

Tactical Question for the Group Re Terminology In Discussing Reason and Logic

Post by “Elayne” of January 19, 2021 at 10:04 PM

On misunderstood evidence-- there is evidence ☐☐ that giving more accurate evidence to stubborn people does not change their mind. It makes them dig in their heels. If they are determined to believe nonsense, they'll do it, and logic doesn't work any better than evidence. I deal with this when it comes to immunizations. Appeal to feelings and values is actually more effective when folks are just hesitant.

Sometimes it's just a matter of finding the evidence which has emotional salience. For baby walkers, I noticed a long time ago that parents didn't react when I explained about injury risk. I might as well have said blah blah blah. They just figured they could prevent it. But when I mention other evidence, that walker use is associated with developmental delays, their eyes get big and they appear alarmed. They don't know how to prevent that, so it has emotional salience. Once I realized what worked (by observing), I was more successful in achieving behavior changes.

I completely agree on imagining the options and noting the feelings that arise. I do lay out the pains and pleasures, but not as an abstract thing-- I have feelings in the evaluation process. So it's primarily non-rational. I won't say irrational-- that has a bad rap. Irrational is against logic, but non-rational is just using other brain functions. It's evidence and feeling based, not like a math problem. And it's not completely non-rational, but reason is not the primary tool.