Chapter 1: Research, Biases in Thinking, and the Role of Theories

# Discussion Questions

1. Discuss the reasons why humans are limited information processors. Why is this important for humans? How does this lead to schemas and heuristics, including the representativeness and availability heuristics? How do these heuristics help us survive and understand our world?

2. Discuss examples of how you or others have made decisions are conclusions based on the availability and representativeness heuristics? Were these decisions or conclusions correct? Why or why not?

3. Results of the Reproducibility Project found that 70% of social psychology studies and 40% of cognitive psychology studies that were replicated failed to find the same results as the original study. What factors discussed in the text and in class may explain why the results failed to replicate?

4. People that have never taken a research methods class are often unfamiliar with the definition of a theory, hypothesis, and a law. How does someone who has not taken this course or read this chapter define these concepts? How would you explain them to someone who is unfamiliar with the chapter?