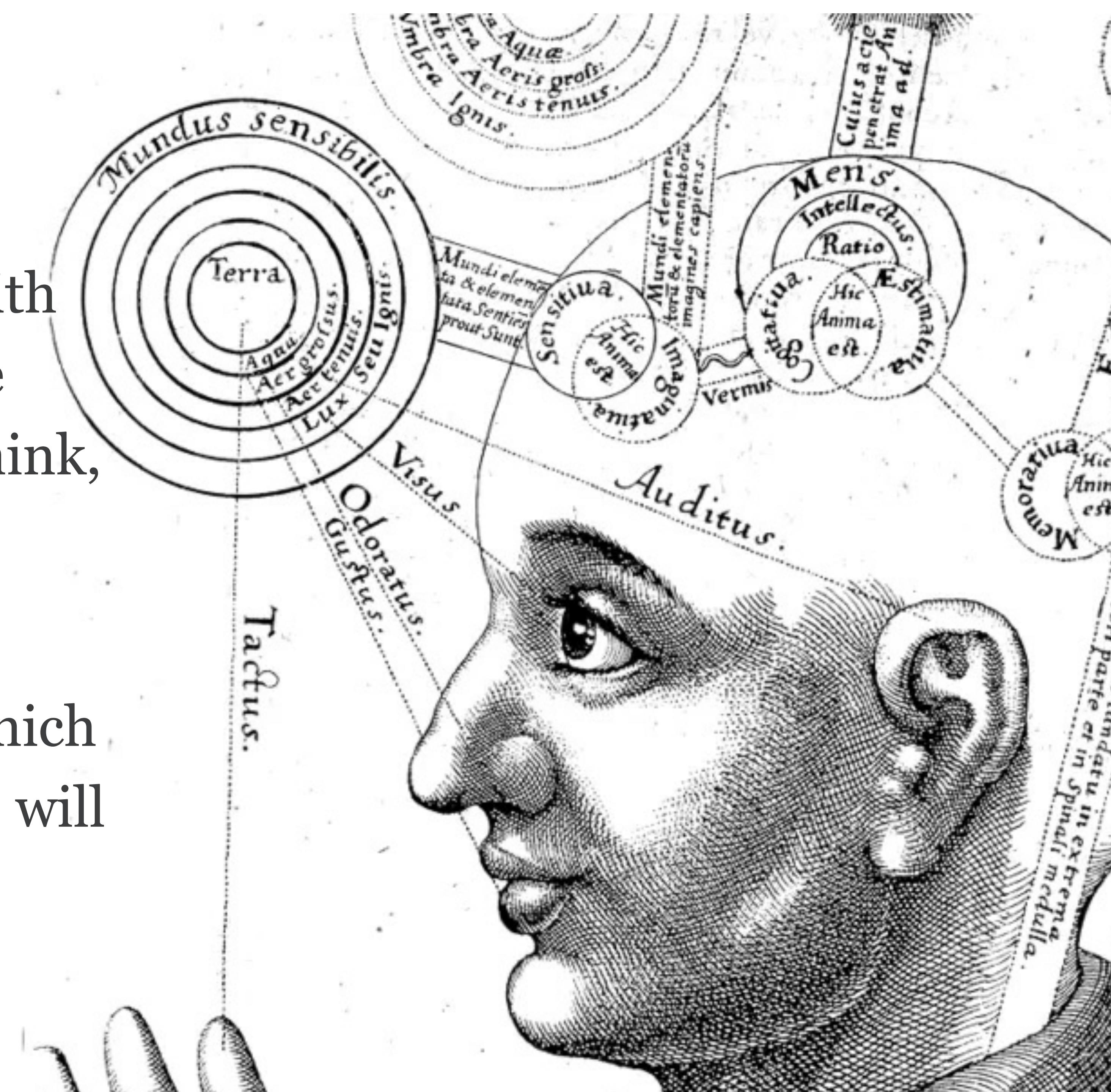
**REASON  
AND  
LOGIC**



# Reasoning

Reasoning is coming up with justifications – plausible explanations for what you think, feel, and believe.

