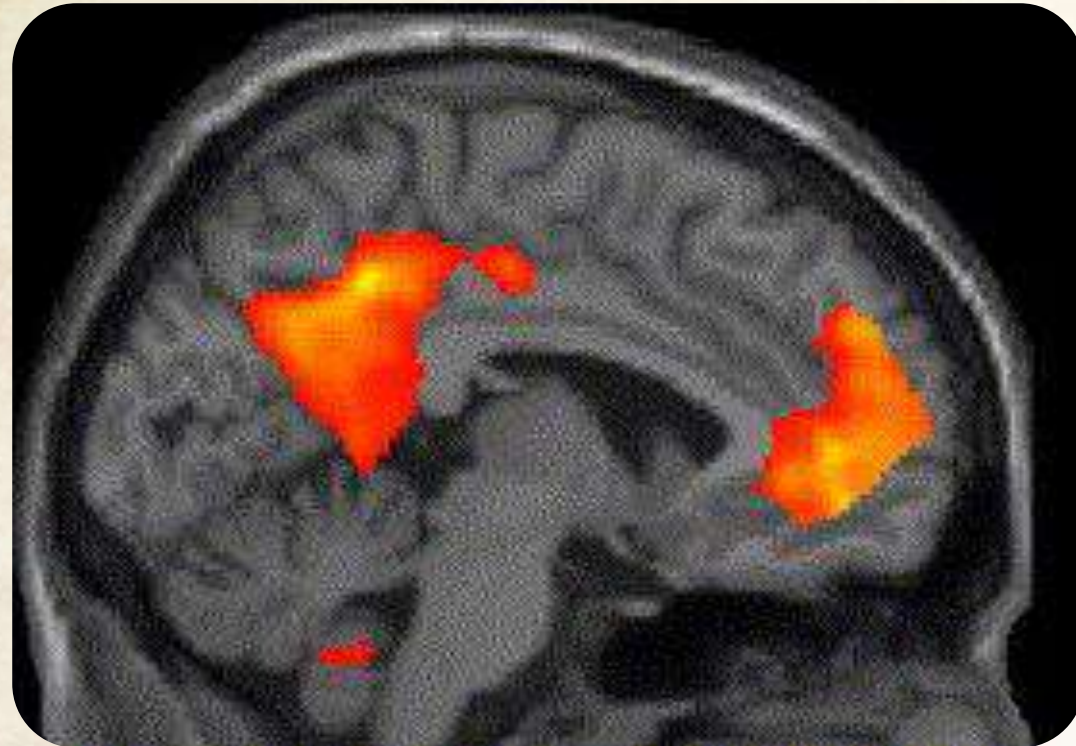


Thinking About the Future: *hurdles & opportunities*

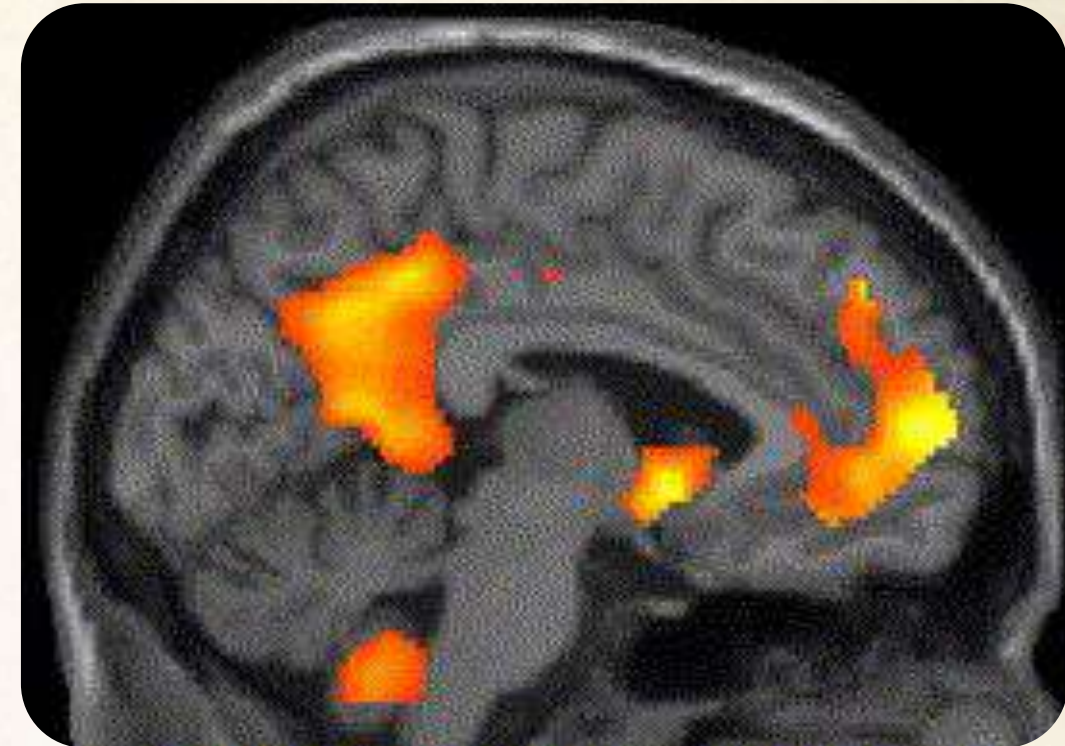
Prof. Tali Sharot

**How people think about
the future**

Remembering the Past

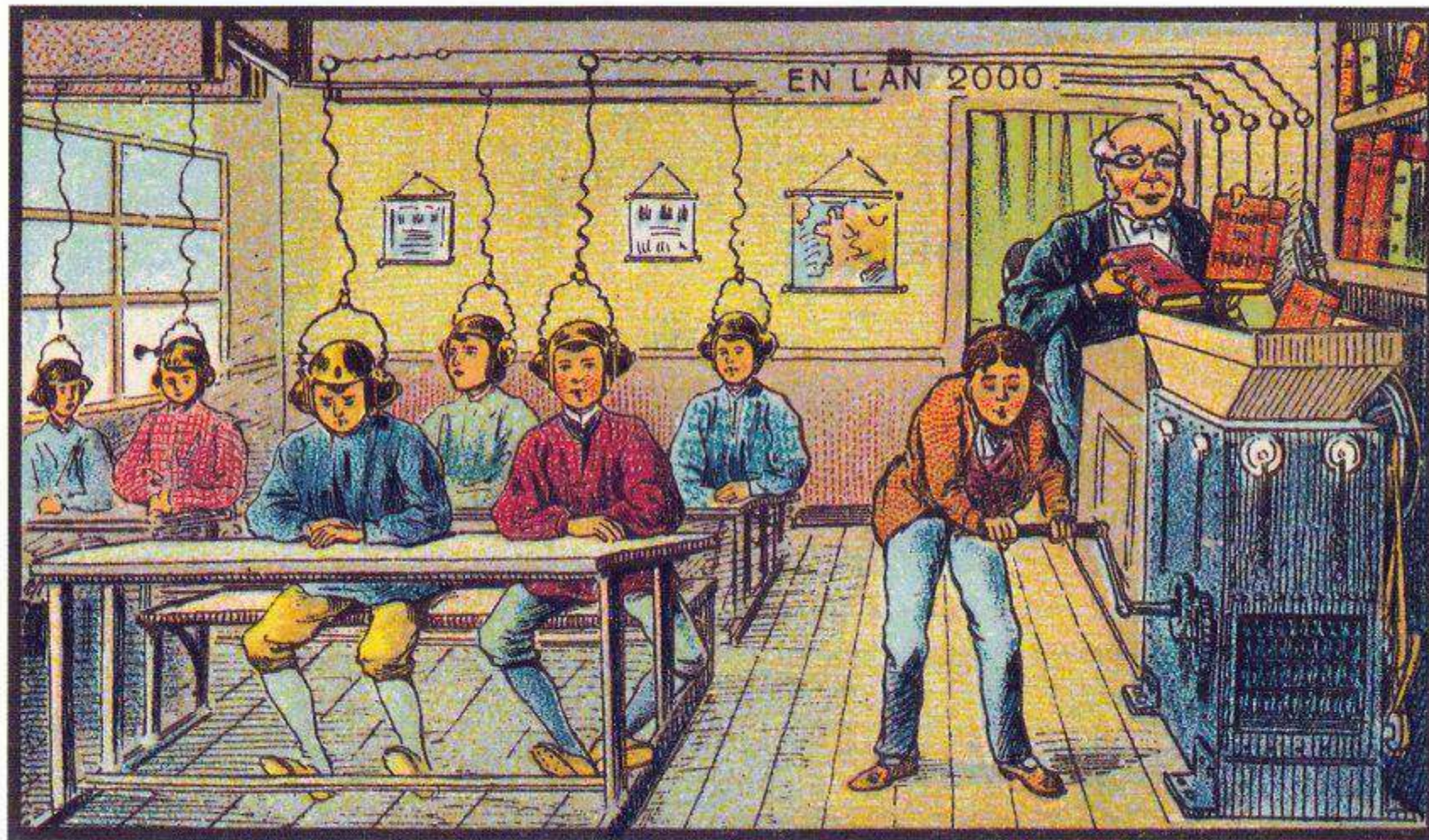


Imagining the Future



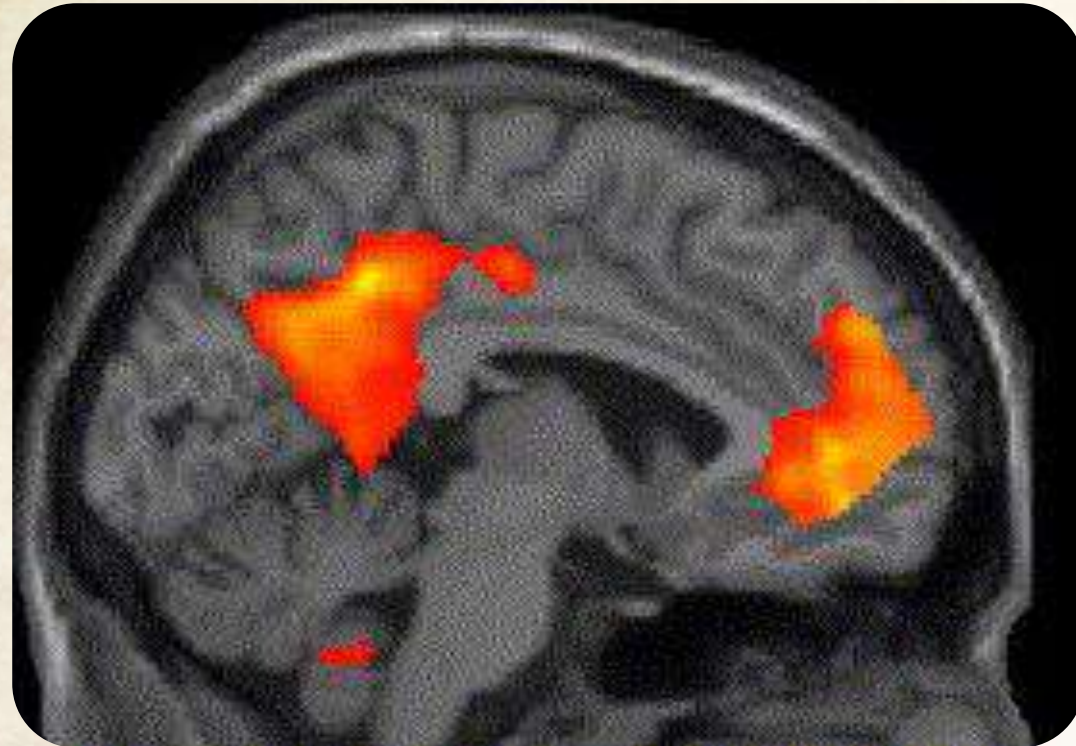
