

“I just had this feeling...”: A Somatic Marker Approach to Understanding Intuitive Decision Making

Results:

Two experiments examined the role of the emotional system in intuitive decision-making. The first was a replication of the Bechara-Damasio Iowa Gambling Test (IGT) experiment exploring individual differences. Fifty participants completed the MBTI and NEO-FFI and a computerized IGT while skin conductance responses (SCR) were monitored. The second experiment, with 24 participants was similar to the first except that the IGT was modified to be a test of true precognitive intuition (by randomizing card deck placement).

In the first experiment the IGT behavioural results (card-selection) demonstrated a significant learning effect, but not as early in the run as typically seen. Anticipatory SCR results were broadly similar to that found by the Damasio team, but failed to reach significance. None of the personality factors from either test significantly discriminated IGT behavioural performance, though the NEO-FFI openness to experience factor was suggestive that participants high on openness preferred risky choices. MBTI judging-perceiving facet was significantly negatively correlated with anticipatory SCRs, especially in the earlier trials, suggesting that “judging” participants produced higher anticipatory SCRs. Overall, the IGT behavioural performance most closely represented other recent research that demonstrated university education may attenuate emotional learning in the IGT.

The second experiment showed no overall evidence of precognitive intuition either in the behavioural or the SCR data. MBTI facets extroversion-introversion (EI) and judging-perceiving (JP) correlated significantly with the number of punishments received with the extraverts and perceiving types receiving fewer punishments than introverts and judging types, however these significances must be treated cautiously.

Published Work:

Not yet published.

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