A photograph of a torn, aged envelope with red and blue striped edges. The envelope is slightly open, revealing a piece of paper with handwritten text. The text on the paper includes "I want you" and "atch".

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Business Psychologist

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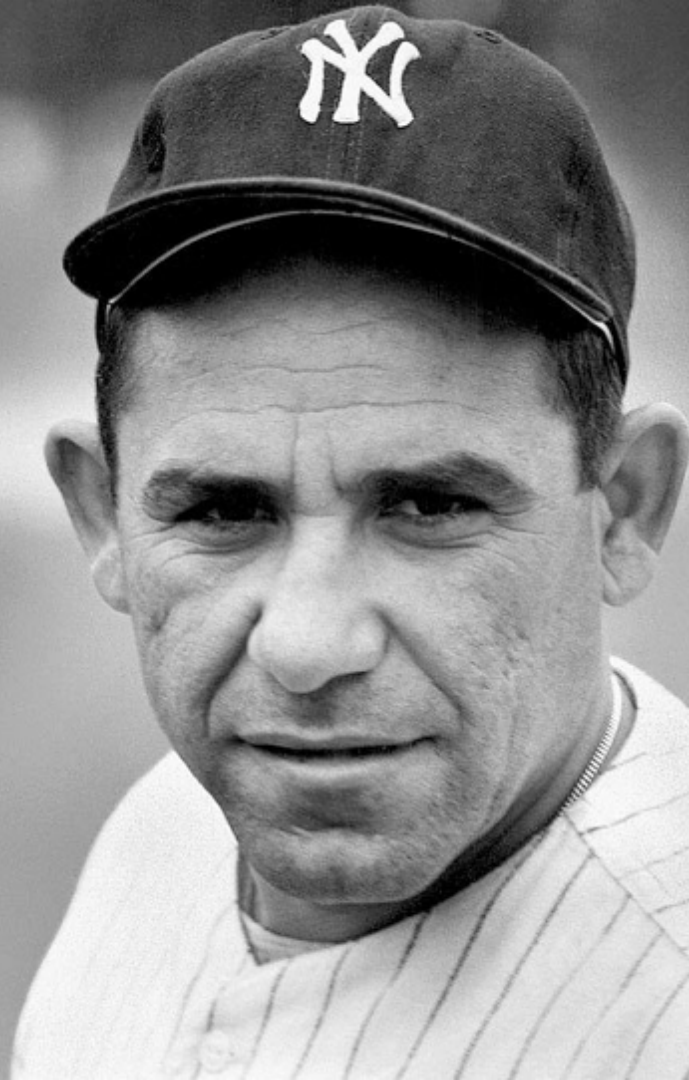
Judicial Decision-Making

- Roger Hall, PhD
- Compass Consultation, Ltd

“Education
without execution
is just
entertainment.”

Tim Sanders

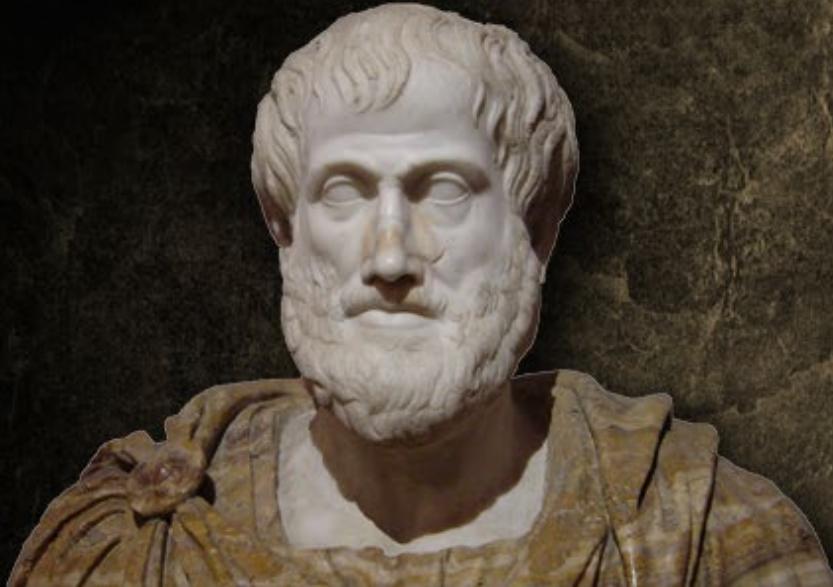




“90% of baseball is
mental.
The other half is
physical.”

Yogi Berra

Everything Old is New Again



ETHOS
LOGOS
PATHOS

ETHOS

Credibility



PATHOS

Emotion



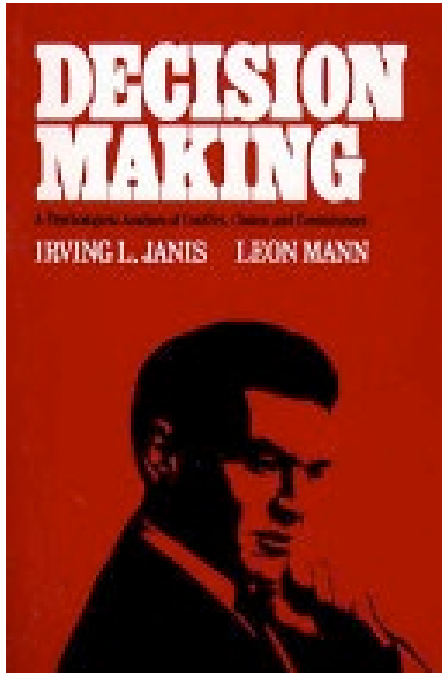
LOGOS

Logic

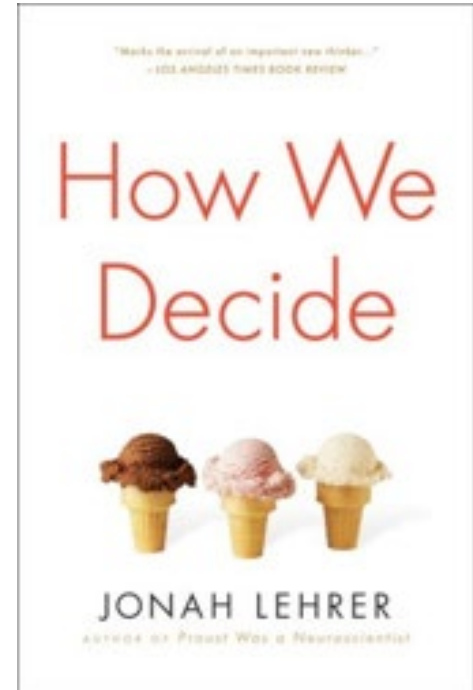


Decision Making is not logical... IT IS EMOTIONAL

Janis & Mann



Jonah Lehrer



Versus

BUYING A NEW CAR – TWO APPROACHES

Consumer Reports

versus



Good Decision Making is Not Rational

Old Thinking

Logical, non-emotional
decisions are better

We follow a deductive
path

New Thinking

Those without emotions
make worse decisions

We decide and then come
up with explanations for
our decision (rationalizing)