Addis et al., 2007

**Imagining the future is
constrained by the past**

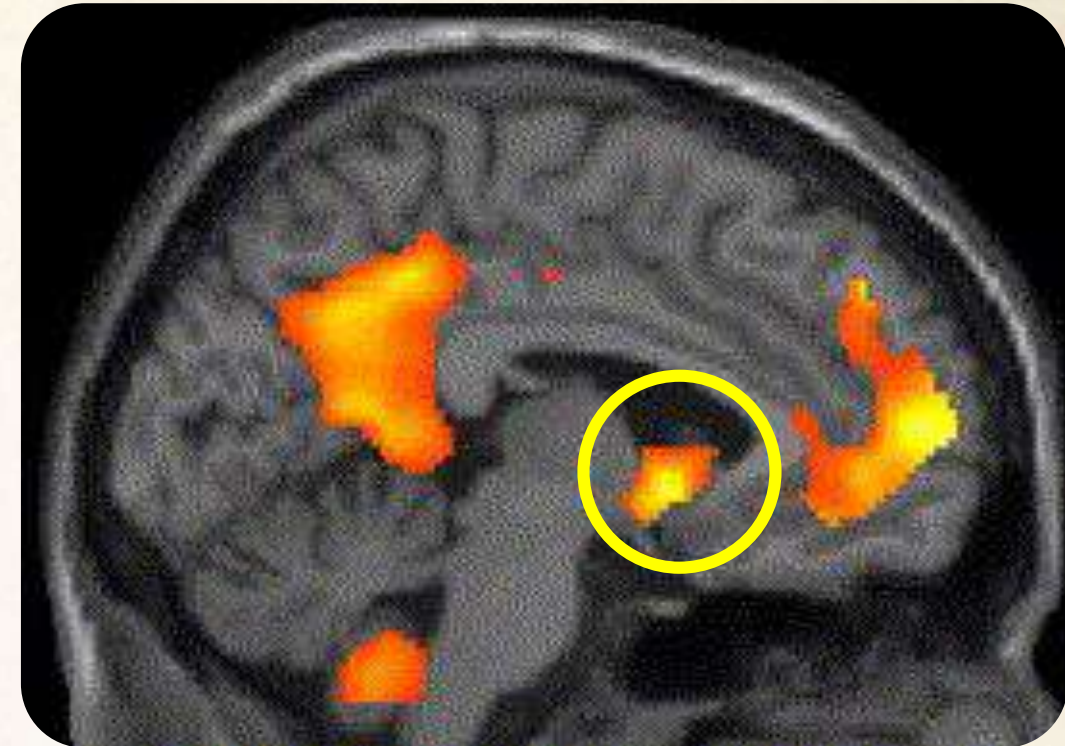


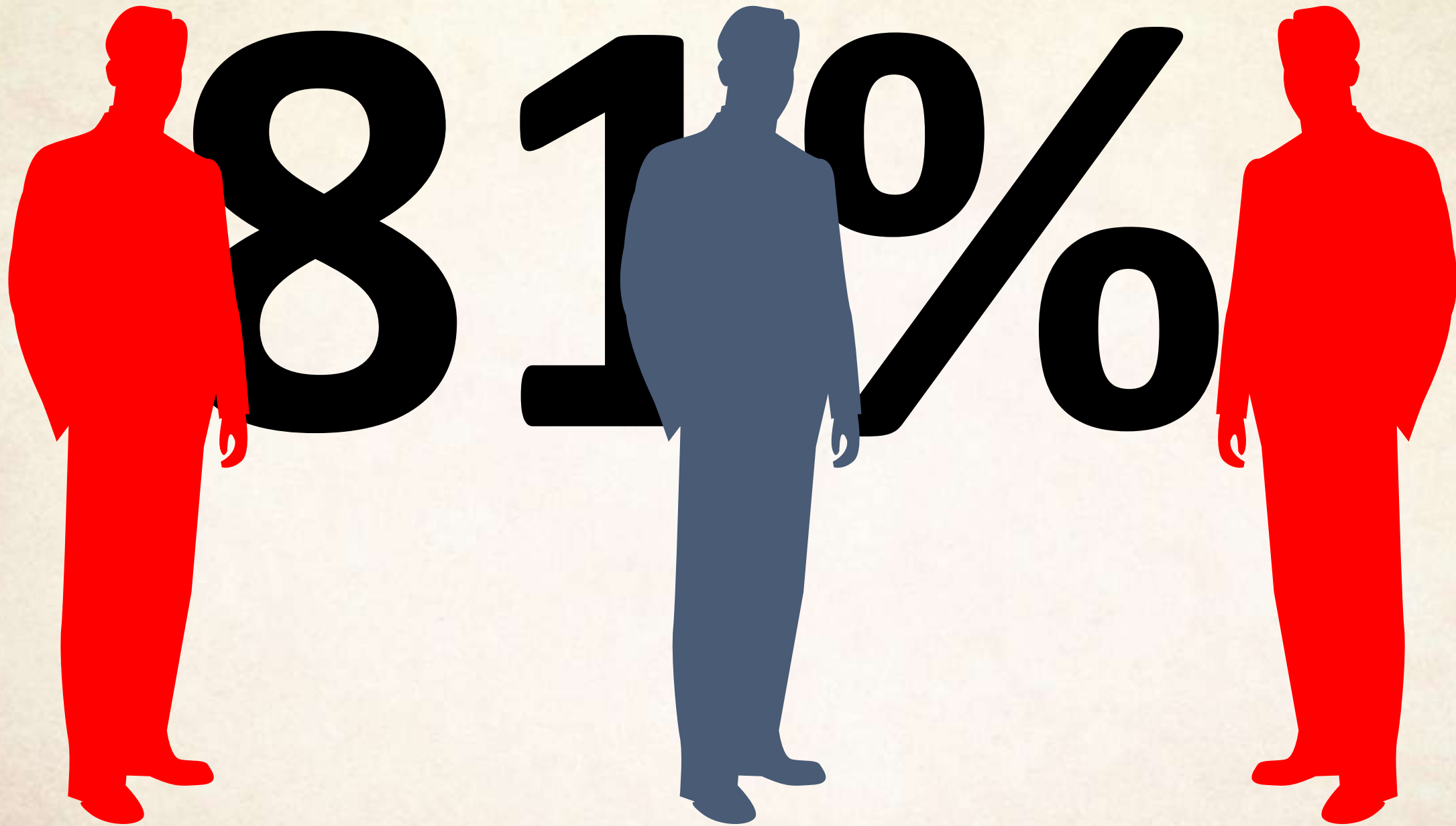
At School

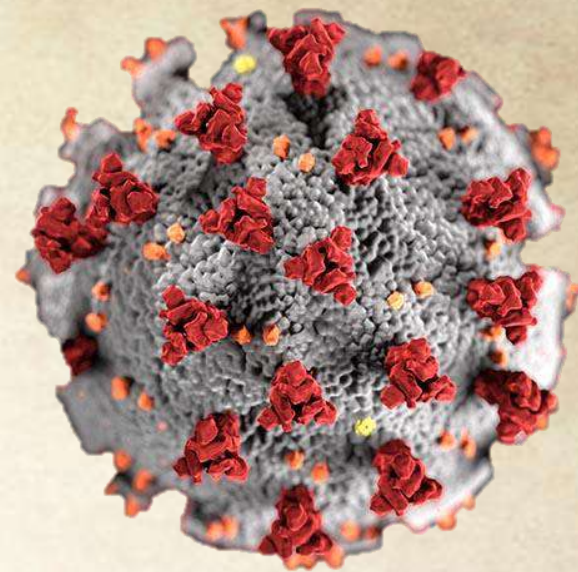
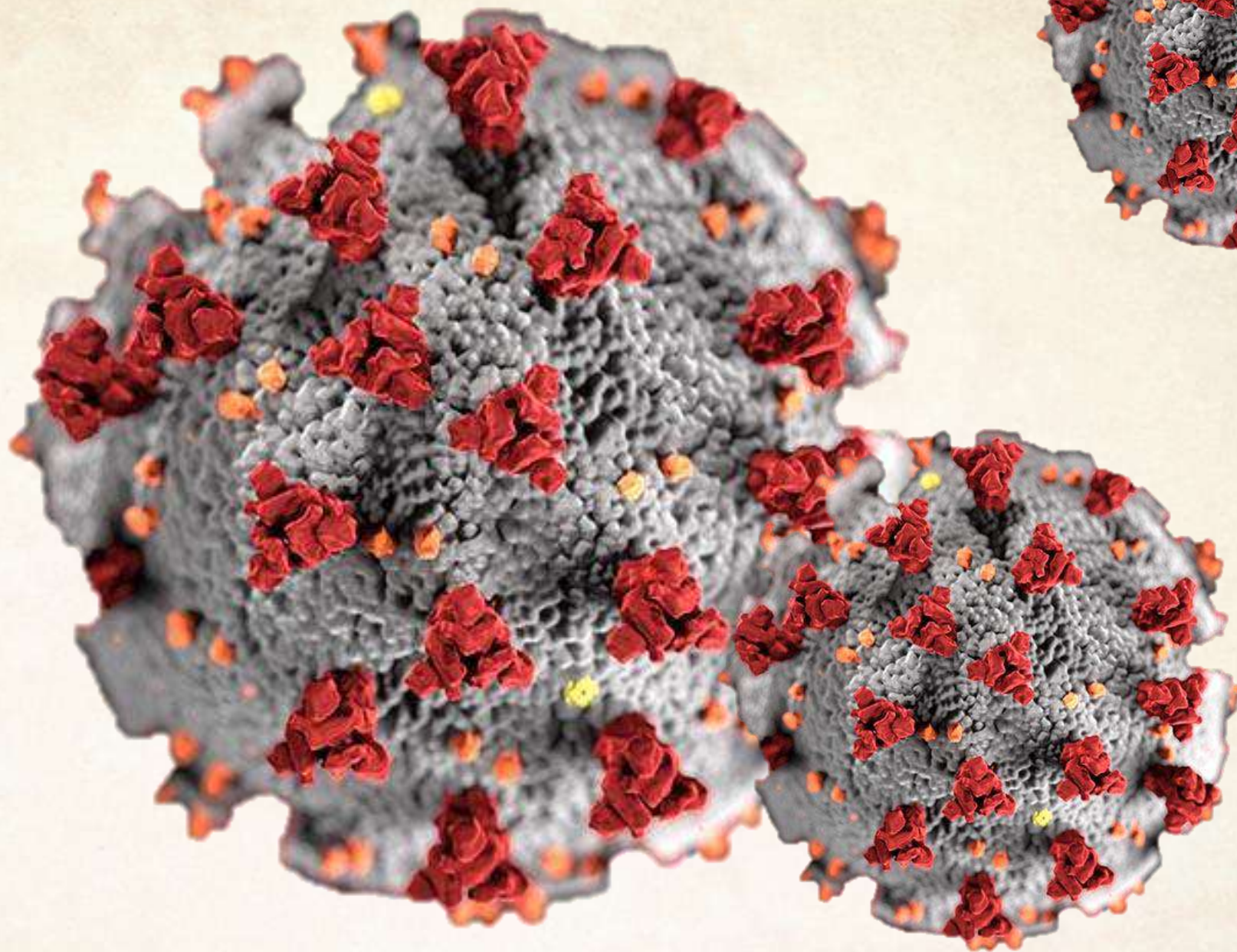
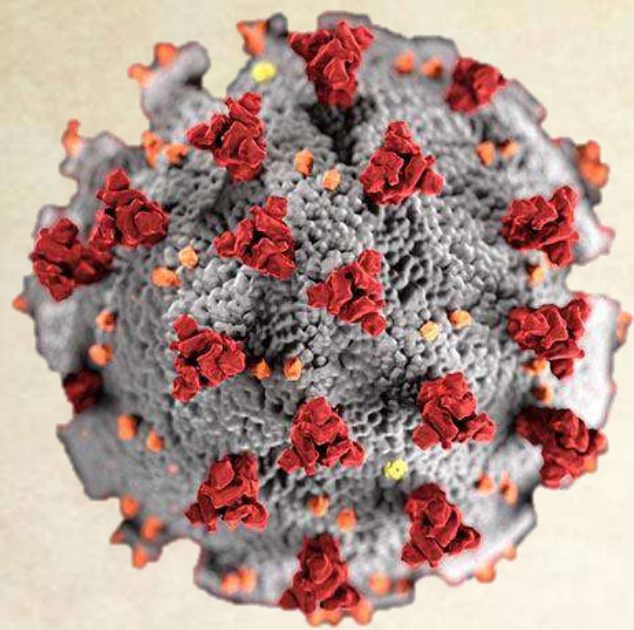
Remembering the Past

