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