

Rationality Color Wheel Worksheet 2

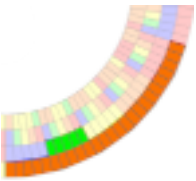
This worksheet is part of a series that illustrates how you can use the Rationality Color Wheel to think critically.

Cause and Effect

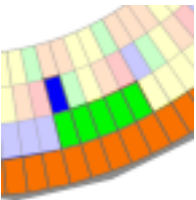
Example 2: Researchers surveyed 1,000 entrepreneurs and found that 20% of them were successful. Of those who were successful, 80% "avoided overthinking" and "trusted their intuition" when making important business decisions. They interviewed the 40 unsuccessful entrepreneurs who relied on critical thinking and concluded that intuitive decision making was superior. Should you follow their advice?



A randomly selected entrepreneur was "unlikely" (20%) to be successful.



A successful entrepreneur was "likely" (80%) to "avoid overthinking".



But those who failed were "very likely" (95%) to rely on intuition (only 40 (5%) of the 800 people who failed used critical thinking).



Hence, we can see that those who relied on intuition were actually "unlikely" to succeed (critical thinking actually increased the likelihood of success in business).

Can you think of times when you've heard similar advice? When people advise you to "trust your gut," and to "trust your instinct" how often do they present stories like this one? This story hid the behavior and outcomes of those who failed to mislead you. Can you recall justifications you've heard that omitted this kind of information completely?