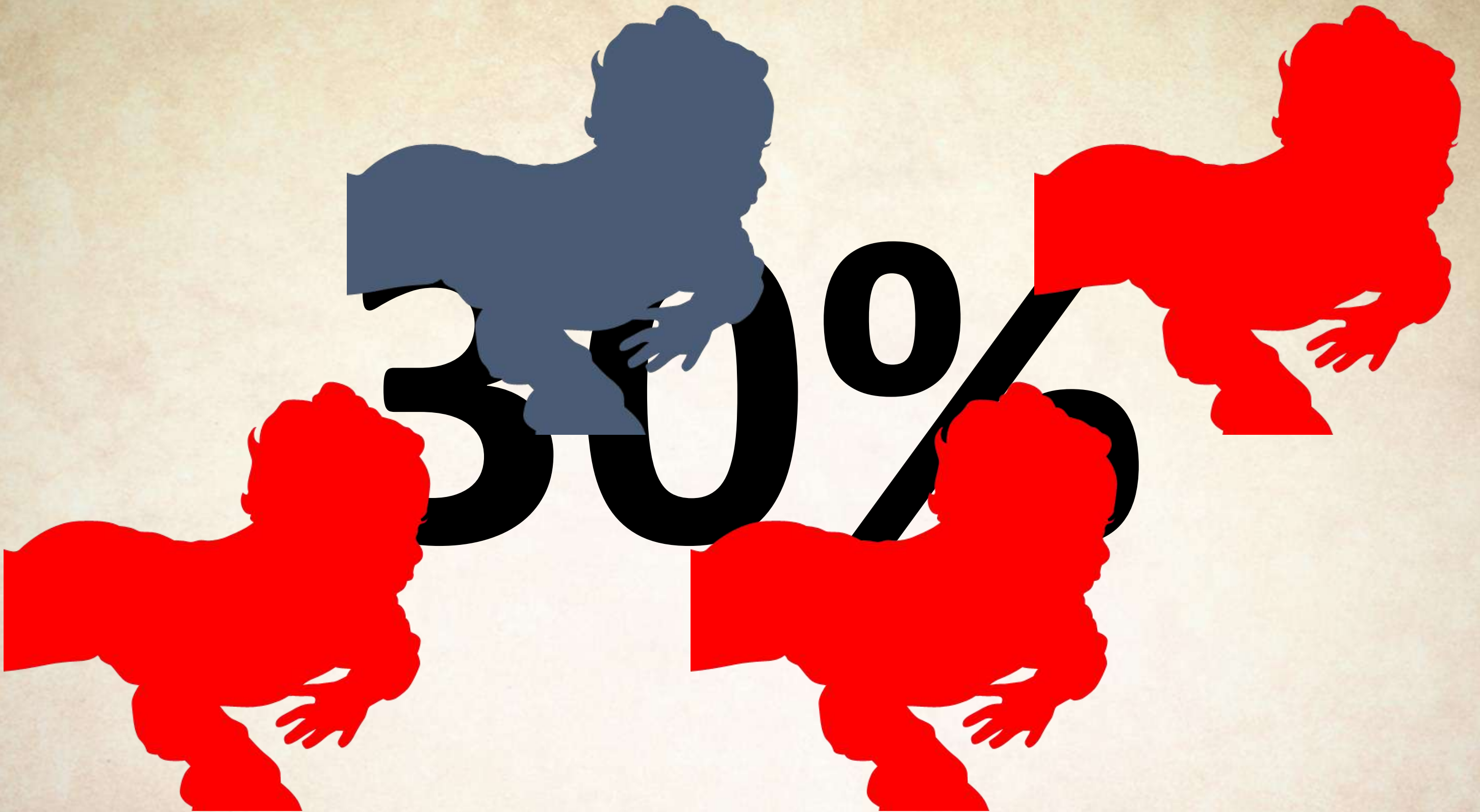


Imagining the Future



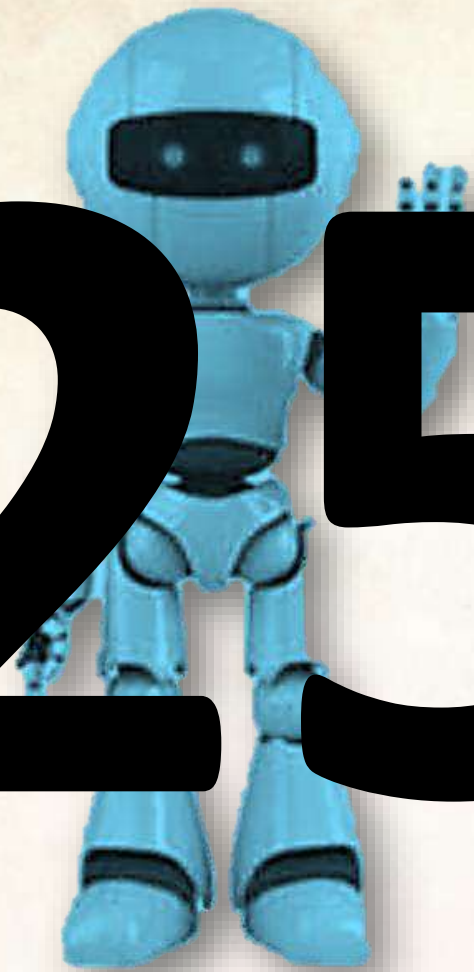








25%



**Predictions are
constrained by wishful
thinking**

The Optimism Bias

The Good & The Bad

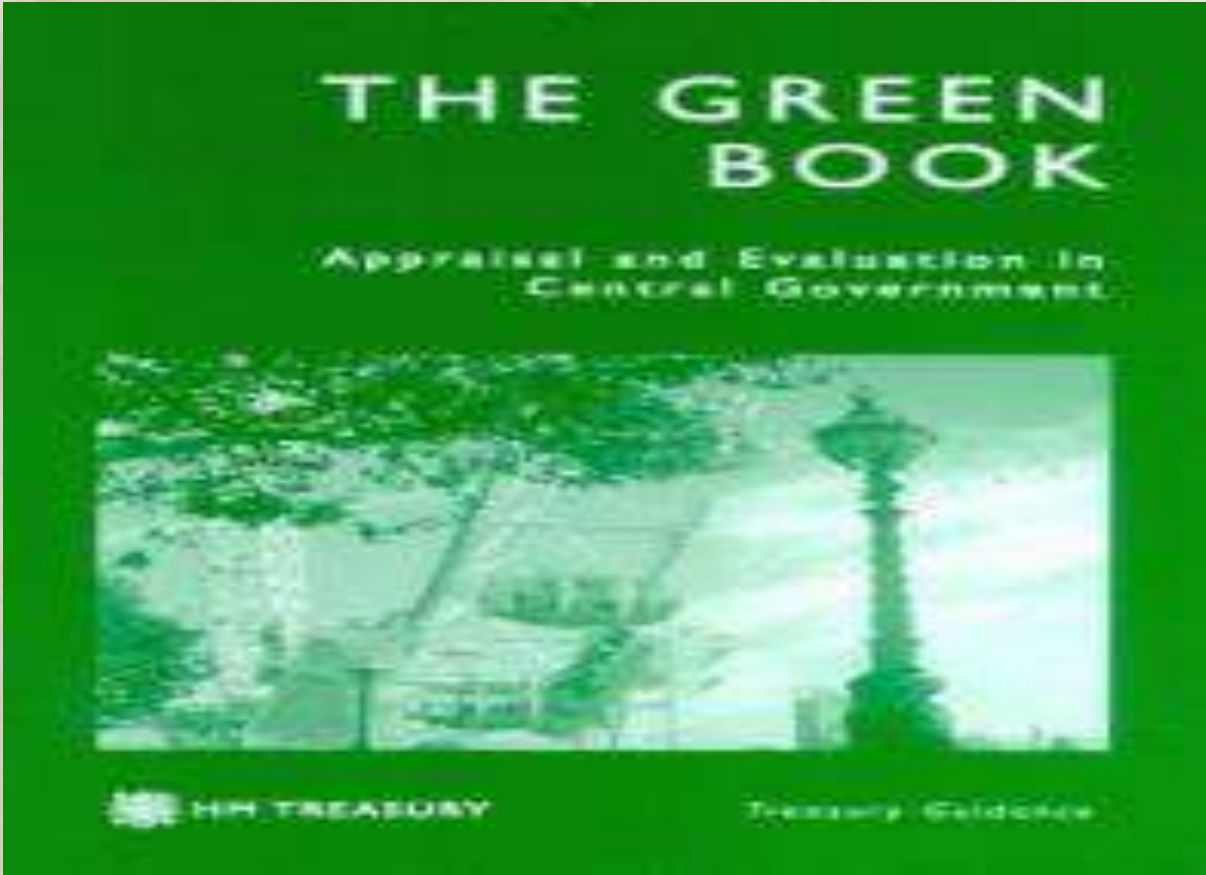
#1

**Assess Competence
not Confidence**

#2

**Know your Bias, Put a
Policy in Place**

Use Policy to Guard Against Suboptimal Plans and Decisions



card

fraud?



