

How you think

Higher mind

Primitive mind

Scientists

"I follow the evidence"

Sports Fans

"I want X to win, but I want the rules followed more"

Attorneys

"I know X is correct, now I just have to figure out why"

Zealots

"X is correct, no evidence will convince me otherwise"

A

B

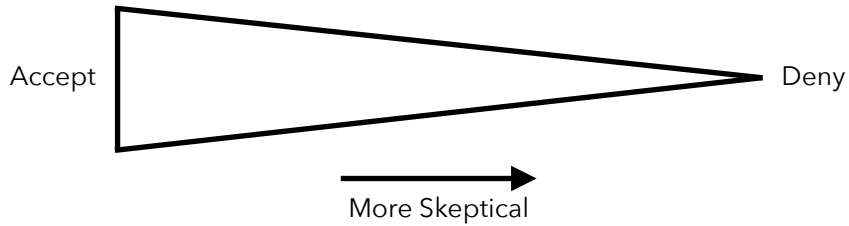
C

D

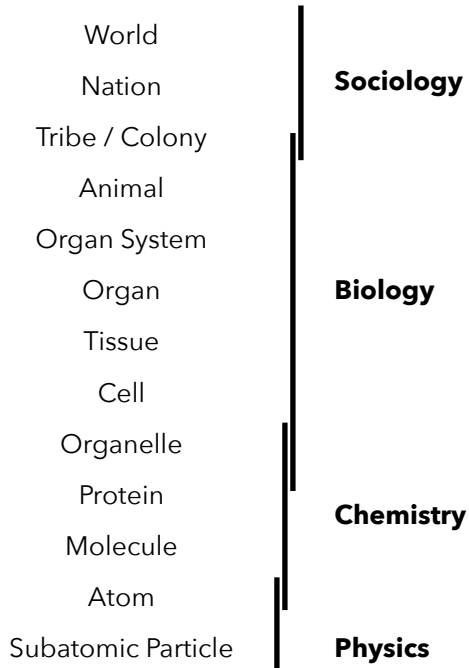
E

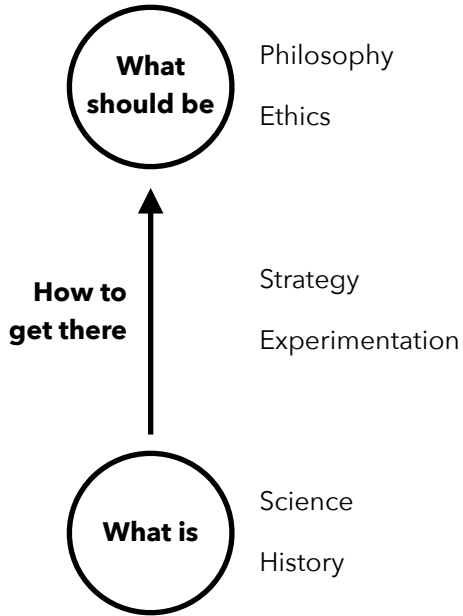
What you think

Trust Filter



Emergence ↑





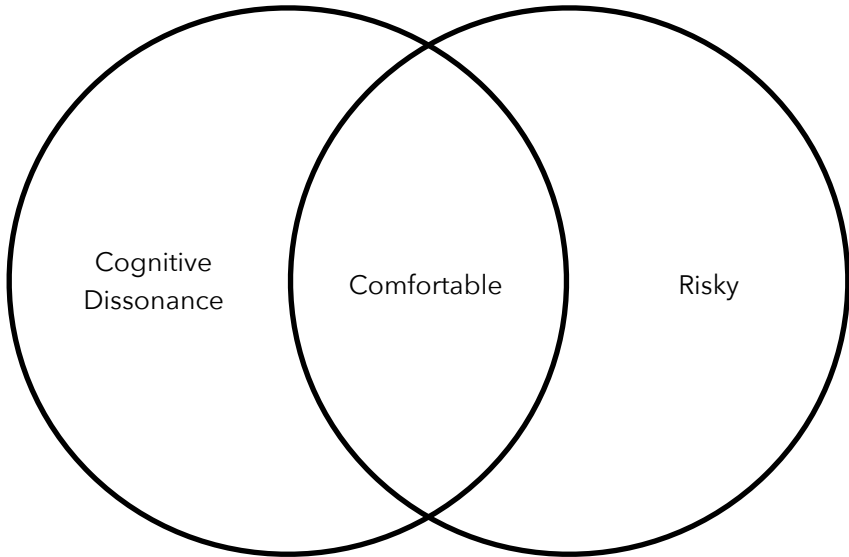
Team

Principles

