

Holyoak, K. J. and Simon, D. (1999). Bidirectional reasoning in decision making by constraint satisfaction. Journal of Experimental Psychology: General, 128(1), 3-31.

## ABSTRACT / EXCERPTS

### Language Connections

- A. Organization of evidence in a trial influences jurors' decisions in terms of its coherence as a story.
- B. "... a rich analogy can potentially support an infinitely large number of inferences."
  - And can serve as a "bridge" to potential inferences from a similar analogy.
- C. McGuire (1960, 1990) described a conception of "cognitive inertia" "... changes in one thought reverberate through a loosely linked chain to influence related thoughts."
- D. "Despite the apparent ambiguity and conflict inherent in the [sample] case, participants reported a high level of confidence in their decisions."
  - => Subjects were given evidence which influenced their decision in spite of reading clearly ambiguous evidence
- E. memory shift
  - Results of the study show support for bias in hindsight after being given the actual outcome as if the person had foreseen the events {and decision} of the case.
  - Therefore, memory was influenced, as well, by the biased manipulation on the case.

## LANGUAGE CONNECTIONS

- 1. Episodic Implications
  - a. "Cognitive inertia"
    - During brainstorming, consciously switching the theme or focus may produce a whole range of related thoughts or references. Groups may be given separate, topics which are related but not revealed as such. Reporting will demonstrate commonalities leading toward some form of generalization. **MORE ON THIS ASPECT**
  - b. Analogy as powerful force
    - Given certain valid cultural vignettes, student may be induced to generate a large number of inferences based on how they perceive the cultural behaviors witnessed in the vignettes to reflect home culture behaviors (attributes, traits, etc.).
- 2. Cultural awareness/analysis/acceptance
  - Cultural vignettes may be used to illustrate how examination of evidence can lead to unfounded conclusions concerning cultural activities or attributes of the target culture if biased material is provided prior to such examination. Potential for memory shift and lack of ability to determine inconsistency of non-judgmental aspects about the culture when a conclusion has been reached that was influenced by faulty or biased information.

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