











Jean-Jacques Ruppert and Andreas Frey







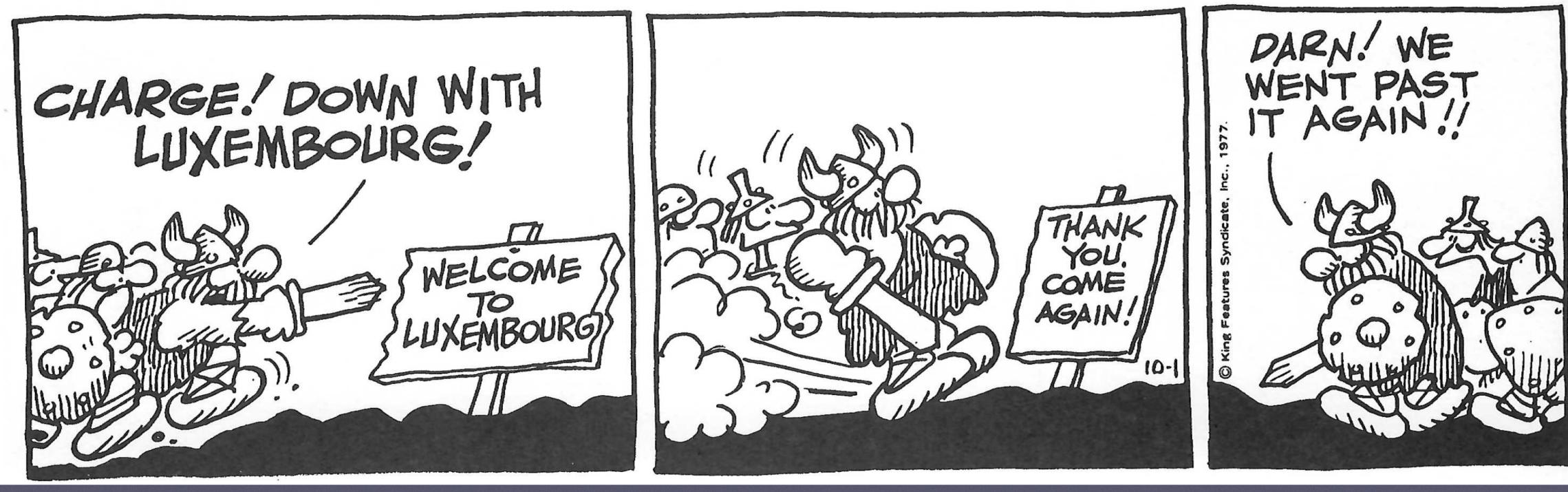
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Hochschule der Bundesagentur für Arbeit