Cognitive
Dissonance

Comfortable

Risky



How you think

Higher mind

Primitive mind

Thinking

Morals

Tactics

Seek Truth

Moral Consistency

Fair play
Persuasion

Seek Confirmation

Moral Hypocrisy

Cheating
Coercion

if A is correlated with B

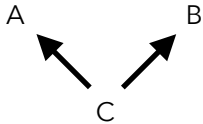
Direct



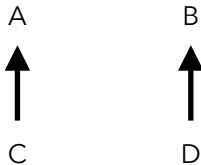
Reverse



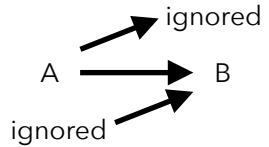
Other Factor

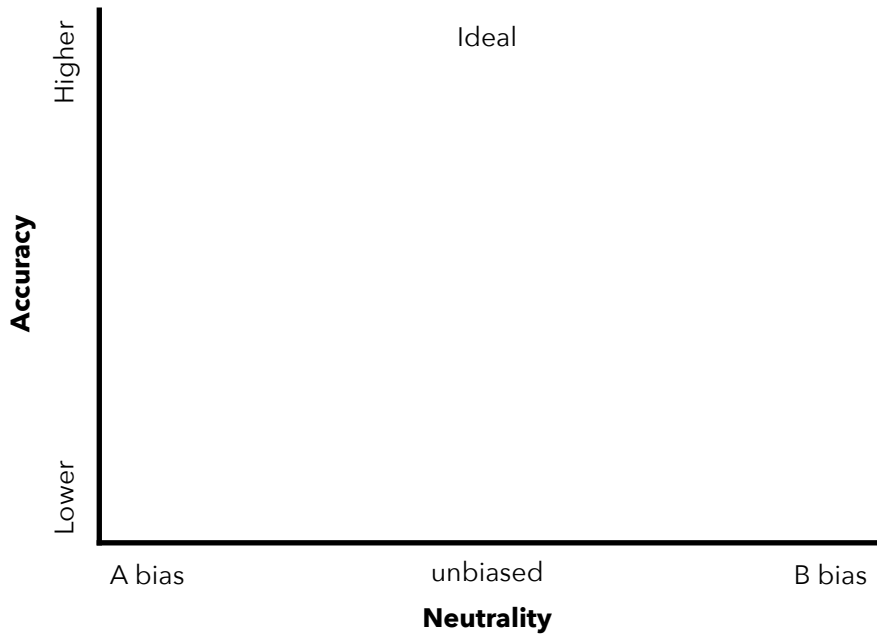


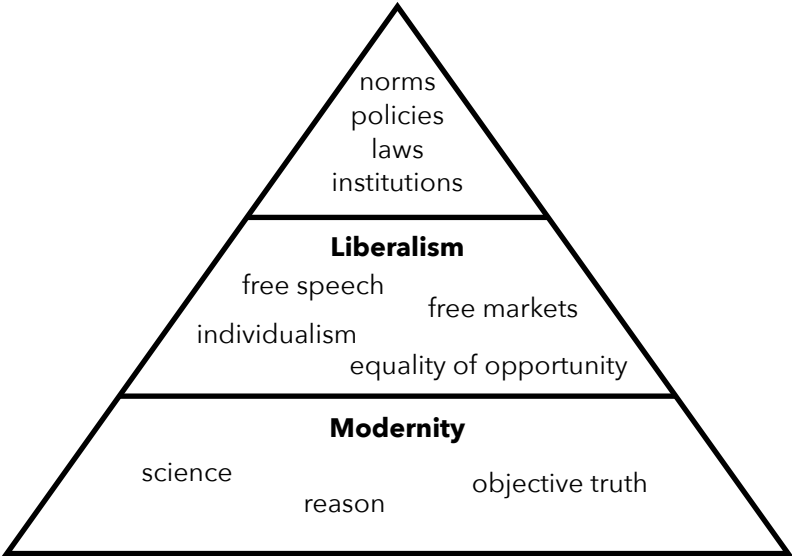
→
Coincidence

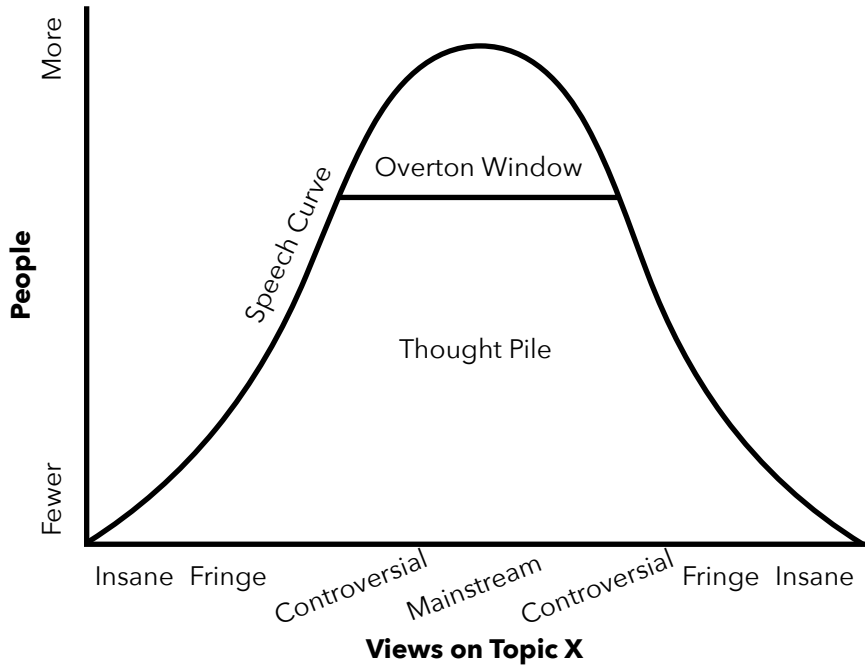


