



Belief System and Perception

by Vlad Ungureanu

Belief System and Perception

- Values
- Beliefs
- Internal Belief System
- Belief Bias
- Locus of control
- Perception
- Cognitive Processes
- Prejudices
- Sophisms
- Cognitive Dissonance

- The importance, worth, or usefulness of things
- Values are assimilated from family, education, social context
- Values rely on factual evidence
- The values are given by the fact that they are socially and legally acceptable, thus are valued by everyone
- Values help us make quick judgements of what is good or bad
- Values help us make high level abstractions of an experience which simplifies comparison to past experiences

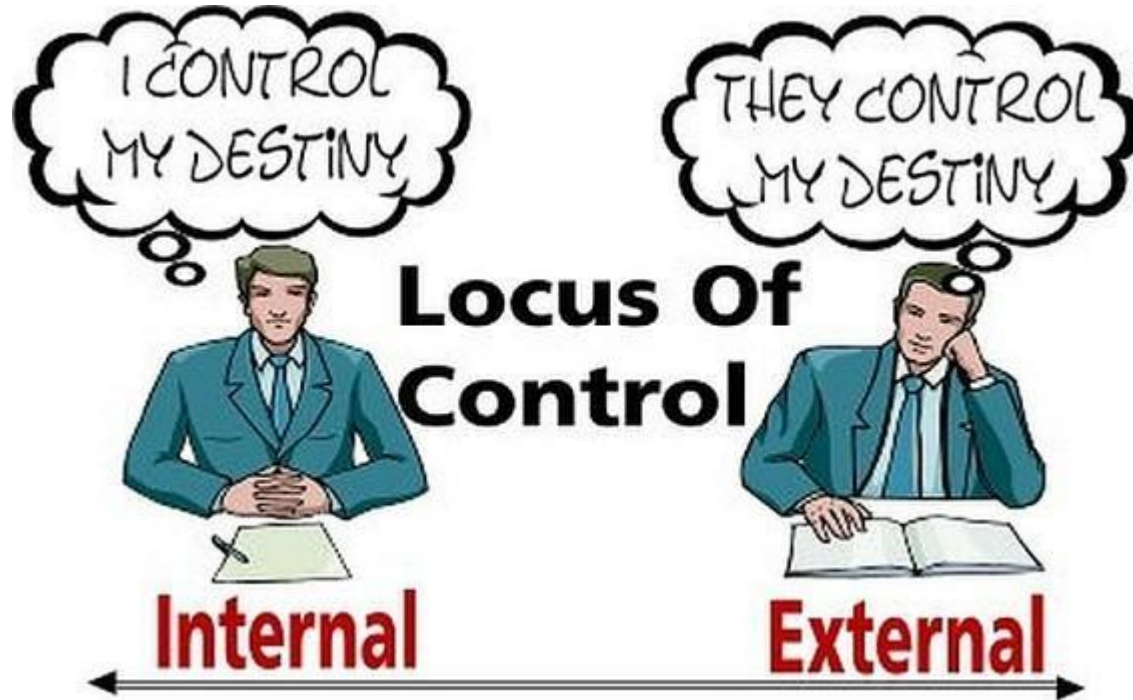
**Beware of false
knowledge; it is
more dangerous
than ignorance..**

..George Bernard Shaw

- Belief defines an idea or principle which we judge to be true
- Belief is the trust that out understanding of a situation and appropriate actions
- They apply to situations where there are no clear values but actions are required
- Easily confused with values
- Beliefs may be based on values, but since they deal with the unknown they also rely on our perception of the real world

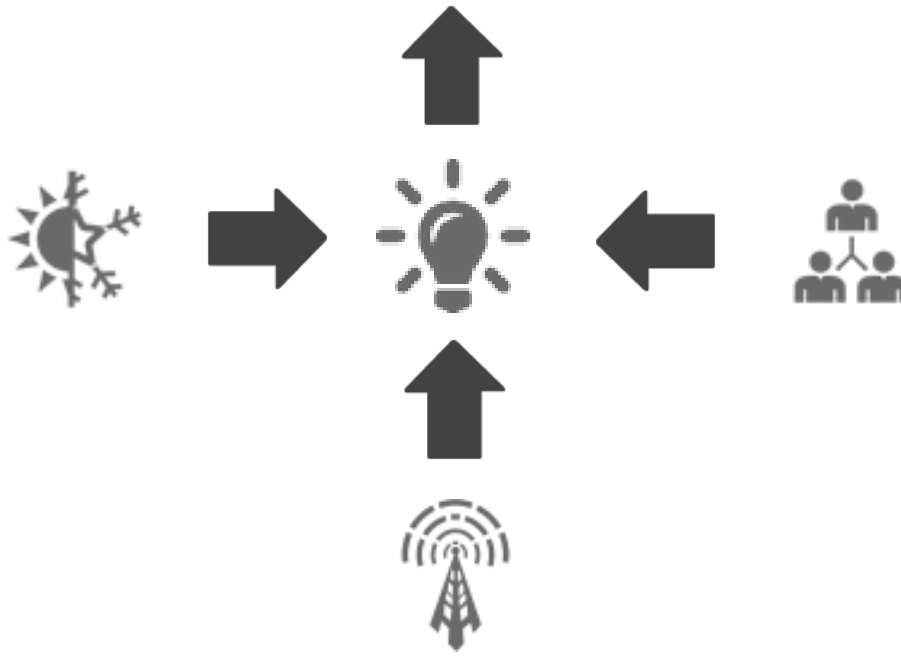
- The internal belief system is a series of judgments on how we should act in various circumstances
- The internal belief system is build on the outcome of using beliefs in previous situations
- A healthy internal belief system is flexible and extensible, leads to a reduced need for approval and increases the acceptance of other ideas
- A poor internal belief system is rigid, harsh and critical towards the self,