Good Decision Making is Not Rational

Old Thinking

More information
is better

Thinking about
your thinking is
better

New Thinking

More information
decreases decision
quality

Thinking about your
thinking decreases
decision quality

Information Overload

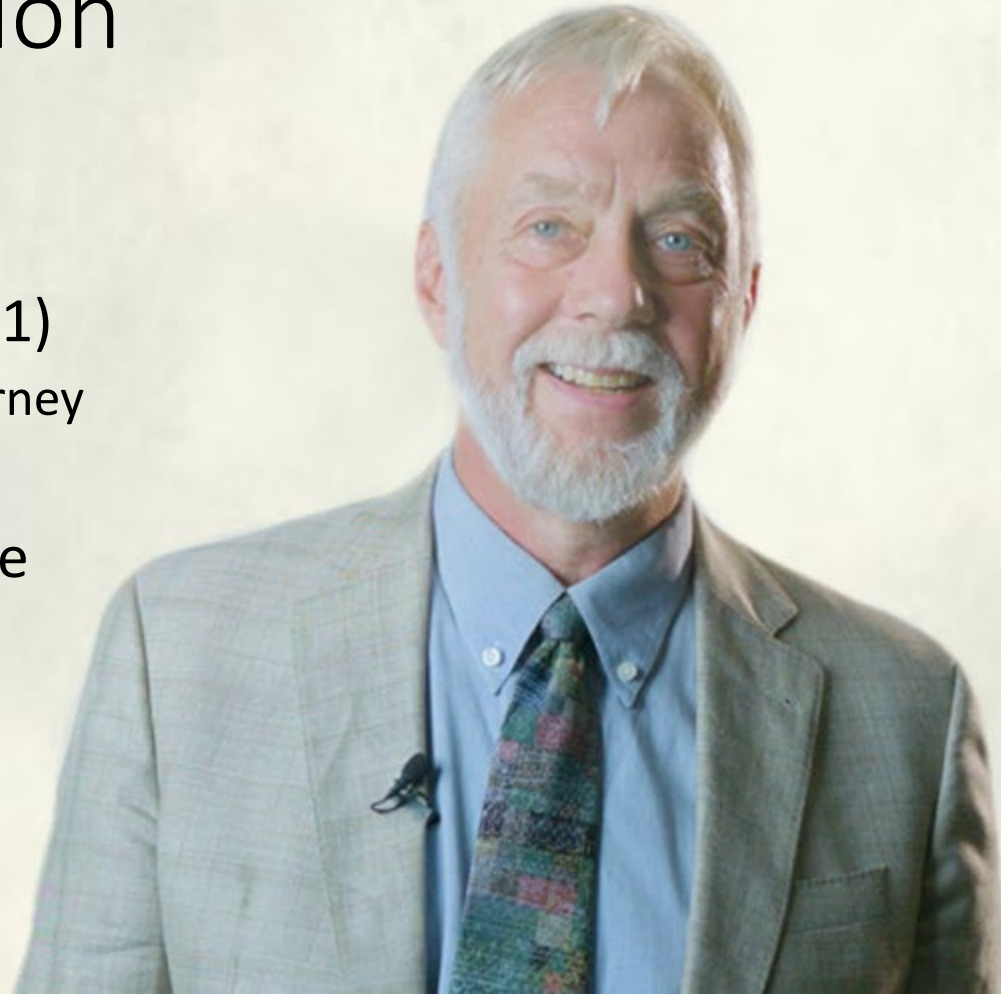
Roy Baumeister

Willpower (2011)

with John Tierney

Decision Fatigue

Ego Depletion



The Elaboration Likelihood Model

Central vs. Peripheral Route
Processing

Richard Petty and John
Cacioppo

Organ Donation Study



Amos Tversky & Daniel Kahneman



Amos Tversky & Daniel Kahneman



Thinking Fast and Slow

Emotions are more powerful than reason.

Pathos is stronger than Logos

Logos and Ethos are used to solve emotional problems.

That emotion is often the avoidance of regret.

THINKING,
FAST AND SLOW



DANIEL

KAHNEMAN

WINNER OF THE NOBEL PRIZE IN ECONOMICS

#1 *New York Times* Best-selling Author

MICHAEL
LEWIS

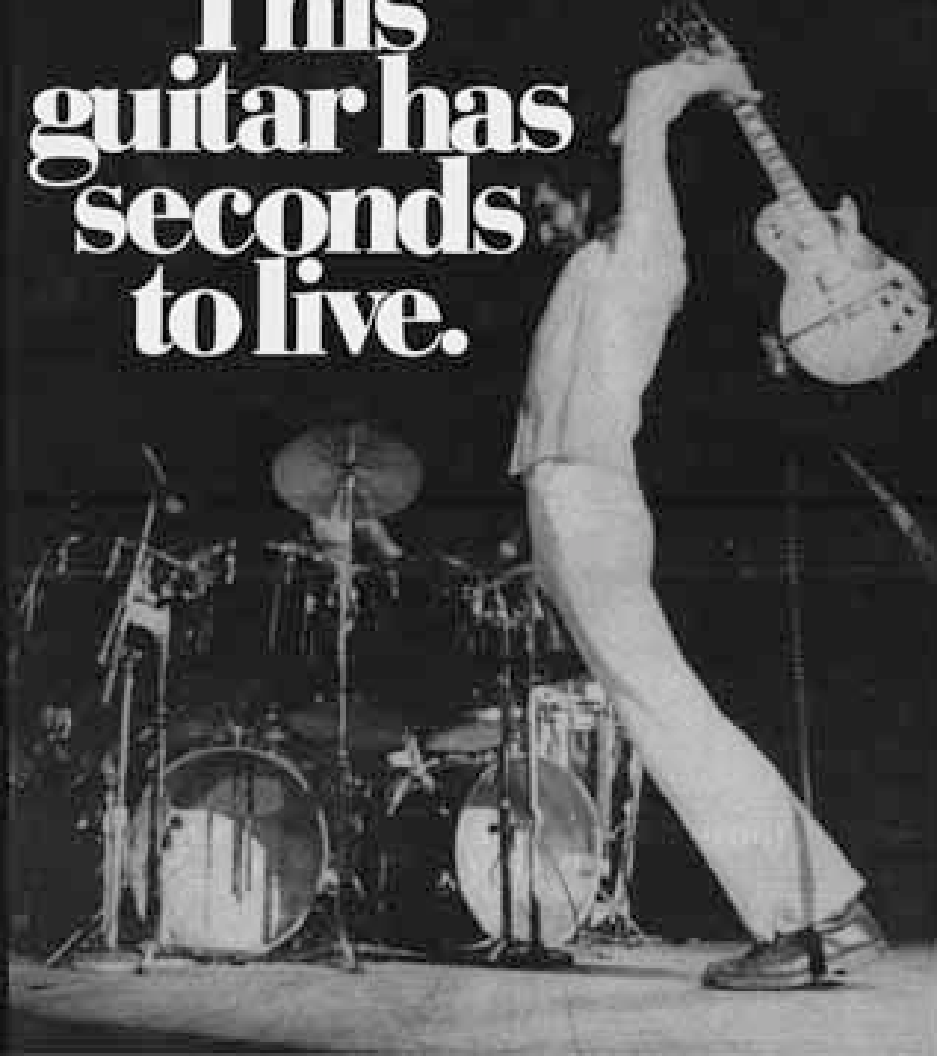


THE
UNDOING
PROJECT

A Friendship that Changed Our Minds



Pete Townshend's Guitar



Pete Townsend's Guitar



Brian May's Guitar



Brian May's Guitar



Your Perfectly Good Guitar

A close-up photograph of a man in a dark blue suit jacket, a white dress shirt, and a blue tie with white polka dots. He is adjusting the lapels of his jacket with both hands. A matching patterned pocket square is visible in his breast pocket. The background consists of horizontal wooden planks.

Lies Consultants Tell

A close-up photograph of a man's torso, wearing a dark blue suit jacket, a white dress shirt, and a blue tie with white polka dots. A matching patterned pocket square is visible in the jacket's breast pocket. The background consists of horizontal wooden planks.