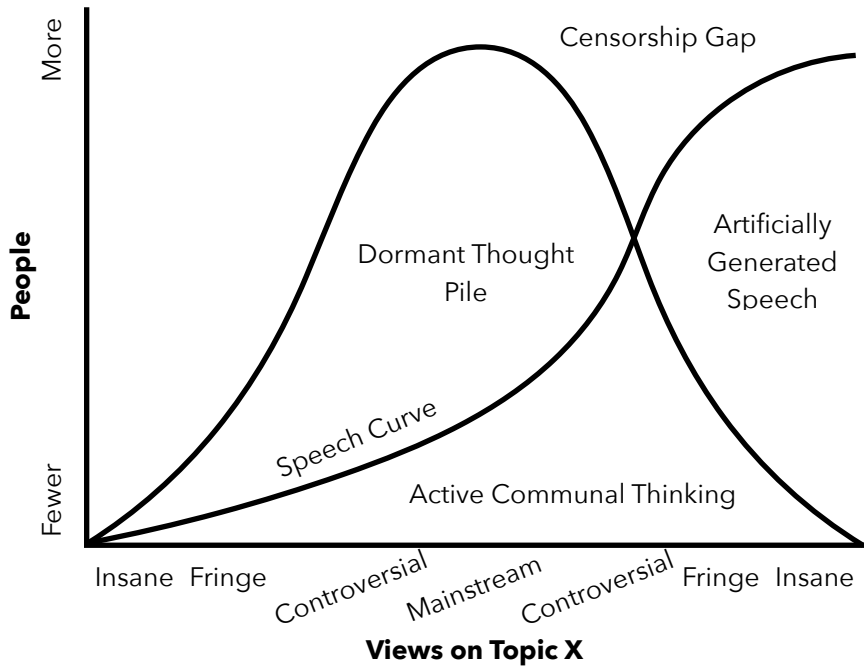
Post-Selection Bias











Phenomenon Extremeness

Extreme

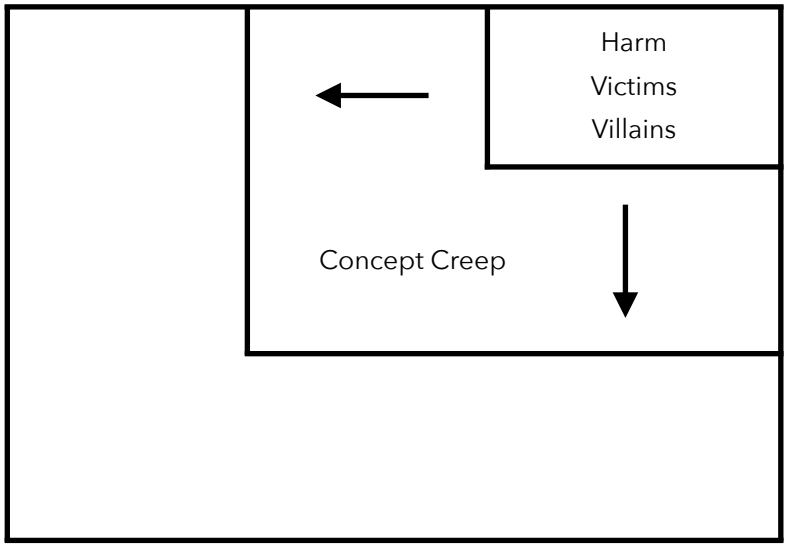
Tame

Unrelated

Related

Same

Range of Phenomenon



Harm
Victims
Villains

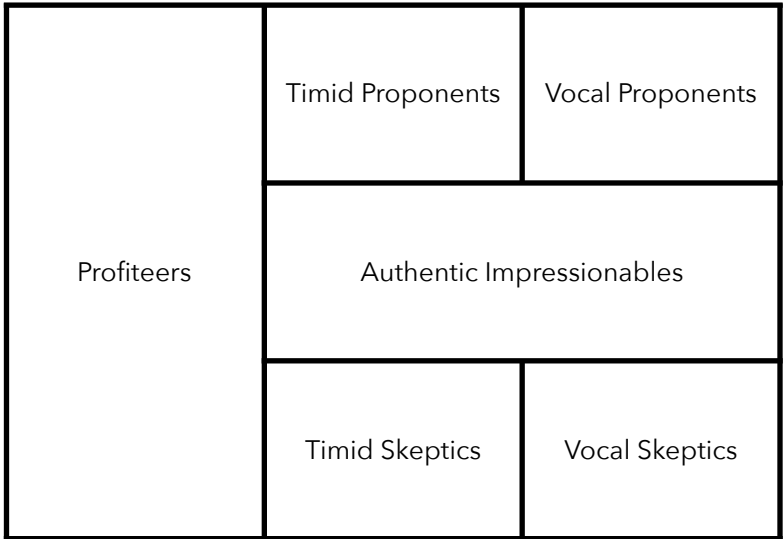


Concept Creep



Belief in Ideology

Skeptics Impressionables Believers

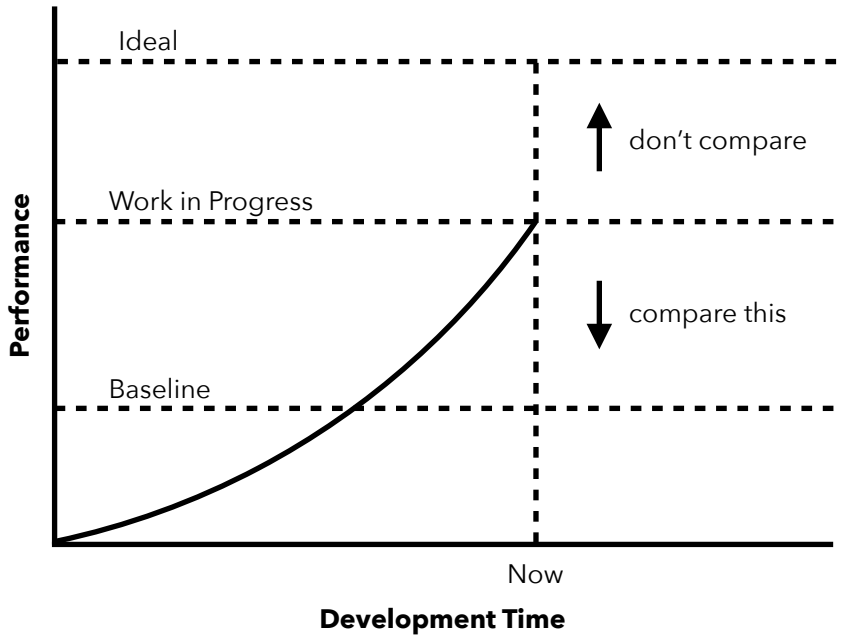


Profiteers

Timid

Brave

Authenticity



Trust

High

do it

do it & report regularly

do it & report immediately

"I intend to"

