



False Conclusion Effect

The false conclusion effect:

We tend to believe the world at large shares our beliefs and point of view more than they actually do.

We tend to use our own perspective as a proxy for the likely perspective of others.

If you are distressed by anything external,
the pain is not due to the thing itself but
your estimation of it; and this you have the
power to revoke at any moment.

~Marcus Aurelius

There are 2 Primary reactions to the false conclusion effect:

1. Reappraisal—we reconsider our approach given the new perspective we have
2. Suppression - when you control your facial expressions, tone of voice, and body language so that others can't tell what you are thinking inside. Suppression will make it look to others like you aren't distressed, but your mind is substantially more distracted because of the energy you are putting into maintaining your calm exterior.

In order to break out of the false conclusion effect:

1. Ask a lot of questions of others
2. Keep an open mind when you hear someone else's opinion, reaction, or decision
3. Reappraise your own reaction, opinion, or decision
4. How can you incorporate the new information you gained into your new world view?