University of Applied Labour Studies





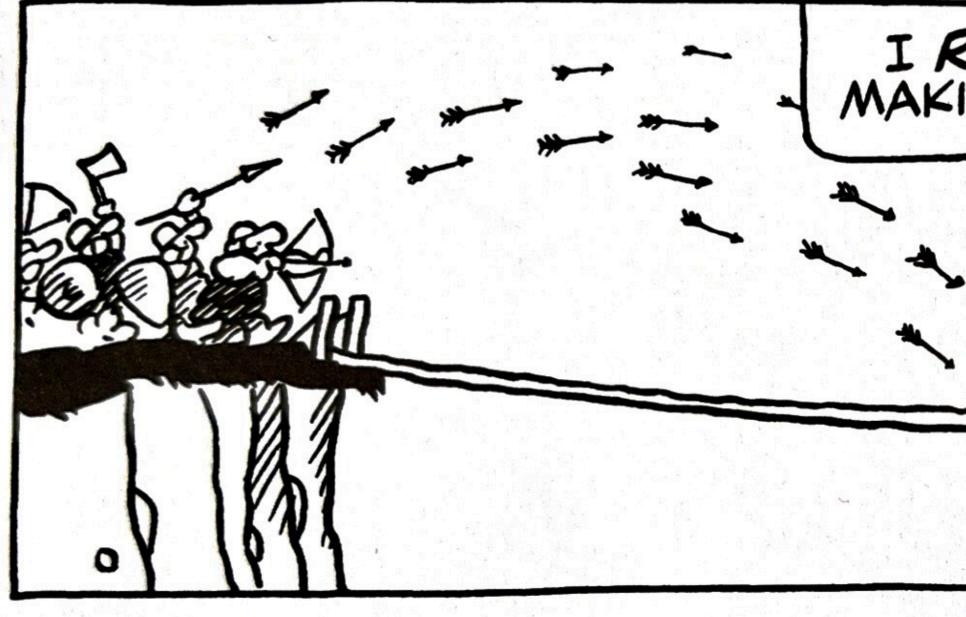




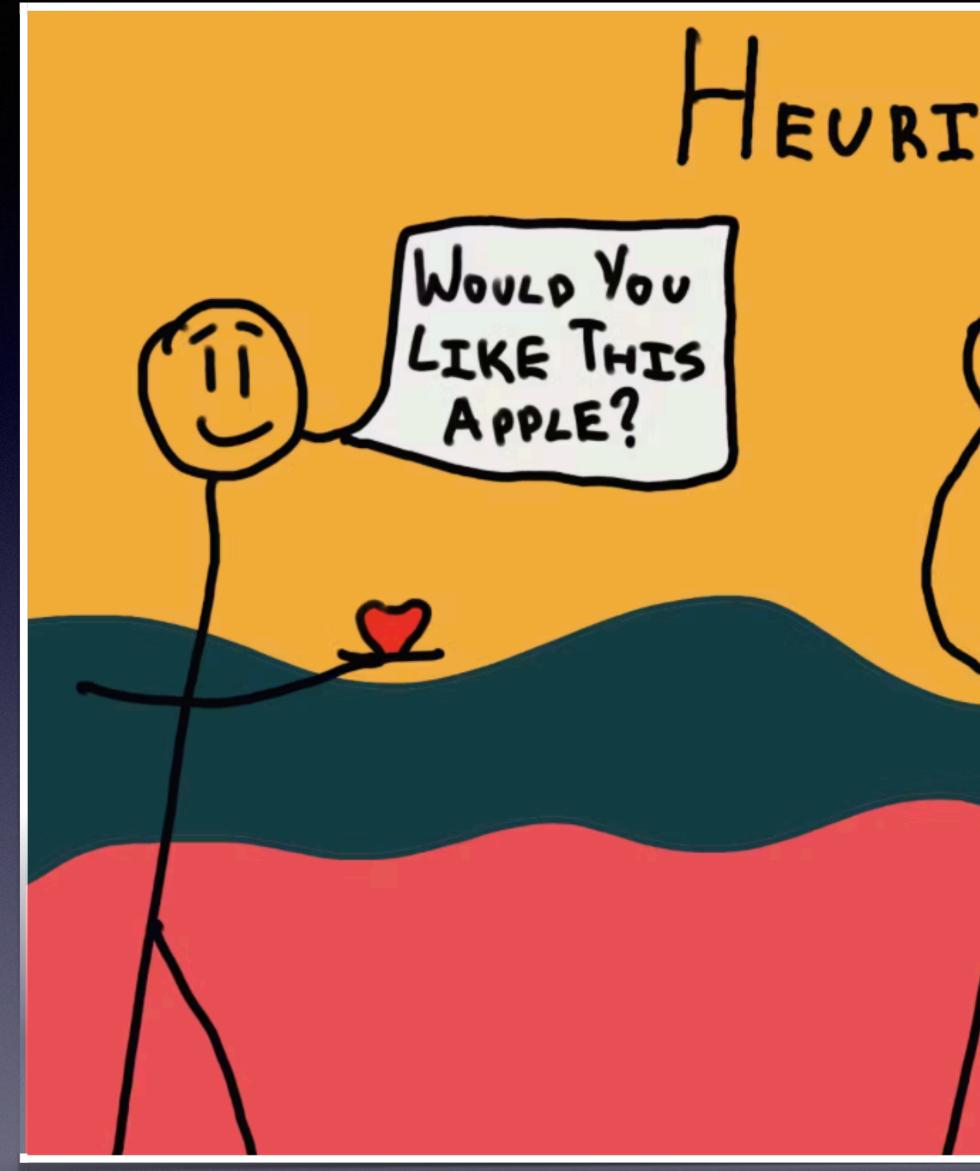


APPLIED VOCATIONAL PSYCHOLOGY & POLICY RESEARCH UNIT

SUPPORTING COUNSELEES' DECISION-MAKING THROUGH CRITICAL THINKING



I REALLY HATE MAKING DECISIONS! ° G 12-12 BROWNE © 1981 King Features Syndicate, Inc. World rights reserved.



EURISTICS

Glucore levels:43% Caloric deficit: -843 Part apple rating: 3:84 Risk of poison: >0% HEURIST PC -->Yummy! - VERSUSTHE MACHINES



"... fast and frugal"

- "... ecological rationality"
- "... bounded rationality"

"Simple" heuristics

"... they employ limited time, knowledge and computation"