Lies Consultants
Tell

“You only use 10%
of your brain.”

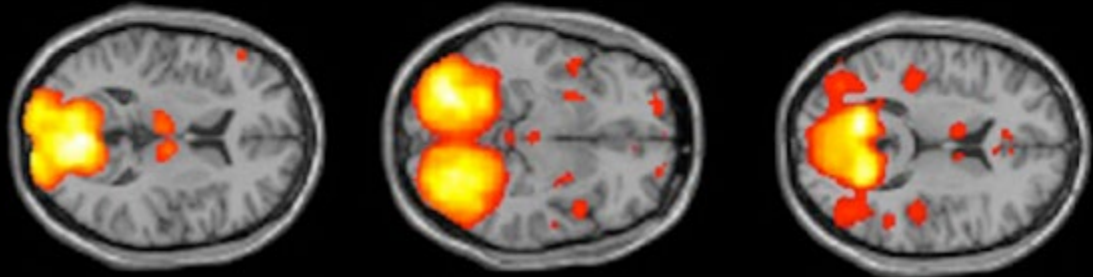
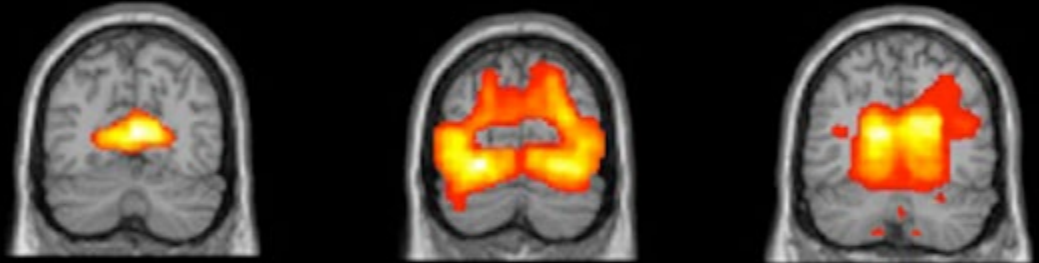
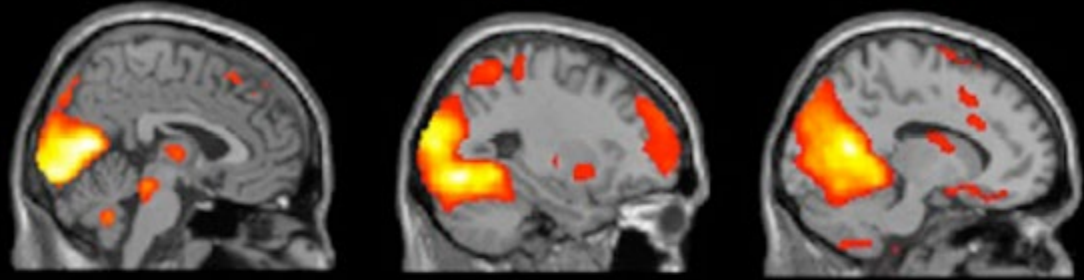
MRI



Brain at Work

MRI scan of a person's brain as he is looking at something.

Visual



IC9 (-26, -74, -8)

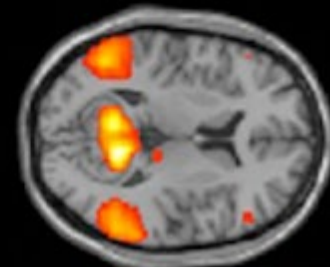
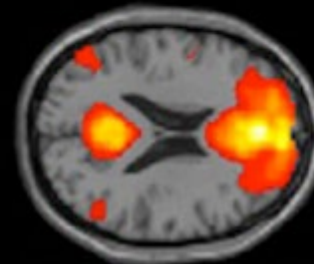
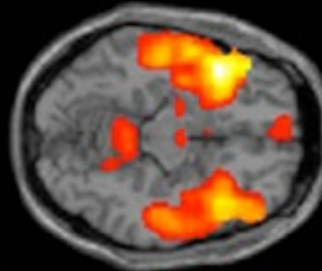
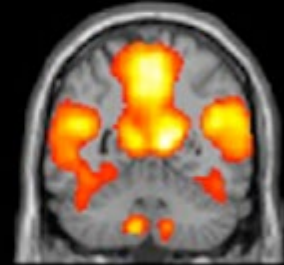
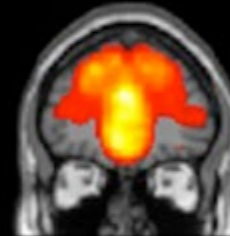
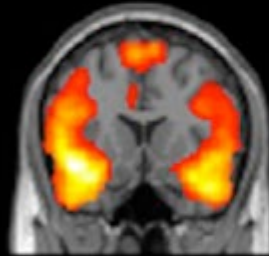
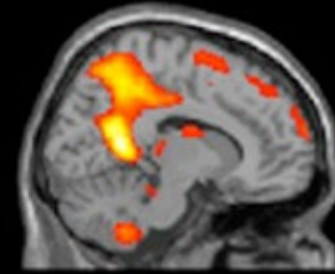
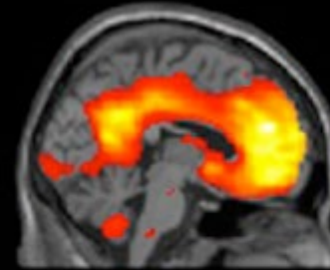
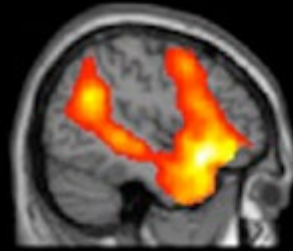
IC10 (4, -68, 10)

IC15 (-12, -62, 14)

Brain at Rest

- MRI of a person whose mind is wandering
- The Default Mode Network (DMN)

Default Mode



IC 22 (-44, 16, -12)

IC 25 (-2, 44, 22)

