

Research Activity 1

Perceptions in sports

Observe how people describe and explain the wins and losses of their favorite sports teams on Facebook or Twitter. What kinds of explanations are made for wins vs. losses? This activity becomes even more fun when you can compare the explanations made by fans on opposing teams after they have played against each other in a big game. Like the example from the book about the Princeton vs. Dartmouth game, do you notice that fans from the winning team are more apt to praise their teammate's good sportsmanship, whereas fans from the losing team are more apt to blame bad calls by the refs?

Make similar observations after multiple sporting events. Do you see a pattern emerging? If yes, why do you think fans perceive things differently after wins vs. losses? Have your perceptions ever been biased in this way?

Research Activity 2

Constructing our own reality

Come up with an event you experienced together with a relative or friend. Write down every tiny detail you can remember of the event and ask your relative or friend to do the same. For instance, when you both went to a concert, try to describe independently in detail what the concert was like, what colors were used on stage, what the artist wore, and how the people that were standing in front of you looked.

Compare both descriptions and look for differences.

This exercise demonstrates that we construct our own reality (SP p. 15).

Research Activity 3

Me and mine



Imagine someone will be selling this pen. How much money should this person sell it for?

Now imagine this pen is yours and someone wants to buy it. How much money will you sell it for?

This activity demonstrates that people value “me and mine” (SP p. 17; also see the case study in Chapter 4).

Research Activity

Thinking Fast vs. Slow

Throughout this text you will see many examples of how and why people process superficially vs. in-depth. The website below provides a video interview with Nobel Prize-winning psychologist, Daniel Kahneman, who describes the characteristics of fast vs. slow thinkers. Watch the video and,

as you do, figure out whether you are a fast thinker or a slow thinker. What are the consequences of being each type of thinker?

www.psychologicalscience.org/index.php/video/slow-thinking-is-wise-thinking.html