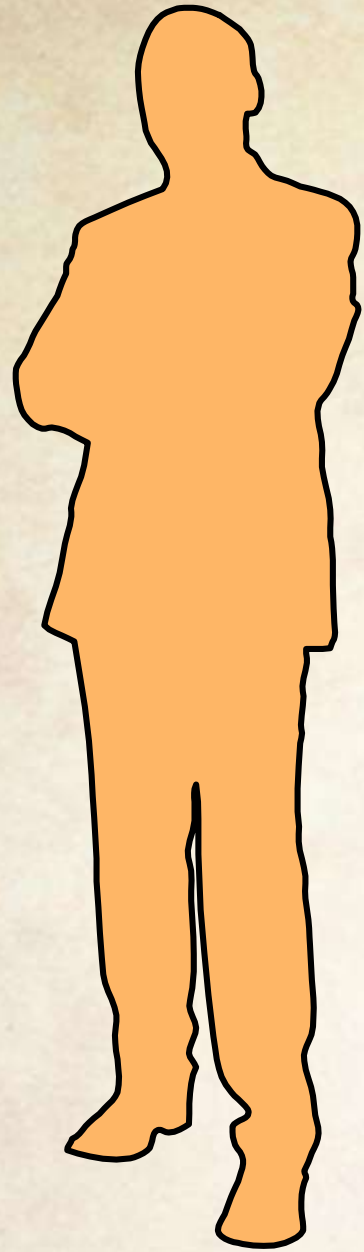
70%



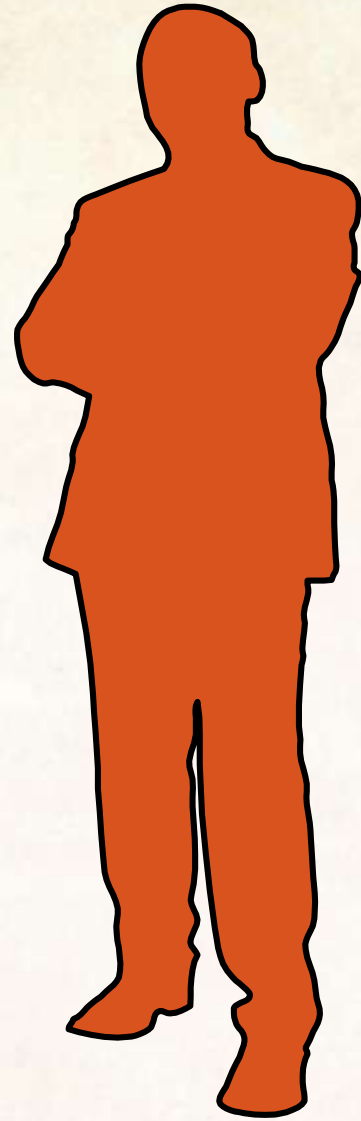
card

fraud?

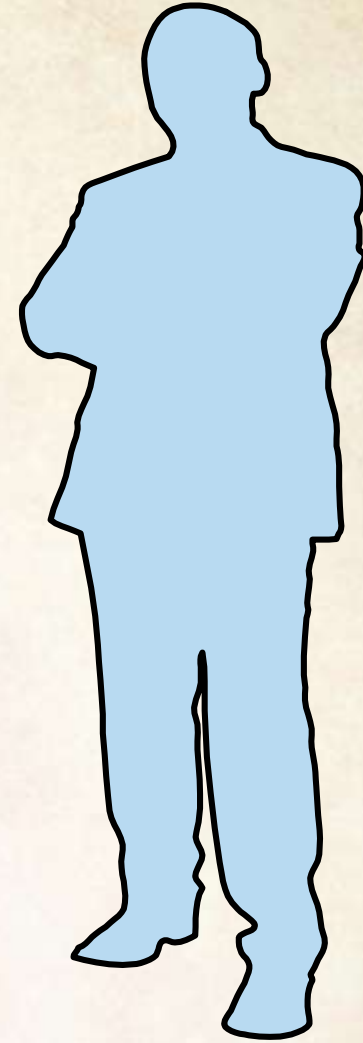




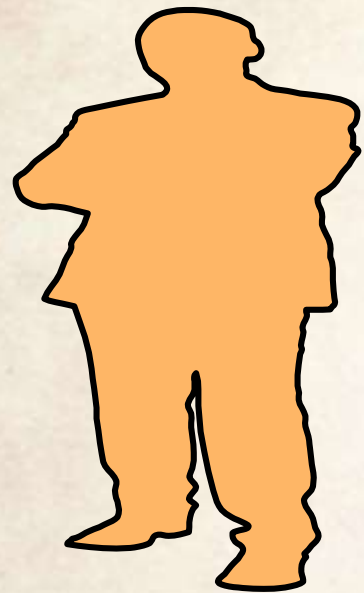
90%



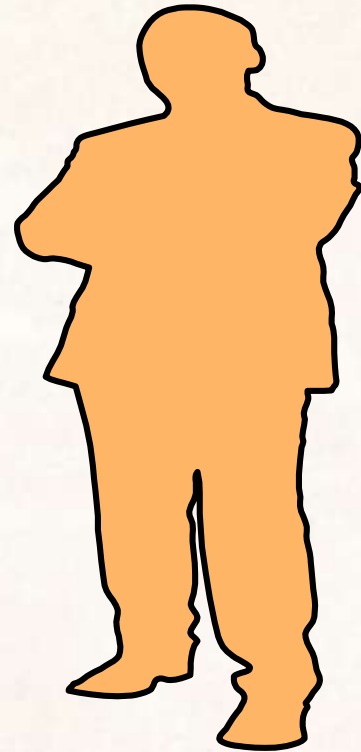
75%



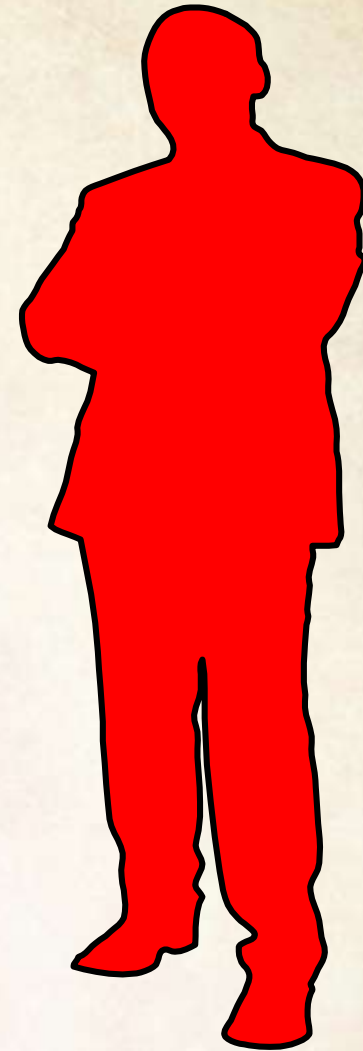
70%



30%



33%



70%

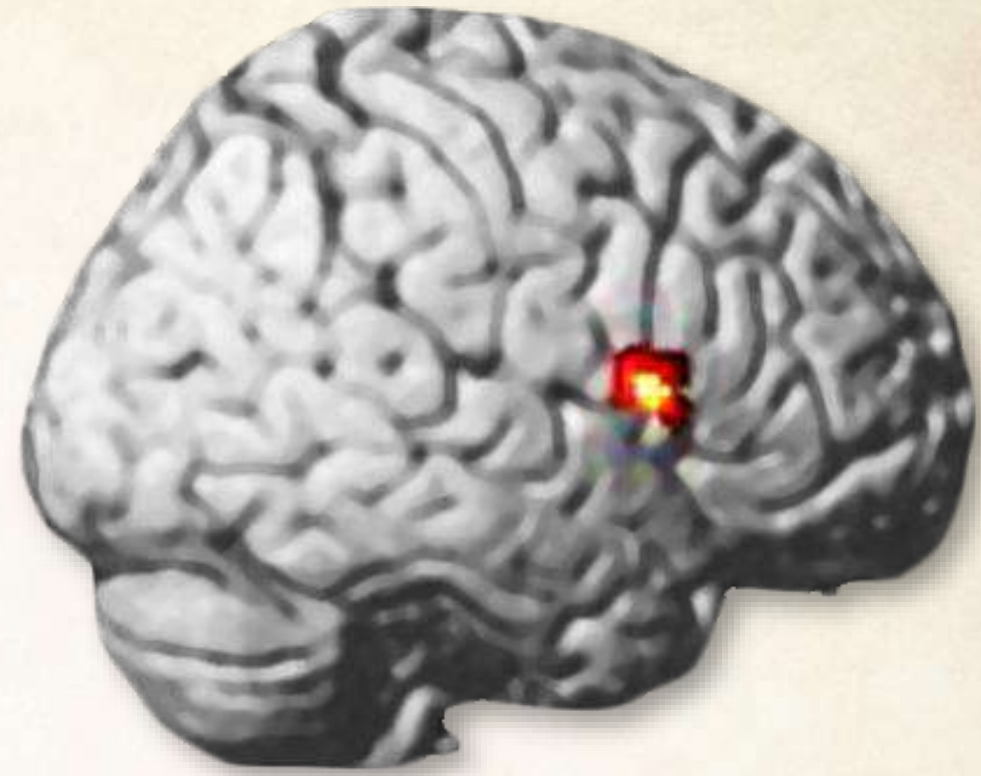
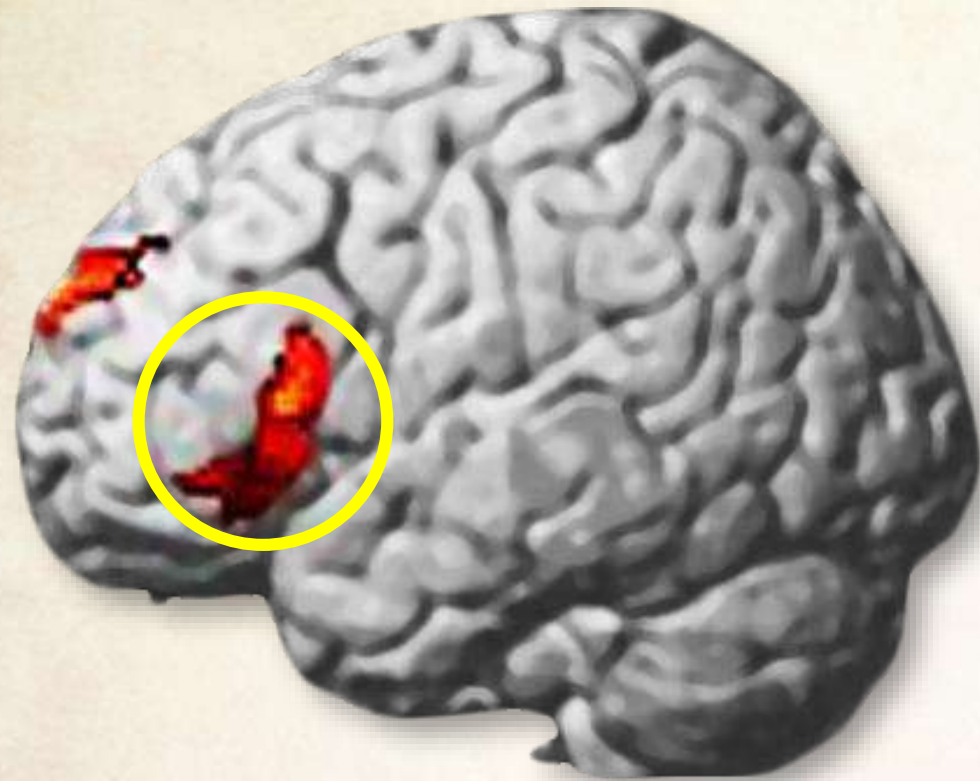