make a recommendation

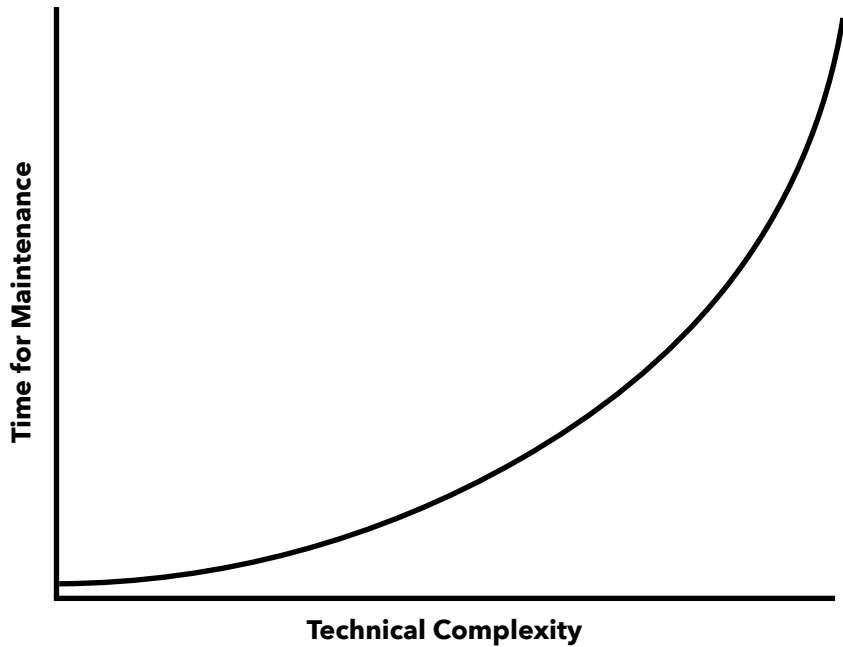
ask

Low

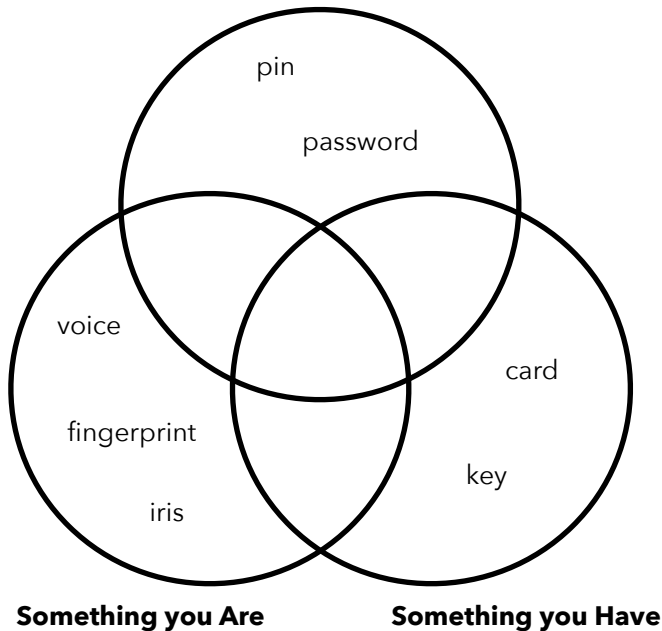
wait until told

Inside Circle of Influence

Outside Circle of Influence



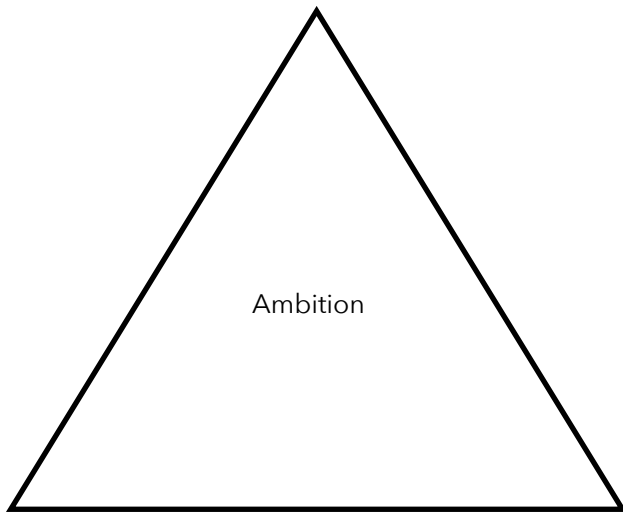
Something you Know



