Sir / maam –

You are under the influence!



A gift from Ambitious Teams



Surely, the evidence is great!



Respected philosophers like Socrates, Plato and Aristotle wrote about a spherical Earth, Thales believed the Earth floated like a log in water, and old time storyteller Homer described a disc cosmography on the Shield of Achilleus.

Indeed flat-earthers do provide strong proofs for their belief with these archaic conceptions of the world.

What is your opinion about the Flat-Earth theory?

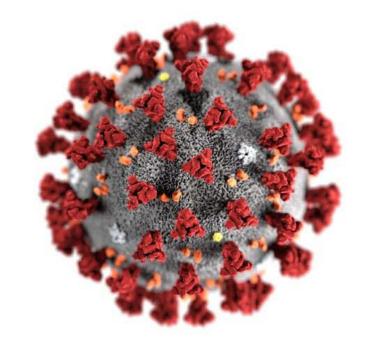
We see the biases of others...

In a recent news story, a federal judge defended his ability to be objective in handling a case involving a long term friend.

He was convinced of his own objectivity.

However, observers – such as yourself – quickly accuse him of being biased.

We see the biases of others.



Have you got any examples from the current news of false objectivity?

We are blind to our own biases

Biases usually operate nonconsciously, thereby leaving their influence hidden from our own introspection.

Now it gets interesting. Together we will do some lurking in the dark, some hunting in the shadows. Our objective is to search, find and denounce at least one of our team biases.

First though, put focus on your thoughts regarding flat-earthers, and investigate yourself: what is the root cause?

Why don't you believe their view?

Becoming self-aware

We will now identify the very roots of some of our team convictions, habits... biases

Find out what the team is influenced by, and what convictions are blindly biased.

What influences are we blindly impacted by?

Example

We always have a 5 minute small-talk at the beginning of a meeting.

Why?

It is a custom around here.

Why?

John, you have been here longest...

Oh, dear...

Well, I guess I believe it is a good way to get us going.

Can I say something?

I get so impatient at those meetings...

How can we strengthen our common team voice, and what will we do about it?

Selfawareness shall set us free as a team!

Psychological research indicates...

You are always under the influence!

People have a tendency to regard themselves as less influenced than other people with regards to their opinions.

You find it difficult to accept that your judgements, beliefs and perceptions are impacted by anything else than yourself. But you are most likely biased an unaware of it.

600 Americans participated in a psychological test regarding blind spots in 2007. Only one person stated that his opinions were more biased than the average American.

Even when you are made aware of this blind spot, you will be under its influence. Accept that you purport views of dubious origin sometimes, but be curious and become self-aware.

What influences are we blindly impacted by?

Pronin, Kugler (2007): "Valuing thoughts, ignoring behaviour: The Introspection Illusion as a source of the bias blind spot" - The Bias Blind Spot -



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Valuing thoughts, ignoring behavior: The introspection illusion as a source of the bias blind spot

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People see themselves as less suscepcible to bias than others. We show that a source of this has blood spar involves the value that people place, and believe they should place, on introspective information (relative to behavioral information) when assessing bias in themselves versus others. Participants considered introspective information more than believined information for assessing bins in themselves, but no others. This divergence that not arise simply from differences in introspective cases. The blind spot periodal when observers had assess to the introspections of the actor whose bins they judged. And, participants chinnel that they, but not their peers, about eely an introspections when making self-assessments of bias. Only ofter bring educated about the importance of nonconscious processes in guiding judgment and action—and thereby about the following introspection—did participants case denoting their relative susceptibility to beas.

Kristovski Bas blind spot; Introspection illusion: Self-other, Nonconscious influence; Self-perceptio

In a recent news story, a federal judge defended his ability to be objective in handling a case involving a long-time friend. In another story, government scientists defended their impurtiality in evaluating drug companies from whom they received large consulting tees. In each of these stories, the relevant actors were convinced of their own objectivity, while outside bservers were quick to accuse them of bias. Such accusations of bias in people who are confident in their objectivity are as common in everyday life as they are in the news. When our colleague judges the average work of his friend as better than the stellar accomplishments of a mere acquaintance, or when our neighbor argues that the new bright-red fire hydrant should so in front of any house but hers, we are struck by those individuals' blindness to their own biases.

We think Plans Jerobs, Javen Karpay, and John Pleming for re-search assistance. We think Strain Pister, Kulthern Kernady, and Johns Haltmorett for heightful contracts on the research Portroits of this re-search were supported by a grant to Protein from the NASD.

E mai advera sproun@princetoneda (E. Prouis). $1023\ 1031/5$, see that matter ≈ 2006 Elsevier Inc. All rights reserved doi:10.1016/j.esp.2006/95.011

The tendency to see hias in others, while being blind to it in ourselves, has been shown across a range of cognitive and motivational biases (for a review, see Pronin, Gilovich, & Ross, 2004). This article concerns a related question: Why do people show this bias blind spot?

This research explores one possible mechanism contributing to the tendency for people to acknowledge hias more readily in others than in themselves. This mechanism involves the value that people assign to introspective information, relative to behavioral information, when drawing conclusions about the presence or absence of bias. Consider the following example. In judging whether you have been biased in your hirms of a new associate, your intro might involve the feeling that you tried to be objective in reviewing the applicants or that you never felt any bias clouding your assessments. Your believior might be that you hired un old college buddy. As this example portends, introspections will be less likely than behavior to yield evidence of

Source for inspiration:

"Valuing thoughts, ignoring behaviour: The introspection illusion as a souce of the bias blind spot"

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