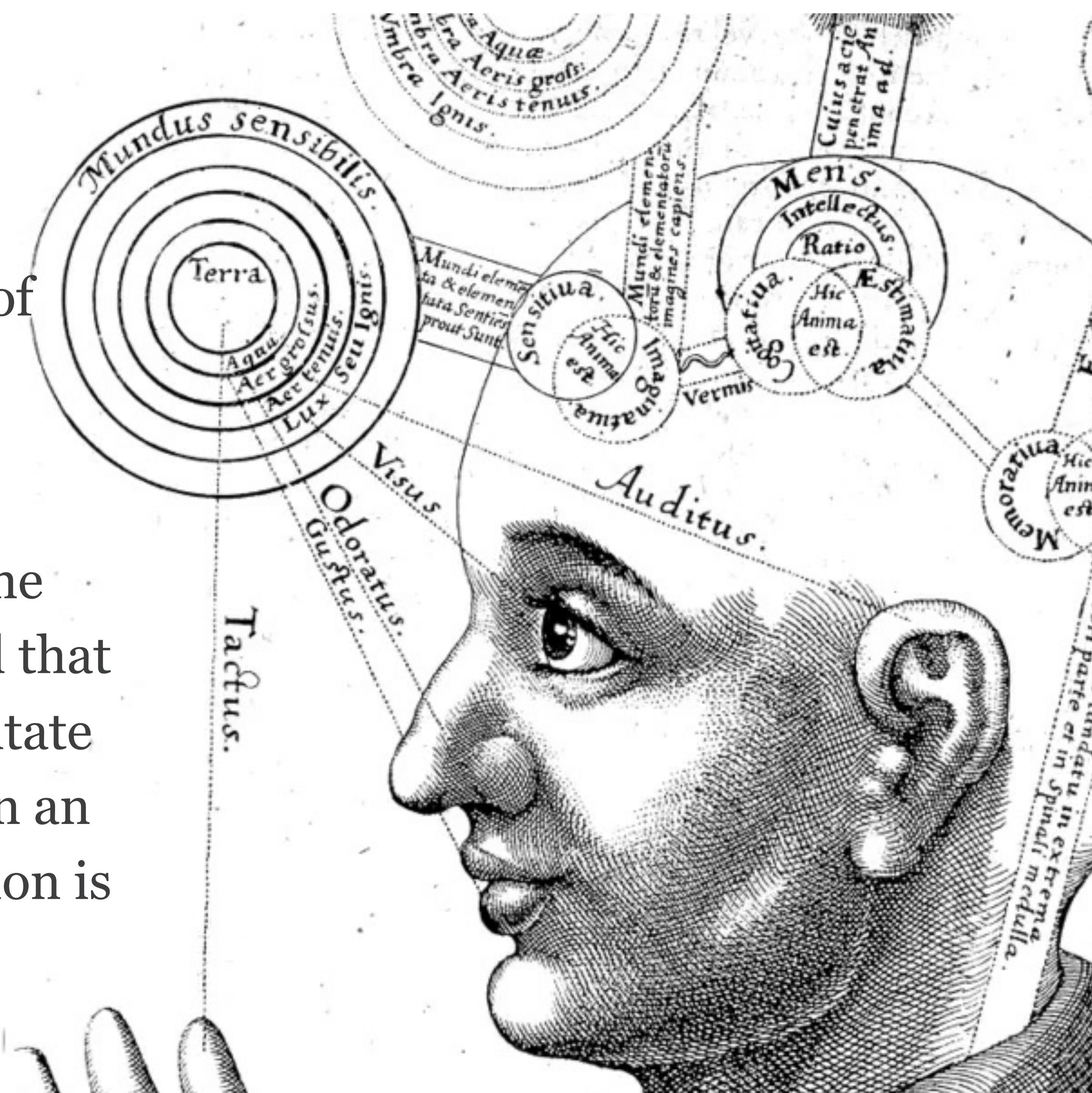
And plausible means that which you intuit your trusted peers will accept as reason-able.



