Comment Question 1

1. What is the general difference between normative and descriptive models of decision-making. 2 pts.

2. Describe the expected utility theory of decision-making. What are problems with this model? 4 pts.

3. Describe the Heuristics Model of decision-making. What is the problem with it? 4 pts

4. Define the following and give an example of how each would be used to make a decision: You may find it useful to read the Kahneman or Bias in Judgment Review articles on our syllabus. 12 pts.

   - Availability
   - Representativeness
   - Framing
   - Affective Forecasting
   - Number of Choices
   - Commitment of Escalation

5. Discuss the role of emotion vs. reason in making difficult moral decisions as tested in the Trolley experiment. Make sure to list the hypotheses tested, the methods and results of that experiment. 8 pts