

## Q3: Week 7 - Cognitive Biases

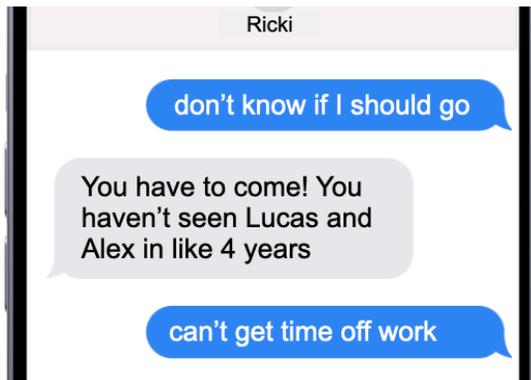


### reactance

**You'd rather do the opposite of what someone is trying to make you do.**

When we feel our liberty is being constrained, our inclination is to resist, however in doing so we can over-compensate. Wisdom springs from reflection, folly from reaction.

Example: You find yourself making up an excuse for why you can't attend a family reunion because you're feeling pressure to be there.



Do you find yourself making excuses or lying about not being able to do things with family and friends when the truth is that you just don't want to do them? What could you say other than an untrue excuse?

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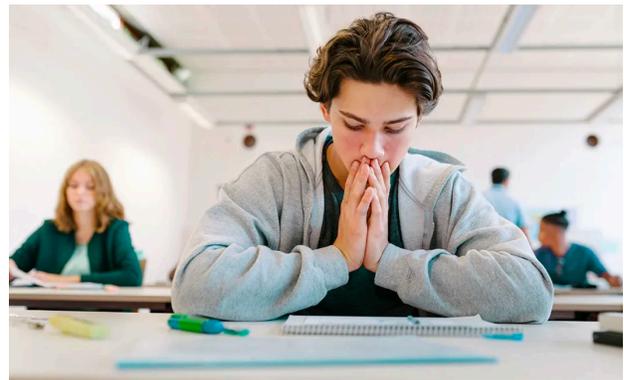


### spotlight effect

**You overestimate how much people notice how you look and act.**

Instead of worrying about how you're being judged, consider how you make others feel. They'll remember this much more, and you'll make the world a better place.

Example: You stop yourself from speaking up in a college class when the professor tells everyone there's no God, or that evolutionism is true, because you're worried about what people might think of you.



What would you do if there were a robbery taking place in a store while you were there?

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