
Judgment Misguided

Intuition and Error in
Public Decision Making

Jonathan Baron

Judgment Misguided Intuition And Error In Public Decision Making

Louis Kaplow, Steven Shavell



Judgment Misguided Intuition And Error In Public Decision Making:

Judgment Misguided Jonathan Baron, 1998 People often follow intuitive principles of decision making ranging from group loyalty to the belief that nature is benign But instead of using these principles as rules of thumb we often treat them as absolutes and ignore the consequences of following them blindly In *Judgment Misguided* Jonathan Baron explores our well meant and deeply felt personal intuitions about what is right and wrong and how they affect the public domain Baron argues that when these intuitions are valued in their own right rather than as a means to another end they often prevent us from achieving the results we want Focusing on cases where our intuitive principles take over public decision making the book examines some of our most common intuitions and the ways they can be misused According to Baron we can avoid these problems by paying more attention to the effects of our decisions Written in an accessible style the book is filled with compelling case studies such as abortion nuclear power immigration and the decline of the Atlantic fishery among others which illustrate a range of intuitions and how they impede the public's best interests *Judgment Misguided* will be important reading for those involved in public decision making and researchers and students in psychology and the social sciences as well as everyone looking for insight into the decisions that affect us all

Intuition in Judgment and Decision Making

Henning Plessner, Cornelia Betsch, Tilmann Betsch, 2011-05-20 The central goal of this volume is to bring the learning perspective into the discussion of intuition in judgment and decision making The book gathers recent work on intuitive decision making that goes beyond the current dominant heuristic processing perspective However that does not mean that the book will strictly oppose this perspective The unique perspective of this book will help to tie together these different conceptualizations of intuition and develop an integrative approach to the psychological understanding of intuition in judgment and decision making Accordingly some of the chapters reflect prior research from the heuristic processing perspective in the new light of the learning perspective This book provides a representative overview of what we currently know about intuition in judgment and decision making The authors provide latest theoretical developments integrative frameworks and state of the art reviews of research in the laboratory and in the field Moreover some chapters deal with applied topics *Intuition in Judgment and Decision Making* aims not only at the interest of students and researchers of psychology but also at scholars from neighboring social and behavioral sciences such as economy sociology political sciences and neurosciences

Corporate and Financial Intergenerational Leadership Julia Margarete Puaschunder, 2019-12-03

Intergenerational predicaments of climate change over indebtedness and demographic aging of the Western world population put pressure on future generations As such this book explores how corporate and financial social responsibility can leverage intergenerational harmony The concept of responsibility is shown to underlie the international emergence of Corporate Social Responsibility CSR while the book also describes the rise of Socially Responsible Investment SRI in the international arena and the intrinsic socio psychological motives of socially responsible investors As shown here in this age of

climate change over indebtedness and demographic aging future corporate and financial intergenerational leadership may continue to embrace social responsibility in order to ensure a sustainable future for humankind **Public Health Risk**

Assessment for Human Exposure to Chemicals Kofi Asante-Duah, 2017-06-22 This book provides a concise yet comprehensive overview of the many facets relating to human health risk assessments in relation to chemical exposure problems It presents some very important tools and methodologies that can be used to address chemical exposure and public health risk management problems in a consistent efficient and cost effective manner On the whole the book represents a collection and synthesis of the principal elements of the risk assessment process that may be used to more effectively address issues pertaining to human exposures to chemicals found in modern societies This also includes an elaboration of pertinent risk assessment concepts and techniques methodologies for performing human health risk assessments Written for both the novice and the experienced the subject matter of this book is an attempt at offering a simplified and systematic presentation of public health risk assessment methods and application tools all these facilitated by a layout that will carefully navigate the user through the major processes involved A number of illustrative example problems are interspersed throughout the book in order to help present the book in an easy to follow pragmatic manner **Water Policy in Australia** Lin Crase, 2011 In

the last twenty years policy makers in Australia have been forced to acknowledge that it is not possible to perpetually supply more water at a low cost Consequently the country has begun to focus on water resource management through legislative and institutional change attempting to allocate water in a more economically efficient and socially and environmentally acceptable manner This book provides insight into the challenges of institutional change as well as valuable lessons on the design of property rights for complex resources Contributors from across disciplines address pertinent issues such as irrigation in the Murray Darling basin one of Australia's largest drainage divisions the progression from common law riparian rights to share based entitlements that encourage sustainable water use and the potential outcomes of the recent National Water Initiative a wide ranging strategy to improve water management and simultaneously maintain healthy groundwater and river systems **Fairness versus Welfare** Louis Kaplow, Steven Shavell, 2009-07-01 Fairness versus Welfare poses a bold challenge to contemporary moral philosophy by showing that most moral principles conflict more sharply with welfare than is generally recognized It has profound implications for the theory and practice of policy analysis and has already generated considerable debate in academia **The Oxford Handbook of Behavioral Economics and the Law** Eyal

