Meditation Rejuvenates Cognitive State of Mind for Decision-making

Meditation changes the cognitive state of mind and improves decision-making.

Some emotions obstruct decision-making process. Everyone has to overcome emotions to take unbiased decisions to save time and money, valid from consumer to the head of a billion-dollar corporation.

Meditation can help reduce the dependence on past and future information for making unbiased decisions. Research was conducted on the effect of meditation on the elimination of the sunk-cost bias on decision making. Sunk-cost is a retrospective cost that has already been incurred and cannot be recovered.

Results of a particular sunk cost affect decision making. Experiments conducted in the research to prove that relationship exists between mindfulness and the participant's ability to refuse 'the sunk cost bias' proved to be true.

In the study, it was found that people who meditated were more resistant to the sunk cost bias than those who did not meditate. Authors opine that meditation changes the cognitive state of mind and improves decision-making.

The **Cognitive Approach** is based on the expectancy, demand, and incentive concepts. Under this approach, behavior is determined with the help of cognition. The term cognition can be explained as a psychological process of recollecting information and past experiences. Cognition, in general, precedes behavior and thus provides inputs regarding a person's thoughts, perception, problem solving, and information processing.

Discussion Questions

1. Explain cognitive approach

   (***Hints:*** expectancy-demand- psychological expression- thoughts-perceptions- problem-solving-information)

2. Discuss the inter connection between meditation, cognition and decision-making)

   (***Hints:*** emotions obstruct decision-making- meditation stabilizes mind-helps in unbiased decision- making-elimination of sunk cost)

Source: Making a Big (or Small) Decision? How Meditation Can Help, Knowledge @Wharton, May 27, 2014