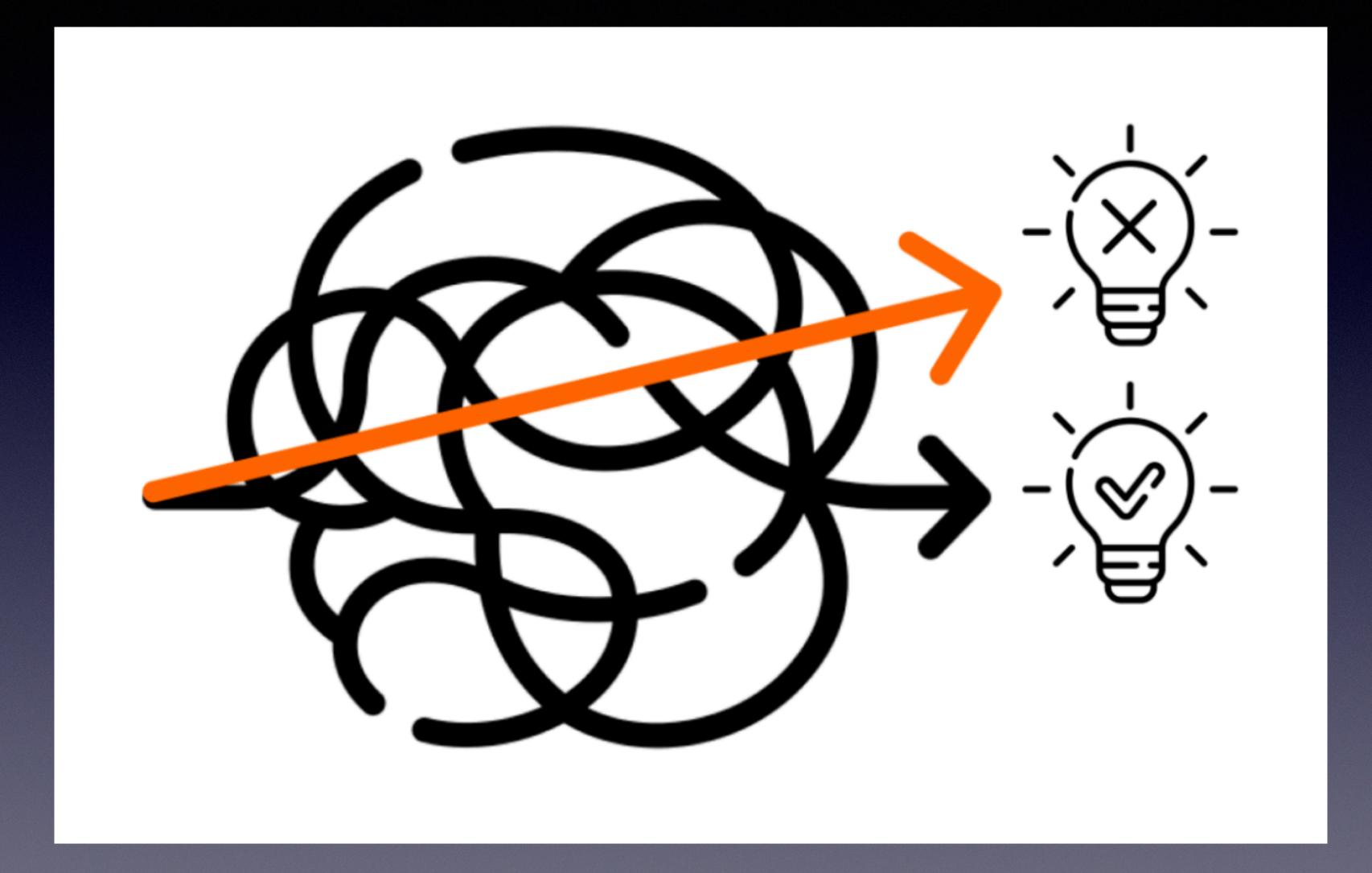
SIMPLE HEURISTICS THAT MAKE US Smart

GERD GIGERENZER, PETER M. TODD, AND THE ABC RESEARCH GROUP

Gigerenzer & **Todd**



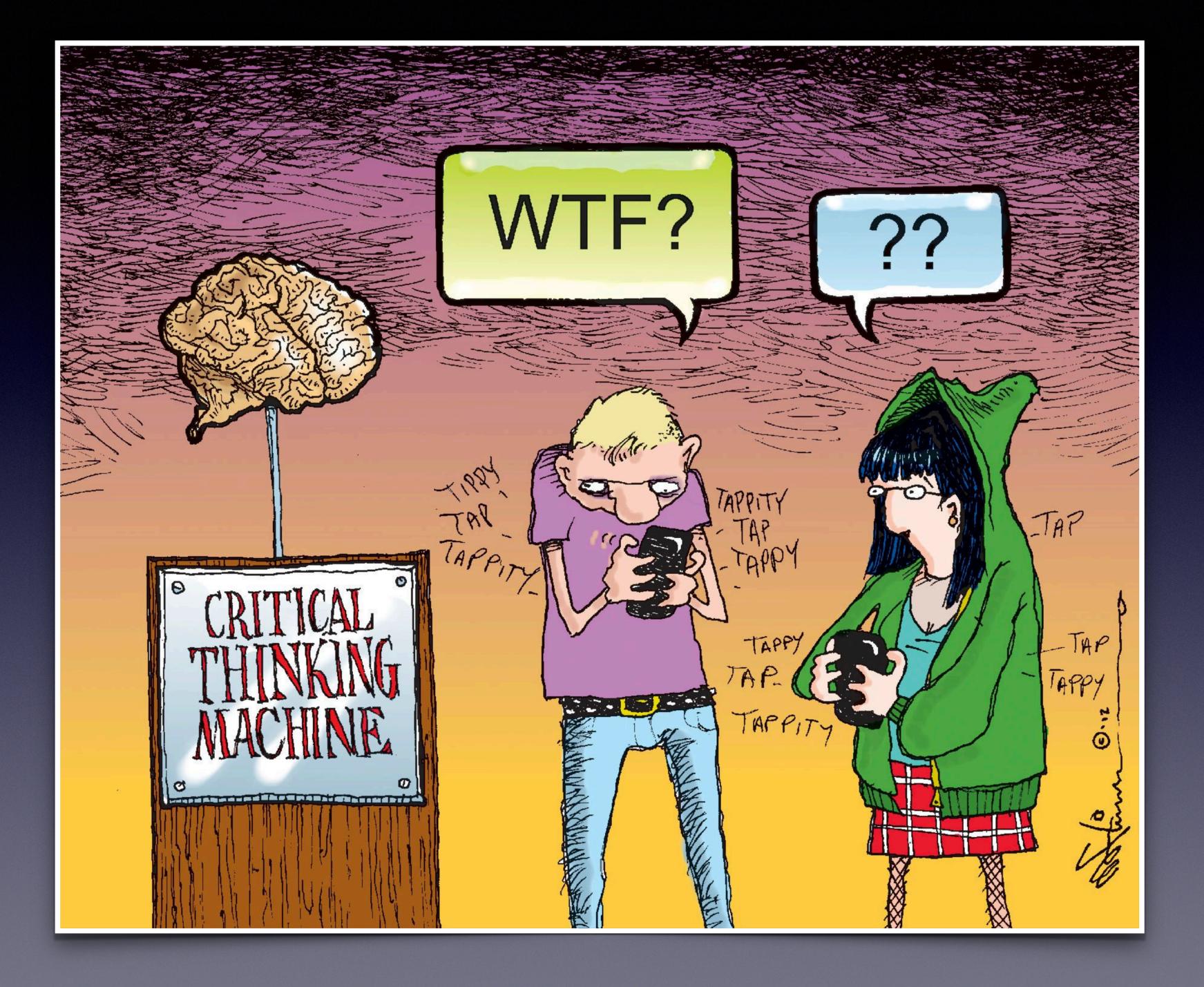




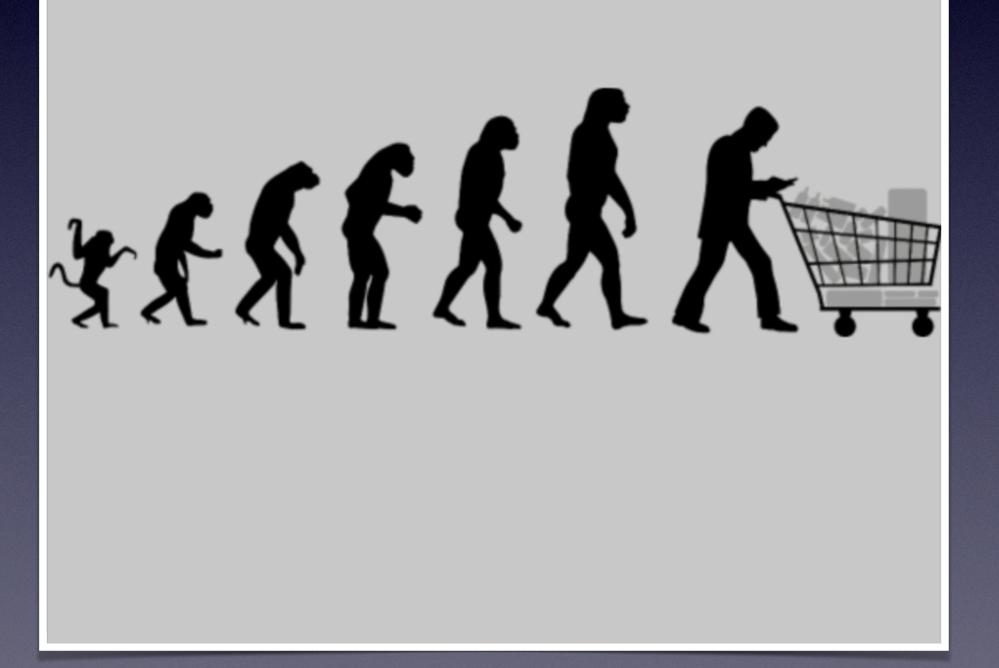
Information overload

TOO MUCH INFORMATION SUITS ALA L

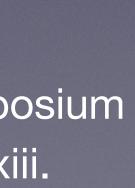




HOMO CONSUMENS



