Overview
Judgment and under uncertainty pervades human experience. “How much will I like it?” “Will the stock market increase?” “Why did she say that?” “Whom should I vote for?” This course will examine how—and how well—people make such intuitive judgments. The core idea is that judgments are usually based on simplifying heuristics rather than on more formal and extensive algorithmic processing. Although these heuristics typically yield accurate judgments, they also produce biased and erroneous judgments. This course will examine a variety of judgmental heuristics, both classic and recent. Students from all areas of psychology and related disciplines are welcome to enroll.

Readings

Purchase this book from a non-price-gouging vendor such as Amazon.com. Serious students of intuitive judgment will also want to obtain Kahneman, Slovic, and Tversky’s 1982 classic, “Judgment under uncertainty: Heuristics and biases.” Additional readings will be accessed via the course web site.

Grades
Thought papers (25%)
One-page commentaries are due for each class. You may discuss methodological flaws, highlight interesting implications or applications, pose questions, propose further research, or muse on the connections between the articles. The intention is for you to think carefully about the readings. Commentaries will be graded on a √−, √, or √+ scale.

Participation and presentation (25%)
All students are expected to participate in class discussion. Each week, two “discussion leaders” will guide our conversation about the readings. Leaders will meet with me prior to class to plan discussion topics.

Final exam (50%)
Each student will meet with me for up to one hour to discuss a research proposal. A one-page preliminary proposal will be due several weeks before the exam. Students may take the exam individually or in small, collaborative research groups.
Psyc 7536, Heuristics and biases 2

Calendar

Class 1, 12 Jan, Introduction and organization

No class, 19 Jan, SPSP

*Class 2, 26 Jan, Availability (need to reschedule to Mon or Tue)


Schwarz, N., & Vaughn, L. A. The availability heuristic revisited: Ease of recall and content of recall as distinct sources. GGK.


Class 3, 2 Feb, Representativeness


Tversky, A., & Kahneman, D. Extensional vs. intuitive reasoning: The conjunction fallacy in probability judgment. GGK

Kahneman, A., & Frederick, S. Representativeness revisited: Attribute substitution in intuitive judgment. GGK

Class 4, 9 Feb, Anchoring (and adjustment)

Gilbert, D. T. Inferential correction. GGK.


Epley, N., & Gilovich, T. Putting adjustment back in the anchoring and adjustment heuristic. GGK.

Class 5, 16 Feb, Affect

Slovic, et al. The affect heuristic. GGK.
Schawarz, N. Feelings as information: Moods influence judgments and processing strategies. GGK.


*Class 6, 23 Feb, Judgmental myopia and focalism (need to reschedule Mon or Tue)*


Class 7, 2 Mar, Recognition, fast and frugal


Class 8, 9 Mar, Support Theory

Rottenstreich, Y., & Tversky, A. Unpacking, repacking, and anchoring: Advances in Support Theory. GGK.

Tversky, A., & Koehler, D. J. Support Theory: A nonextensional representation of subjective probability. GGK.


**Class 9, 16 Mar, Counterfactual thinking and regret**

Kahneman, D., & Miller, D. T. Norm Theory: Comparing reality to its alternatives. GGK.

Medvec, V. H., Maday, S. F., & Gilovich, T. When less is more: Counterfactual thinking and satisfaction among Olympic medalists. GGK.


**Class 10, 30 Mar, Affective forecasting**

Gilbert, et al. Durability bias in affective forecasting. GGK.


Van Boven, L., & Kane, J. (in press). Predicting feelings versus choices. In E. C. Chang & L. J. Sanna (Eds.), *Judgment over time: The interplay of thoughts, feelings, and behaviors*.

**Class 11, 6 Apr, Debiasing and expertise**


Wilson, T. D., Centerbar, D. B., & Brekke, N. Mental contamination and the debiasing problem. GGK.


Dawes, R. M., Faust, D., & Meehl, P. E. Clinical versus actuarial judgment. GGK.

**Class 12, 13 Apr, Confidence**

Griffin, D., & Tverksy, A. The weighing of evidence and the determinants of confidence. GGK, pp. 230–249.


**Class 13, 20 Apr, Egocentrism**


**Class 14, 27 Apr, Self-insight and perceptions of bias**


Taylor, S. E., & Armore, D. A. When predictions fail: The dilemma of unrealistic optimism. GGK.