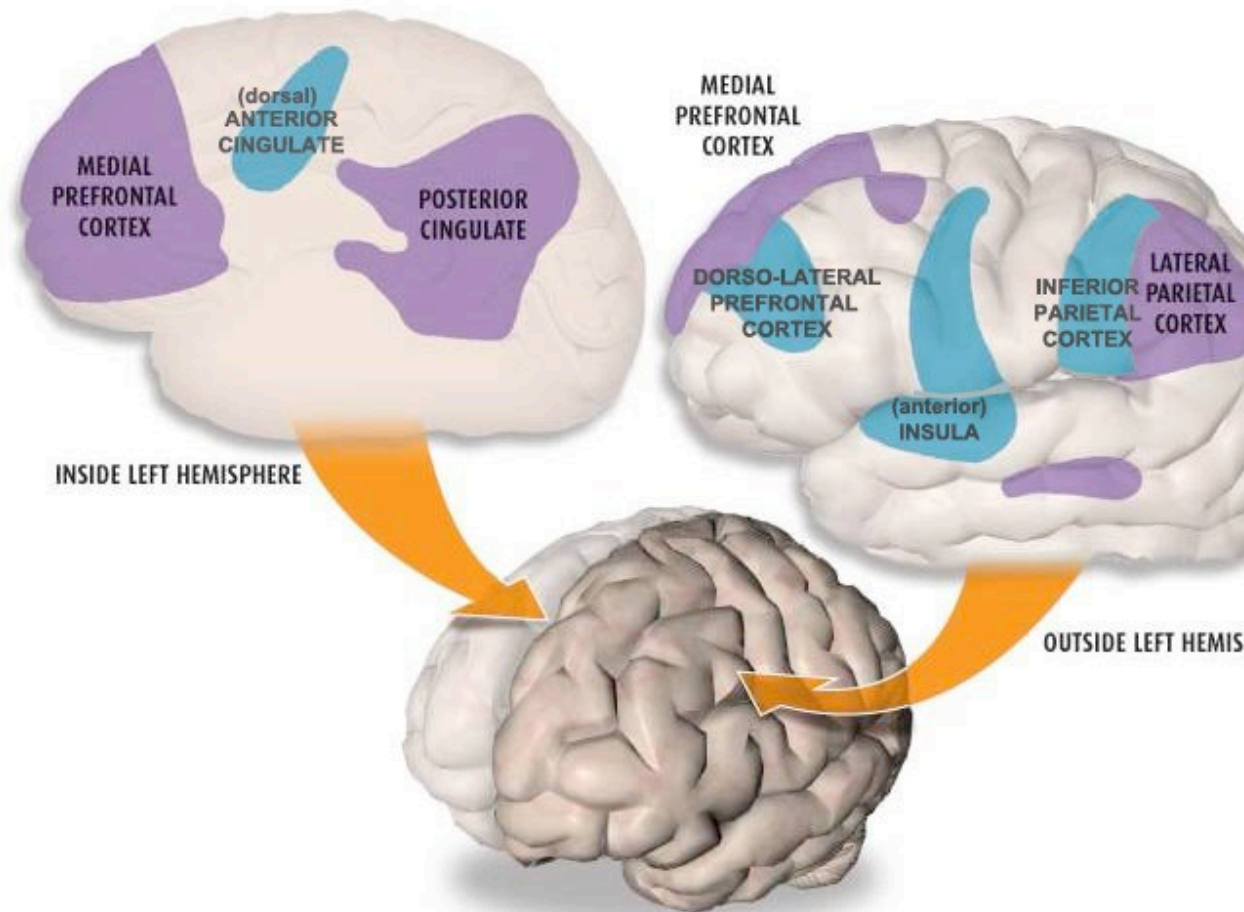
IC 26 (12, -52, 10)

THE BRAIN IN NEUTRAL

When you switch off, a distinctive network of brain areas not involved in focused attention bursts into action

