

THE EXTRA POINT

BY JERRY ROBERTS



203 The Laws of Human Nature – Part 2

There's more today on the topic of being a biased person. Are you? Are you biased? Really? Well, this requires closer scrutiny. I'm Jerry Roberts and today — once again — we dive inside of your mind to find the truth. It's either that, or we're just blowing off a couple of minutes, here, on The Extra Point.

I have heard people proudly proclaim, "I'm a totally unbiased person." That's sometimes followed by, "Nobody could be more unbiased than me." I'm so sorry but it's my job to tell you that you, indeed, do have biases.

Yesterday, we discussed author Robert Greene's new book *The Laws of Human Nature*, in which he highlights six biases that he claims holds us back from rational thinking.

You can pick up the transcript to that program at guamtraining.com. Click on XP on the menu bar and download number 202. And now, the second set of biases that affect us.

4. The Group Bias — I hear myself saying, "My ideas are my own. I don't listen to the group." We hate to admit it but as much as we feel like we are totally independent thinkers, we are subject to "groupthink." We experience tremendous relief when we find others who think the same way we do.

One great example of this is a political campaign. Every election year we see people jump on board with candidates, without really knowing much, if anything, about where they stand on key issues. Their friends are in there, or family, or both, and they just go along.

5) The Blame Bias — You'll like this one. "I learn from my mistakes and experience. Yep, I made the mistake and I always learn from my own mistakes." This sounds good when we say it, but how many of us really examine

those mistakes closely? How many of us first spend time trying to find what others did that caused our problems, before we start looking at our own role?

The truth? We usually don't like to take a close look at our own accountability when things go wrong. It's easier to make excuses, to blame others or circumstances— or maybe we can chalk it up to a simple error in judgment. Yeah, it's not like an actual mistake, right? We go through the motions and pretend to examine the situation. After things cool off we're back to normal. Our ego remains intact and we forget about it. The problem is, because we don't really deal with our way of dealing with things, we're liable to make the same mistakes again. Rinsing and repeating in a bad way.

6) Superiority Bias — "I'm different. I'm more rational than others, more ethical as well." Obviously, we don't say these things out loud. It would make us come off as arrogant. That said, polls and studies prove that when asked to compare the way we think to the way others think, it's clear that our ego pushes us to justify our decisions and actions, and to seek the approval of others.

We all want to be seen as rational, decent, and ethical — and we all want to belong. There's nothing wrong with that. We just need to examine those biases from time to time. *From The Laws of Human Nature*, by Robert Greene.

That's The Extra Point. Get out there and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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