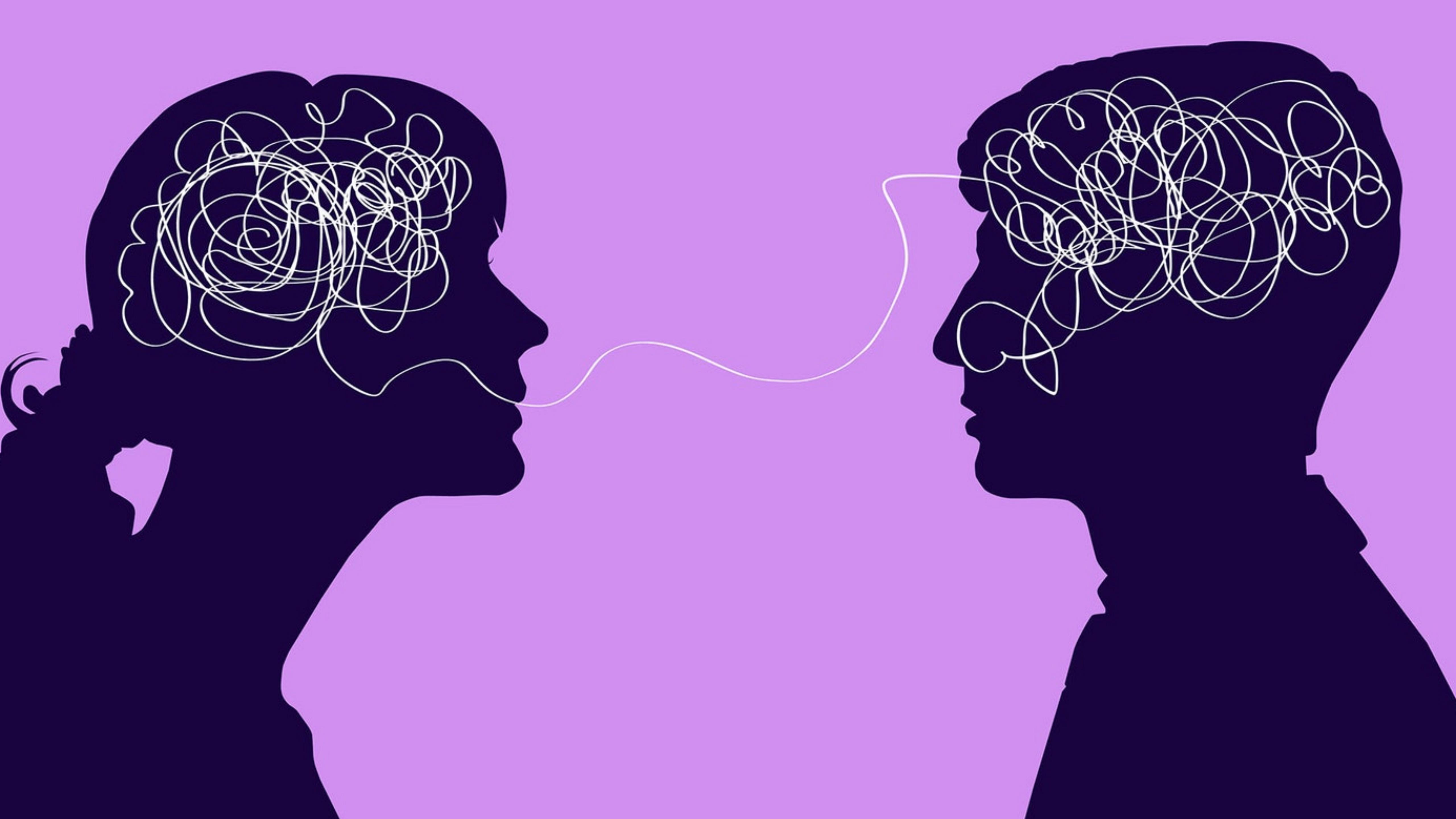
# Reasoning

In other words, the function of reasoning is to argue your case in a group setting.

In psychology, this is called "the interactionist approach," a model that posits reasoning evolved to facilitate communication between peers in an environment where misinformation is unavoidable.



