



Deception

Understanding Implicit Bias

How it Affects Our Decision-Making



1



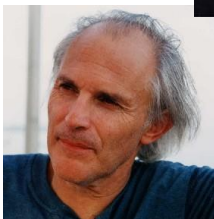
A



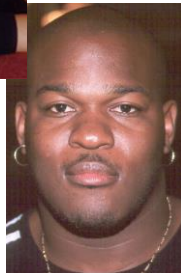
B



C



D



E

1. Navy Seal
2. Nobel Prize Recipient
3. Street Person
4. Soldier
5. Wanted Murderer

2



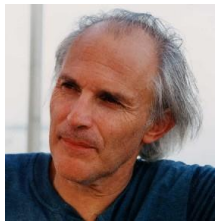
Soldier



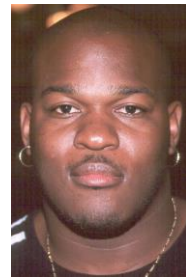
Street Person



Wanted Murderer



Nobel Prize Recipient



Navy Seal

3

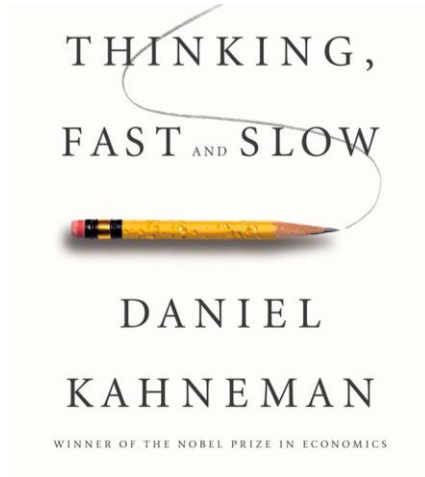
Which is dangerous?



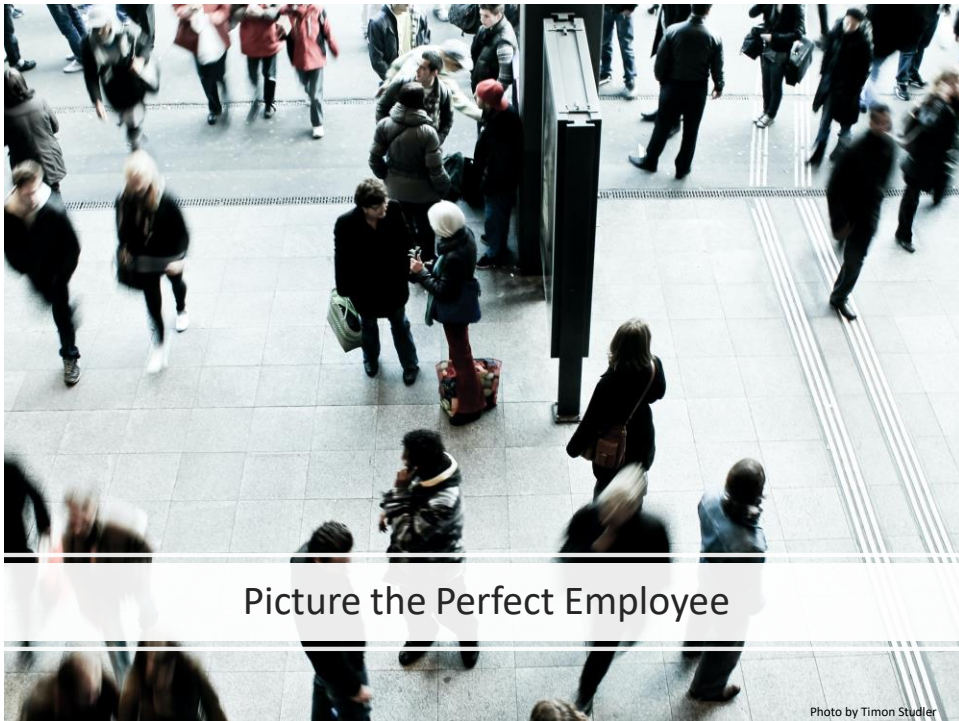
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The Concept of Automaticity

- System 1
- System 2



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Which of these two would you rather hire?

7

Would You Hire Him for an Entry-Level Position or a Cyber Position?



8

Would You Hire Him for an Executive Position?



9

Would You Hire Him for a Forward-Facing Customer Service Position?



10



Would You Hire Him for an Office Position?

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Do Your Senses & Emotions Play a Role in How You Perceive Others?



Photo by Alexandr Hovhan

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Which Leader Would You Rather Have?

- Confident
- Competitive
- Independent
- Assertive
- Competent
- Objective
- Bold
- Motivated
- Bossy
- Aggressive
- Nurturing
- Cooperative
- Emotional
- Deferential
- Sensitive
- Talkative

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The Coffee Shop

Photo by Roman Bozhko on Unsplash

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Would you hire any of these people?