● Default network ● Areas involved in focused visual attention

Default Mode Network



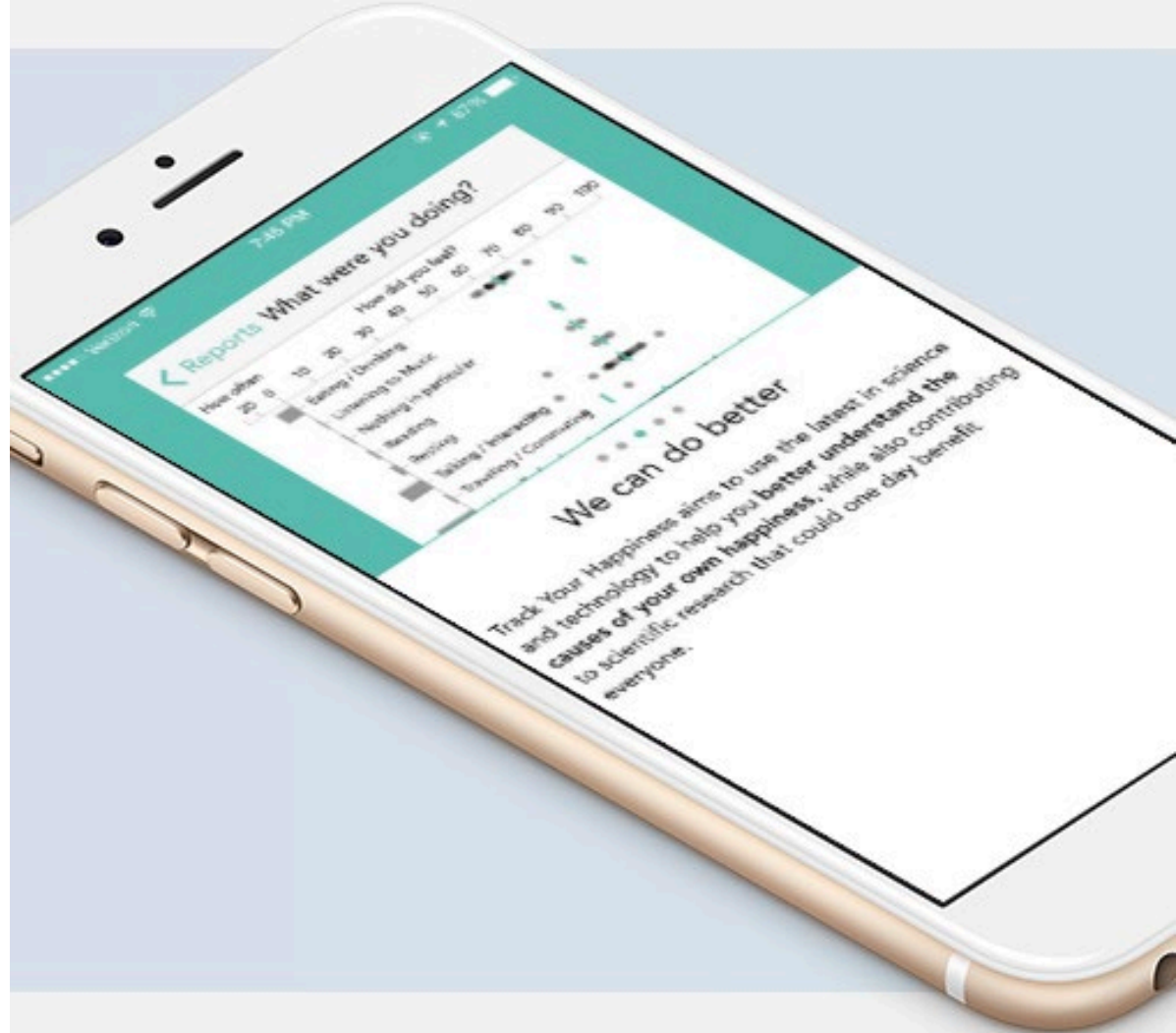
The Default Mode Network

...is why your best ideas come in the shower



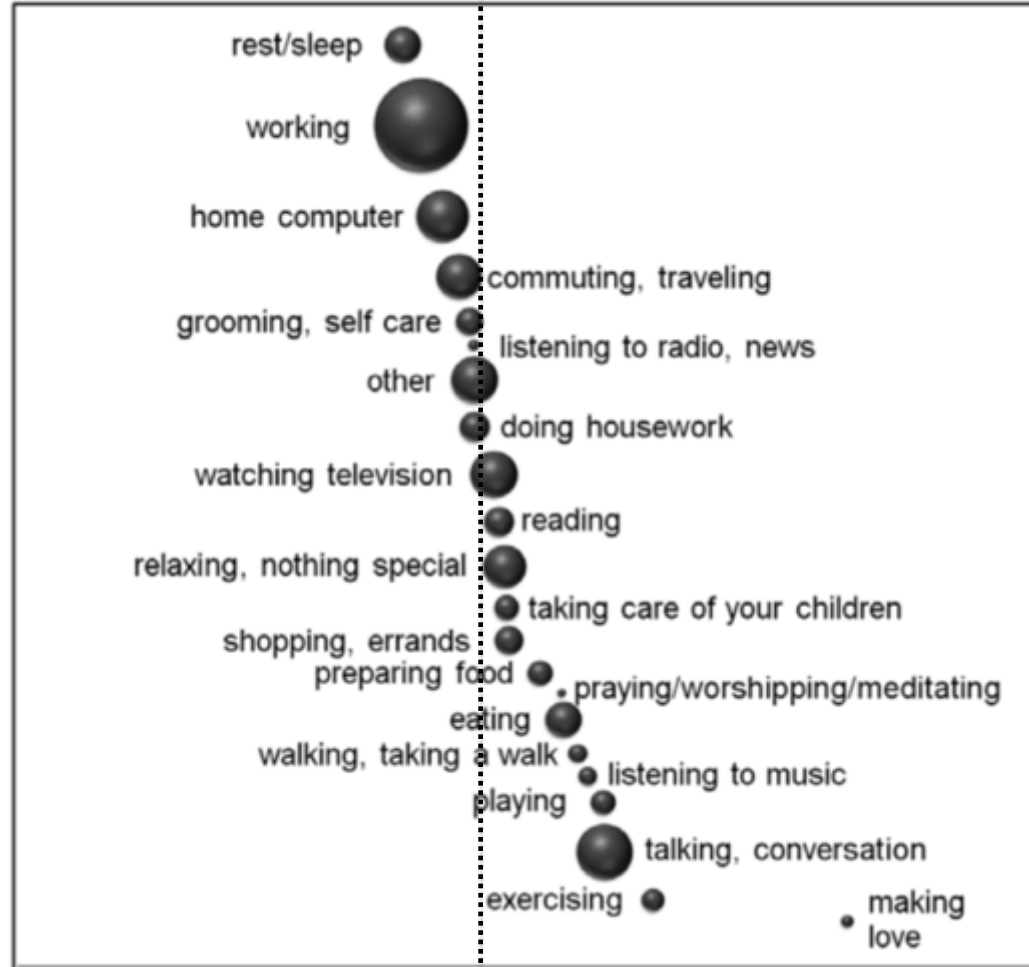
Tracking the Mind at Rest

www.trackyourhappiness.org

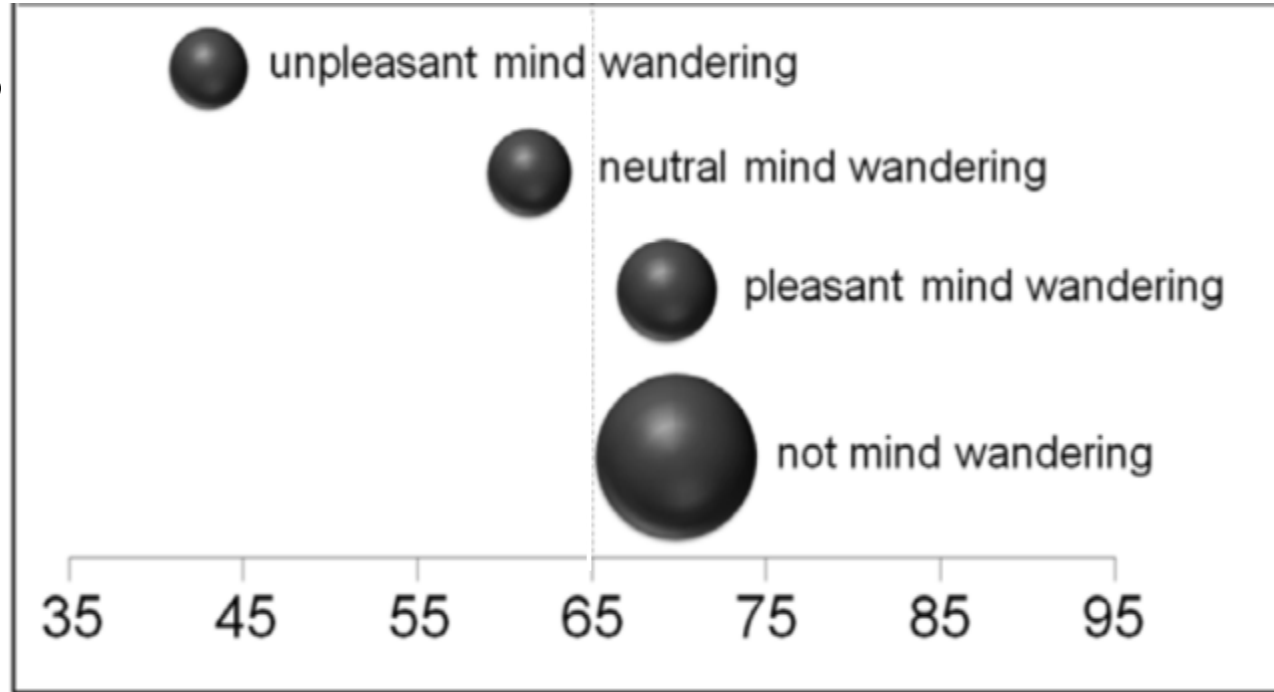


Tracking Your Happiness

Killingsworth, M. A., & Gilbert, D. T. (2010). A wandering mind is an unhappy mind. *Science*, 330(6006), 932-932.