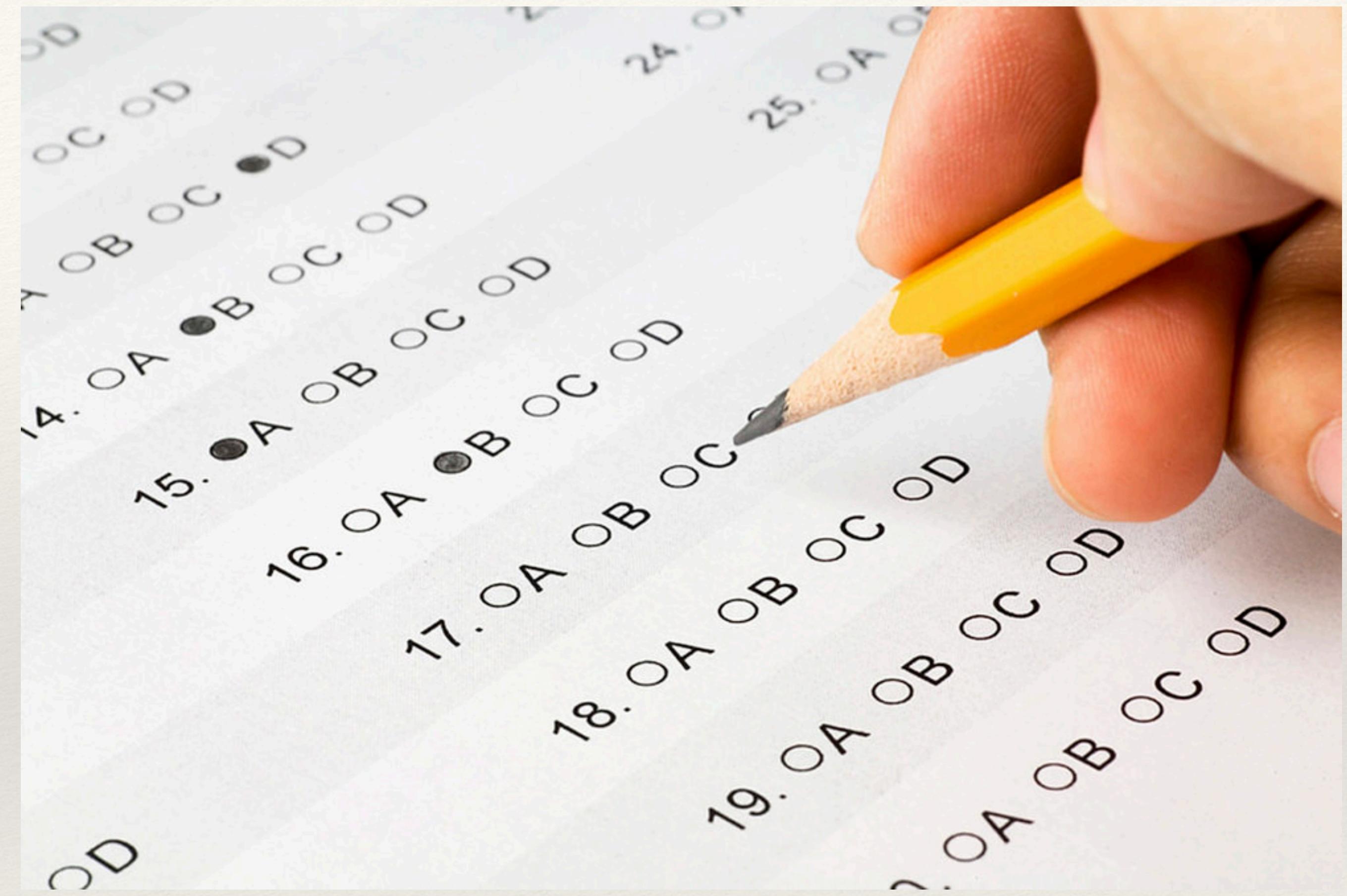








Hugo Mercier





Dan Sperber



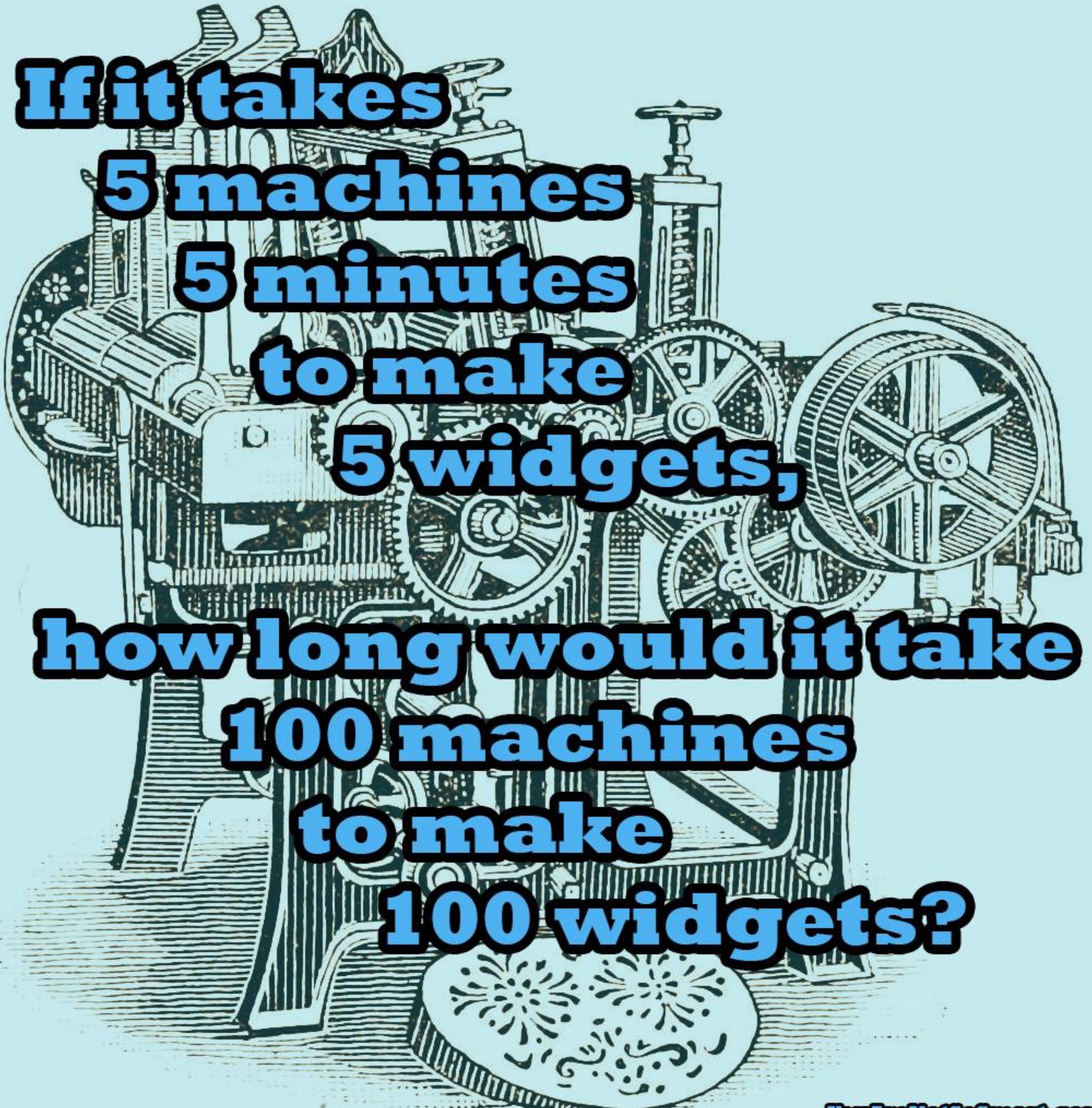
Hugo Mercier

## The Interactionist Model

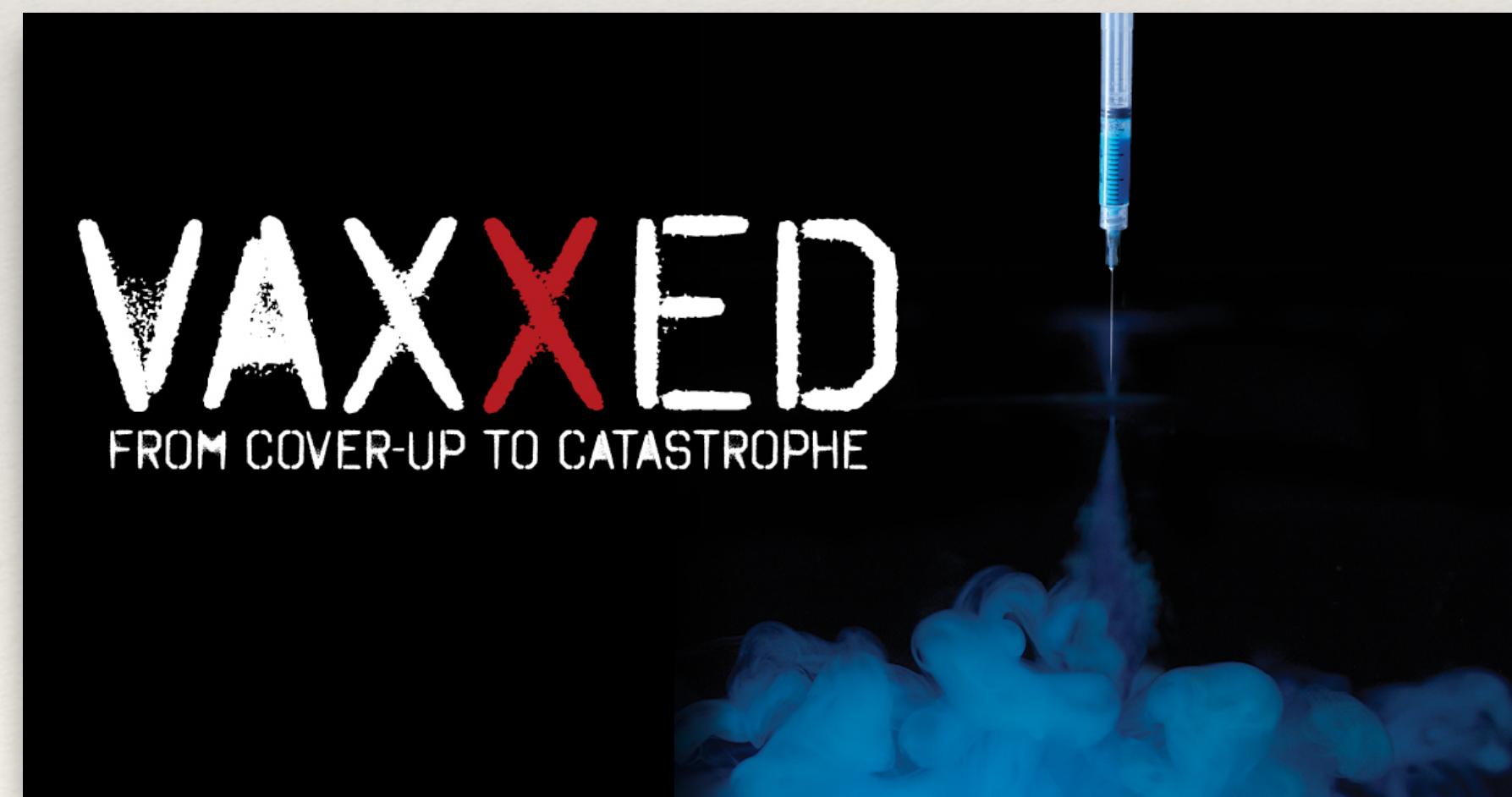
In a biased and lazy manner (fast), we add plausible justifications for our opinions and conclusions to the marketplace of ideas then offload to others the cognitive labor of picking them apart (slow).

This allows individuals to remain strongly biased when presenting their points of view because they can depend on the group to pick apart their bad ideas.

In many experiments where individuals predictably and routinely reach faulty conclusions, just allowing people to compare their answers with others and hear out their justifications corrects those mistakes, and over time it brings the majority into agreement on "the truth."



**If it takes  
5 machines  
5 minutes  
to make  
5 widgets,  
how long would it take  
100 machines  
to make  
100 widgets?**



