The Outlandish World of Biases

Anchoring Effect: relying too much on the initial information offered when making a decision

"The first test seemed OK, do we need anymore?"

"The conveyer belt broke 3 times last month, it's pretty unlikely it'll happen again"

Gambler's Fallacy: Believing that future probabilities are altered by past events, when in fact they are unchanged

Availability Heuristic: overestimating the importance and likelihood of events based on the information's availability

"I saw something very similar to this on LinkedIn, we need to take it seriously"

"Let's just get the deal done ASAP"

Hyperbolic Discounting: preferring a smaller, sooner payoff, over a larger, later reward

Bandwagon Effect: uptake of beliefs and ideas increases, the more that they have already been adopted by others

"The whole department knows there's no problem here"

"This worked fine in the factory in China, it should work fine here"

Illusion of Validity: overestimating our ability to make accurate predictions when precedent "appears" to tell a coherent story"

Belief Bias: basing the strength of an argument on the believablity or plausability of the conclusion

"I didn't quite follow your argument but the conclusion seems about right"

"Looks like we have run out of time to discuss this"

Ostrich Effect: avoiding negative information by pretending it doesn't exist

Blind Spot Bias: viewing oneself as less biased than others

Let's ignore Claude's opinion on this, he's biased"

"We made a good call on that one"

Post-Purchse Rationalisation: tendancey to retrospectively ascribe positive attributes to an option one has selected

Clustering Illusion: erroneously overestimating the importance of small clusters or patterns in data

This is the second week in a row that this has happended. There must be a problem"

"Our competitors are only doing well because their products are cheap"

Reactive Devaluation: devaluing an idea because it originated from an adversary or opponent

Confirmation Bias: focusing on information that only confirms existing preconceptions

We did loads of simulations, most of them showed there's no problem"

"Now we've got the new equipment, we can cut the time spent on maintenance"

Risk Compensation: taking bigger risks when perceived safety increases, being more careful when perceived safety reduces

Courtesy Bias: giving an opinion that is viewed as more socially acceptable to avoid causing offense

"The last time we discussed this, the meeting went on for hours. Let's move on."

"If it ain't broke - don't fix it"

Status Quo Bias: preferring the current state of affairs over change

Endowment Effect: the tendancy for people to ascribe more value to things merely because they already own them

"I know it will cost a fortune to fix, it cost us 15,999, we can't just throw it away."

Sam from tech is worried but frankly the tech team are all pessimists"

Stereotyping: assuming a person has characteristics because they are member of group