

**Learning Target**

Distinguish between representativeness, anchoring and availability heuristics, and explain how they can cause us to underestimate or ignore important information.

**Definitions:**

**Representative Heuristic:** A cognitive bias in which an individual categorizes a situation based on previous experience or beliefs, which are similar to the present scenario. This can aid quick decision-making but can also lead to limiting information or stereotyping.

**Availability Heuristic:** A mental short cut in which people make judgments about the probability of an event based on how quickly examples come to mind.

**Anchoring Bias:** A cognitive bias in which one's initial judgment or expectation prevents them from deviating very far even in the face of new or contradictory information

**Algorithm:** Using all possible solutions to arrive at the correct response.

**Representative, Availability and Anchoring Heuristics/Bias and Algorithm**

**Directions:** Read the following statements and determine if each example refers to a **representative, availability heuristic, anchoring bias** or an **algorithm**.

1. Kelly has just been involved with a car accident, now every time she gets into her car, she believes that she is much more likely to be involved in a car accident than she had previously thought.

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2. Stacey has been watching the presidential debates to be sure that she is a well-informed voter regarding the issues of the upcoming election. Stacy identifies as a Republican. As she watches the debate, the Democratic candidate makes some very good points, however, Stacy is unable to move from her negative views of the candidates and after the debate her opinion of both candidates has not moved very far from her original thoughts. What method of problem solving is Stacey using?

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3. Teddy wants to run a statistical analysis on the data that he has collected for his Advanced Placement Psychology course. He plugs all of the information into a computer and then runs an analysis of the data. How is the computer analyzing the data to produce the calculations that Teddy requests?

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4. Jennifer has a disagreement with her math instructor; she now believes that her math instructor does not like her. Each time she enters the class she immediately thinks about this disagreement, as a result Jennifer is very tentative in class and is reluctant to respond to questions, this has negatively impacted her grade. What method of problem solving applies to this situation?

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5. Darren worked for a time as a waiter at a retirement home, on occasion people were impatient with him and could be rude. Now, Darren believes that all individuals who live in retirement homes are rude and impatient. What method of problem solving is Darren using?

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6. Kari has been saving money for college for the past four years; she thinks that she is close to her goal amount of \$30,000, which is helpful as she is currently a senior in high school. Kari begins to look for a university she might want to attend. Once Kari starts looking at the cost of college she run across a number of places that would cost 30,000 in a single year. Kari is reluctant to move from her original view that she can find a four-year university that will not exceed her \$30,000 budget. What method of problem solving has Kari employed?

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7. As Debbie completes her daily word search there are three words she is having difficult finding. In order to be sure to solve the problem with 100% accuracy, she looks at every possible word combination to find these last three words. What method of problem solving is Debbie using?

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8. A dog viciously attacked Andrew when he was four, now that he is seven, he thinks that all dogs are mean and vicious. What method of problem solving is Andrew using?

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9. Sophie is having an argument with her parents regarding her curfew, her parents bring up issues of safety and curfew laws, Sophie is hesitant to seriously consider these points and will only concede that she should perhaps come home fifteen minutes earlier than she had originally proposed. What method of problem solving has Sophie displayed?

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**Identify which principle is best illustrated by the cartoons below, and explain your answer using terminology and reasoning from our classroom discussion to demonstrate your understanding.**

10.



*If you don't know what Ebola is:*

Ebola viruses cause a severe and often deadly illness known as Ebola virus disease. Fatality rates during EVD outbreaks can be as high as 90 percent, but it is very rare.

Answer: \_\_\_\_\_

Rationale:

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11.



Answer: \_\_\_\_\_

Rationale:

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