- Having the strong belief that you know the outcome of a specific, personal situation
- Then acting towards achieving that expected outcome
- Mostly refers to negative situations and auto-sabotage
- Based on the internal belief system and self-image

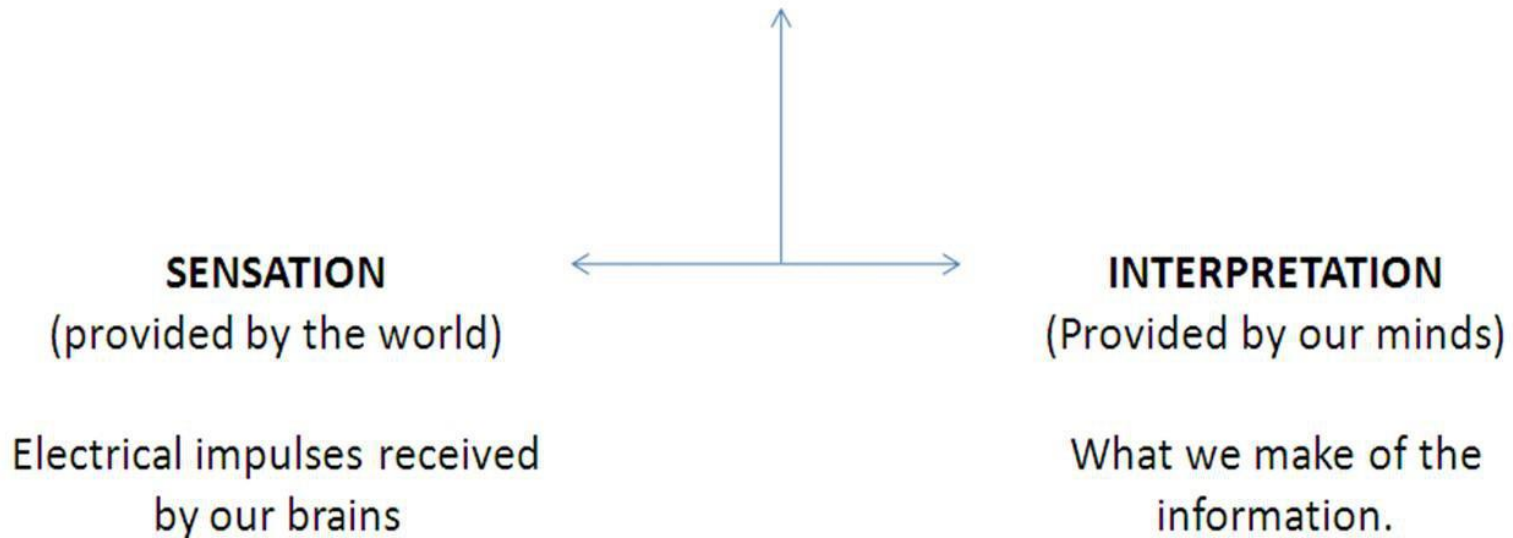


- The extent to which a person believes he has control over their own lives
- It can be **internal** or **external**
- Internal locus of control means that people take responsibility of their our happiness, work towards their own needs and are more aware of their feelings
- External locus of control means that people believe that they cannot control their own lives and needs and are less likely to work towards their needs
- External locus of control also means that we have higher expectations from others to guess and satisfy our needs
- We cannot control anybody else but ourselves

- The way we experience the real world, by recognizing out side stimuli and our actions and thoughts as a result to these stimuli.