Zamir, Doron Teichman, 2014-09-16 The past twenty years have witnessed a surge in behavioral studies of law and law related issues These studies have challenged the application of the rational choice model to legal analysis and introduced a more accurate and empirically grounded model of human behavior This integration of economics psychology and law is breaking exciting new ground in legal theory and the social sciences shedding a new light on age old legal questions as well as cutting edge policy issues The Oxford Handbook of Behavioral Economics and Law brings together leading scholars of law

psychology and economics to provide an up to date and comprehensive analysis of this field of research including its strengths and limitations as well as a forecast of its future development Its 29 chapters organized in four parts The first part provides a general overview of behavioral economics The second part comprises four chapters introducing and criticizing the contribution of behavioral economics to legal theory The third part discusses specific behavioral phenomena their ramifications for legal policymaking and their reflection in extant law Finally the fourth part analyzes the contribution of behavioral economics to fifteen legal spheres ranging from core doctrinal areas such as contracts torts and property to areas such as taxation and antitrust policy

Psychology of Learning and Motivation ,2009-02-09 This volume presents a variety of perspectives from within and outside moral psychology Recently there has been an explosion of research in moral psychology but it is one of the subfields most in need of bridge building both within and across areas Interests in moral phenomena have spawned several separate lines of research that appear to address similar concerns from a variety of perspectives The contributions to this volume examine key theoretical and empirical issues these perspectives share that connect these issues with the broader base of theory and research in social and cognitive psychology The first two chapters discuss the role of mental representation in moral judgment and reasoning Sloman Fernbach and Ewing argue that causal models are the canonical representational medium underlying moral reasoning and Mikhail offers an account that makes use of linguistic structures and implicates legal concepts Bilz and Nadler follow with a discussion of the ways in which laws which are typically construed in terms of affecting behavior exert an influence on moral attitudes cognition and emotions Baron and Ritov follow with a discussion of how people s moral cognition is often driven by law like rules that forbid actions and suggest that value driven judgment is relatively less concerned by the consequences of those actions than some normative standards would prescribe Iliev et al argue that moral cognition makes use of both rules and consequences and review a number of laboratory studies that suggest that values influence what captures our attention and that attention is a powerful determinant of judgment and preference Ginges follows with a discussion of how these value related processes influence cognition and behavior outside the laboratory in high stakes real world conflicts Two subsequent chapters discuss further building blocks of moral cognition Lapsley and Narvaez discuss the development of moral characters in children and Reyna and Casillas offer a memory based account of moral reasoning backed up by developmental evidence Their theoretical framework is also very relevant to the phenomena discussed in the Sloman et al Baron and Ritov and Iliev et al chapters The final three chapters are centrally focused on the interplay of hot and cold cognition They examine the relationship between recent empirical findings in moral psychology and accounts that rely on concepts and distinctions borrowed from normative ethics and decision theory Connolly and Hardman focus on bridge building between contemporary discussions in the judgment and decision making and moral judgment literatures offering several useful methodological and theoretical critiques Ditto Pizarro and Tannenbaum argue that some forms of moral judgment that appear objective and absolute on the

surface are at bottom more about motivated reasoning in service of some desired conclusion Finally Bauman and Skitka argue that moral relevance is in the eye of the perceiver and emphasize an empirical approach to identifying whether people perceive a given judgment as moral or non moral They describe a number of behavioral implications of people s reported perception that a judgment or choice is a moral one and in doing so they suggest that the way in which researchers carve out the moral domain a priori might be dubious

The Oxford Handbook of Public Policy Michael Moran, Martin Rein, Robert E. Goodin, 2008-06-13 The Oxford Handbooks of Political Science is a ten volume set of reference books offering authoritative and engaging critical overviews of the state of political science Each volume focuses on a particular part of the discipline with volumes on Public Policy Political Theory Political Economy Contextual Political Analysis Comparative Politics International Relations Law and Politics Political Behavior Political Institutions and Political Methodology The project as a whole is under the General Editorship of Robert E Goodin with each volume being edited by a distinguished international group of specialists in their respective fields The books set out not just to report on the discipline but to shape it The series will be an indispensable point of reference for anyone working in political science and adjacent disciplines Public policy is the business end of political science It is where theory meets practice in the pursuit of the public good Political scientists approach public policy in myriad ways Some approach the policy process descriptively asking how the need for public intervention comes to be perceived a policy response formulated enacted implemented and all too often subverted perverted altered or abandoned Others approach public policy more prescriptively offering politically informed suggestions for how normatively valued goals can and should be pursued either through particular policies or through alternative processes for making policy Some offer their advice from the Olympian heights of detached academic observers others as engaged scholars cum advocates while still others seek to instil more reflective attitudes among policy practitioners themselves toward their own practices The Oxford Handbook of Public Policy mines all these traditions using an innovative structure that responds to the very latest scholarship Its chapters touch upon institutional and historical sources and analytical methods how policy is made how it is evaluated and how it is constrained In these ways the Handbook shows how the combined wisdom of political science as a whole can be brought to bear on political attempts to improve the human condition

