**Class Activities**

Chapter 12: Reasoning and Decision Making

**Activity #1: Availability Heuristics**

This is a great way to start on the topic of heuristics used in decision making.

Tell the students to work individually with a pen and paper. Tell them the following:

Consider the letter K.

Is K more likely to appear in

1. The first position of a word?
2. The third position of a word?

Have students write words for each alternative and then discuss the solutions and their answers. Majority of students will resort to option a (it is easier to come up with an answer to that question).

**Activity #2: Anchoring Effect**

For this activity, divide students into two groups.

Both groups are asked the following question:

How old was Mahatma Gandhi was when he died?\*

Group 1 is provided with the following question:

Did he die before or after the age of 9?

(ask students to write yes or no, and estimate his age when he died)

Group 2 is asked the following question:

Did he die before or after the age of 140?”

(ask students to write yes or no, and estimate his age when he died)

One by one, have each student write their answer on the board. You will find that Group 1 provided significantly lower ages than Group 2.

Discuss the anchoring effect.

\*Note: he died at the age of 78.

**Activity #3: Framing Effect**

Another great way to start on the topic of decision making and reasoning is to ask students which of the following classroom options they would choose: one labeled "80% fun," the other labeled "20% hard work and misery.”

Ask students to think for themselves and then discuss their choice with their neighbor. Most students choose Option 1; even though the overall class time is exactly the same, most students would pick "80% fun."

Discuss the power of “wording” and what situations and decisions in real life can be affected by the way something is worded.