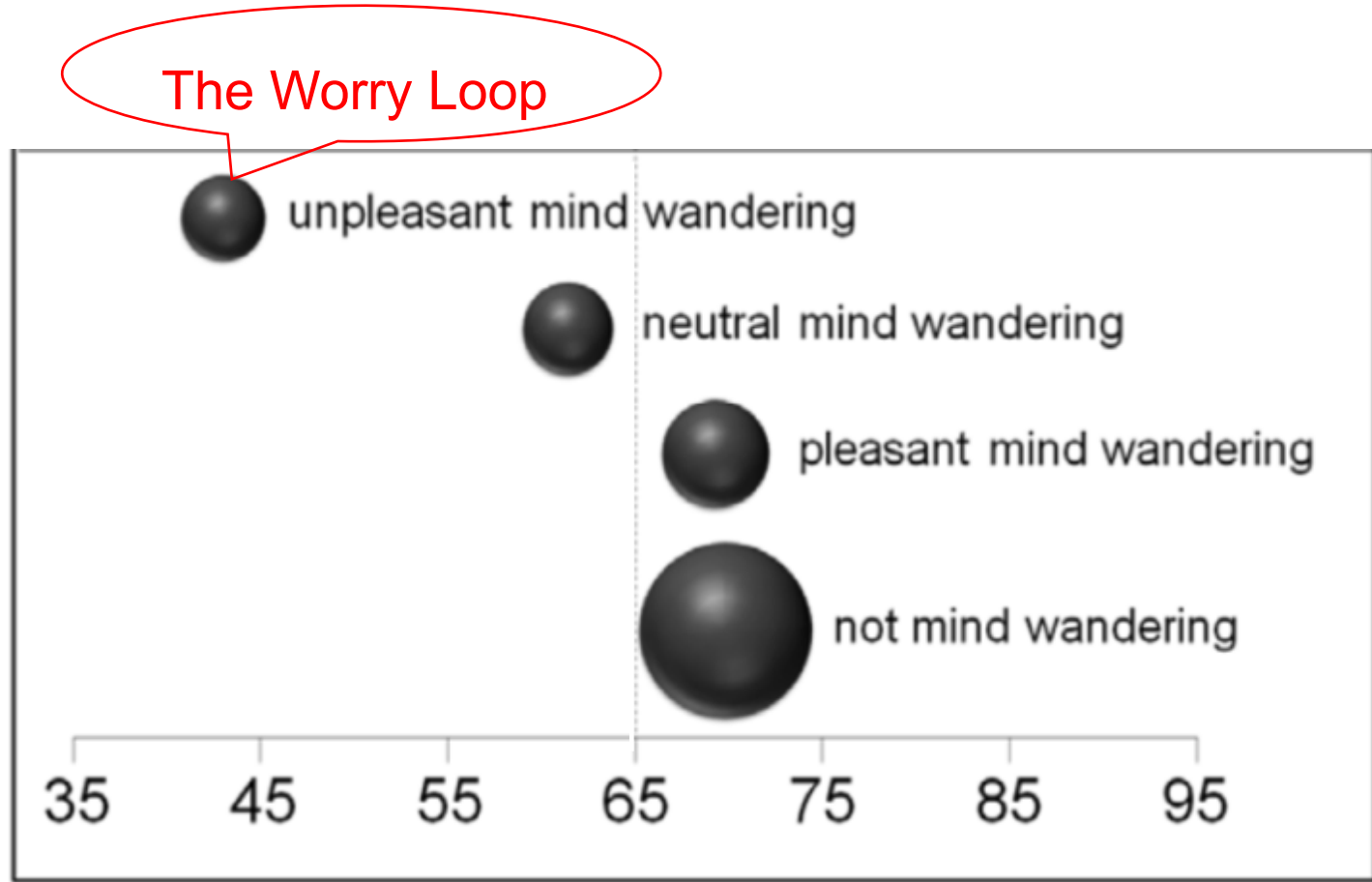


Tracking Your Happiness



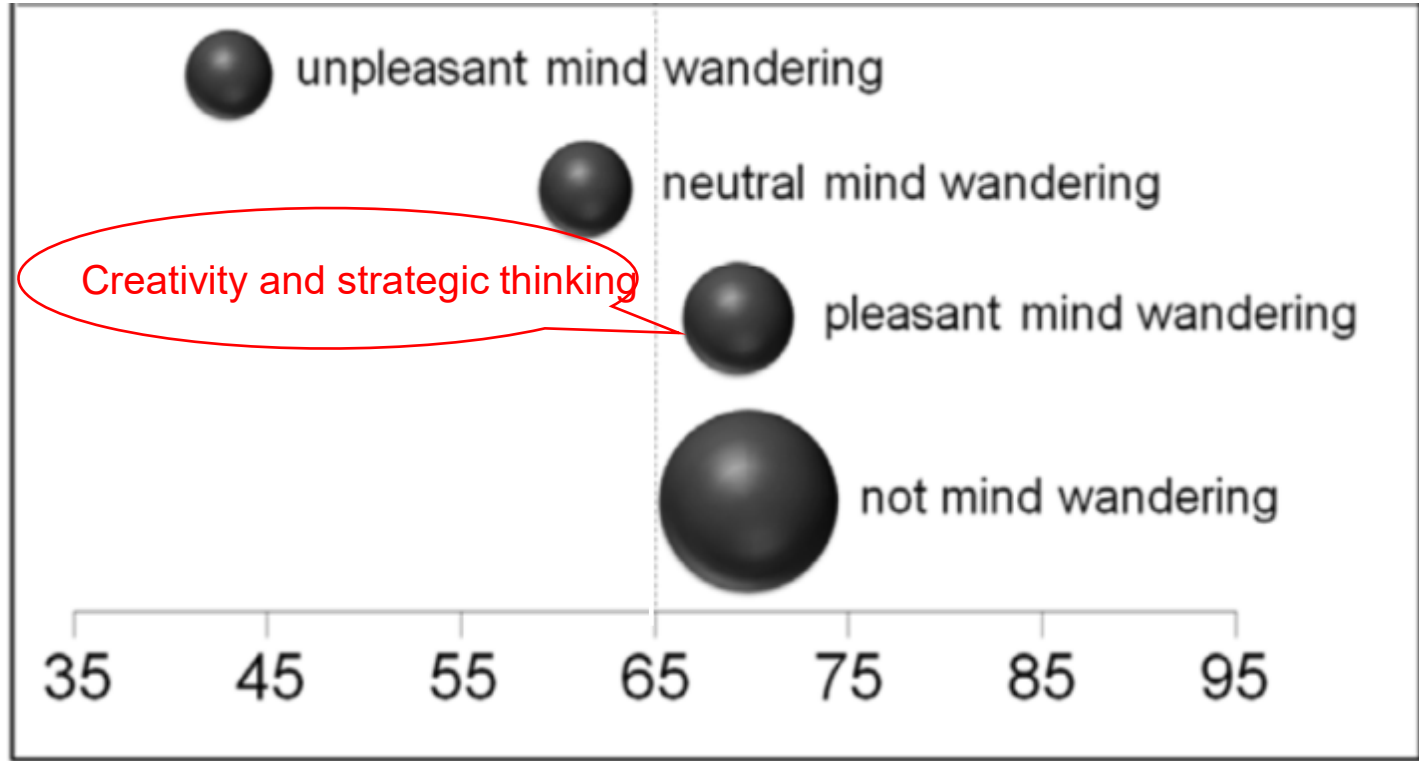
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Quiet Reflection

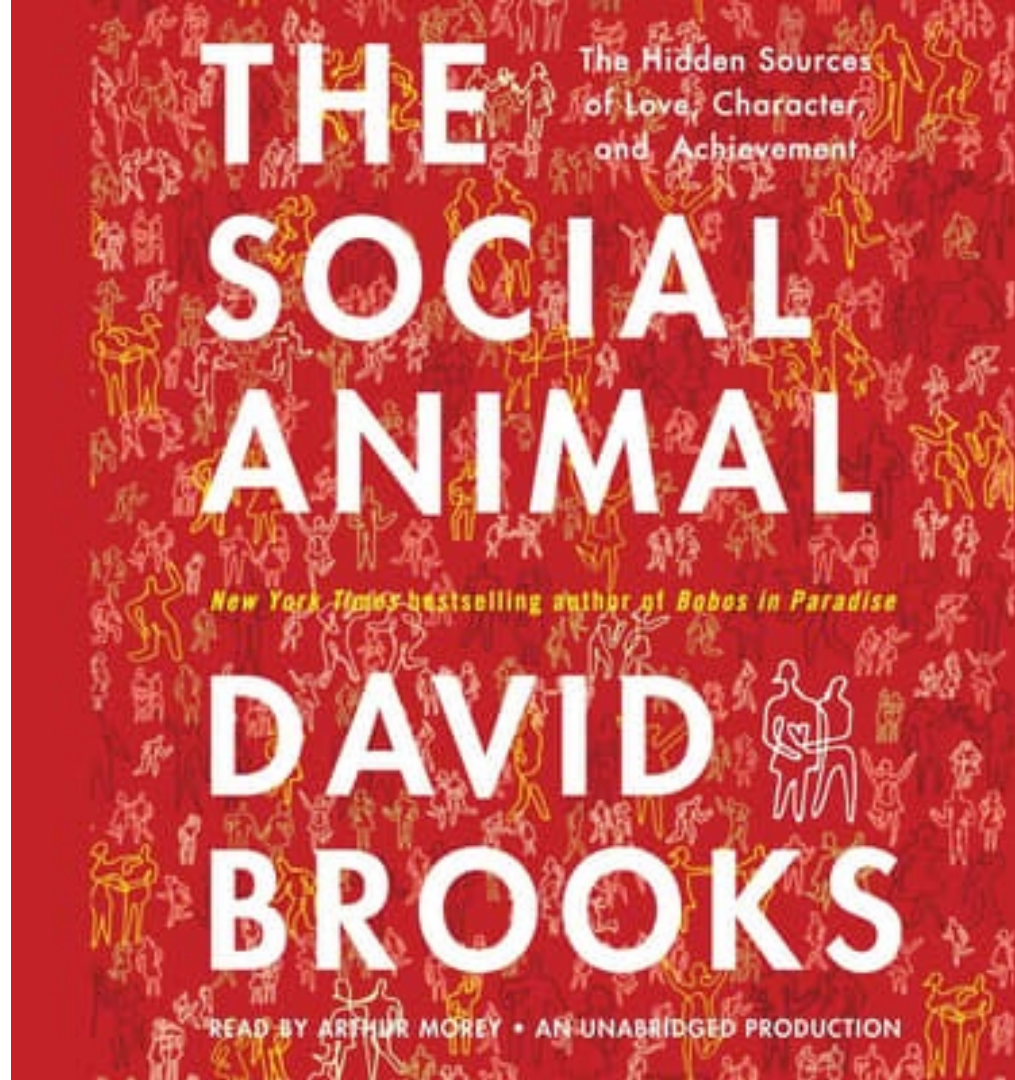
Why your best ideas come
in the shower.

