

Heuristics

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Heuristic can be defined as a method of argument in which postulates or assumptions are made that remain to be proven or that lead the arguers to discover the proofs themselves. Examples could be an educated guess or common sense. Educated guess because a person considers what they have observed in the past, and applies that history to a situation where a more definite answer has not yet been decided. Common sense because it is practical approaches that right and wrong answers seem relatively clear cut.

One out of three examples is the representativeness. Also considered the rule of thumb; when people are asked to judge the probability that an object or event A belongs to class or process B, probabilities are evaluated by the degree to which A is representative of B, that is, by the degree to which A resembles B. Are used mainly in algorithms which is a program that doctors use to diagnose their patients by putting in their symptoms and following the questions and leads to more questions until the computer can say what the issue is and how to cure it.

Two out of three examples is the availability. This is defined as a cognitive heuristic in which a decision maker relies upon knowledge that is readily available rather than examine other alternatives or procedures. This example shapes the way we view our world. The probability does make a difference in availability whether it be lives, whether or statics. Three out of three examples is the anchoring and adjustment.

Anchoring and adjustment is what people use to make quantitative estimates. The primary effect and anchoring may combine, for example in regards to a jury opinion can be swayed by an anchor by the first opinion.

First impressions are everything but people are better at relative thinking than absolute thinking. Relative thinking is more conclusive because the truths are altered and absolute thinking is more of a common sense thing in todays functioning society.