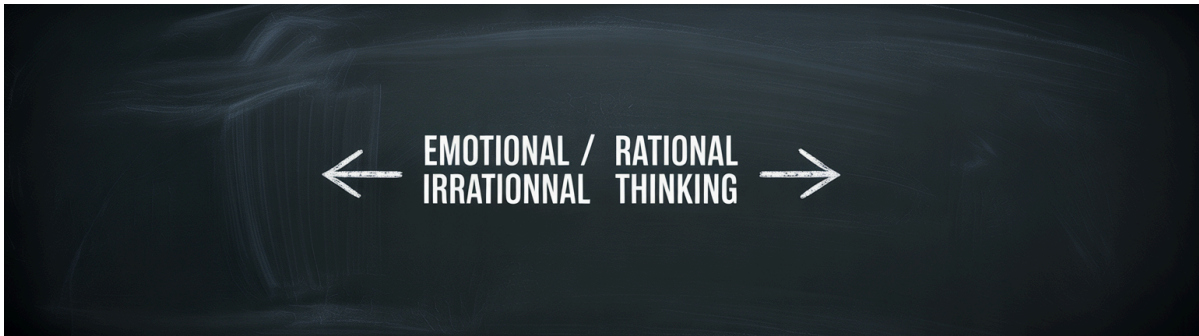


Вкладка 1



The Berlin Circle | Meeting #1

Rational vs. Irrational Thinking: How We Make Decisions

We've put together a selection of books and articles to help you prepare for the discussion. Feel free to choose any source that catches your interest or brings your own, as long as it's related to the theme of rationality, intuition, and decision-making.

Books

For those who aren't afraid of long reads and enjoy learning from personal stories

1. [Thinking, Fast and Slow](#)

Daniel Kahneman

499 pages

A landmark exploration of the two systems that drive our thoughts: fast, intuitive thinking and slow, deliberate reasoning. Kahneman shows how biases shape our judgments and how we can learn to think more clearly.

2. [Predictably Irrational: The Hidden Forces That Shape Our Decisions](#)

Dan Ariely

208 pages

Why do we make illogical choices — and in such consistent ways? Behavioral economist Dan Ariely reveals the hidden patterns behind our “irrational” behavior, from procrastination to pricing decisions.

3. [Rationality: What It Is, Why It Seems Scarce, Why It Matters](#)

Steven Pinker

400 pages

A lively defense of reason in the modern world. Pinker argues that rationality is not just a tool for scientists — it's the foundation of human progress and everyday wisdom.

4. [What Intelligence Tests Miss: The Psychology of Rational Thought](#)

Keith E. Stanovich

304 pages

Why do intelligent people make irrational decisions? Stanovich discusses the limits of IQ-based testing and proposes a broader understanding of reasoning and reflective thinking.

Scientific articles

For those brave enough to dive into pure science

1. [Judgment under uncertainty: Heuristics and biases](#)

Tversky A., & Kahneman D. (1974)

***Science*, 185(4157), 1124–1131** <https://doi.org/10.1126/science.185.4157.1124>

7 pages

The classic paper explores how people often rely on mental shortcuts, called heuristics, when making decisions under uncertainty. While these shortcuts can be useful, they frequently lead to predictable errors or biases, revealing the limits of human rationality. It's a foundational work that sparked the field of behavioral economics.

2. [Rationality, preferences, and emotions with biological constraints: It all starts from our senses](#)

Polania R., Burdakov D. & Hare T. A. (2024)

***Trends in Cognitive Sciences*, 28(3), 315–323**

<https://doi.org/10.1016/j.tics.2024.01.003>

13 pages

This recent article examines how our brains' biological limitations (like energy efficiency and sensory processing) shape what seem like irrational choices and emotional reactions. It offers a fresh neurobiological perspective on rational thinking, showing that "biases" may actually reflect adaptive brain strategies.

Popular Articles

For newbies, who would prefer to start smoothly

1. [Why Is It So Hard to Be Rational?](#)

The New Yorker

18 pages

A reflective piece about what rationality means in real life and why emotional, social, and cognitive biases so often get in its way.

2. [How Do We Really Make Decisions?](#)

BBC Future

A concise and engaging overview of Kahneman's research on decision-making — perfect if you've always meant to read *Thinking, Fast and Slow* but haven't had the time.

3. [Twelve Virtues of Rationality](#)

Eliezer Yudkowsky

LessWrong.com

A reflective piece about what rationality means in real life and why emotional, social, and cognitive biases so often get in its way.

4. [Why Procrastinators Procrastinate](#)

Tim Urban

Wait But Why

A witty and relatable essay explaining the psychology of procrastination and why we often act against our better judgment.