Something you Are

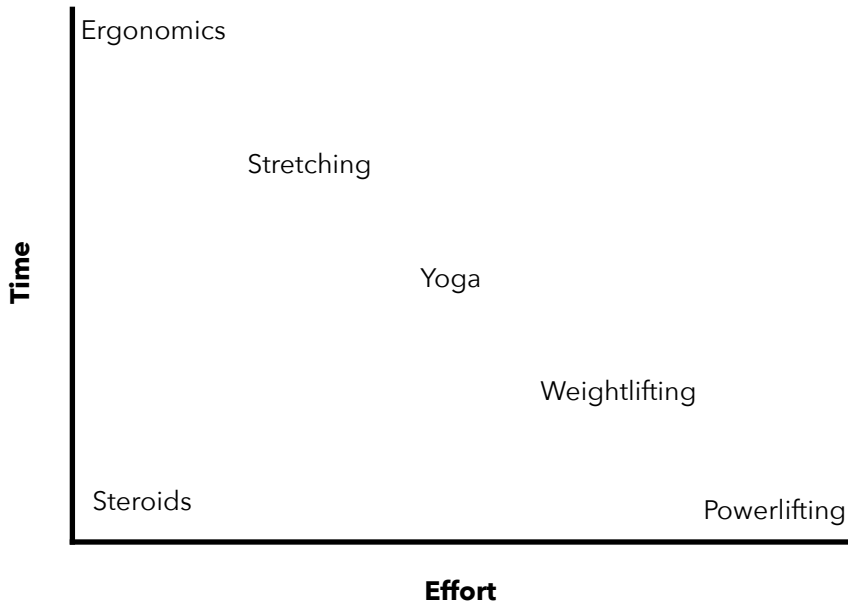
Something you Have

Fanatic Discipline

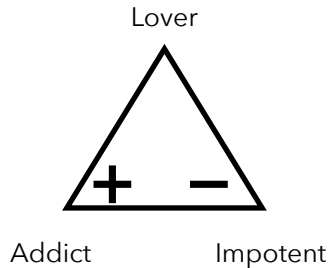
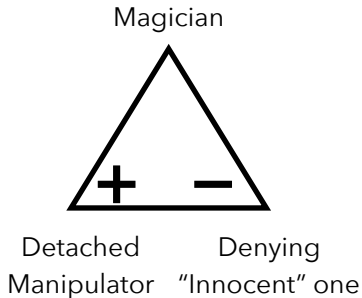
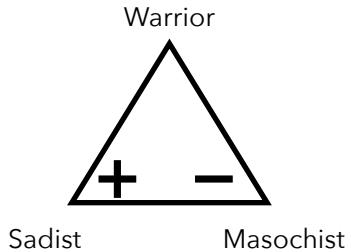
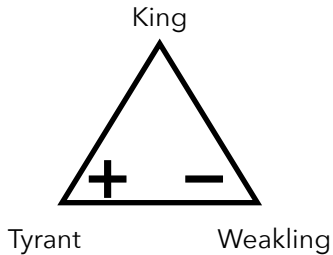


