

# 45 Psychological Traps That Every One Of Us Falls Prey To

**2 ♥ PROCRASTINATING**  
Procrastination is part of the human condition and everyone does it at least some of the time. The main culprit for poker players: not studying and not getting in enough volume.  
**PRO QUESTION** WHAT ARE YOU PROCRASTINATING ON RIGHT NOW?

**3 ♥ FEARING FAILURE**  
Sometimes we self-sabotage because we are afraid to make mistakes and look silly. Some players refuse to move up or make mistakes at final tables for this very reason.  
**PRO QUESTION** ARE YOU AFRAID TO MAKE A MISTAKE?

**4 ♥ FEARING SUCCESS**  
Success seems like a great thing, but it can be a double edged sword. Some players are concerned that success will breed more responsibility and they may question their ability to continue winning.  
**PRO QUESTION** DOES ACHIEVING SUCCESS SCARE YOU?

**5 ♥ LACKING FOCUS**  
One of the biggest obstacles to poker success is lack of sustained focus. Playing while being distracted is to be avoided at all costs. Remove any tempting distractions and take regular breaks.  
**PRO QUESTION** WHAT KEEPS YOU FROM BEING FOCUSED?

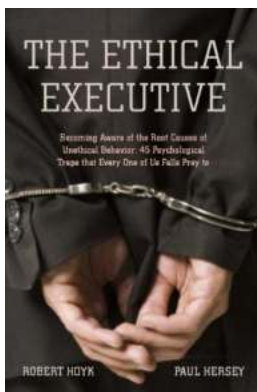
**6 ♥ LACKING GOALS**  
Having goals helps you to know where you are going and plan out how you are going to get there. A surprising number of poker players have no written goals or plans for their play and instead try to wing it.  
**PRO QUESTION** DO YOU HAVE A LIST OF DAILY AND WEEKLY GOALS?

Do you often find yourself making decisions that you later regret? Do you feel trapped in patterns of behavior that you struggle to break free from? You are not alone. Every one of us falls prey to psychological traps. These traps can prevent us from reaching our full potential and living a fulfilling life. In this article, we will

explore 45 psychological traps that everyone should be aware of and learn how to avoid them.

## 1. Confirmation Bias

Confirmation bias is the tendency to seek out and interpret information in a way that confirms our preexisting beliefs. It leads us to ignore or dismiss anything that challenges our views and only pay attention to information that supports them. This trap can hinder our ability to make rational and unbiased decisions.



### The Ethical Executive: Becoming Aware of the Root Causes of Unethical Behavior: 45 Psychological Traps that Every One of Us Falls

**Prey To** by Robert Hoyk (Kindle Edition)

★★★★☆ 4.5 out of 5

Language : English

File size : 429 KB

Text-to-Speech : Enabled

Screen Reader : Supported

Enhanced typesetting : Enabled

Word Wise : Enabled

Print length : 153 pages



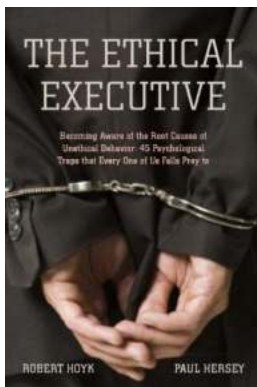
## 2. Anchoring Bias

Anchoring bias occurs when we rely heavily on the first piece of information we receive when making a decision. This initial information, or anchor, often skews our judgment and influences subsequent decisions. It can lead to poor decision-making and prevent us from considering alternative options.

## 3. Availability Heuristic

The availability heuristic refers to our tendency to make judgments based on the ease with which examples come to mind. We often overestimate the likelihood of events that are easily recalled from memory, while underestimating the likelihood of events that are more difficult to recall. This trap can distort our perceptions and lead to biased decision-making.

Awareness of the psychological traps that we fall prey to is the first step towards avoiding them. By understanding these traps and learning how to navigate around them, we can make better decisions, improve our relationships, and lead happier lives. Remember, the mind is a powerful tool, but it can also be our own worst enemy if we are not careful. Stay vigilant, stay informed, and break free from these psychological traps!



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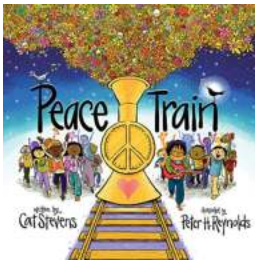
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In this book, Hoyk and Hersey describe 45 "unethical traps" into which any one of us can fall. These traps, they say, can erupt in any organizational environment. Some of these traps distort our perception of right and wrong—so we actually

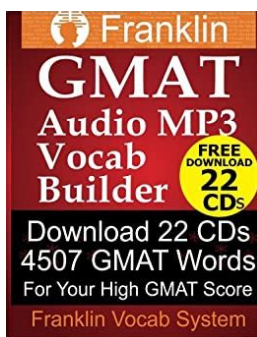
believe our unethical behavior is right. Many of them are psychological in nature, and if we are not aware of them they are like illusions—webs of deception. In the authors' analysis, these traps significantly contributed to the large-scale corporate disasters we witnessed in recent years.

Hoyk and Hersey take account of these realities and offer a "real-world" method that will predict, preclude, and, if necessary, "get us out of" these traps. Given the increased scrutiny under which all executives and managers operate today, this book is a 'must read' for anyone who is charged with achieving an organization's mission—whether that mission is increasing profit, serving the common good, or both.



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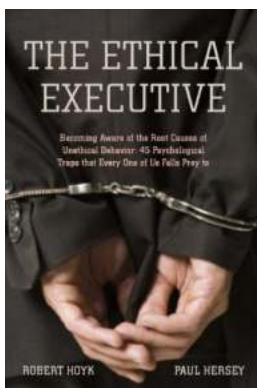
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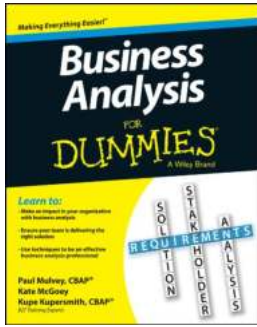
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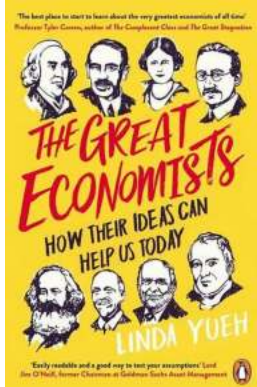
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