

Uncertain Decision Making

Inductive and deductive reasonings allow us to make judgments. In judgement we draw conclusions, from opinions, evaluate events, objects, based on knowledge and available evidence. For eg., the man is very talkative, likes to mix with people, can convince for a salesperson's job. Our judgement of this person is based on the specific characteristics of an expert salesperson.

Sometimes judgments are automatic and require no conscious effort by the person and occur as a matter of habit, for example, applying brakes on seeing the red light. However, evaluating a novel as a literary text requires references to your past knowledge and experience. Judging the beauty of

a painting would involve our personal preferences. Thus our judgments are not independent of our beliefs and attitudes. We also make changes in our judgments based on newly acquired information. For example, a new teacher joins the school, students makes on-the-spot judgment of the teacher as being very strict. However, in subsequent classes, they closely interact with the teacher and make changes in their evaluation. Now they judge the teacher to be extremely student-friendly.

Many of the problems we solve each day require us to make decisions. What to wear for the party? What to eat for dinner? What to say to your friend? The answer to all these lies in picking or choosing

one of several choices. In decision-making, we sometimes choose among options based on choices of personal significance. Judgment and decision-making are interrelated processes. In decision making the problem before us is to choose among alternatives by evaluating the cost and benefit associated with each alternative. For example, when we have the option to choose between psychology and economics as subjects in class XI, your decision would be based on your interest, future prospects, availability of books, efficiency of teachers, etc. You could evaluate them by talking to seniors and faculty members and attending a few classes, etc. Decision-making differs from other types of problem solving. In decision-making we already know the various solutions or choices and one has to be

selected. Suppose your friend is very good player for badminton. S/he is getting an opportunity to play at the state level. At the same time the final examination is approaching and s/he needs to study hard for it. S/he will have to choose between two options, practising badminton or studying for the final examination. In this situation her/his decision will be based upon evaluation of all possible outcomes.

In real life situations we take quick decisions and therefore, it is not possible always to evaluate every situation thoroughly and exhaustively.