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The Architecture of Choice: The Influence of Implicit Mechanisms on Strategic Decision-Making

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Abstract

Purpose / Objectives: This paper presents an integrative socio-psychological model of strategic decision-making, challenging classical rationalist paradigms. It introduces the original concept of Implicit Group Schemas (IGS)—a predictive macro-model—and a hierarchical cognitive filtration framework. The aim is to explain how latent cognitive-affective mechanisms predicate strategic choices and conflict environment formation under systemic uncertainty.

Methods / Approach: Synthesizing predictive processing, meaning regulation, and polyheuristic theory, the research develops the Comprehensive Analysis of Implicit Determinants (CAID) program. This methodology triangulates cognitive, affective, and psychodynamic markers, integrating at-a-distance profiling (e.g., VICS) to decode the latent dynamics of political elites without relying on conscious self-reports.

Results / Findings: Findings demonstrate that strategic choice is a product of sequential cognitive-dynamic filtration. Under stress, IGS aggressively reduces multidimensional reality to binary oppositions to defend the collective subject against intolerable uncertainty. Crucially, individual cognitive biases are not corrected by institutions but are instead institutionalized through group dynamics. Decisions thus become suboptimal strategically, yet optimal for maintaining group identity within the society's macro-psychological "corridor of opportunities".

Conclusions / Recommendations: Shifting from conscious symptoms, such as groupthink, to the generative mechanism of IGS offers a vital paradigm shift. This model enables the accurate predication of conflict escalation. Furthermore, resolving conflict environments requires the leader's volitional "meaning reconstruction of reality" to bypass implicit schemas and restore the opponent's agency.

Keywords: Implicit Group Schemas, strategic decision-making, cognitive filtration, conflict environment, meaning reconstruction