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HOW ANGER CAN CORRUPT OUR OPINION AND OTHER EMOTIONAL BIASES

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EMOTION VS. REASON



ANGER — THE ACTIVATING EMOTION

Physiological
Symptoms



Cognitive
Appraisals



HOW ARE EMOTION & COGNITION RELATED?

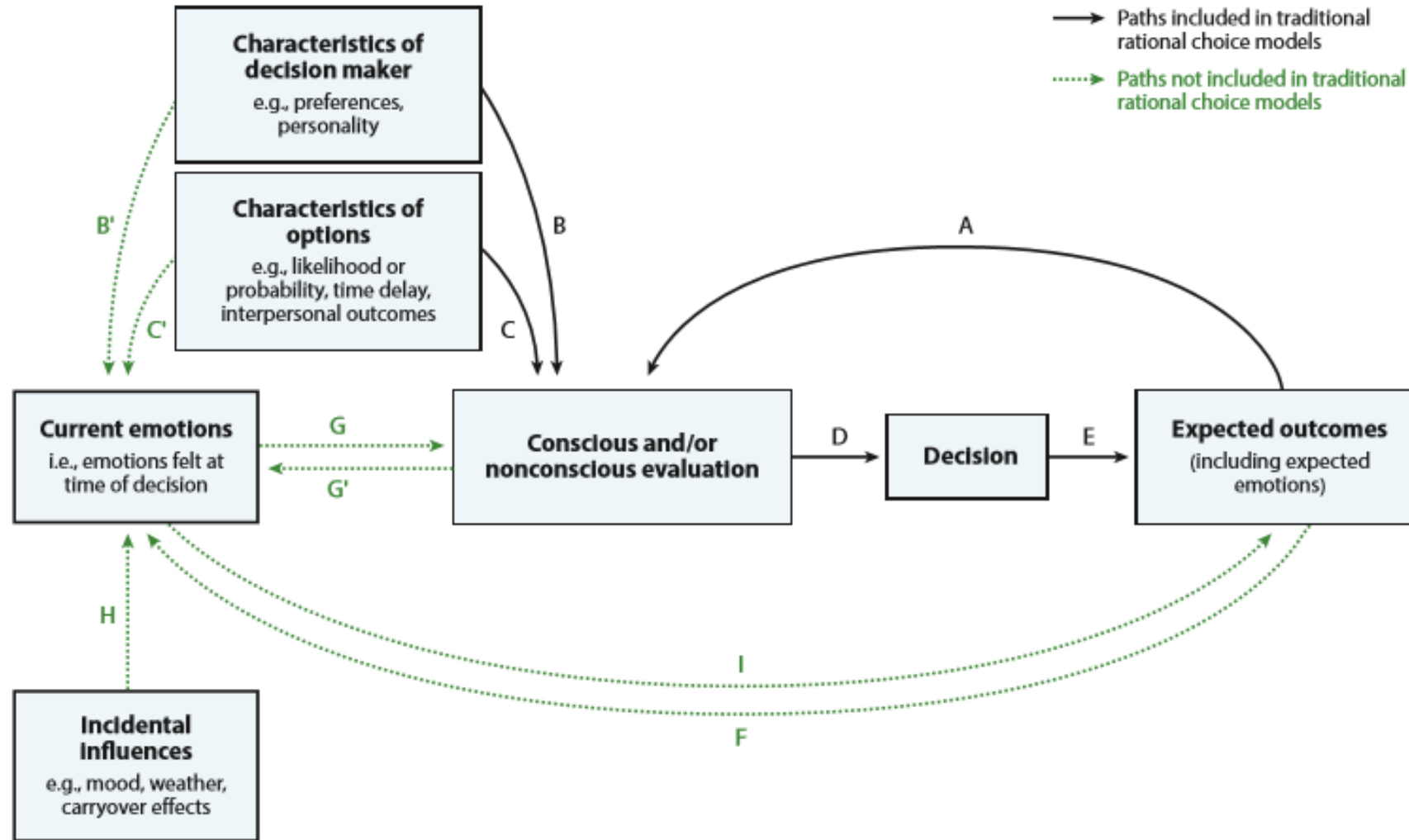


Figure 2

Toward a general model of affective influences on decision making: the emotion-imbued choice model.

ANGER AND DECISION MAKING

- Risk perception and causal attribution
- Depth of information processing
- Interpersonal interactions & empathy

ANGER SHAPES RISK PERCEPTION & CAUSAL ATTRIBUTION

Angry people take more risks (Lerner & Keltner, 2000;2001)

Anger produces appraisal of individual control (Keltner, 1993)

ANGER IMPACTS DEPTH OF PROCESSING

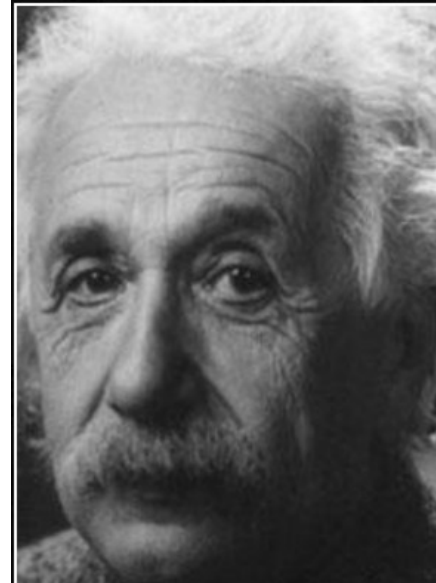
Anger produces a greater reliance on stereotypes & use of heuristic cues
(Bodenhausen et al , 1993)

Anger induces confidence or certainty in choice

ANGER INFLUENCES INTERPERSONAL ATTRIBUTIONS


Anger (when communicated by those low in power) can make a high power individual angry (Lelieveld, 2012)

When anger is experienced by one party during an interaction (but not the other) – can produce a HOT-COLD empathy gap (Lowenstein, 2015)



Empathy is patiently and sincerely seeing the world through the other person's eyes. It is not learned in school; it is cultivated over a lifetime.

— *Albert Einstein* —



‘Anyone can become angry - that is easy. But to be angry with the right person, to the right degree, at the right time, for the right purpose, and in the right way - that is not easy’

(Aristotle 350 BCE/2004, p. 150).