

If you have a dilemma – close your eyes and think about it

Research from the Booth School of Business, University of Chicago and the Harvard Business School (EM Caruso & F Gino), suggests that closing one's eyes affects ethical judgement and behaviour in a positive way. The researchers suggest that when we close our eyes and visualise or 'simulate' a situation that causes us concern, we are more likely to make judgements that are ethical, moral and honest. It would seem that our emotional reactions are intensified when we close our eyes (perhaps because we shut out any distractions), and are accordingly more able to make decisions that can lead to a positive outcome.