Productive Paranoia

Empirical Creativity

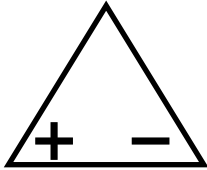


Mature



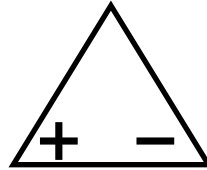
Immature

Divine Child



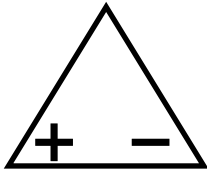
High-Chair Tyrant Weakling Prince

Hero



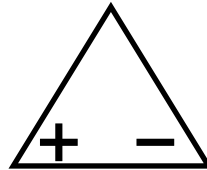
Grand-stander Bully Coward

Precocious Child

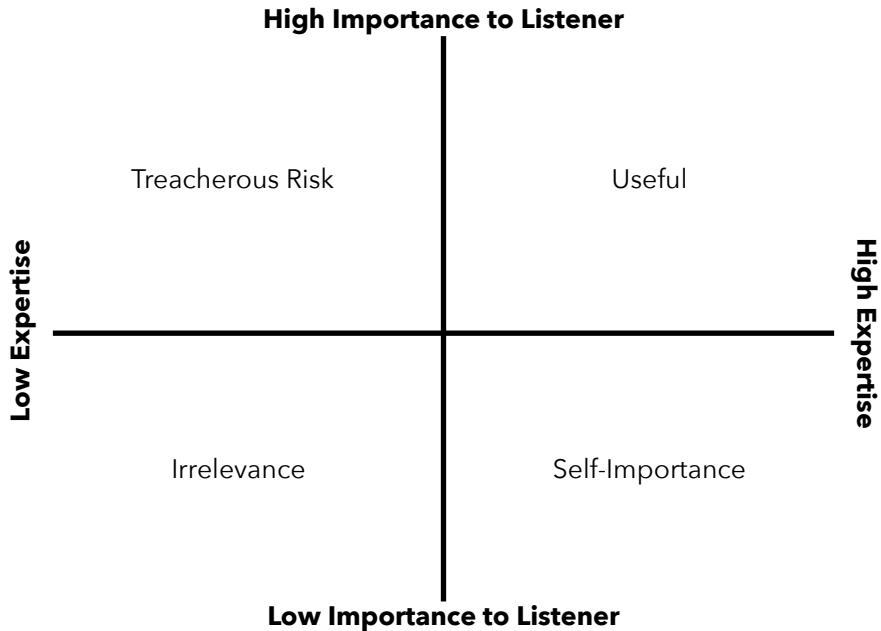


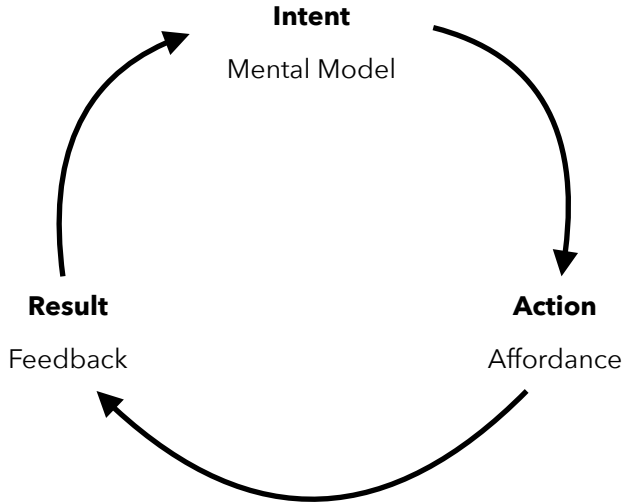
Know-it-all Trickster Dummy

