DRAFT - ICT Project Guidance

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Version:

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Author:

<name>, <role>, <group>

## Description

<TODO>

## Synopsis

<TODO>

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## Introduction

BOSSCARD/ RAID: Background [], Objective, Options, Scope[In/Out], Stakeholders [Users], Constraints, Assumptions, Risks, Dependencies, Decisions, Deliverables.

# Sources of Misjudgement

Munger, C. T. (1995). "The Psychology of Human Misjudgment." A speech given at Harvard University. [↩](https://chat.openai.com/c/4a317c43-b3e4-4bb1-9e77-d225cc8303f8#user-content-fnref-1%5E)

1. But there is also this list:  
   Reward and Punishment Superresponse Tendency
2. Liking/Loving Tendency
3. Disliking/Hating Tendency
4. Doubt-Avoidance Tendency
5. Inconsistency-Avoidance Tendency
6. Curiosity Tendency
7. Kantian Fairness Tendency
8. Envy/Jealously Tendency
9. Reciprocation Tendency
10. Influence-from-Mere-Association Tendency
11. Simple, Pain-Avoiding Psychological Denial
12. Excessive Self-Regard Tendency
13. Overoptimism Tendency
14. Deprival-Superreaction Tendency
15. Social-Proof Tendency
16. Contrast-Misreaction Tendency
17. Stress-Influence Tendency
18. Availability-Misweighing Tendency
19. Use-It-or-Lose-It Tendency
20. Drug-Misinfluence Tendency
21. Senescence-Misinfluence Tendency
22. Authority-Misinfluence Tendency
23. Twaddle Tendency
24. Reason-Respecting Tendency
25. Lollapalooza Tendency—The Tendency to Get Extreme Consequences from Confluences of Psychology Tendencies Acting in Favor of a Particular Outcome

**One: Reward and Punishment Superresponse Tendency**

## Under-recognition of Change and its Causes

Software architects may fail to recognize the evolving nature of programming languages or emerging frameworks, leading to the development of outdated and inefficient software solutions.

## Simple, Pain-Avoiding Psychological Denial

In software development, denial of existing bugs or vulnerabilities due to the discomfort associated with addressing them promptly can lead to security risks and compromised system integrity.

## Incentive-Caused Bias

Teams focused solely on rapid software delivery rather than quality may produce rushed code, increasing technical debt and compromising long-term project sustainability.

## Self-serving Bias from Associating with People Like Oneself

If a software development team lacks diversity, overlooking varied perspectives crucial for addressing a broad user base can lead to the creation of exclusive or biased products.

## Self-serving Bias from Love and Liking

Strong personal attachment to a particular coding approach or technology may lead developers to resist considering alternative, more efficient methods, resulting in suboptimal software solutions.

## Self-serving Bias from Disliking/Hating

Disregarding valuable contributions from team members due to personal animosity can hinder collaboration and result in overlooked improvements in software architecture and design.

## Excessive Self-regard Tendency

Overestimating coding abilities may lead to a lack of code reviews or reluctance to seek input from peers, potentially introducing errors and hindering software robustness.

## Over-optimism Tendency

Developers may exhibit over-optimism in estimating project timelines or underestimating the complexity of certain features, leading to delays and unexpected challenges in software delivery.

## Deprival Superreaction Tendency

Reacting strongly to changes in project scope or requirements can result in resistance to necessary adjustments, potentially causing delays and dissatisfaction among stakeholders in software development.

## Social-Proof Tendency

Following coding practices or design patterns solely because they are popular in the developer community, without critical evaluation, can lead to the adoption of suboptimal solutions in software development.

## Contrast-Misreaction Tendency

In software development, reacting disproportionately to differences or changes in coding styles or methodologies may hinder collaboration and impede progress.

## Stress-Influence Tendency

Allowing stress and pressure to unduly affect judgment in software development may result in poor decision-making and increased likelihood of errors.

## Availability-Misweighing Tendency

Giving undue importance to readily available information rather than considering the full spectrum of data can lead to incomplete or biased assessments of software requirements.

## Use-It-or-Lose-It Tendency

Fear of losing programming skills may lead to resistance in adopting new technologies or methodologies, hindering innovation in software development.

## Drug-Misinfluence Tendency

Being influenced by substances impairing judgment can have severe consequences in software development, compromising the quality and security of code.

## Senescence-Misinfluence Tendency

Allowing age-related cognitive decline to affect decision-making in software architecture may result in outdated solutions and missed opportunities for improvement.

## Authority-Misinfluence Tendency

Being unduly influenced by authority figures in software development may lead to the uncritical adoption of practices or technologies without proper evaluation.

## Twaddle Tendency

Accepting trivial or shallow information without critical analysis can lead to the incorporation of unnecessary features or suboptimal design choices in software development.

## Reason-Respecting Tendency

Valuing reasoning abilities and being influenced by those who display them is crucial in software development to promote effective problem-solving and decision-making.

## Lollapalooza Tendency

The combination of several biases in software development, such as over-optimism and incentive-caused bias, can lead to a compounded negative impact on project outcomes.

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## Deprival Superreaction Tendency

Reacting strongly to changes in project scope or requirements can result in resistance to necessary adjustments, potentially causing delays and dissatisfaction among stakeholders in software development.

These examples illustrate how Munger's cognitive biases can manifest in the context of software development, emphasizing the importance of awareness and mitigation strategies to enhance decision-making processes in this field[1](https://chat.openai.com/c/4a317c43-b3e4-4bb1-9e77-d225cc8303f8#user-content-fn-1%5E).

Appendices

Appendix A - Document Information

### Versions

* 1. Initial Draft

### Images

[Figure 1: TODO Image 2](#_Toc144995112)

### Tables

[Table 1: TODO Table 3](#_Toc145048484)

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### References

**There are no sources in the current document.**

Sources

* [Psychology of Human Misjudgment (Transcript) by Charlie Munger (fs.blog)](https://fs.blog/great-talks/psychology-human-misjudgment/)
* ["The Psychology of Human Misjudgment" by Charlie Munger speech (jamesclear.com)](https://jamesclear.com/great-speeches/psychology-of-human-misjudgment-by-charlie-munger)
* [The Psychology of Human Misjudgment by Charlie Munger (joshuakennon.com)](https://www.joshuakennon.com/the-psychology-of-human-misjudgment-by-charlie-munger/)

### Review Distribution

The document was distributed for review as below:

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| --- | --- |
| Identity | Notes |
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### Audience

The document is technical in nature, but parts are expected to be read and/or validated by a non-technical audience.

### Structure

Where possible, the document structure is guided by either ISO-\* standards or best practice.

### Diagrams

Diagrams are developed for a wide audience. Unless specifically for a technical audience, where the use of industry standard diagram types (ArchiMate, UML, C4), is appropriate, diagrams are developed as simple “box & line” monochrome diagrams.

### Terms

Refer to the project’s Glossary.

##### IT

: acronym for Information, using Technology to automate and facilitate its management.

##### ICT

: acronym for Information & Communication Technology, the domain of defining Information elements and using technology to automate their communication between entities. IT is a subset of ICT.