

## COMPS questions 2023

1. Explain how culture affects different cognitive processes. Give examples to cross-cultural diversity in categorization and schematization. *Specify how you can apply this knowledge in your research? And if not, why not?*
2. Explain how sense-making advocates plausibility rather than accuracy. Human experience is captured and transformed in narratives which create “realities” for community members. *Specify how you can apply this knowledge in your research? And if not, why not?*
3. Explain how the attribution of mental states (beliefs, intentions, desires, attitudes, plans, presumptions, preconceptions, biases, etc.) to others /i.e. taking the intentional stance/ helps predict interpersonal behavior? *Specify how you can apply this knowledge in your research? And if not, why not?*
4. Explain how the illusion of understanding describes our views of the world and our expectations with regard to the future. *Specify how you can apply this knowledge in your research? And if not, why not?*
5. Explain how thinking was formed by observing the illusion of validity. *Specify how you can apply this knowledge in your research? And if not, why not?*
6. Explain how you can work with secondary data in the problem solving process. In particular, choose one of the three approaches, and discuss in detail within the context of your own study: archival and documentary study; re-analyzing primary data collected by others; meta-analysis. *Specify how you can apply this knowledge in your research? And if not, why not?*
7. Explain individual values, group norms and organizational culture and the way these define our behavior. *Specify how you can apply this knowledge in your research? And if not, why not?*
8. Explain Polányi’s famous manifesto: „We know more than we can tell” as the basis of tacit knowledge. *Specify how you can apply this knowledge in your research? And if not, why not?*
9. Explain Quinn’s notion of “cultural model”. *Specify how you can apply this knowledge in your research? And if not, why not?*
10. Explain systematic mistakes of past science history and errors of past predictions. *Specify how you can apply this knowledge in your research? And if not, why not?*
11. Explain the basic concepts of emergence (“The whole is more than sum of the parts”). *Specify how you can apply this knowledge in your research? And if not, why not?*

12. Explain the claim: „Metaphors and figurative expressions are pathways for the human understanding of the world, although not with strict truth-values attached to them. They are compressed wisdoms or shortcuts for cognitive processes”. *Specify how you can apply this knowledge in your research? And if not, why not?*
13. Explain the data collection of an interview-based study, assuming a semi-structured interview. How would you determine the topics? What do you need to pay attention to during the interviews? *Specify how you can apply this knowledge in your research? And if not, why not?*
14. Explain the definition of definition: how is it different from a description? *Specify how you can apply this knowledge in your research? And if not, why not?*
15. Explain the difference between “folk theory” and “expert theory” and argue which one dominates in guiding our cognition. *Specify how you can apply this knowledge in your research? And if not, why not?*
16. Explain the impact of a country's financial structure at the cost of financing of investment. *Specify how you can apply this knowledge in your research? And if not, why not?*
17. Explain the importance of short-term and long-term expectations of managers in the real-life economies. *Specify how you can apply this knowledge in your research? And if not, why not?*
18. Explain the meaning of “cultural conceptualizations” and how knowledge about them can enhance cross-cultural communication and, at the same time, how lack of knowledge about them can result in cross-cultural misunderstandings. *Specify how you can apply this knowledge in your research? And if not, why not?*
19. Explain the meaning(s) of Lakoff's “embodiment hypothesis”. What evidences of the “embodied mind” can be found in linguistic and non-linguistic representation? *Specify how you can apply this knowledge in your research? And if not, why not?*
20. Explain the tentative process of (creative) problem solving following Popper's approach. *Specify how you can apply this knowledge in your research? And if not, why not?*
21. Explain the validity of the assertion “Understanding complex, real-life problems derives from the act of meaning-creation leading to the understanding of the way we think and act in our social environments”. *Specify how you can apply this knowledge in your research? And if not, why not?*
22. Explain what „idea practitioners” do in their organizations and how their work could be supported from the top level? *Specify how you can apply this knowledge in your research? And if not, why not?*

23. It has long been recognized that "correlation does not imply causation." However, often we are left with observational studies with no chance of carrying out randomized controlled experiments. Are we doomed or is there a chance to get some adequate causal explanations of non-experimental or quasi-experimental data? *Specify how you can apply this knowledge in your research? And if not, why not?*
24. What is the role of conceptual metaphors in social discourse? *Specify how you can apply this knowledge in your research? And if not, why not?*