

Faculté des lettres et sciences humaines  
Institut des sciences du langage et de la communication  
Chaire de linguistique et analyse du discours

- Professeur Louis de Saussure
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Invité par la chaire de linguistique et analyse du discours  
(Institut des sciences du langage et de la communication)

### **M. Rüdiger POHL**

Professeur à l'Université de Mannheim (Allemagne)

Donnera une conférence publique intitulée

## The domain of suggestibility : Communicative and other influences on cognitive illusions

Le mardi 11 mai 2010 à 17h15, salle RN08  
Faculté des Lettres et Sciences humaines  
Espace Louis-Agassiz 1 – 2000 Neuchâtel

#### **Abstract:**

The domain of suggestibility was proposed as a general framework for describing and classifying all factors that may systematically bias someone's behavior. These factors comprise suggestive situations, suggestive techniques, suggestive functions, and the individual suggestibility. I will demonstrate the influences of these factors on different cognitive illusions in thinking, judgment, and memory. Examples are (a) for biased thinking processes: conjunction fallacy and deductive reasoning, (b) for biased judgment processes: anchoring and validity effect, and (c) for biased memory processes: hindsight bias and eyewitness-misinformation effect. As a conclusion, I will argue that these biases can be partially explained by different suggestive factors. The remaining portion of these biases is presumably due to our cognitive "hardware."

*Toute personne intéressée  
est cordialement invitée*