

LET'S TAKE OUTCOMES SERIOUSLY

IN FIVE MINUTES:

OUR **CRITERIA** ARE OVERLY CONSTRAINED
WE SHOULD **THEORIZE** ON THE CRITERION SIDE

*LARGELY BASED ON SMITH-CROWE & ZHANG (2016)

BY **WE I MEAN ME TOO

6 YEARS

6 JOURNALS

201 STUDIES

74 ARTICLES

73%

OF ARTICLES
No DEFINITION

69%

OF STUDIES
CHEATING OR LYING

THUS

LITTLE THEORIZING ON A NARROW SLICE

WE SHOULD

THEORIZE ON THE CRITERION SIDE

BECAUSE

OUTCOMES AFFECT QUESTIONS AND INFERENCES.

KOHLBERG JUSTICE GILLIGAN CARE

JAKE AGE 11

HEINZ SHOULD STEAL THE DRUG.

“A HUMAN LIFE IS WORTH MORE THAN MONEY”

KOHLBERG JUSTICE GILLIGAN CARE

AMY AGE 11

HEINZ SHOULDN'T STEAL THE DRUG, NOR SHOULD HIS WIFE DIE.

“THEY SHOULD REALLY JUST TALK IT OUT”

KOHLBERG JUSTICE GILLIGAN CARE

CONCLUSIONS **DEPEND** ON HOW **MORALITY IS DEFINED**

JUSTICE → AMY IS UNDERDEVELOPED

CARE → AMY IS NORMAL

MORAL PLURALISM

HENRICH ET AL. NOT EVERYONE IS WEIRD.*

HAIDT, GRAHAM, AND OTHERS MORAL FOUNDATIONS

*WESTERN, EDUCATED, INDUSTRIALIZED, RICH, DEMOCRATIC

QUESTIONS RAISED

FIENBERG AND WILLER

ARE POLITICAL ARGUMENTS MORE PERSUASIVE WHEN PEOPLE SPEAK TO THE VALUES OF AN OPPOSING POLITICAL PARTY?

YES.

CAN PEOPLE SPEAK TO THE VALUES OF AN OPPOSING POLITICAL PARTY?

NOT REALLY.

QUESTIONS RAISED

GRAY AND WEGNER MORAL TYPECASTING

DO PEOPLE WHO DO GOOD DEEDS SUFFER LESS PHYSICAL PAIN THAN PEOPLE WHO DON'T?

PARTICIPANTS THINK SO.

A PATH FORWARD

CHOICE OF **OUTCOMES** INFLUENCES **QUESTIONS** AND **INFERENCES**

CONCEPTIONS OF MORALITY ARE UNDERLYING THIS CHOICE

THEORIZING ON THE CRITERION IS IMPORTANT.

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