The Fulfillment Chronicles

Behavioral Psychology
2024

We inherit two very brains on different agendas, which is a source of confusion, tension, and potentially bad decisions. Unaddressed, the Dr Kahneman & Tversky System 1 brain (instinctual) rules all. If one is aware of the distinctions of the System 2 brain (analytical), then there is a chance to improve perceptions, fact over fiction, and effective decision making. This replaces instinct and emotion with facts, analysis, and complexity management, though subject to inherent biases which can be countered. The results will be better with System 2, so it is best we learn to **Pause For Logic**.

Thinking, Fast and Slow, Daniel Kahneman, 2011. Dr. Kahneman, along with Dr. Amos Tversky, is one of the foremost contributors to behavioral psychology and a Nobel Prize winner in Economics. His book sorts through human behaviors based on the System 1 and System 2 brains we all have to inform our life choices. A dense book with good anecdotes, Kahneman takes us through the development of behavioral psychology and economics, and through the research and principles of Systems 1 and 2 and the consequences thereof. It's a lot to take in, but very revealing. Mastering the basics does help with an individuals quest for effective balance between the systems. All in all, a must read, maybe a couple of times even.

SYSTEM 1

The System 1 brain is automatic, quick, instinctual (fight or flight), effortless, and without much voluntary control. It is your "gut". It is always "on". It deals with feelings, emotions, impressions, pattern recognition, and associative recall. It is sometimes inaccurate, including being subject to priming, halo effects, interference, insensitive to quality and quantity in impressions and intuitions, framing effects, and a personal world model. It also operates where "what you see is all there is (WYSIATI)". System 1 competencies are in

Distance perception	Simple math
Sound orientation	Reading large billboards
Automatic spoken phrase completion	Driving a car on an empty road
Disgust reaction	Strong moves in chess
Hostility detection	Simple sentences

SYSTEM 2

By contrast **System 2 brain** takes effort to deny the System 1 brain and invoke logic, thought, and computation. This is where one exercises choice, concentration, and action. System 2 brain is lazy and at risk of endorsing System 1 brain conclusions. Decisions are not bound by WYSIATI. System 2 is where memory search in

System 1 and hypothesis formulation is done, during which pupils dilate and heart rate increases, Remember that System 1 memory may be tainted for System 2's objective use. System 2 competencies are in

Bracing for the starter gun in a race	Counting the letter "a" in a text
Attention to circus clowns	Telling a phone number
One voice in a crowded room	Parking in a narrow space
Looking for a woman with white hair	Comparing values between similar objects
Searching memory for a surprising sound	Filling out taxes
Faster than normal walking speed	Checking the validity of complex logic
Monitoring appropriate behavior in a social setting	

SYSTEMS INTERACTIONS

Interaction between System 1 and 2 brains drives our behaviors, subject to bias, intensity, reframing questions to answer the easier question, and affect where likes and dislikes determines beliefs. Bayesian reasoning (probability in action) has a place, but is hard for individuals to comprehend and perfect.

It brings up the question, "Who/What Rules Your Life?", System 1, 2, or something in between? It focuses Maslow's Hierarchy of Needs accomplishment against Systems 1 and 2 behaviors. You can reach Happy with System 1. But just maybe, it is an imperative to the logic of System 2 for genuine fulfillment, and wisdom.

Bias is found in

Confidence exceeding doubt	Less is More in pursuit of a sure thing (bet)
A belief in the validity of small numbers as evidence (instead of regression to the mean in large data populations) which denies logic	Causes override Statistics, where we pick the improbable
Anchoring, availability, emotion, and risk elements	Overconfidence
Stereotyping	Poor forecasting of satisfaction
Inaccurate representative correlation	

Point Solution Podcasts

[Sonja Lyubomirsky: The How of Happiness - YouTube](#)

[Breaking Down the Herrmann Brain Dominance Instrument To ...](#)

[Johari Window (Joshep Luft and Harry Ingam) - YouTube](#)

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