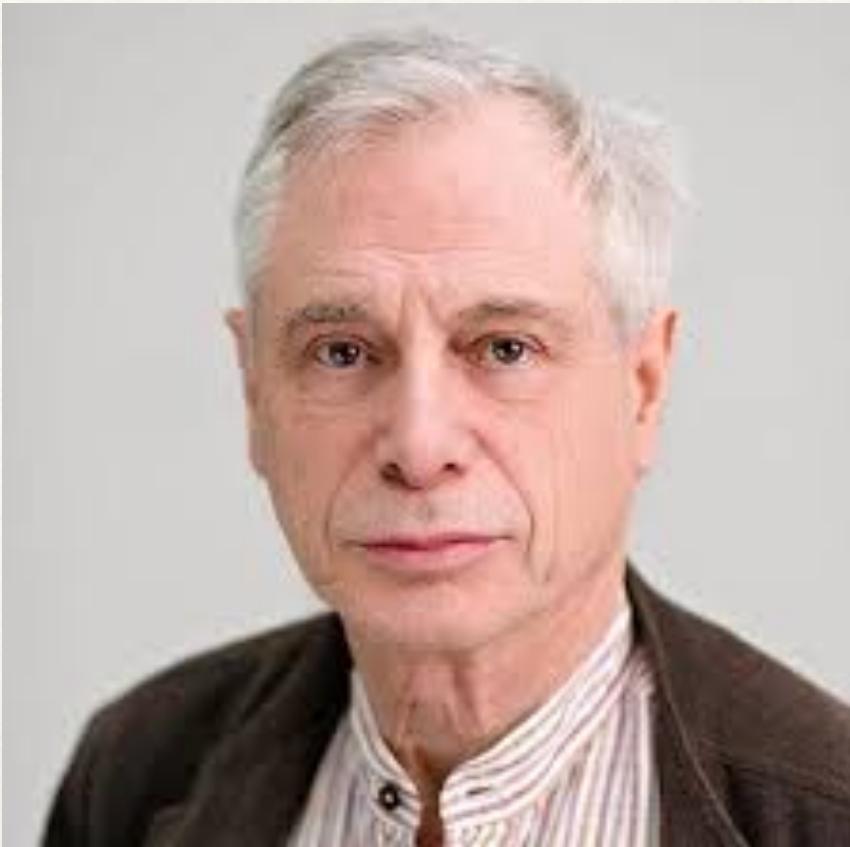


Alistair Croll

"On the Internet, when you say I want grilled cheese you're not actually presenting an argument for grilled cheese. You're saying, 'Help me find the Grilled Cheese Room, because that's what I want, and I'm going to go find like-minded grilled cheese enthusiasts.'"

"You're helping the machines search for the group you want to be a part of as opposed to using the machine to have a conversation with the group you're with."

## The Argumentative Theory



Dan Sperber

Reasoning is social. It evolved to facilitate group decision making.

Reason's function isn't to search for truth but to find reasons for your own perspective that are most likely to convince others that your inferences and hunches are correct.



Hugo Mercier

This allows individuals to remain strongly biased when presenting their points of view because they can depend on the group to pick apart their bad ideas.

When we argue with ourselves, we win.

**Change My View**

Tiramitsunami (44) [changemyview.net](#)

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5 months ago by [rickthehatman](#)

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11 months ago by [bigbigeee](#)

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CMV: The biggest problem with American politics is viewing people that we disagree with as "the enemy".

10 months ago by [deleted] x1

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CMV: Strange women lying in ponds distributing swords is no basis for a system of government

2 years ago by [garteller](#) 234Δ x2

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CMV: Instead of teaching youth to "not judge" we should be teaching them \*how\* to judge with kindness, mercy, logic, and fairness.

9 months ago by [justmikewillo](#)

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## Change My View



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## About

This website is a network of all things *Change My View*.

CMV is most commonly known as the forum on reddit, which is a place for inviting others to explain why they disagree with you in the pursuit of greater understanding. It was created in early 2013 by Kal Turnbull, currently has more than half a million subscribers, and is actively moderated by a team of 22 people.

