



A Workshop To Improve Analysis And Decisionmaking

SOURCES AND METHODS *Games*



Abstract: *The Mind's Lie* is a 2-4 hour workshop designed to train analysts and executives to spot six specific cognitive biases in real world situations and to employ effective strategies for limiting their effects on decisionmaking. The workshop utilizes a unique game-based approach to training that is guaranteed to engage participants. Furthermore, the training can be customized to meet the particular needs of your company or industry.

The Mind's Lie

A WORKSHOP TO IMPROVE ANALYSIS AND DECISIONMAKING

Cognitive Biases Are The Problem

Cognitive Biases, or systematic errors in judgment due to an over-reliance on mental shortcuts, are commonly recognized as some of the main reasons for bad analysis and poor decisions. The US Intelligence Advanced Research Projects Activity (IARPA) has recognized six specific cognitive biases as those most likely to cause these errors in judgment: Confirmation Bias, Anchoring Bias, Representativeness, Fundamental Attribution Error, Projection Bias, and Bias Blind Spot.

The Mind's Lie Is The Answer

Studies have repeatedly shown that traditional lecture methods are inadequate for teaching people to recognize and take action to limit the effects of these biases. *The Mind's Lie*, however, is a game-based approach that actively engages participants in identifying and mitigating all six biases using realistic scenarios.

Additional Features:

- Customizable scenarios designed to meet your needs
- Supplementary training materials available for purchase
- Receive a free copy of the game to help keep skills sharp

Agenda And Requirements

- *Agenda:* Introduction to the six biases, 1-3 professionally moderated game play sessions, review and wrap-up.
- *Requirements:* 1 classroom or conference room large enough to seat all participants, all other supplies will be provided by the trainers.

About The Designer

- **Kristan J. Wheaton** is a widely published associate professor at Mercyhurst University whose current research focuses on the intersection of games-based learning and intelligence analysis. He has spent the last several years developing a series of games that help analysts identify and mitigate cognitive biases in realistic situations.

The Mind's Lie Really Works!

"The Mind's Lie was an eye opening experience...it serves as a great introduction to the topic and an impressive approach to disciplining the mind of the analyst." - Chris Pallaris, CEO, i-Intelligence, Zurich, CH

"I would definitely recommend The Mind's Lie as a teaching tool. It would be good for entertainment, and the group voting and discussion would keep it fresh whenever it was played." - Eric Reeves, PMP, Lockheed Martin, Washington, D.C.

"I would use The Mind's Lie in the classroom and in any operational setting where we had to label biases..." - Dr. Charles Twardy, PI, George Mason University.