

Chapter 11

Biases in Perception of Cause and Effect

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Biases in Cause and Effect



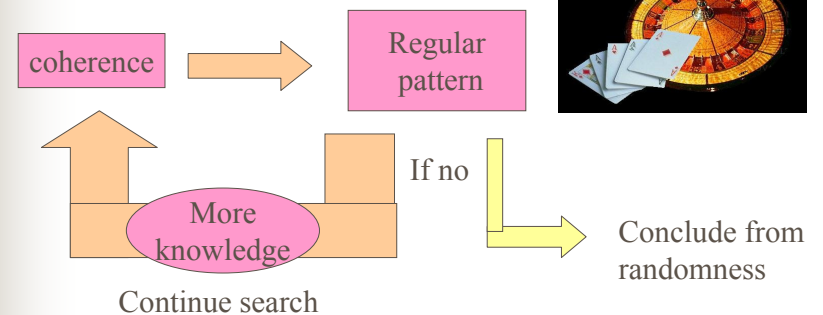
Index

- Bias in Favor of Causal Explanations
- Bias Favoring Perception of Centralized Direction
- Similarity of Cause and Effect
- Internal vs. External Causes of Behavior
- Overestimating Our Own Importance
- Illusory Correlation



Causal Explanations

- Over search for coherence

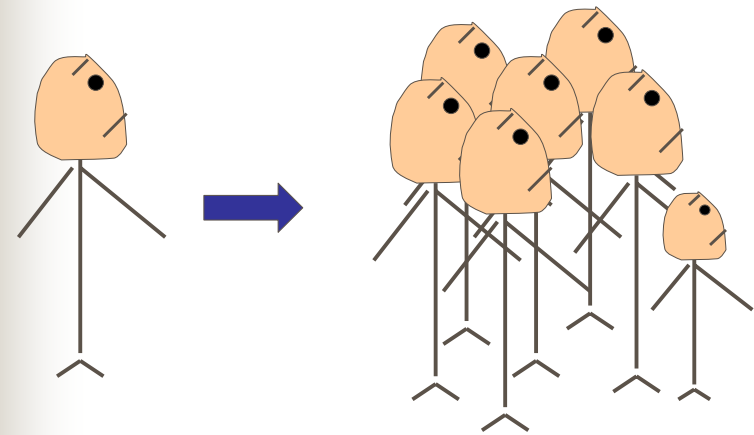


Misleading Issue of Cause

- Random events often have pattern
 - Predication of bomb hit position
 - Computer simulated animal evolution

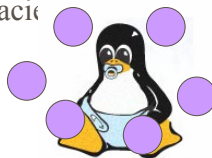


Favoring of Centralized Direction



Centralized Direction

- Reason
 - Slow to perceive accidents, small causes to large results
 - Quick to see coordinated actions, conspiracies
- Consequence
 - Failure when the behavior is inconsistent
 - Wrong attention for isolated behavior
 - Overestimate important one's inference to others
 - Perceive inconsistent policies as duplicity



Similarity of Cause and Effect

- Similarities between cause and effect dominates one's judgment
 - Small event causes small effect
 - Large animals leave large track
- Exceptions
 - Small ants destroy big den



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Internal v.s. External Causes

- Internal
 - Attitude, beliefs, personality
- External
 - Incentives, role requirements, social pressure
- Overestimate internal causes
 - Lack of knowledge of other people's past behavior
 - Incline to focus on different people's behavior under same situation



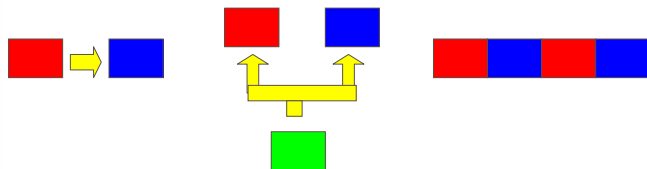
Overestimate own importance

- Overestimate my importance
 - Familiar with my efforts to influence others
 - Less informed with other factors
- Other facts
 - Take my actions as the cause of succeed, not failure
 - Parents take credit for good children, less blame for bad ones
 - Take hurting actions as intentional expressions
 - It may be unintended



Illusory correlation

- Correlation is one basis for inferring causation
 - Existence of one implies existence of the other
 - But not necessarily being causation
 - Co-occur two may have same cause
 - One maybe always follows the other
- Example
 - Bad economics leads to rising support of opposite party
 - Domestic problem leads to foreign adventurism



How Illusory Correlation Happens?

- Illusory correlation occurs when people try to perceive non-existent relationship
 - Trend: focus on supporting evidence, ignore conflict one

	A	Not A
F	25	25
Not F	25	25

How Illusory Correlation Happens?

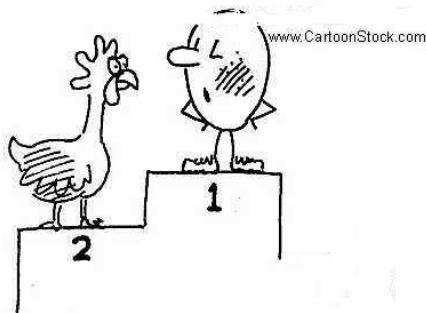
- Illusory correlation occurs when people try to perceive non-existent relationship
 - Trend: focus on supporting evidence, ignore conflict one => incomplete data

	High Stake	Low Stake
Deception	83	?
Not Deception	35	?

How Illusory Correlation Happens?

- Illusory correlation occurs when people try to perceive non-existent relationship
 - Trend: focus on supporting evidence, ignore conflict one => incomplete data
- Erroneous theories happen when they look plausible

Conclusion



"I hope we're not going to have the same old argument."

Who is the cause ?

- *Take one more second ...*
- *The world is far more complicated than it appears ☺*