

Heuristics: Shortcuts and Shortcomings
Wednesday & Friday, February 16-18, 2005

I. Schemas versus Heuristics

A. Schemas Address *Product*

B. Heuristics Address *Process*.

C. Increased Efficiency

II. Common Heuristics

A. Availability: How easily does “it” come to mind?

B. Representativeness: How representative of the typical case?

C. Anchoring and (Insufficient) Adjustment

III. A Brief History of the Limits of Human Reasoning

A. Early Philosophers and Educators

1. The mind can be disciplined.
2. There is no gain without pain.

B. Early Psychologists

1. Reasoning cannot be taught.

E. E. Thorndike: No Transfer

Jean Piaget: Hinges on Development

C. Contemporary Psychologists: Some reasoning principles can be taught.

IV. Teaching Statistical Reasoning

A. How big is my sample?

B. Who's right? Thorndike or Nisbett?

C. Social Reasoning Can be Taught!

1. In as little as 30 minutes
2. Benefit endure; there's transfer across situations.
3. But it takes effort.