



# Thinking and Reasoning: An Introduction to the Psychology of Reason, Judgment and Decision Making

*Ken Manktelow, Niall Galbraith*

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The area of psychological research reviewed in this book is one that is not only increasing in popularity in college curricula, but is also making an ever larger impact on the world outside the classroom. Drawing upon research originally cited in Ken Manktelow's highly successful publication *Reasoning and Thinking*, this completely rewritten textbook reflects on the revolutionary changes that have occurred in the field in recent years, stemming from the huge expansion in research output, as well as new methods and explanations, and the appearance of numerous books on the subject aimed at the popular market.

The main areas covered are probability judgment, deductive and inductive reasoning, decision making, hypothetical thinking and rationality. In each case, the material is almost entirely new, with topics such as the new paradigm in reasoning research, causal reasoning and counterfactual thinking appearing for the first time. The book also presents an extended treatment of decision making research, and contains a chapter on individual and cultural influences on thinking.

*Thinking and Reasoning* provides a detailed, integrated and approachable treatment of this area of cognitive psychology, and is ideal reading for intermediate and advanced undergraduate students; indeed, for anyone interested in how we draw conclusions and make choices.

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