Socialist Humanism: An International Symposium Garden City, NY: Doubleday, 1965, pp. vii-xiii.



"Life is the art of drawing sufficient conclusions from insufficient premises."

Samuel **BUTLER**, English writer







I think that ...

mean that ...

Ap thoughts on ...



I am of the view that ...

I BELIEVE THAT...

My opinion on

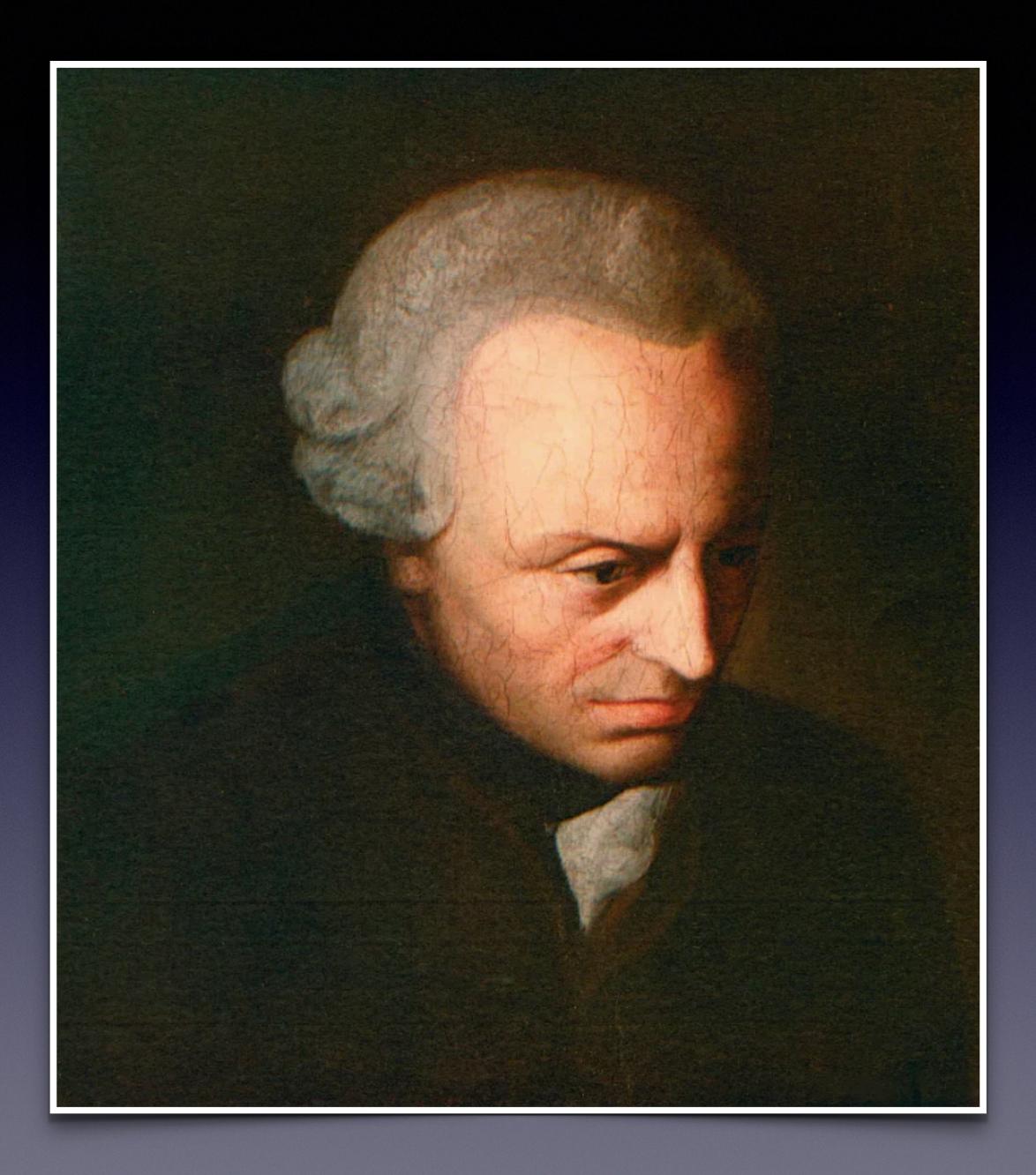
I AM CONVINCED THAT



" "



"I know that ..."