- Michelle Smith
- Jacqueline Clayton
- Abcde Grisham
- LaToya Means
- Cesar Contreras
- Meg Nag
- Miguel Vanderslice
- Ismael Tzardzik
- Mircle Century
- Sam Sung
- Saad Man
- La- Summerford
- Tyrannosaurus Rex Mullens
- Bartlomiej Gniewek

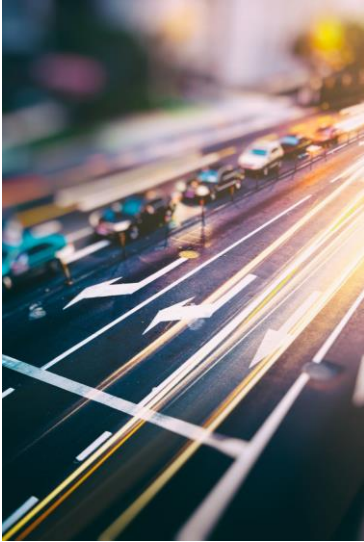
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When you are comparing yourself to others, are you more generous than most?

- A. Yes
- B. No



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When comparing yourself to others, are you a better driver than average?

- A. Yes
- B. No

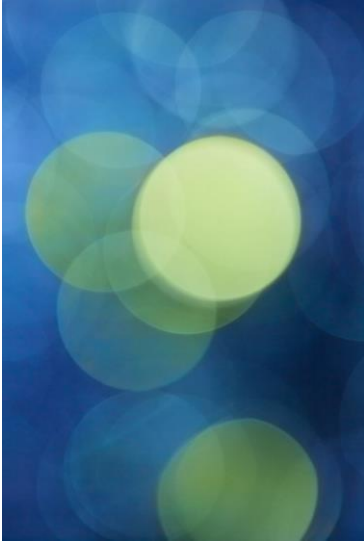
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When comparing yourself to others, are you more objective than most?

- A. Yes
- B. No

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When comparing yourself to others,
are you more professional than most?

A. Yes

B. No

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Liar's Bingo – Have You Ever?

Lied to yourself	Taken credit for something you didn't do	Made up an excuse to get out of a conversation	Ignored a directive from your boss	Blamed nonexistent traffic for your lateness
Lied to your parents	Lied to impress someone	Told someone you liked a gift when you hated it	Exceeded the posted speed limit	Blamed a foul smell on your dog or cat
Lied to a loved one	Lied about your age or weight	Free Space	Cheated on a diet	Cut in line to reduce your wait
Lied to a boss	Lied about where you were	Told someone you remembered them when you didn't	Promised to do something but conveniently forgot	Checked your social media during work hours
Lied to your child	Lied about not receiving an email/text	Told someone you had plans when you didn't	Pretended not to hear someone call your name	Exaggerated circumstances to make you seem more sympathetic

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Illusory Superiority

- A cognitive bias that causes you to inflate your good characteristics while also minimizing your negative characteristics, when compared to your peers, colleagues, and friends.

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“Cultural Fit” for an Elite Law Firm

- | | |
|---|--|
| <ul style="list-style-type: none"> • Graduated from Yale • Interned with a Federal District Court Judge. • Took a year sabbatical to earn MBA at a European college. • Speaks 2 foreign languages fluently. • One of top GPAs in class. • Hobbies include chess and assessing fine art. | <ul style="list-style-type: none"> • Graduated from Harvard • Interned with a Federal District Court Judge. • Took five years to get degree as attending law school part time. • Worked as a mgr. at Subway • Hobbies include demolition derby and country music. |
|---|--|

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Engaging System 2

- Attention is a scarce resource.
- Attention helps us decide what to perceive.
- We focus on what stands out to us and what is abnormal.
- We have to go beyond expectations.
- Strategic pauses.
- Creating different perspectives.



Photo by Elena Tarentenko on [Unsplash](#)

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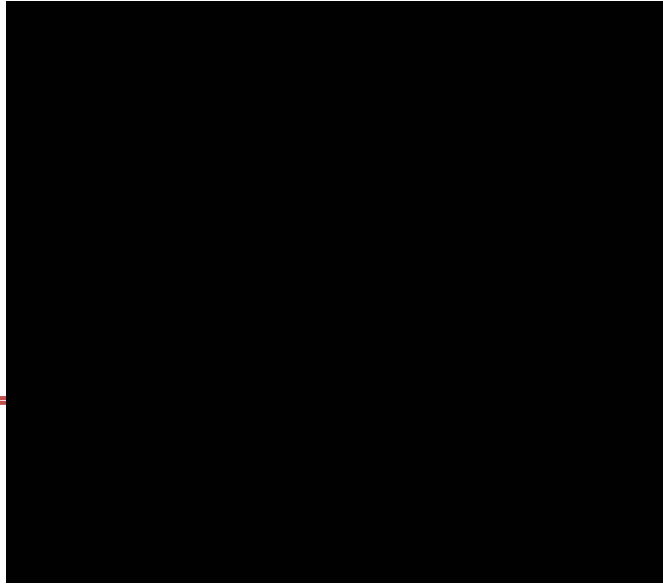


Psychological Safety

Photo by Abby Lim

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The Power of Groups



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What's Your Fingerprint?

Photo by [George Prentzas](#) on [Unsplash](#)

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