The Social Animal

Time of quiet reflection

Default Mode Network

The worry loop vs.
The creativity,
strategic thinking,
and relationship
loop

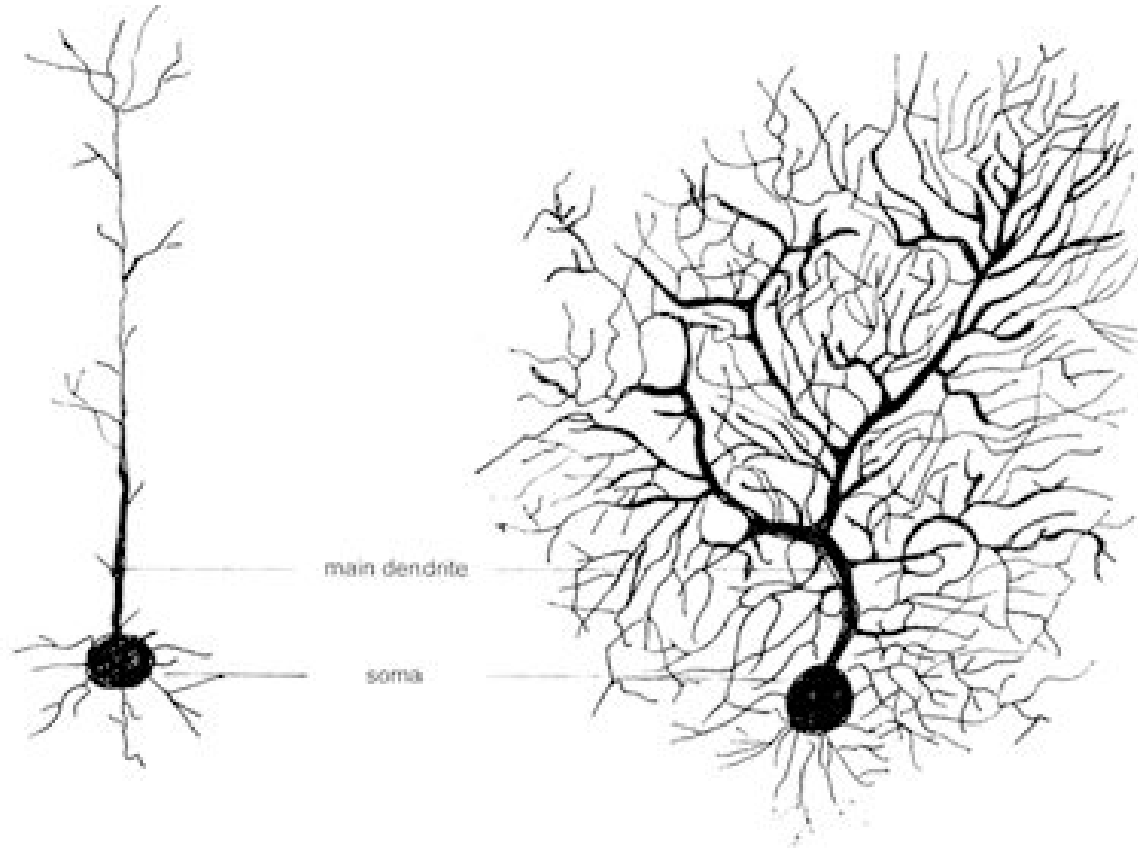


OK, but how do I change my mind?

MINND

Brain Growth and Repair

Brain Derived Neurotrophic Factor (BDNF)

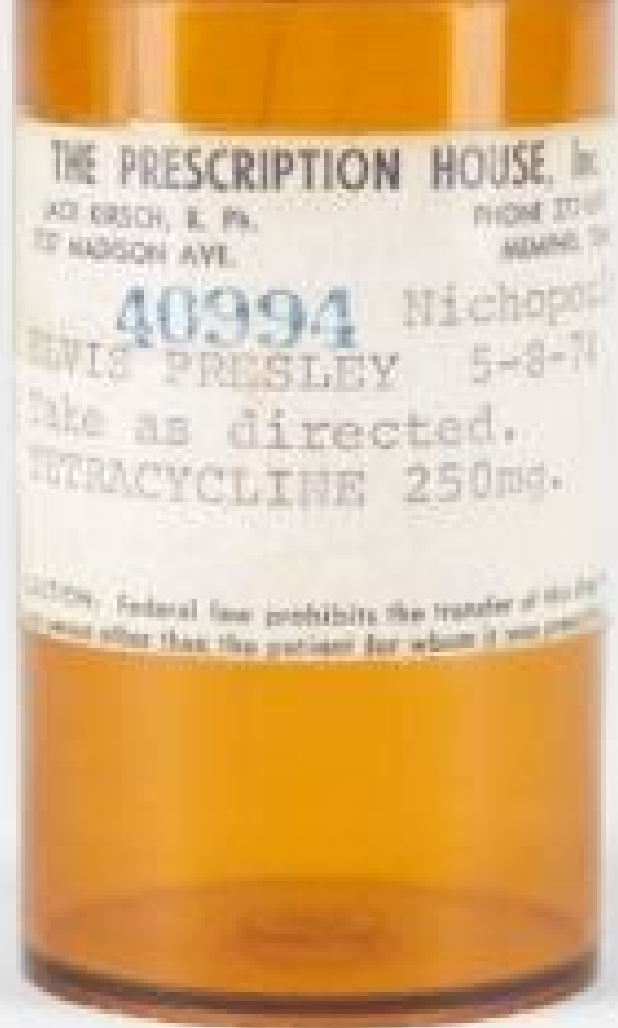


Sparse growth of dendrites

Typical dendritic growth in an active brain

Can you get BDNF in
a Bottle?

Not exactly...



Can you get BDNF in a Bottle?

- But you can boost its production by eating curry!