Immanuel Kant (1724 -1804)

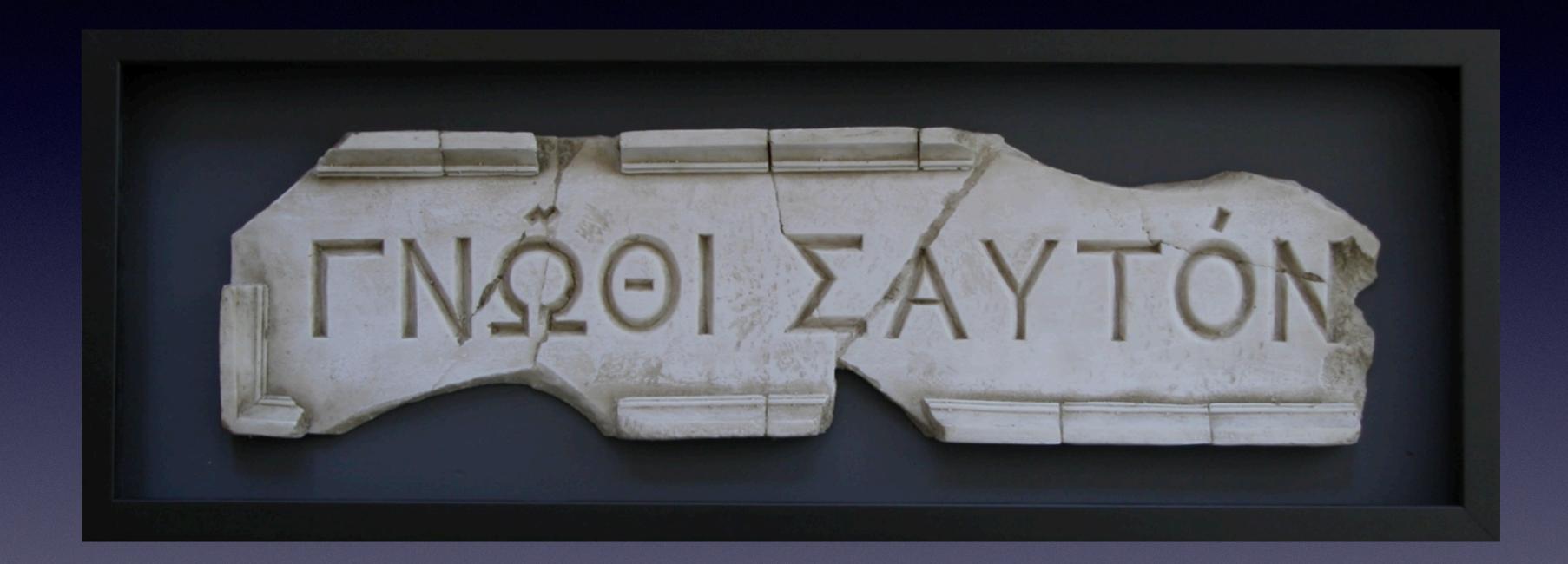


For Kant, "*meaning*" refers to a subjectively as well as objectively insufficient belief,

while "*believing*" refers to a belief that is subjectively sufficient but objectively insufficient.

Finally, "knowing" is the highest level: the subjectively and objectively sufficient belief.

What do we actually know about ourselves and our world?



Socrates (469-399 BC)



I am free to consciously determine my own behaviour.	1	2
Humans are basically rational, directing their behaviour through reason.	1	2
Human behaviour is best understood by looking at the whole person.	1	2
An individual's behaviour ist best understood by trying to understand their world from their point of view.	1	2
Human personally is learned.	1	2
People generate their own behaviour internally.	1	2
The basic motivation for human behaviour is positive, growth-enhancing, moving towards self-fulfilment.	1	2

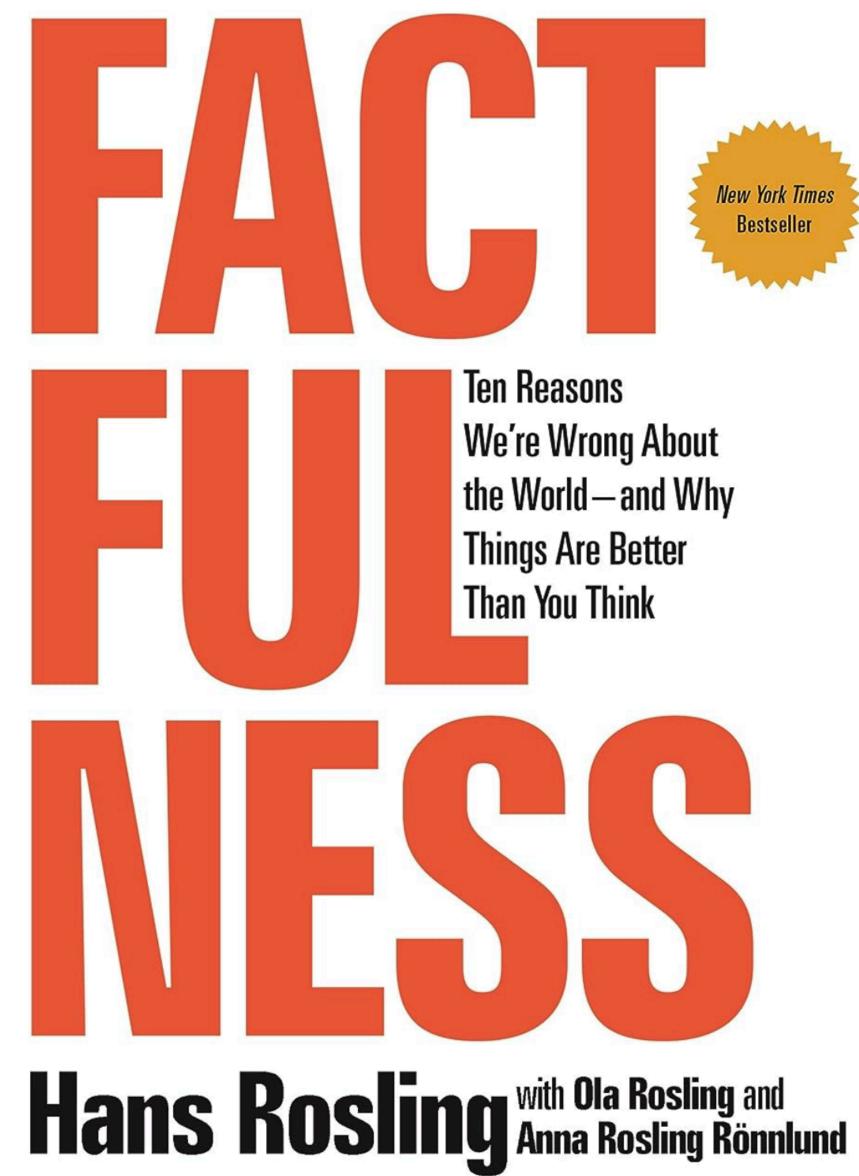
WHO AM I?

