Thinking Traps

Six habits that fool every brain

Confirmation bias

We notice facts that agree with what we already think.

EXAMPLE

Only reading reviews that praise your favorite game.

Try this: Look for one good reason you might be wrong.

Anchoring

The first number we hear sticks in our mind.

EXAMPLE

A shirt marked "was $80, now $40" feels like a bargain.

Try this: Check what similar things usually cost.

Availability

We judge by what comes to mind easily.

EXAMPLE

After scary movies, sharks seem to bite far more often than they do.

Try this: Look up how often it really happens.

Sunk cost

We keep going because of what we already spent.

EXAMPLE

Finishing a boring movie because you paid for the ticket.

Try this: Ask: if I were starting today, would I choose this?

Halo effect

One good trait makes us think everything is good.

EXAMPLE

A polished website must have true facts.

Try this: Judge each claim on its own evidence.

Overconfidence

We think we know more than we really do.

EXAMPLE

Being sure of an answer without checking it.

Try this: Say how sure you are, then test it.

Knowing the traps does not remove them, but it helps you notice them.

creouts.com · © Creouts Publishing · Free for home and classroom use · Not for resale or redistribution