SIEMENS

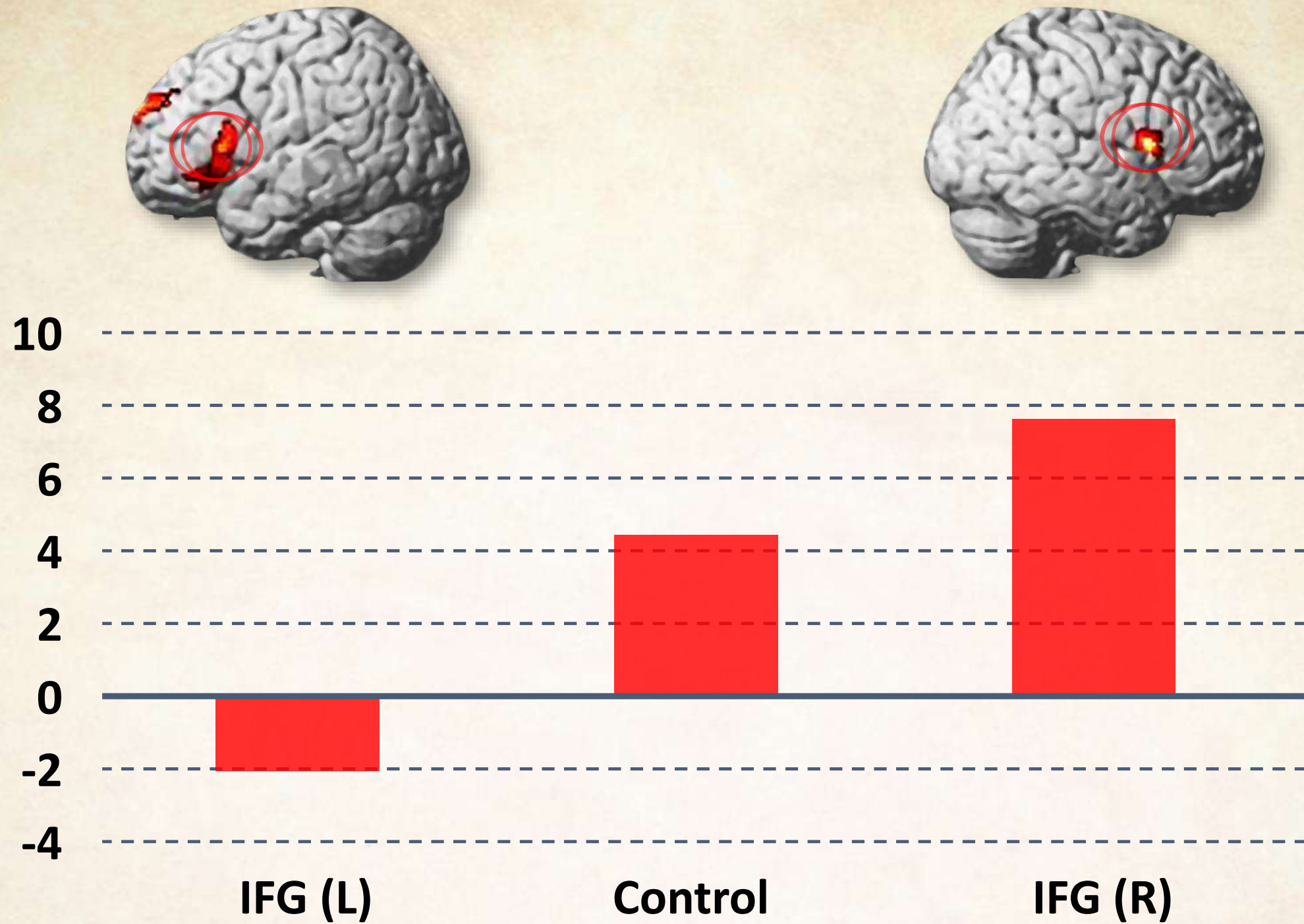
MAGNETOM







**Learn More from
Good News than Bad News**

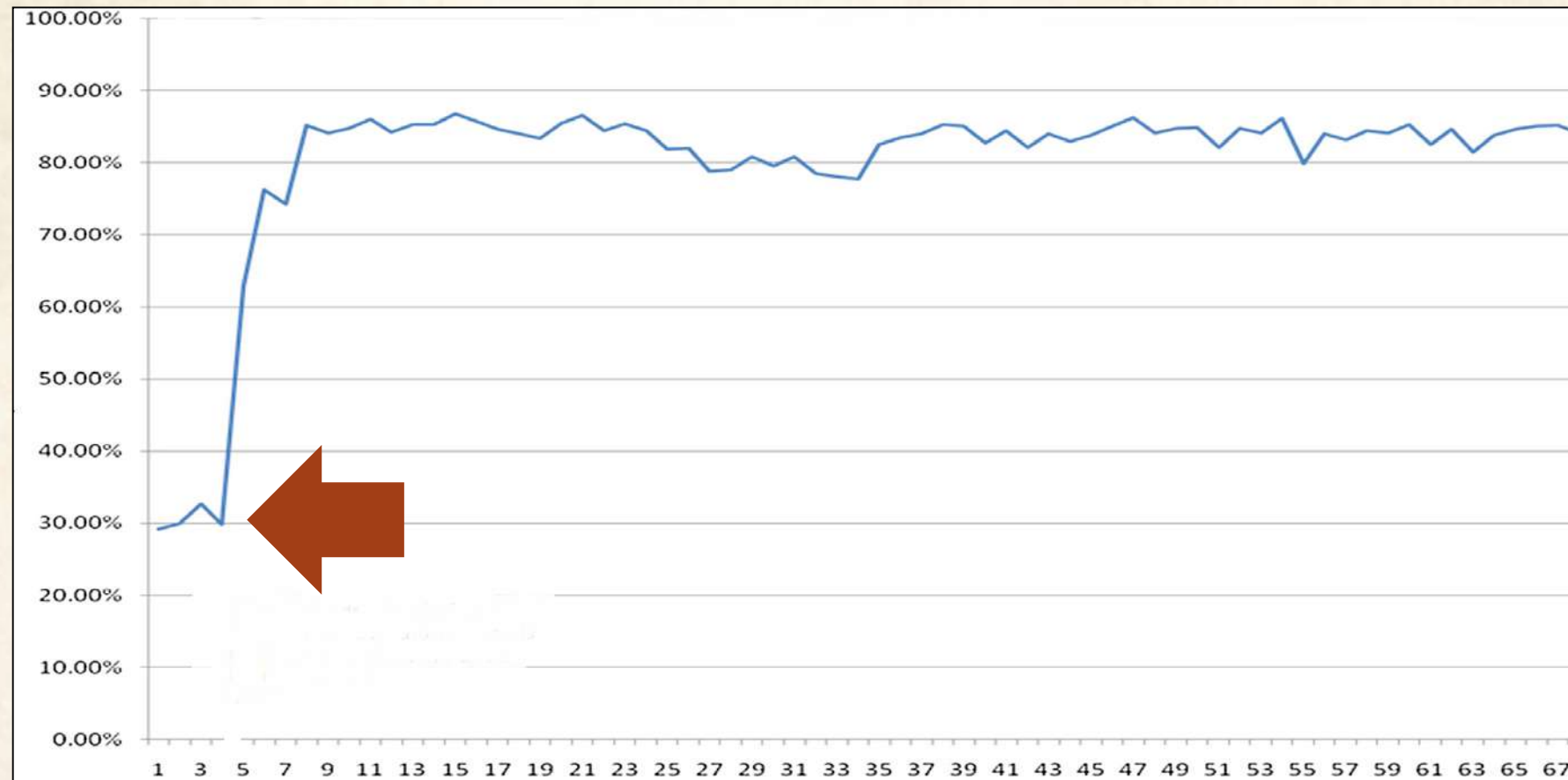




#3

**Highlight opportunity for
progress**

Aggregate GREAT SHIFT!!
CS=91% NR=85%



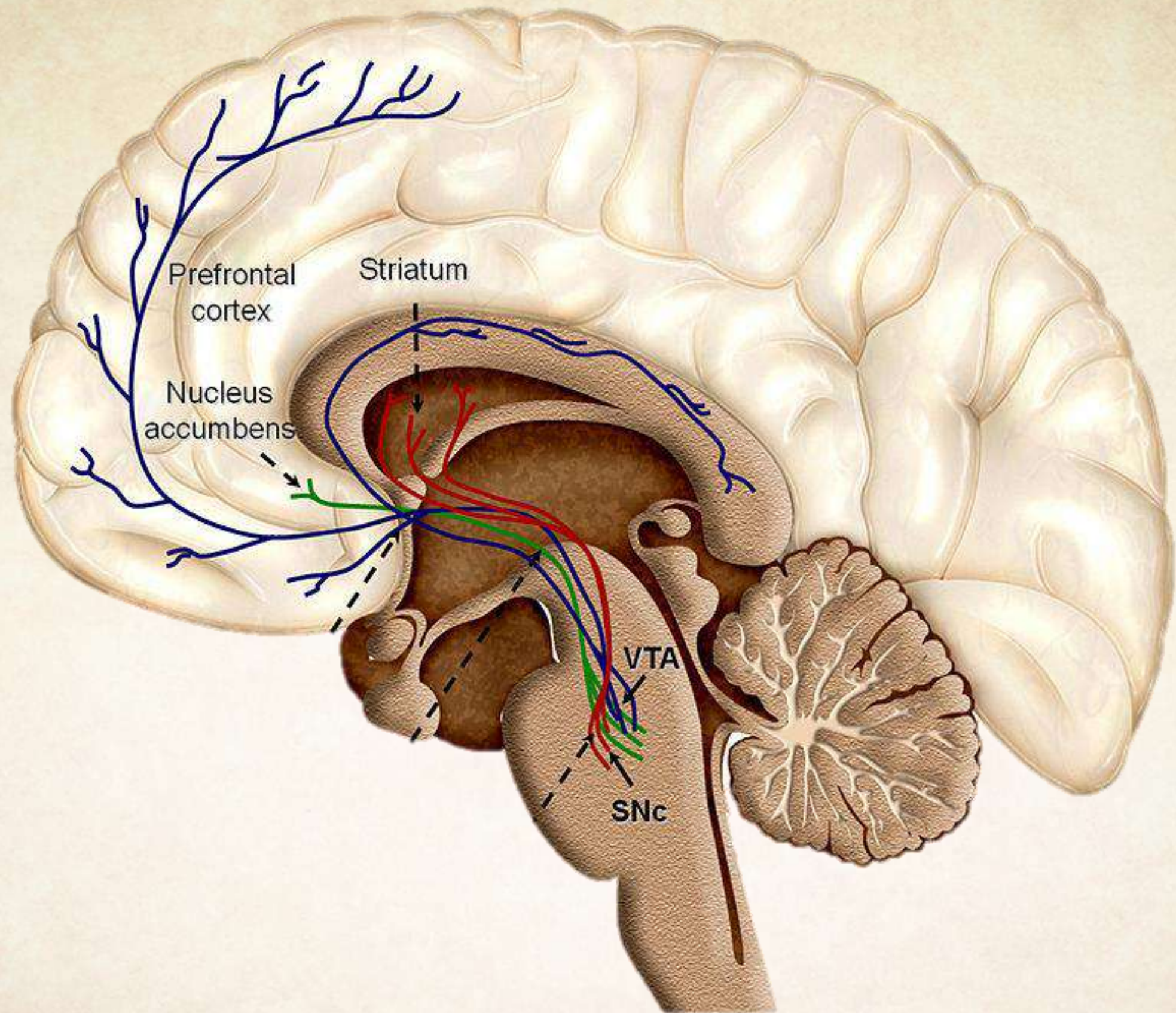
Time (weeks)