3	4	5	My behaviour is determinedly factors or internal events beyond my conscious control.
3	4	5	Human beings are basically irrational, with no logic or reason directing behaviour.
3	4	5	Human behaviour is best understood by looking at each aspect as a separate element.
3	4	5	An individual's behaviour ist best understood by looking objectively at it from an external point of view.
3	4	5	Human personality is inborn.
3	4	5	People's behaviour is a set of responses to external stimuli.
3	4	5	The basic motivation for human behaviour is to maintain internal balance by meeting basic needs e.g. comfort, food.

Pete SANDERS: First Steps in Counselling, 4th ed., PCCS Books, 2011



"One of the most important books I've ever read—an indispensable guide to thinking clearly about the world." —Bill Gates



gapminder.org

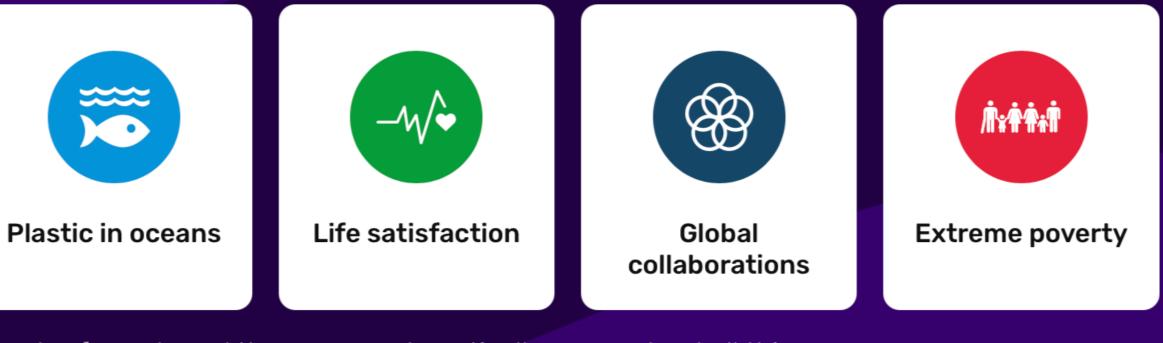
You are probably wrong about



Domestic work



Global warming



We have tested thousands of people and they were systematically wrong about all this.

BESTSELLING AUTHOR OF EVERYBODY LIES Seth Stephens-Davidowitz

'Seth Stephens-Davidowitz is as good a data storyteller as I have ever met' STEVEN LEVITT, CO-AUTHOR, FREAKONOMICS

Using Data Instead of Instinct to Make Better Choices

Don'f Dust Trust Your Gut







STOP AND FHINK 14

"It sort of makes you stop and think, doesn't it."



mmanue Kant Enlightenment

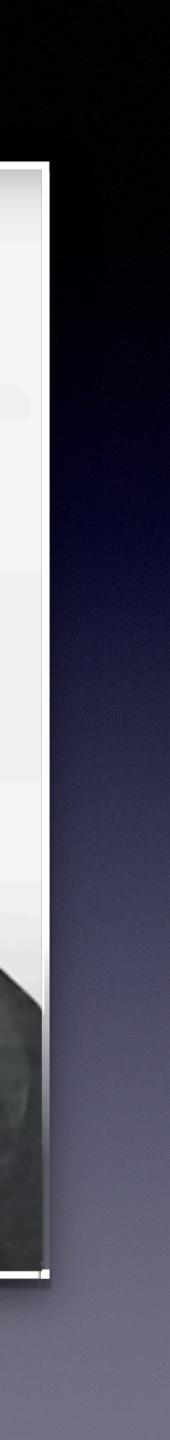
Epistularum Liber Primus



Quintus Horatius Flaccus



"Have the courage to use your own understanding!"



"It is so comfortable to be immature. If I have a book to serve as my understanding, a pastor to serve as my conscience, a physician to determine my diet and so forth, I need not trouble myself. I need not think, if I can only pay - others will easily undertake the irksome work for me."

Immanuel Kant

»Answering the question: What is Enlightment?« in: »Berlinische Monatsschrift«, December issue1784, pp. 481-494



What is "?

"activity of using your mind to consider something"

Cambridge Dictionary



Monat is "critical thinking"?

The ability to think critically

"Critical thinking is the use of those cognitive skills or strategies that increase the likelihood of a desired outcome."

"It is thinking that is deliberate, rational and goal orientated."

Diane F. Halpern Critical Thinking Across The Curriculum: A Brief Edition of Thought and Knowledge. Mahwah NJ; Lawrence Erlbaum Associates (1997)



"Critical thinking is the process of evaluation or categorisation in terms of some previously accepted standards ... this seems to involve attitude plus knowledge of facts plus some thinking skills."

B. Russell (1872-1970)

In E. d'Angelo: The teaching of critical thinking, Gruner, Amsterdam (1971)



Attitude - Knowledge - Thinking Skills



CRITICAL THINKING

B. Russell (1872-1970)

In E. d'Angelo: The teaching of critical thinking, Gruner, Amsterdam (1971)



'I would rather openly proclaim to people, based on my knowledge of nature, what is good for them, even if no one understands it, and thus, by agreeing to nonsense, draw the thunderous applause of the crowd to myself.'





"Critical thinking requires knowledge and courage. Neither is sufficient in itself.

Knowing but not daring is smart but cowardly.

Daring without knowing is bold but unwise - it makes one vulnerable to propaganda and fake news."

> **G. Gigerenzer:** When all is just a click away. Is critical thinking obsolete in the digital age? In R.J. Sternberg and D.H. Halpern (Eds.): Critical thinking in psychology, Cambridge University Press (2020)



ACTUALY CRICAL THNKING?



Thinking, fast and slow

DANIEL KAHNEMAN

NOBEL LAUREATE IN ECONOMICS

'Certainly the most important psychologist alive today' **STEVEN PINKER**

Daniel Kahneman (1934-2024)



A bat and a ball cost \$1.10 in total.

The bat costs \$1.00 more than the ball.