Consumer Behaviour and Analytics Andrew Smith, 2023-11-08 The second edition of Consumer Behaviour and Analytics provides a consumer behaviour textbook for the new marketing reality In a world of Big Data machine learning and artificial intelligence this key text reviews the issues research and concepts essential for navigating this new terrain It demonstrates how we can use data driven insight and merge this with insight from extant research to inform knowledge driven decision making Adopting a practical and managerial lens while also exploring the rich lineage of academic consumer research this textbook approaches its subject from a refreshing and original standpoint It contains numerous accessible examples scenarios and exhibits and condenses the disparate array of relevant work into a workable coherent synthesized and readable whole Providing an

effective tour of the concepts and ideas most relevant in the age of analytics driven marketing from data visualization to semiotics the book concludes with an adaptive structure to inform managerial decision making Consumer Behaviour and Analytics provides a unique distillation from a vast array of social and behavioural research merged with the knowledge potential of digital insight It offers an effective and efficient summary for undergraduate postgraduate or executive courses in consumer behaviour and marketing analytics and also functions as a supplementary text for other marketing modules

Online resources include PowerPoint slides **Heuristics and Biases** Thomas Gilovich,Dale Griffin,Daniel

Kahneman,2002-07-08 This book first published in 2002 compiles psychologists best attempts to answer important questions about intuitive judgment The Righteous Mind Jonathan Haidt,2013-02-12 NEW YORK TIMES BESTSELLER The 1

bestselling author of The Anxious Generation and acclaimed social psychologist challenges conventional thinking about morality politics and religion in a way that speaks to conservatives and liberals alike a landmark contribution to humanity s understanding of itself The New York Times Book Review Drawing on his twenty five years of groundbreaking research on moral psychology Jonathan Haidt shows how moral judgments arise not from reason but from gut feelings He shows why liberals conservatives and libertarians have such different intuitions about right and wrong and he shows why each side is actually right about many of its central concerns In this subtle yet accessible book Haidt gives you the key to understanding the miracle of human cooperation as well as the curse of our eternal divisions and conflicts If you re ready to trade in anger for understanding read The Righteous Mind Cognition and Chance Raymond S. Nickerson,2004-06-24 Lack of ability to

think probabilistically makes one prone to a variety of irrational fears and vulnerable to scams designed to exploit probabilistic naiveté impairs decision making under uncertainty facilitates the misinterpretation of statistical information and precludes critical evaluation of likelihood claims Cognition and Chance presents an overview of the information needed to avoid such pitfalls and to assess and respond to probabilistic situations in a rational way Dr Nickerson investigates such questions as how good individuals are at thinking probabilistically and how consistent their reasoning under uncertainty is with principles of mathematical statistics and probability theory He reviews evidence that has been produced in researchers attempts to investigate these and similar types of questions Seven conceptual chapters address such topics as probability chance randomness coincidences inverse probability paradoxes dilemmas and statistics The remaining five chapters focus on empirical studies of individuals abilities and limitations as probabilistic thinkers Topics include estimation and prediction perception of covariation choice under uncertainty and people as intuitive probabilists Cognition and Chance is intended to appeal to researchers and students in the areas of probability statistics psychology business economics decision theory and social dilemmas *Behavioral Finance* H. Kent Baker,John R. Nofsinger,2010-10-05 A definitive guide to the growing field of

behavioral finance This reliable resource provides a comprehensive view of behavioral finance and its psychological foundations as well as its applications to finance Comprising contributed chapters written by distinguished authors from

some of the most influential firms and universities in the world Behavioral Finance provides a synthesis of the most essential elements of this discipline including psychological concepts and behavioral biases the behavioral aspects of asset pricing asset allocation and market prices as well as investor behavior corporate managerial behavior and social influences Uses a structured approach to put behavioral finance in perspective Relies on recent research findings to provide guidance through the maze of theories and concepts Discusses the impact of sub optimal financial decisions on the efficiency of capital markets personal wealth and the performance of corporations Behavioral finance has quickly become part of mainstream finance If you need to gain a better understanding of this topic look no further than this book