Characteristics of Perception



Cognitive Processes

- Abductive reasoning
- Abstract thinking
- Adaptation
- Adaptive reasoning
- Analogy
- Argument
- Association of Ideas
- Analysis
- Assessment
- Backcasting
- Belief
- Brainstorming
- Causality
- Calculation
- Casuistry
- Categorization
- Chunking (psychology)
- Code
- Cognition
- Cognitive restructuring
- Cognitive space
- Cognitive style
- Common sense
- Communicating
- Concept
- Concept-formation
- Concept map
- Conceptual metaphor
- Conceptual thinking
- Concrete concepts
- Conjecture
- Constructive criticism
- Conversation
- Creative thought processes
- Creativity
- Creativity techniques
- Critical thinking
- Decision making
- Decision-making processes
- Deconstruction
- Deductive reasoning
- Definition
- Design (and re-design)
- Diagrammatic reasoning
- Dialectic
- Discovery
- Distinction (philosophy)
- Distributed cognition
- Emotion
- Entrained thinking
- Emotionally-based thinking skills
- Emotions
- Estimation
- Evaluation
- Expectation
- Experimentation
- Explanation
- Extension (semantics)
- Forward thinking
- Fuzzy logic Generalizing
- Gestalt psychology
- Heuristics in judgment and decision making
- Higher-order thinking
- Historical thinking
- Holism
- Hypothesis
- Idea
- Inductive reasoning
- Inference
- Inquiry
- Instinct
- Intelligence
- Intentionality
- Interpretation
- Integrative thinking
- Introspection
- Intuition
- Inventing
- Judging
- Kinesthetic learning
- Language
- Lateral thinking
- Learning
- Linguistics
- Logic
- Logical argument
- Logical assertion
- Meaning (linguistics)
- Meaning (non-linguistic)
- Meaning (semiotics)
- Memorization
- Mental calculation
- Mental function
- Meta-analytic thinking
- Meta-ethical
- Metaphor
- Methodic doubt
- Mind's eye
- Mind map
- Mindset
- Mnemonics
- Morphological analysis
- Multiple intelligences
- Multitasking
- Natural language processing (NLP)
- Nonduality
- Object pairing
- Organizational thought
- Parallel thinking
- Perceptive processes
- Personal experience
- Persuasion
- Philosophical analysis
- Philosophical method
- Planning
- Po
- Preconscious
- Prediction
- Premise
- Problem finding
- Problem shaping
- Problem solving
- Projecting
- Proposition
- Rationality
- Reason
- Reasoning
- Recognition primed decision
- Repair
- Rethinking
- Reversal
- Self-reflection
- Sapience
- Semantic network
- Semantics
- Semiosis
- Semiotics
- Sensemaking
- Situational awareness
- Six Thinking Hats
- Storytelling
- Stream of consciousness
- Subconscious
- Suspicion (emotion)
- Substitution (logic)
- Syllogism
- Synectics
- Synthesis (synthetic)
- Systems thinking
- Theories
- Thinking
- Thinking processes
- Thinking outside the box
- Thought
- Translation
- Thought experiment
- Trial and error
- Unconscious mind
- Understanding
- Vertical thinking
- Visual thinking
- Working memory

1. Anchoring: the first part of the information leads to the way we will interpret the whole message. (Sandwich Technique)
2. Self serving bias: tendency to consider success the result of our own qualities and failures as a result of external factors.
3. Attentional bias: the tendency of our perception to be influence by our recurring thoughts
4. Inertia: tendency to avoid changing a decision even if the outcome seems negative
5. Gain Loss bias: the tendency to perceive losses as being worse and wins as being smaller.
6. Repetition bias: tendency to positively evaluate ideas we hear more often, from multiple people.
7. Disposition bias: the tendency to continue investing in a losing situation based on the fact that you already invested in it (ever been in a bad relationship ?)
8. Self support: tendency to agree with our own judgments of the world regardless of outside contrary information

1. If more people talk about something then that becomes important to us. (Client pressure ?)
2. If a thing seems to complex then it is probably difficult to solve. (Isaac Newton – funny story)
3. If all people agree with an idea it must be true.(Group decisions ?)
4. If everyone is doing this it must be the correct way of doing things. (Technical debt ?)
5. Out of two options, the lest favorable one makes the other one look better. (Dates ?)
6. Zero cost is not always the best decision. (Free shipping ?)
7. A possible cost changes perspective. (15 minutes to help a friend move furniture, 15 minutes to do job related tasks for someone else)
8. The easiest solution seems to be the best solution. (Credits ? Deadlines ?)

- It literally refers to tension or conflict in belief system characterized by
- When outside information challenges our internal beliefs or values
- Manifested through mental or physical discomfort
- Meant to motivate reaching a solution for the conflict
- Usually one of the following is used for coping:
 - Change one of the thoughts
 - Change behavior to achieve consistency
 - Adding new thoughts/rationalizations
 - Trivialization



- Think about the conflicting ideas, chose the one that benefits you and accept it
- If you are not confident which of the conflicting ideas is benefic try to get more information
- Adjust behavior or thinking to accommodate the benefic idea
- Bring other benefic thoughts and beliefs as arguments for the benefic idea you want to assimilate

THANK YOU!

Vlad Costel Ungureanu
ungureanu_vlad_costel@yahoo.com

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