The most common answer: \$0.10

But then the bat alone would cost \$1.10, and the ball another 10 cents.

That makes \$1.20 in total.

The correct answer:

The ball costs 5 cents, the bat \$1.05. That makes \$1.10 in total.

Why do so many people give the wrong answer?

It seems intuitively correct to answer 10 cents. And many people would rather trust their intuition than think logically in unsuitable moments.

System 1 thinking: fast

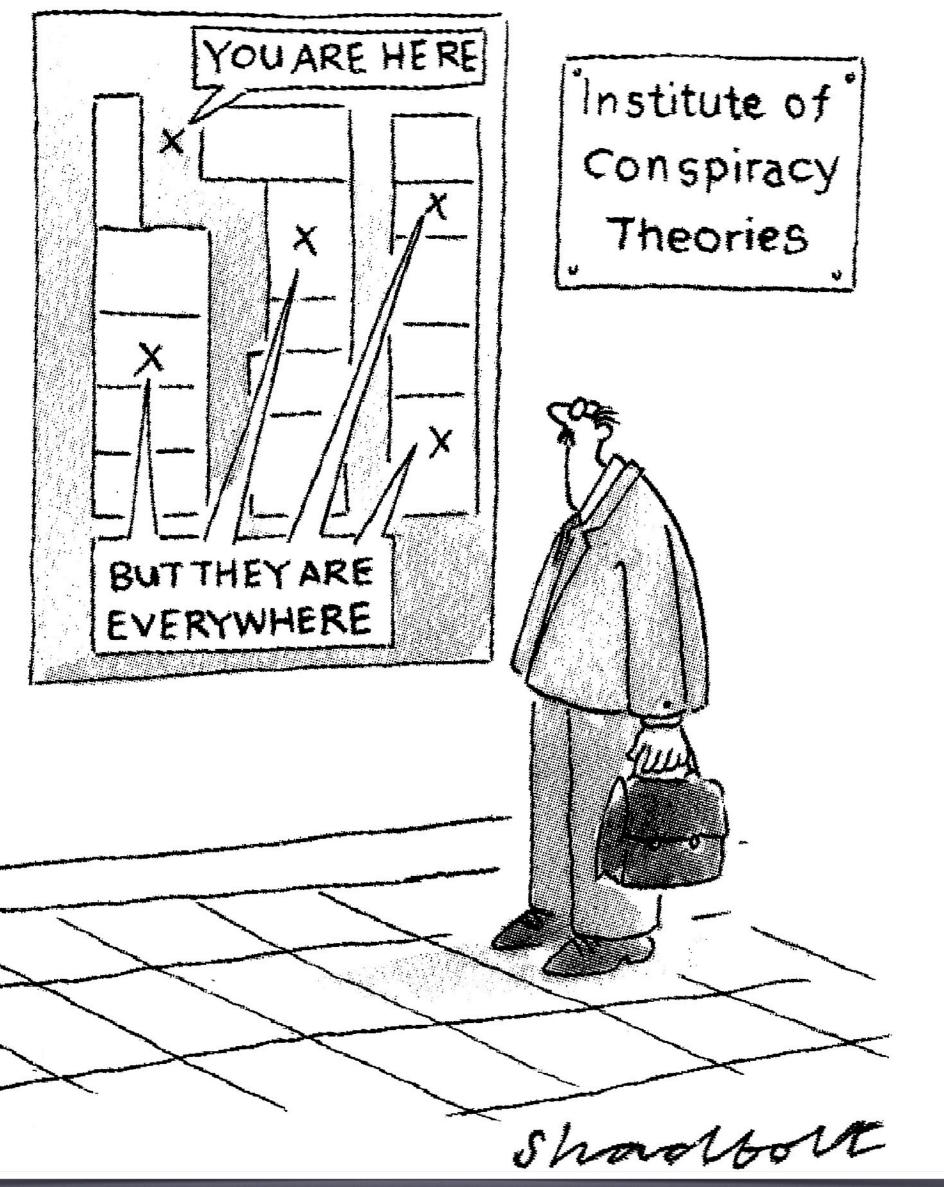
System 2 thinking: slow

Do good thinking strategies lead counse ees to take better decisions?