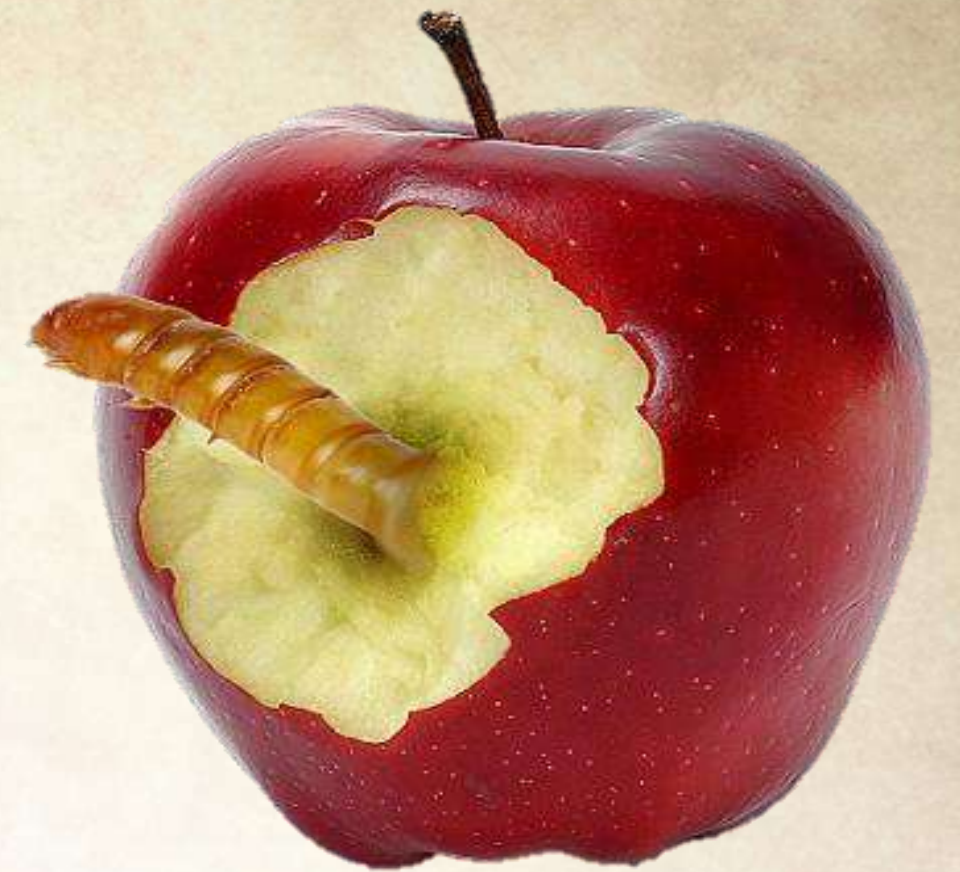
#4

Immediate Rewards



Guitart-Masip, Chowdhury, Sharot, Dayan, Duzel , Dolan 2012 – PNAS





Guitart-Masip, Chowdhury, Sharot, Dayan, Duzel , Dolan 2012 – PNAS

OH NO!! 

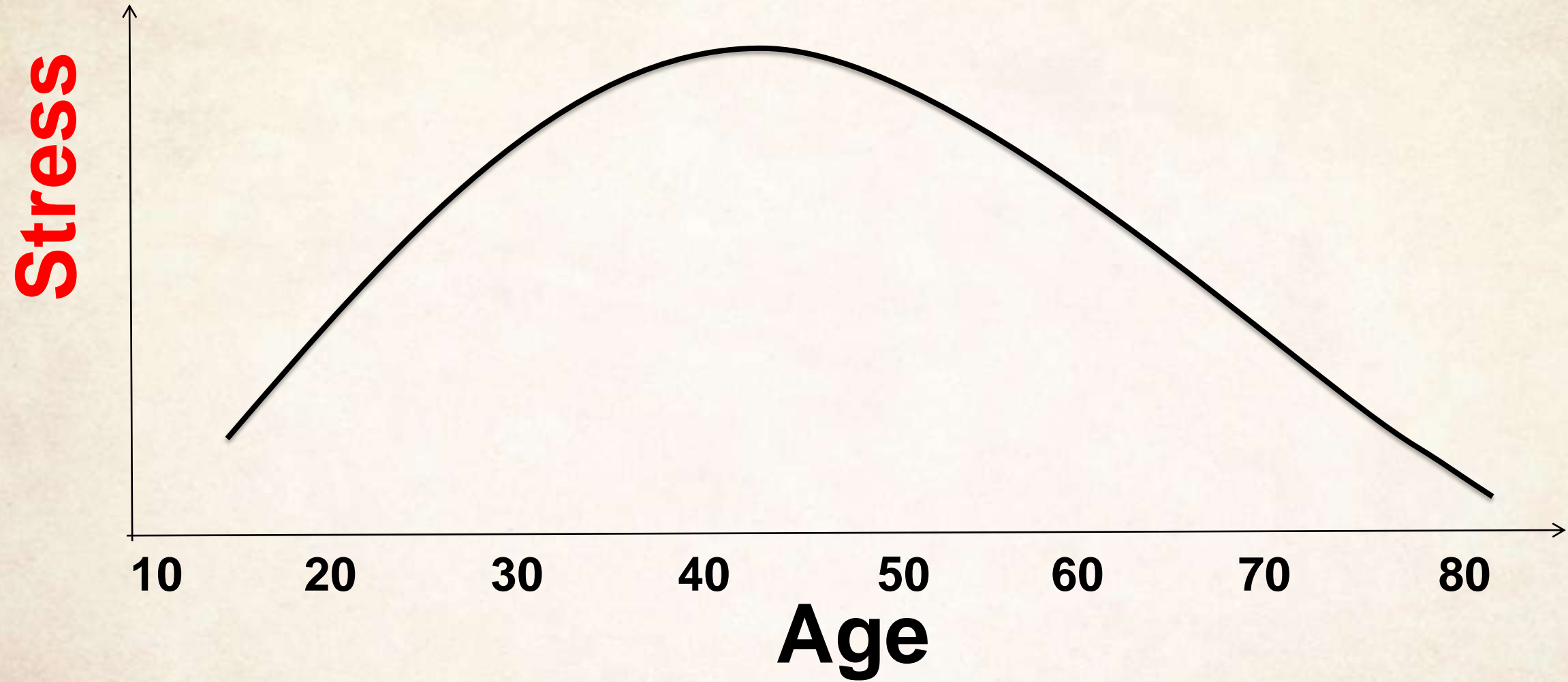
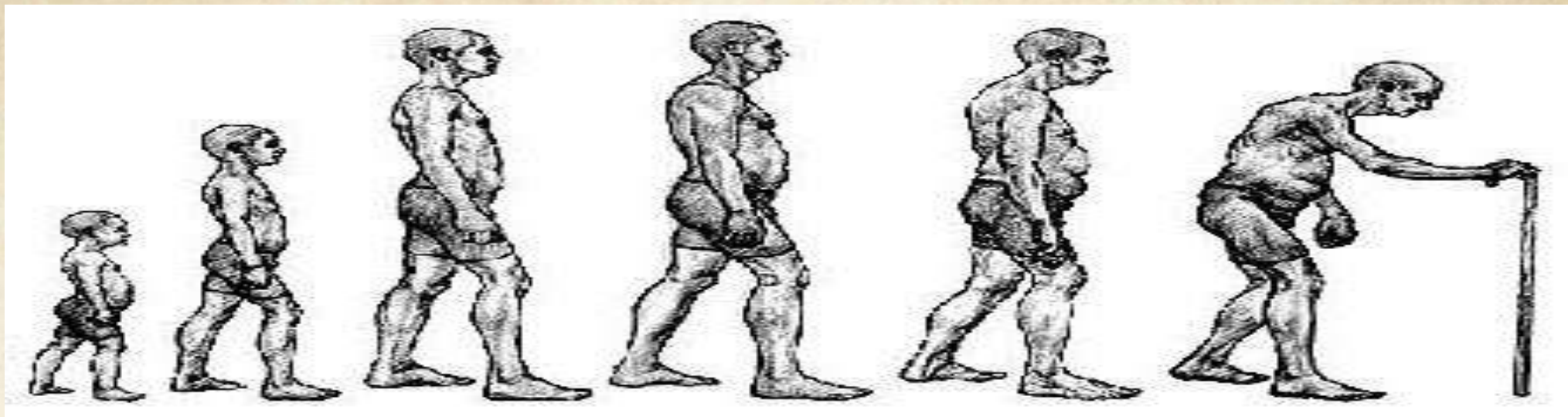


