Psychology of Decisions Name\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

*These notes are relatively open-ended. Focus on the main ideas, as well as potential applications of this information.*

*The Brain:* “How Do I Decide?” *documentary episode*

* Moral decision-making and the trolley dilemma
* Physiological role in decisions
	+ Prefrontal cortex/damage
	+ “Trust your gut”
	+ Parole decisions and ego depletion
	+ Lap dancers’ profits
* Politics and emotions
* Dopamine risk-taking behaviors
* Willpower and a Ulysses contract
* Political decision-making: “Hidden Psychology of Voting” article
	+ Subtle sway
	+ Strong fear
	+ Go negative

*Brain Games clip:* “You Decide”

* Decoy effect
* Reading #1: Why are we so politically divided?
* Reading #2: When to think carefully through decisions
* Intuition
	+ Ordinary intuition
	+ Expert intuition
* If-then decision-making strategy