Critical Thinking in Psychology

Robert J. Sternberg, Diane F. Halpern, 2020-01-16 Good scientific research depends on critical thinking at least as much as factual knowledge psychology is no exception to this rule And yet despite the importance of critical thinking psychology students are rarely taught how to think critically about the theories methods and concepts they must use This book shows students and researchers how to think critically about key topics such as experimental research statistical inference case studies logical fallacies and ethical judgments Using updated research findings and new insights this volume provides a comprehensive overview of what critical thinking is and how to teach it in psychology Written by leading experts in critical thinking in psychology each chapter contains useful pedagogical features such as critical thinking questions brief summaries and definitions of key terms It also supplies descriptions of each chapter author's critical thinking experience which evidences how critical thinking has made a difference to facilitating career development

Ethics, Medicine, and Information Technology Kenneth W. Goodman, 2016-01-14 Information technology is transforming the practices of medicine nursing and biomedical research Computers can now render diagnoses and prognoses more accurately than humans The concepts of privacy and confidentiality are evolving as data moves from paper to silicon to clouds Big data promises financial wealth as well as riches of information and benefits to science and public health Online access and mobile apps provide patients with an unprecedented connection to their health and health records This transformation is as unsettling as it is exhilarating This unique new book is essential for anyone who uses computers in health care biomedical research or public health and cares about the ethical issues that arise in their work With chapters spanning issues from professionalism and quality to mobile health and bioinformatics it establishes what will become the core curriculum in ethics and health informatics a growing field which encourages truly inter and multidisciplinary inquiry

The Emerging Role of Intelligence in the World of the Future Robert J. Sternberg, 2018-10-23 This book is a printed edition of the Special Issue If Intelligence Is Truly Important to Real World Adaptation and IQs Have Risen 30 Points in the Past Century Flynn Effect then Why Are There So Many Unresolved and Dramatic Problems in the World and What Can Be Done About It that was published in J Intell

Regulating from Nowhere Douglas A. Kysar, 2010-06-22 Drawing insight from a diverse array of sources including moral philosophy political theory cognitive psychology ecology and science and technology studies Douglas

Kysar offers a new theoretical basis for understanding environmental law and policy. He exposes a critical flaw in the dominant policy paradigm of risk assessment and cost benefit analysis which asks policymakers to in essence regulate from nowhere. As Kysar shows such an objectivist stance fails to adequately motivate ethical engagement with the most pressing and challenging aspects of environmental law and policy which concern how we relate to future generations, foreign nations and other forms of life. Indeed, world governments struggle to address climate change and other pressing environmental issues in large part because dominant methods of policy analysis obscure the central reasons for acting to ensure environmental sustainability. To compensate for these shortcomings, Kysar first offers a novel defense of the precautionary principle and other commonly misunderstood features of environmental law and policy. He then concludes by advocating a movement toward environmental constitutionalism in which the ability of life to flourish is always regarded as a luxury we can afford.

Rationality and the Reflective Mind Keith Stanovich, 2011-02-03 In this book, Keith Stanovich attempts to resolve the Great Rationality Debate in cognitive science: the debate about how much irrationality to ascribe to human cognition. Stanovich shows how the insights of dual process theory and evolutionary psychology can be combined to explain why humans are sometimes irrational even though they possess cognitive machinery of remarkable adaptiveness. Using a unique individual differences approach, Stanovich shows that to fully characterize differences in rational thinking, the traditional System 2 of dual process theory must be partitioned into the reflective mind and the algorithmic mind. Using a new tripartite model of mind, Stanovich shows how rationality is a more encompassing construct than intelligence when both are properly defined and that IQ tests fail to assess individual differences in rational thought. Stanovich discusses the types of thinking processes that would be measured in an assessment of rational thinking.

The Rationality Quotient Keith E. Stanovich, Richard F. West, Maggie E. Toplak, 2018-02-09 How to assess critical aspects of cognitive functioning that are not measured by IQ tests: rational thinking skills. Why are we surprised when smart people act foolishly? Smart people do foolish things all the time. Misjudgments and bad decisions by highly educated bankers and money managers, for example, brought us the financial crisis of 2008. Smart people do foolish things because intelligence is not the same as the capacity for rational thinking. The Rationality Quotient explains that these two traits, often and incorrectly thought of as one, refer to different cognitive functions. The standard IQ test, the authors argue, doesn't measure any of the broad components of rationality: adaptive responding, good judgment, and good decision making. The authors show that rational thinking, like intelligence, is a measurable cognitive competence. Drawing on theoretical work and empirical research from the last two decades, they present the first prototype for an assessment of rational thinking analogous to the IQ test: the CART Comprehensive Assessment of Rational Thinking. The authors describe the theoretical underpinnings of the CART, distinguishing the algorithmic mind from the reflective mind. They discuss the logic of the tasks used to measure cognitive biases and they develop a unique typology of thinking errors. The Rationality Quotient explains the components of rational thought assessed

by the CART including probabilistic and scientific reasoning the avoidance of miserly information processing and the knowledge structures needed for rational thinking Finally the authors discuss studies of the CART and the social and practical implications of such a test An appendix offers sample items from the test

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