INSTINCT

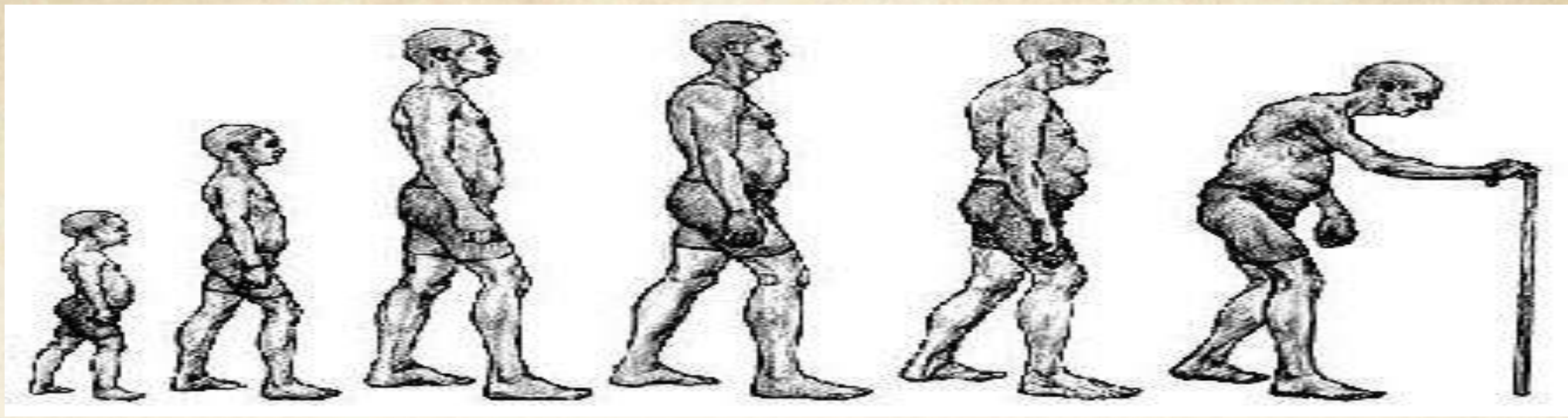
#5

Consider Mental state





Courtesy of Andrew Oswald



Happiness



Age

Anticipation



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
8.00	8.00	8.00	8.00	8.00	
8.30		8.30	8.30	8.30	
9.00		9.00	9.00	9.00	
9.30		9.30	9.30	9.30	
10.00		10.00	10.00	10.00	
10.30		10.30	10.30	10.30	
11.00		11.00	11.00	11.00	
11.30		11.30	11.30	11.30	
12.00		12.00	12.00	12.00	
12.30		12.30	12.30	12.30	
13.00		13.00	13.00	13.00	
13.30		13.30	13.30	13.30	
14.00		14.00	14.00	14.00	
14.30		14.30	14.30	14.30	
15.00		15.00	15.00	15.00	
15.30		15.30	15.30	15.30	
16.00		16.00	16.00	16.00	
16.30		16.30	16.30	16.30	
17.00		17.00	17.00	17.00	
17.30		17.30	17.30	17.30	
18.00		18.00	18.00	18.00	
18.30		18.30	18.30	18.30	
19.00		19.00	19.00	19.00	
19.30		19.30	19.30	19.30	
20.00		20.00	20.00	20.00	
20.30		20.30	20.30	20.30	
21.00		21.00	21.00	21.00	
21.30		21.30	21.30	21.30	

work

work

work

work

work

Play

SUNDAY

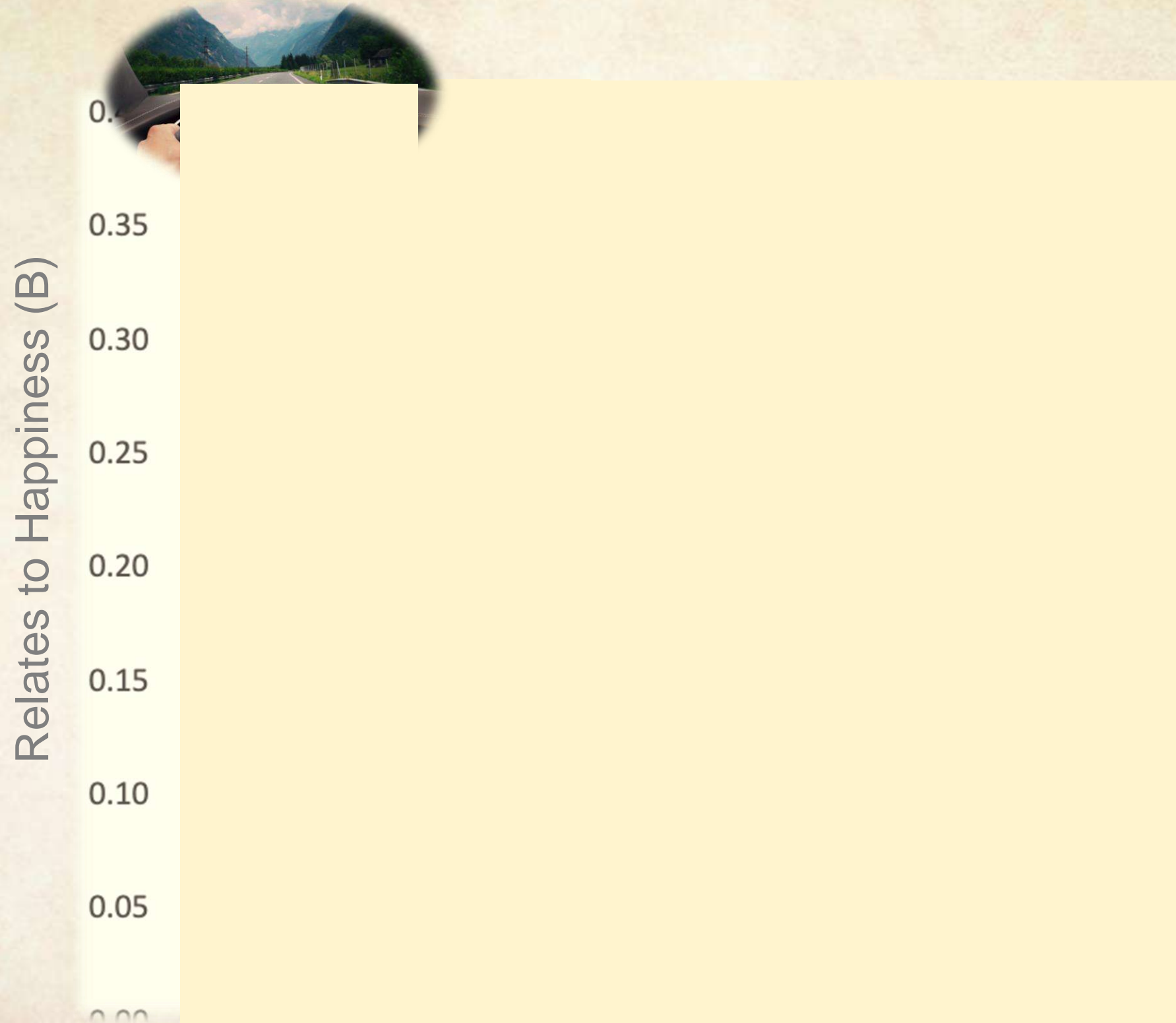
Play

#6

**Create Anticipatory
Events**

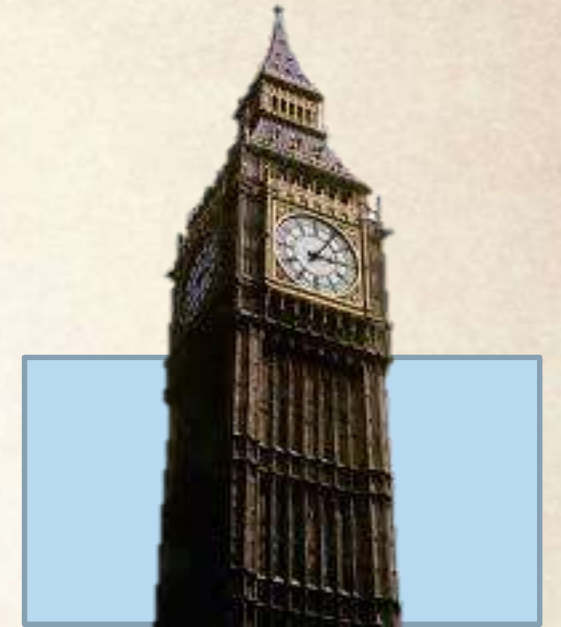
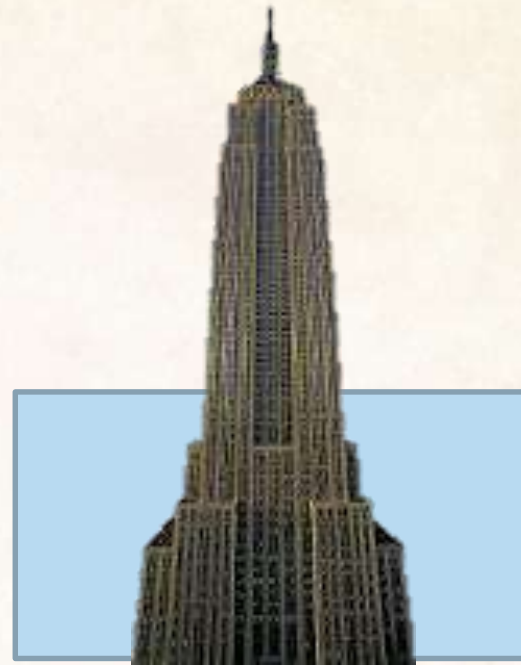
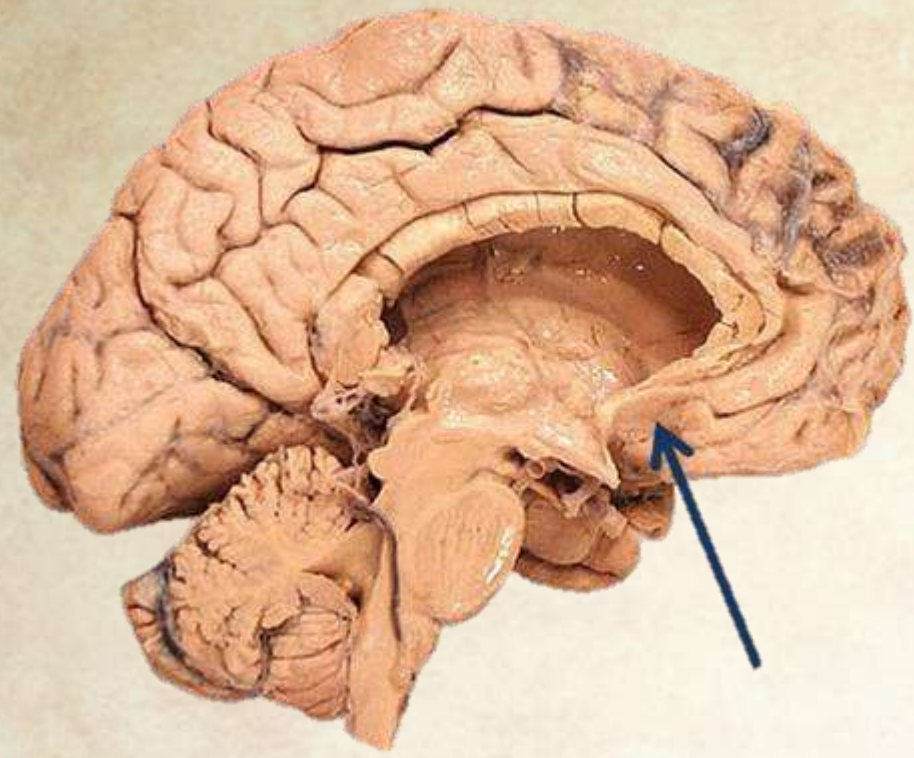


What matters for **Happiness** during the COVID crisis?



