













9







10



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Analogy: Attack-Dispersion Story

- The many roads to a dictator's fortress are mined so that small groups of men may pass, but a large group will be destroyed. A general knows that his army can defeat the fortress if he can get his entire army to attack at once, but he cannot take his army down a single road all at once without losing too many men.
- What should he do?

13



14

Analogy: Parade-dispersion

 A dictator wants to show off his army so he tells a general to plan a parade of the army. He demands that the general insure that the army is seen and heard across the entire kingdom simultaneously. The dictator also demands that the parade be the most impressive ever at the fortress. Splitting up the army would allow it to be seen everywhere, but would make the display at the fortress unimpressive.

What should the general do?

15

Analogy

- Analogies are actually very difficult to apply
 - need to identify what is common between two problems
- Analogies are often applied after two problems are solved and well understood
 it is then easier to see what is common
- One of the problems handed out can be solved by analogy to these two problems

17

Analogy
The solution is the same

- Glick & Holyoak (1980)
 - subjects read stories like these and were asked to solve the problems
 - even when shown one solution and told that it could be applied by analogy to another
 - subjects used analogies only 20% of the time

16

Set effects

- "Set" refers to "mind set" (or something like that)
 - negative set: bias toward solving a problem makes it more difficult
 - positive set: bias toward solving a problem makes it easier
- You can be biased by lots of things
 - problem statement
 - previous methods of reaching solution

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21







22





Set effects: Functional fixedness

How can you tie two strings together?



26









27