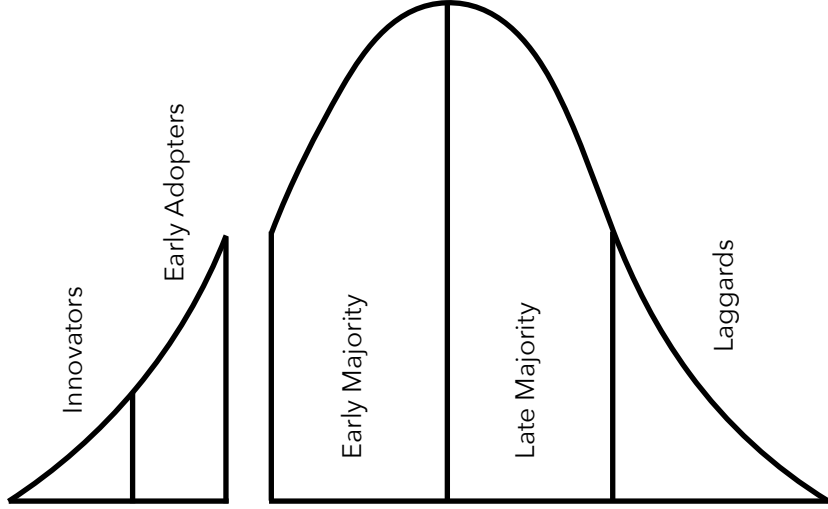
Oedipal Child

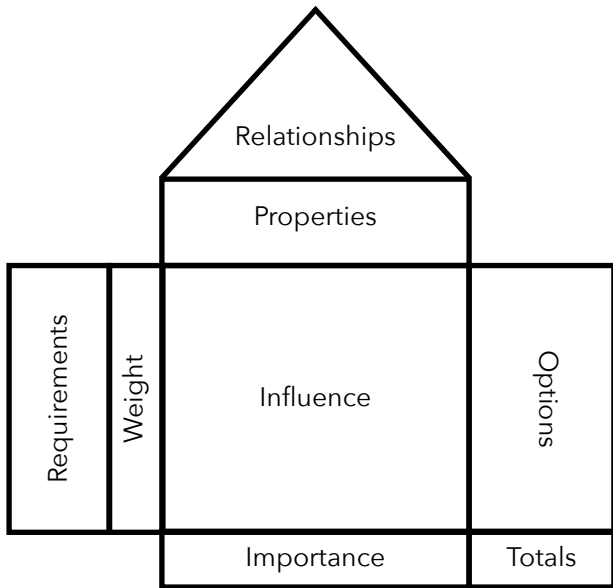


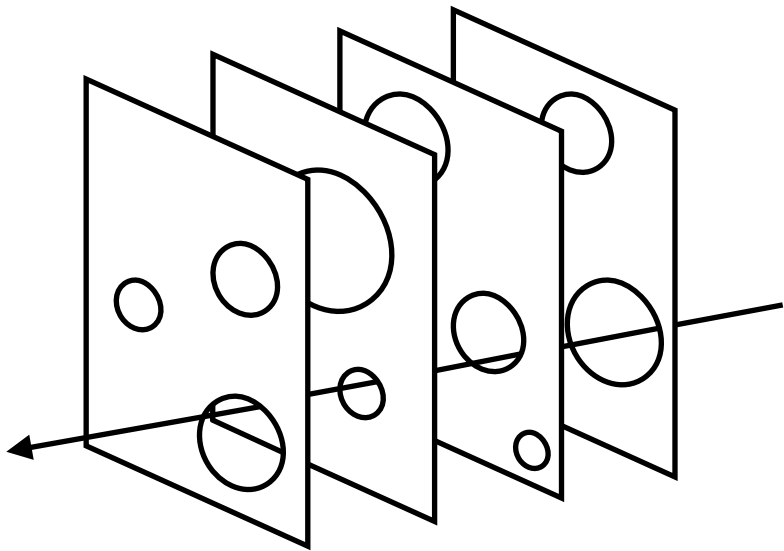
Mama's Boy Dreamer

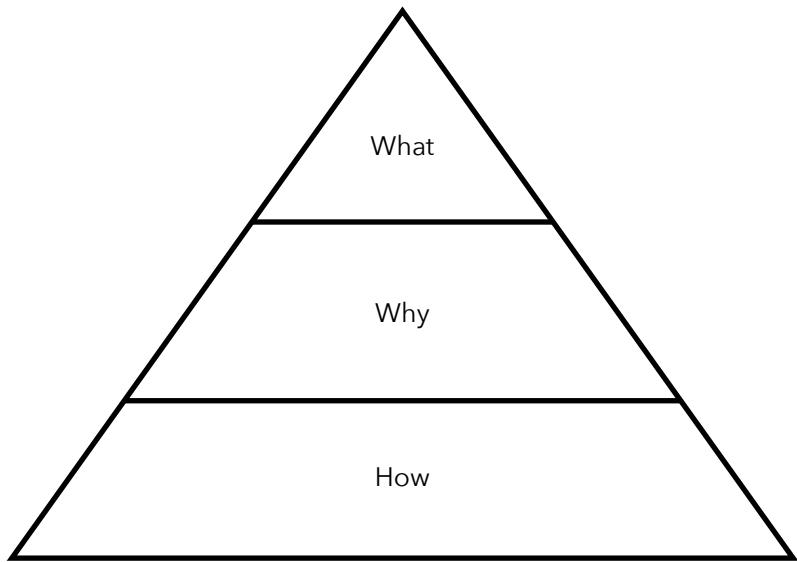




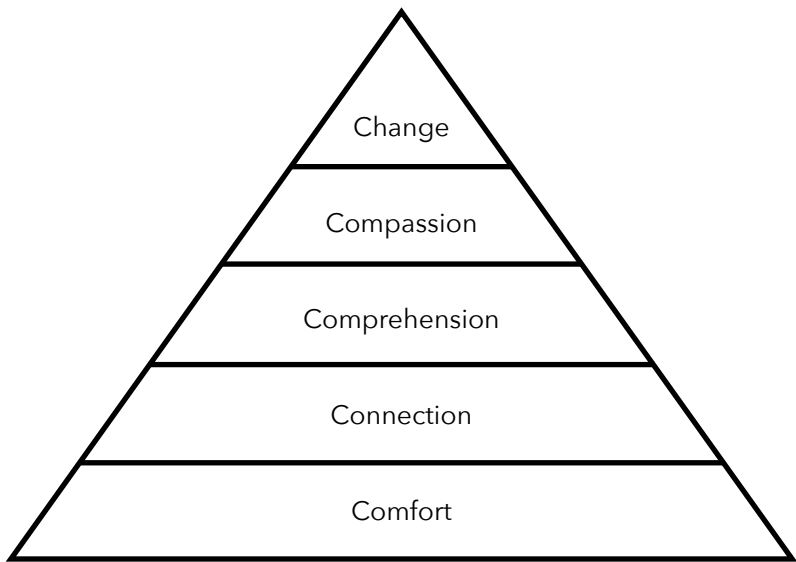




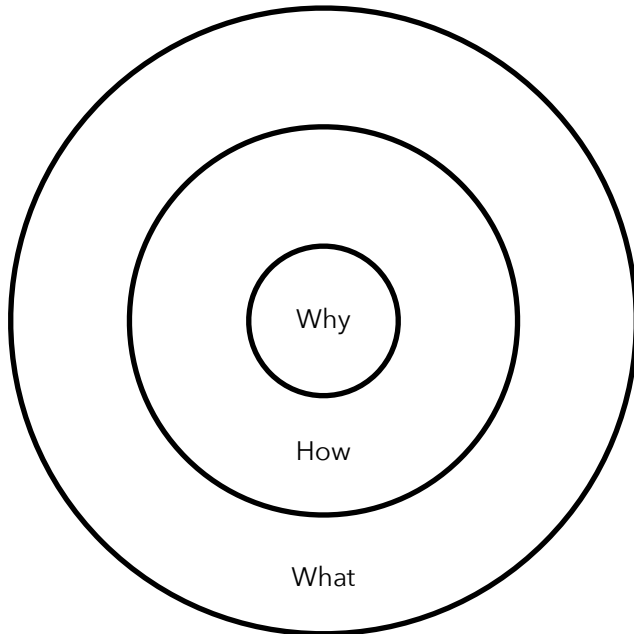




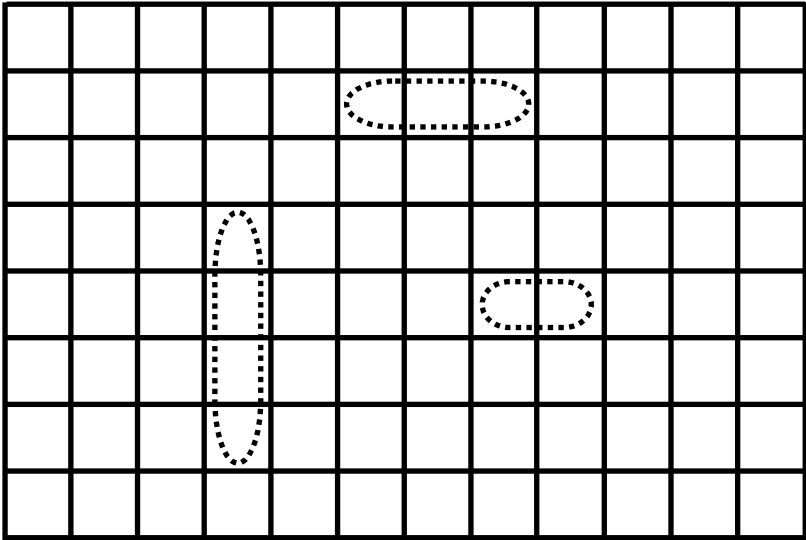
Persuasion Methods



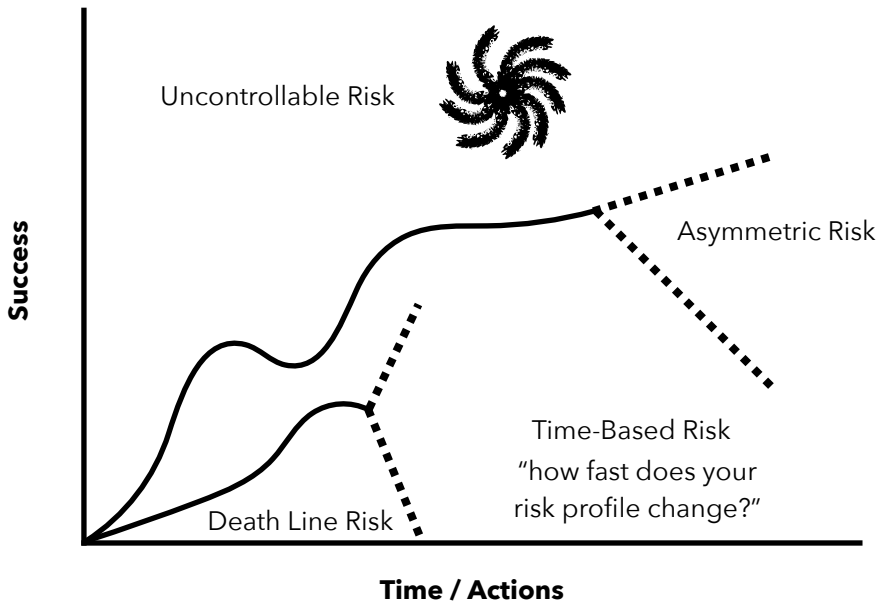
Change Motivations

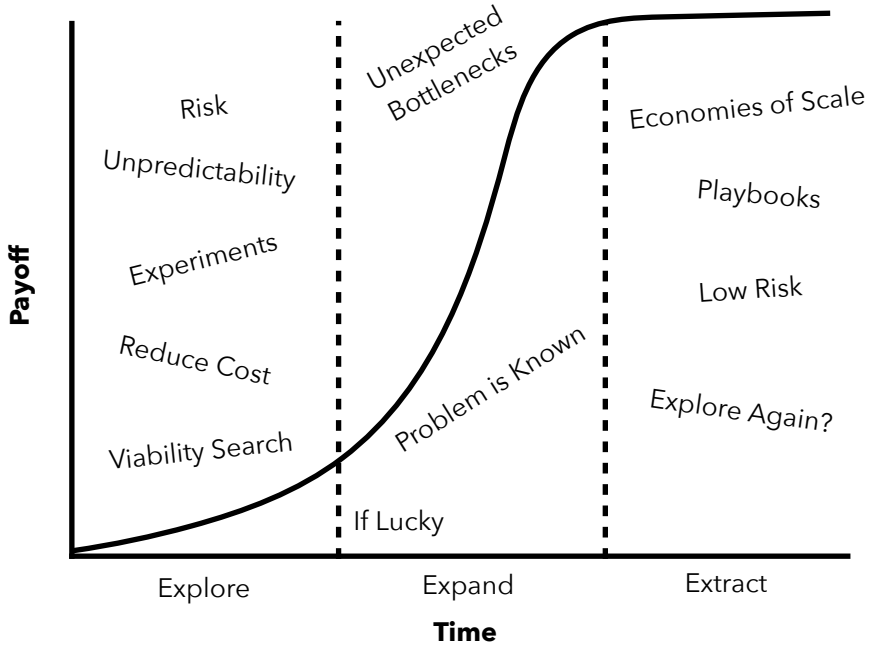


Communication



◼◼◼◼◼◼◼◼◼◼◼◼◼◼◼◼ ◀Fire Many Fire When Calibrated▶ ●●●
low risk, low cost, low distraction





State is Fully Known

Involves Chance

User Input

SIMULATION

GAME

No User Input

COMPUTATION

SIMULATION

| | | |
|----------------------|-----------------------------|------------------------|
| | State is Fully Known | Involves Chance |
| User Input | SIMULATION | GAME |
| No User Input | COMPUTATION | SIMULATION |