#7

Expand Agency

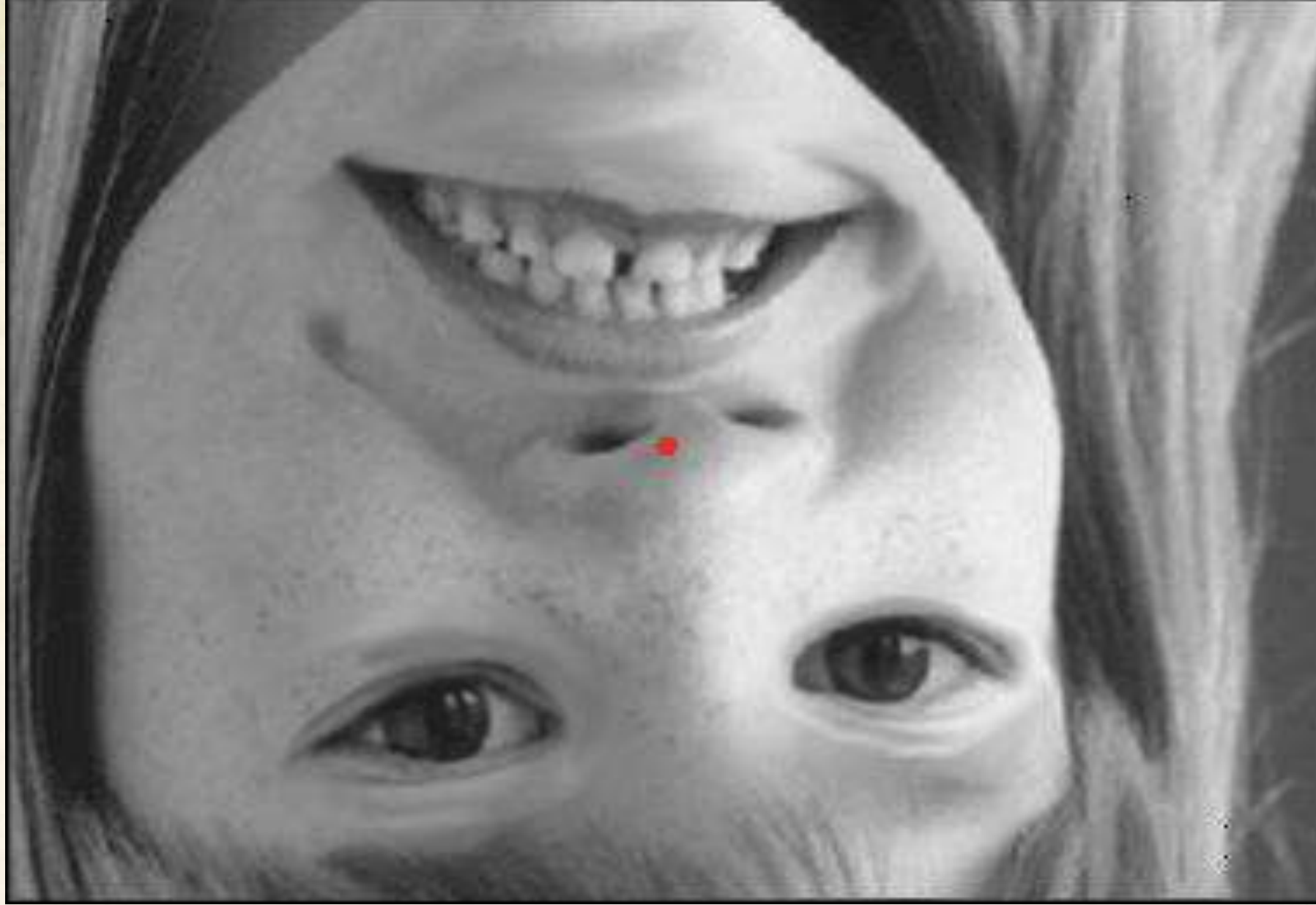


Choice

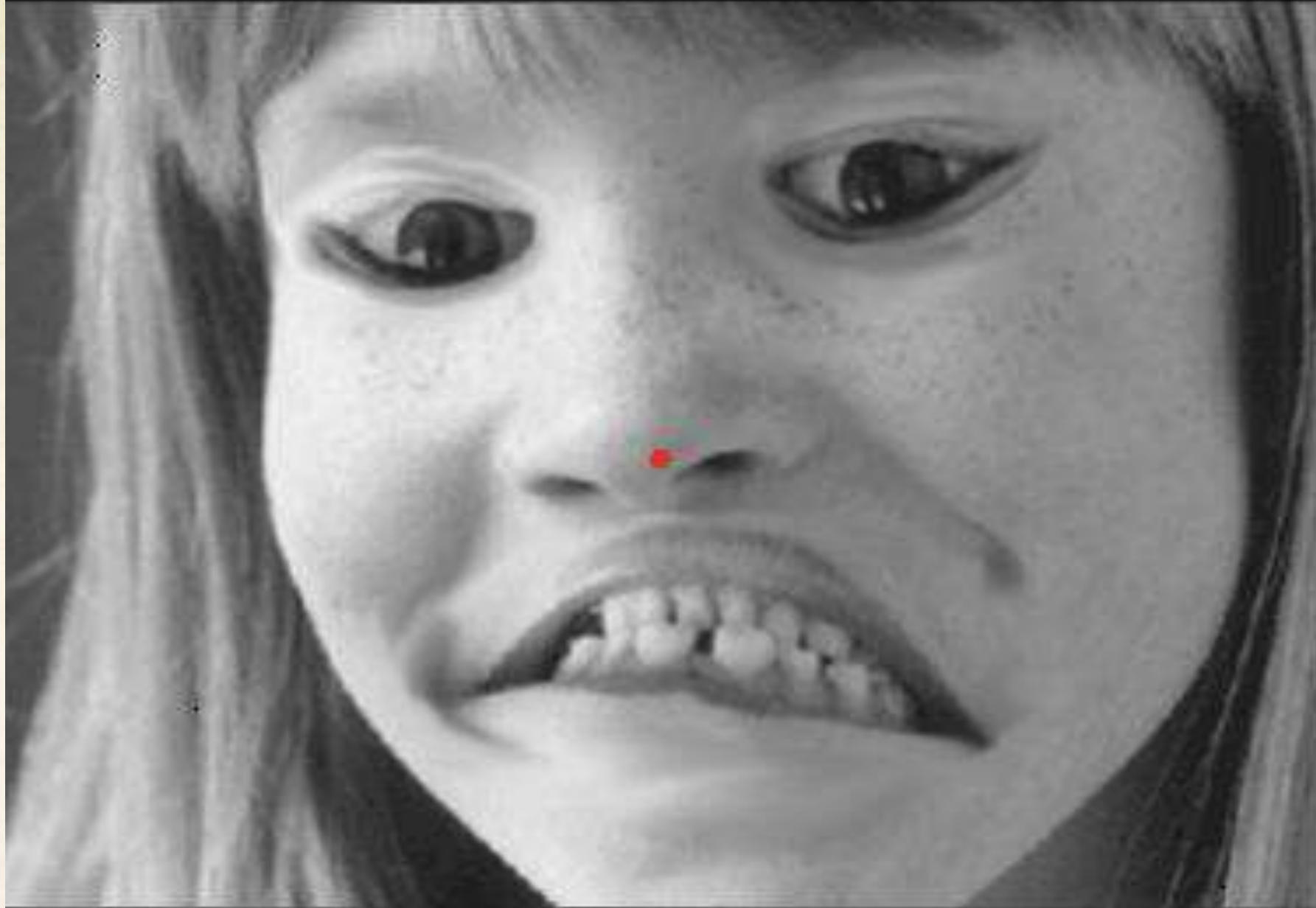
Awareness

1. Assess competence not confidence
2. Know your bias, establish policy
3. Highlight opportunity for progress
4. Identify immediate rewards
5. Consider mental state
6. Create anticipatory events
7. Expand agency





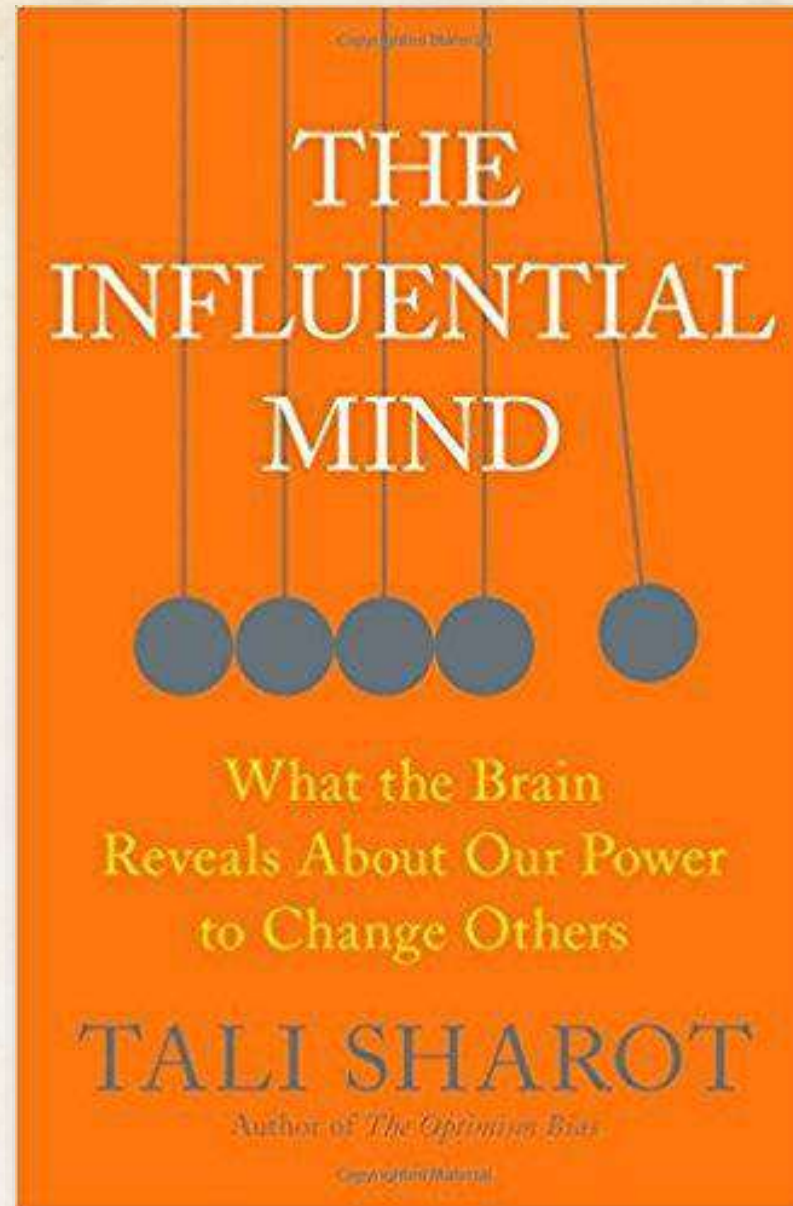
Rotshtein et al., 2001 - Neuron



Rotshtein et al., 2001 - Neuron

END

For more...



www.affectivebrain.com