

Meeting 4

Motivated reasoning

Course readings (access on Cultural Cognition Project web-site <http://www.culturalcognition.net>):

Kahan, D. M. (2013). Ideology, motivated reasoning, and cognitive reflection. *Judgment and Decision Making* 8, 407-424. http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2182588

Kahan, D. M., Peters, E., Dawson, E. C., & Slovic, P. (2013). Motivated numeracy and enlightened self-government. Yale Law School, Public Law Working Paper No. 307. doi:<http://dx.doi.org/10.2139/ssrn.2319992> http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2319992

Illustration:

Nassim Taleb & Daniel Kahneman in New York Public Library on "How do we - as individuals and as communities - make decisions when faced with uncertainty, inexperience, lack of knowledge or chaos?" <http://www.nypl.org/audiovideo/live-nypl-nassim-taleb-daniel-kahneman>

Recommended future readings:

Ditto, P. H., & Lopez, D. F. (1992). Motivated skepticism: use of differential decision criteria for preferred and nonpreferred conclusions. *Journal of Personality and Social Psychology*, 63, 568-584.

Kahan, D., Braman, D., Cohen, G., Gastil, J. & Slovic, P. (2010). Who fears the HPV vaccine, who doesn't, and why? An experimental study of the mechanisms of cultural cognition. *Law and Human Behavior* 34, 501-516.

Kunda, Z. (1990). The case for motivated reasoning. *Psychological Bulletin*, 108(3), 480-498.

Lord, C. G., Ross, L., & Lepper, M. R. (1979). Biased assimilation and attitude polarization: the effects of prior theories on subsequently considered evidence. *Journal of Personality and Social Psychology*, 37, 2098-2109.

Westen, D., Blagov, P. S., Harenski, K., Kilts, C., & Hamann, S. (2006). Neural bases of motivated reasoning: An fMRI study of emotional constraints on partisan political judgment in the 2004 US presidential election. *Journal of Cognitive Neuroscience*, 18(11), 1947-1958.