

## Social Cognition Part 2

### Judgmental Heuristics

[from last time]

- C. How schemas affect behavior
  - i. Self-fulfilling prophecy
  - ii. Expectancy effects in research
  
- I. Follow-up to reaction papers
  
- II. 2 views of the human information processor
  - A. Cognitive miser
  - B. Motivated tactician
  
- III. What are Judgmental Heuristics?
  - A. Anchoring and Adjustment
  
  - B. Counterfactual reasoning
    - 1. Medvec & Savitsky (1997) – exam grade example
    - 2. When is it most likely?