The subreddit has received mainstream media attention from NPR's Planet Money, WIRED Magazine, The Washington Post, Slate, and even a tweet by Elon Musk. It has also been the subject of multiple research papers, and is being used in various

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612 olorin moved a claim 6m

328 Ozymandias192 made changes 19m

84 Tiger parenting does more harm than good

557 Should churches pay tax?

634 NFL Player Protests: Should NFL Players Stand or Kneel for the National Anthem?

84 Jsat linked a claim 2d

557 poppy made changes 2d

634 nunchi accepted a suggestion 12h

### Tweets by @changemyview

CMV Retweeted

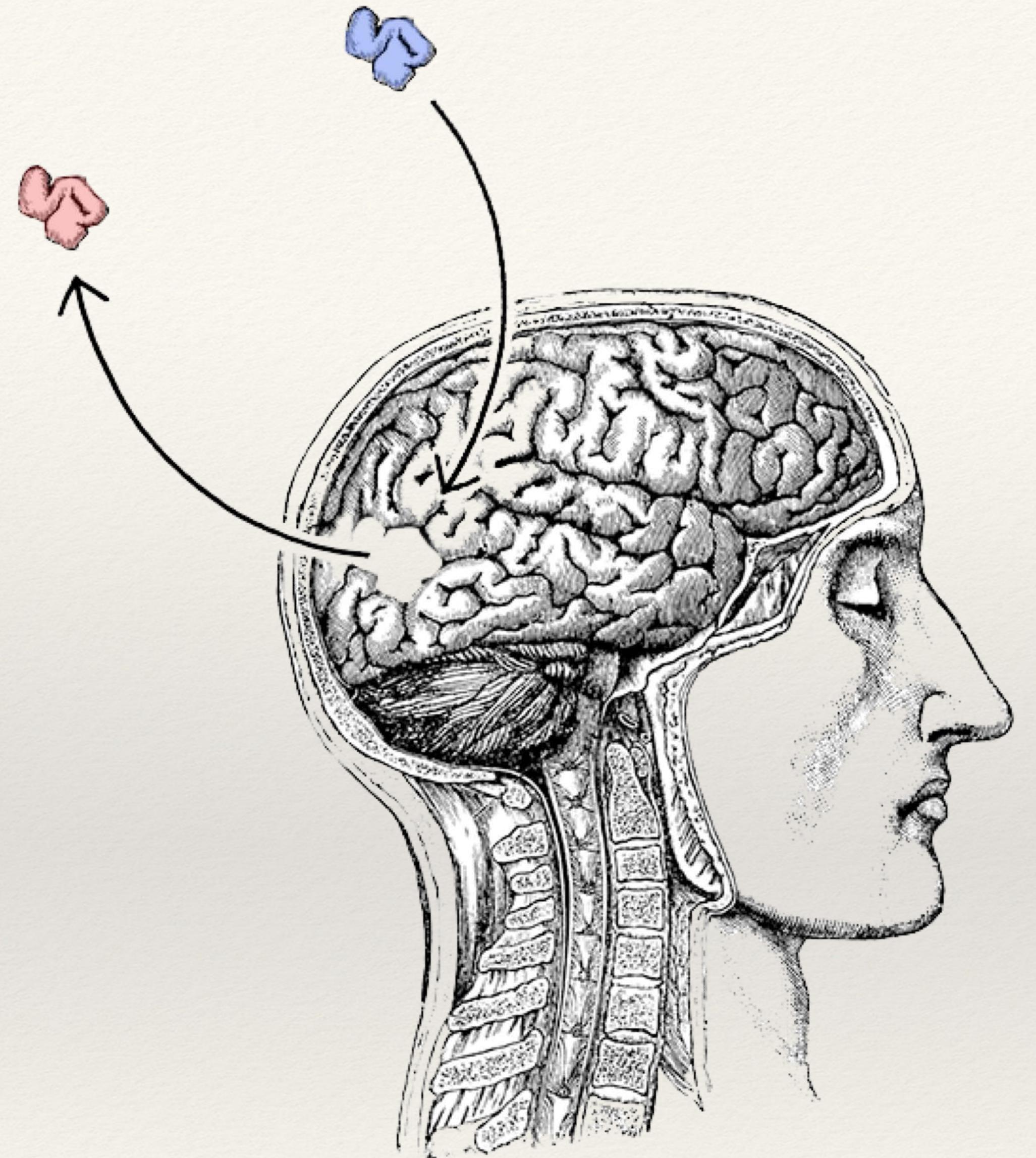
Mattias Mano  
@MittMano

Thank you to @NicolasJullien @olberger for this wonderful conference @opensym #opensym2018

Hope to see you next year

Finally, thank you to such tough remarks! #collectiveintelligence #wisdomofcrowd @reddit @changemyview #forum #changemyview

My paper



# David McRaney

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