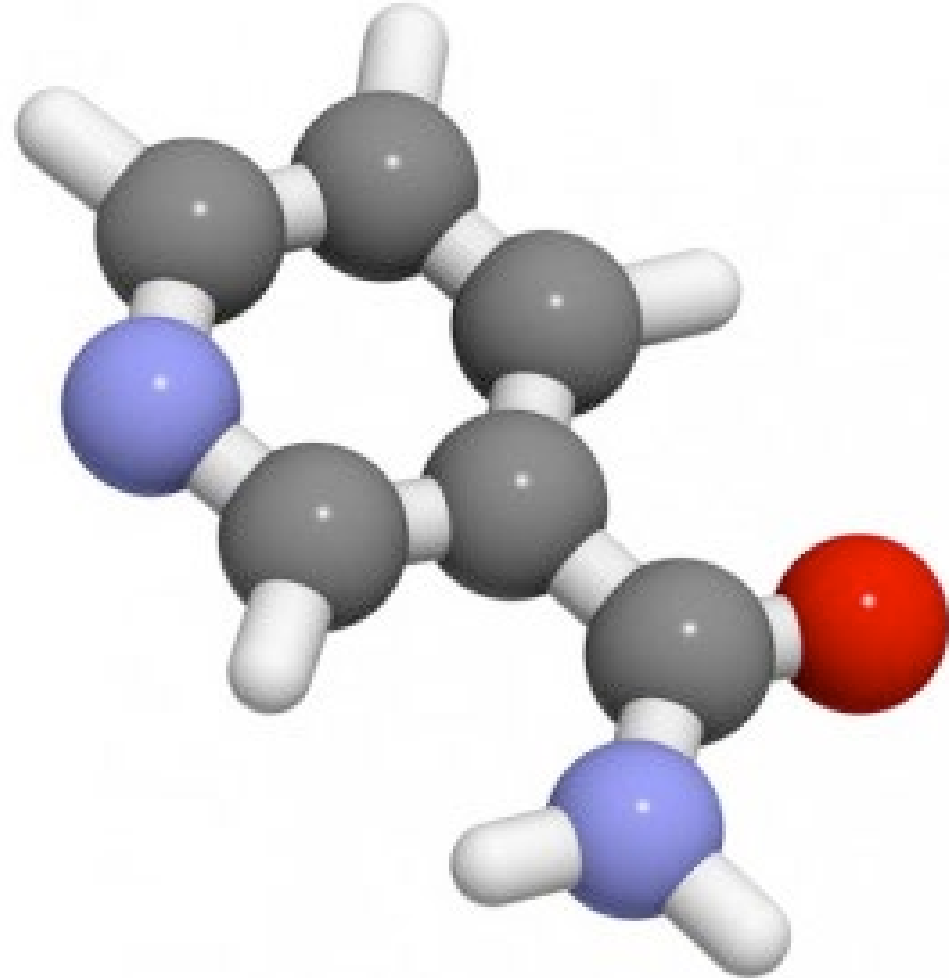
Can you get BDNF in a Bottle?

- But you can boost its production by eating curry!
- Turmeric -- curcumin



Can you get BDNF in a Bottle?

- But you can boost its production by taking Niacin!





Can you
get BDNF
in a
Bottle?

But you can boost
its production by
taking Omega-3
Fish Oil!



Can you get BDNF in a Bottle?

But you can boost its production
through eating fermented foods!



Can you
get BDNF
in a Bottle?

But you can boost
its production
through eating
fermented foods!



Activities to Increase BDNF

Meditation



Activities to Increase BDNF

- Walking Meditation
 - Labyrinth
- Chartres Cathedral in France



Activities to Increase BDNF

- Focused Attention Meditation
 - breathing



Activities to Increase BDNF

- Focused Attention
Meditation
 - candle flame



Activities to Increase BDNF

- Open Monitoring Meditation
- Mindfulness
 - When a thought arises, you observe without evaluation, and let it drift away



Activities
to
Increase
BDNF

Fasting



Activities to Increase BDNF

- Sleep
 - All I gotta do is dream...
 - REM sleep and it's purpose



Activities to Increase BDNF

- Exercise
 - The kind that makes you sweat



Activities
to Increase
BDNF

Sunlight



Activities to Increase BDNF

- Intellectual Stimulation
 - The research on brain training games does not support their efficacy.

Increasing Self Awareness

- Admit you are wrong (first with small things, then..)
- Embrace your mistakes and failures
- Get proper rest and nutrition
- Develop Steady habits
- Know that you have the capacity for evil
- Create hurdles well in advance
- Find people you like and respect. Hang out with them.

“Education
without execution
is just
entertainment.”

Tim Sanders

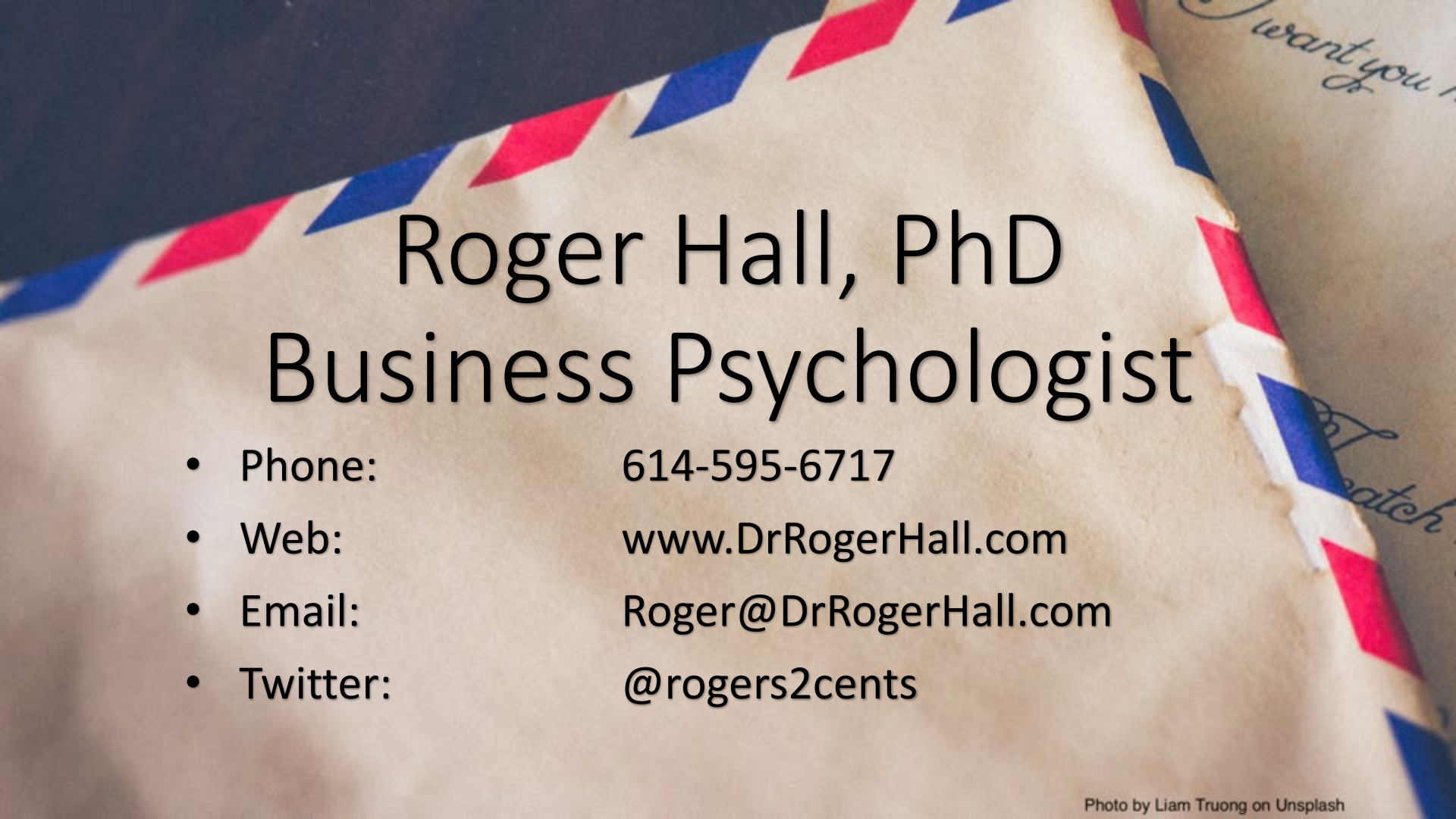


Conclusions



BOOKS



A photograph of a torn, aged envelope with red and blue striped edges. The envelope is slightly open, revealing a piece of paper with handwritten text. The text on the paper includes "I want you" and "atch".

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