

Sir / maam –  
You are under  
the influence!

A gift from Ambitious Teams





The Earth is flat!





# 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 Achilles.

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?

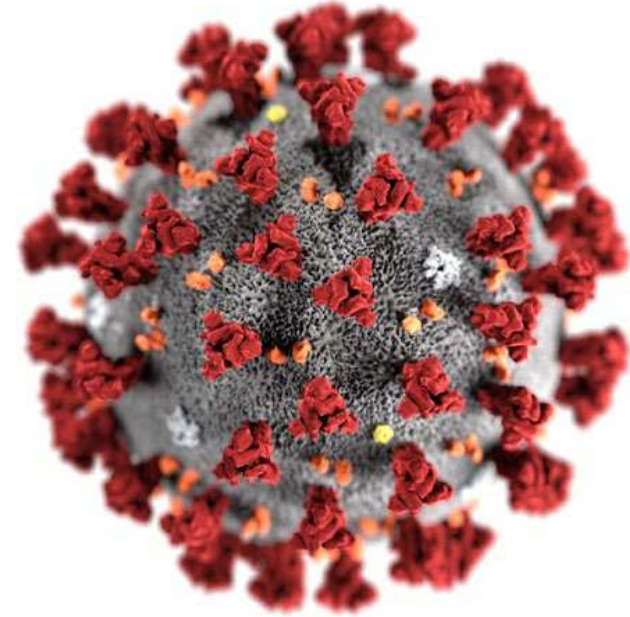
# We see the biases of others...

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?



# Self-awareness 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 and 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?**

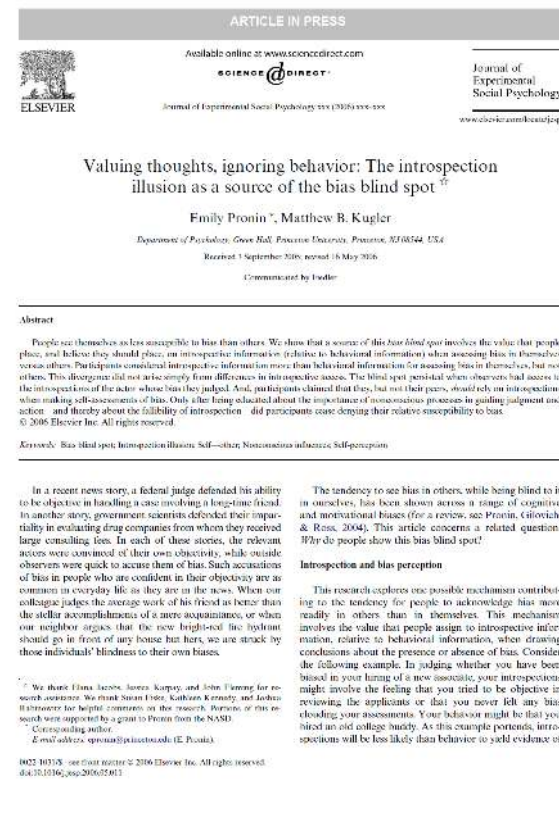
Kilde:  
Pronin, Kugler (2007):

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



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Source for inspiration:

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

Emily Pronin & Matthew Kugler



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