Yes ... but only if we succeed in getting counselees to think SOWY











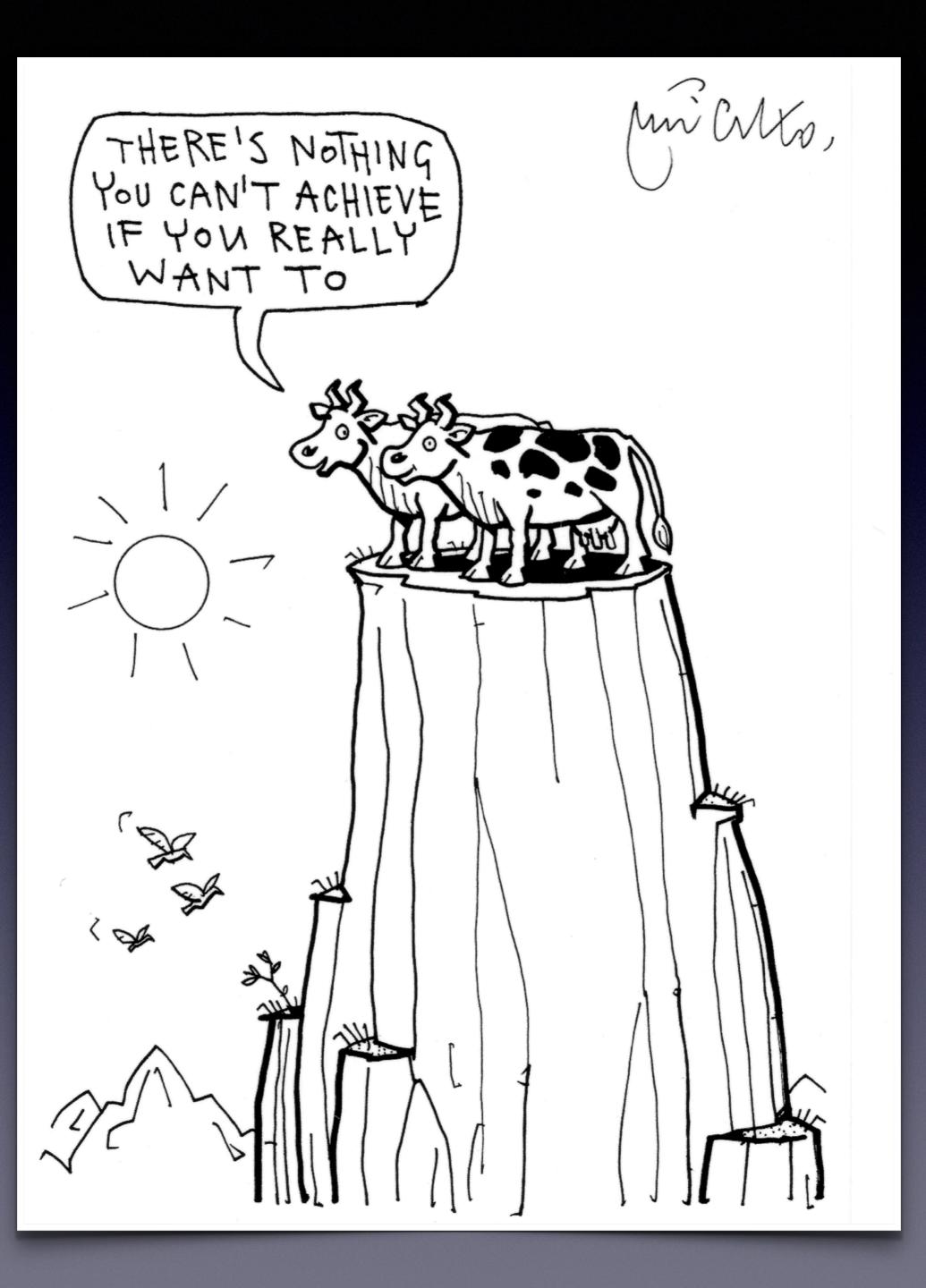
"Yes they can control the weather. It's ridiculous for anyone to lie and say it can't be done."

Marjorie Taylor Greene on X October 10, 2024





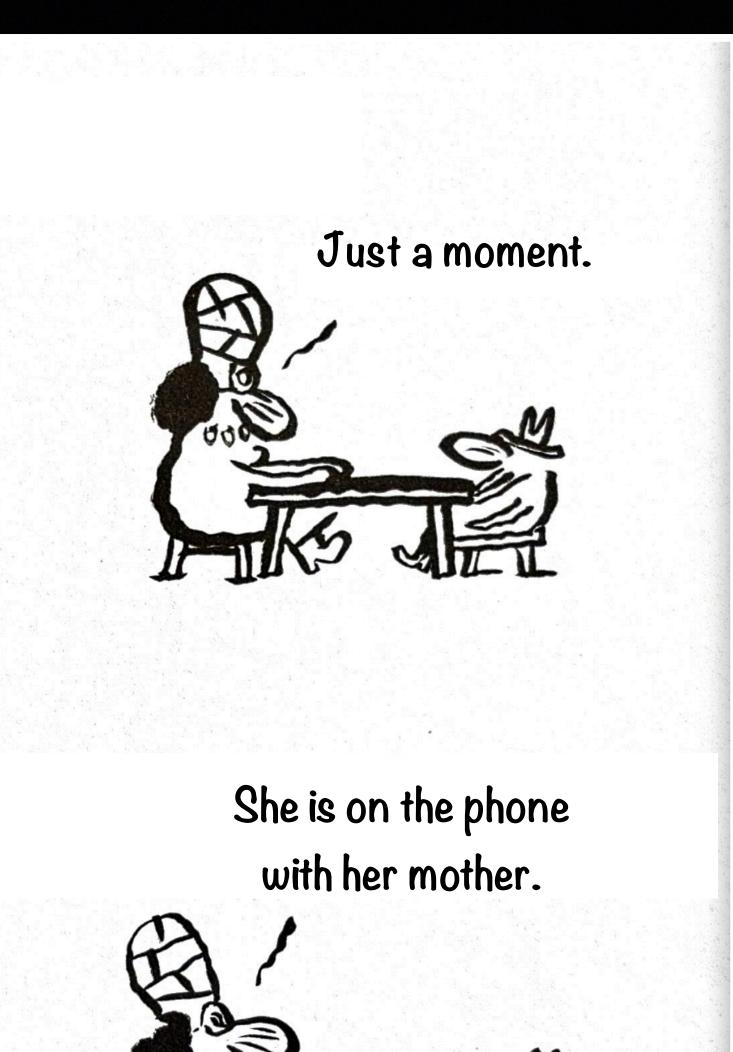
THE GLOBULI MONUMENT



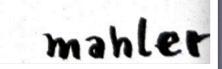
Your wife is about to speak to you from beyond the grave.











I

APIETOTEAOTE HEPIZAAN ISTOPIAS HISTORIA HISTORIA de Animalibus.

IVLIO CÆSARE SCALIGERO Interprete, cum eiusdem Commentarijs.

PHILIPPVS JACOBVS MAVSSACVS, in Senatu Tolofano Confiliarius Regius, ex Bibliotheca paterna opus à multis abhinc annis expetitum primus vulgauit & restituit, additis Prolegomenis & Animaduerfionibus.

ACCEDIT FRAGMENTVM QVOD DECIMVS HISTORIARVM inferibitur, multo quam antea emendatius & auctius.

ADDITI PRAETEREA INDICES, VNVS AVCTORVM QVI IN OPERE citantur & emendantur, alter rerum & verborum notabilium.



Typis Raymundi Colomerij, Typographi Regij.

Cum Privilegio Christianissimi Francorum & Nauarra Regu.



Aristotle (384-322 BC)





"Who would you rather let decide your guilt or innocence?"

People who can think critically or those who tend to jump to conclusions and are easily deceived by misleading information?"

Diane F. Halpern Critical Thinking Across The Curriculum: A Brief Edition of Thought and Knowledge. Mahwah NJ; Lawrence Erlbaum Associates (1997)

Question:



Thank you for



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Vour attention.

