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Quantum Probability vs. Classical Bayesian Models in Decision-Making: A Comparative Study



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Quantum Probability vs. Classical Bayesian Models in Decision-Making: A Comparative Study

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Abstract

Purpose: Decision-making under uncertainty remains a foundational challenge in cognitive science and artificial intelligence. Classical Bayesian Probability Models (CBM) often fail to explain paradoxical cognitive behaviors such as order effects, ambiguity aversion, and context-dependent reasoning. This study seeks to compare Quantum Probability Theory (QPT) and Classical Bayesian Models in their ability to capture the dynamics of human decision-making. It aims to determine which framework more accurately reflects the cognitive mechanisms underlying reasoning under uncertainty.

Methodology: A qualitative, exploratory research design was adopted, involving in-depth semi-structured interviews with 16 experts across psychology, philosophy, artificial intelligence, and cognitive neuroscience. Participants were purposively selected for their theoretical and empirical expertise in probabilistic reasoning. Data were analyzed using reflexive thematic analysis, guided by the Dual-Process Theory and Busemeyer's Quantum Cognition framework. The analysis emphasized participants' perspectives on theoretical assumptions, cognitive plausibility, and predictive utility between QPT and CBM paradigms.

Findings: Thematic findings reveal that Quantum Probability Theory offers superior explanatory power in contexts involving cognitive ambiguity, contextual dependence, and non-commutativity of mental operations. Participants consistently reported that QPT better models real-world reasoning tasks where classical logic collapses, capturing the fluid and context-sensitive nature of human judgment. Conversely, while CBM remains effective in structured, low-uncertainty scenarios, it fails to accommodate superposition and interference effects inherent in human cognition.

Unique Contribution to Theory, Practice, and Policy (Recommendations): The study contributes theoretically by demonstrating how quantum probabilistic models expand existing theories of bounded rationality and probabilistic reasoning in cognitive science. Practically, it encourages interdisciplinary collaboration between cognitive scientists, AI researchers, and philosophers to refine decision models that mirror human intuition more closely. Policy-wise, the findings support the integration of quantum-inspired approaches in the design of intelligent decision-support systems and cognitive architectures. The study recommends continued empirical validation of QPT within applied domains—such as behavioral economics, machine learning, and cognitive modeling—to strengthen its predictive and explanatory robustness.

Keywords: *Quantum Cognition, Bayesian Reasoning, Decision-Making, Qualitative Study, Probability Models*

1. Introduction

Decision-making under uncertainty is a central concern across psychology, economics, artificial intelligence, and cognitive science. Traditionally, Bayesian probability theory has dominated this landscape, modeling rational decisions through prior beliefs updated with evidence via Bayes' theorem. However, emerging complexities in human cognition—such as contextual bias, ambiguity aversion, and irrational preferences—challenge the sufficiency of classical models (Pothos & Busemeyer, 2021).

In response, a growing body of interdisciplinary research has explored quantum probability theory as a non-classical alternative. Unlike Bayesian models, which assume independence and fixed probabilities, quantum models incorporate superposition, interference, and contextuality—phenomena that mirror actual human behavior under uncertainty (Busemeyer et al., 2020). These approaches do not claim that the brain is a quantum system; rather, they suggest that the mathematical formalism of quantum theory may more accurately capture certain cognitive processes (Khrennikov, 2023).

This comparative study examines the implications, benefits, and limitations of quantum probability and classical Bayesian models in real-world and experimental decision-making settings, employing a qualitative inquiry to explore expert perspectives.

1.1. Statement of the Problem

Bayesian models provide structured mechanisms for updating beliefs based on new information but often fail to predict decisions that deviate from rational norms—such as order effects, violations of the sure-thing principle, and preference reversals. Quantum probability models have been proposed as an alternative, yet skepticism persists regarding their interpretability, computational feasibility, and applicability beyond niche cognitive phenomena (Asano et al., 2021). Moreover, limited qualitative research exists on how experts from cognitive science, AI, and behavioral economics perceive and apply these paradigms. This gap hinders a comprehensive understanding of which framework best captures the complexities of human decision-making.

1.2. Research Objectives

This study aims to compare expert perspectives on quantum probability and classical Bayesian models in decision-making. Specifically, it seeks to:

- Explore the conceptual and theoretical distinctions between the two frameworks.
- Identify contexts where each model is most effective.
- Examine the practical and epistemological challenges of implementing either model in research and applied settings.

1.3. Significance of the Study

This research contributes to ongoing interdisciplinary discourse on the evolution of decision theory. By offering expert-driven comparisons of Bayesian and quantum probabilistic models, it critically evaluates the assumptions underlying contemporary cognitive and behavioral modeling. The findings may inform psychologists, AI researchers, data scientists, and policy designers seeking robust frameworks for addressing uncertainty, paradox, and contextual reasoning in decision-making (Yukalov & Sornette, 2022).

Additionally, this study clarifies where quantum models offer genuine explanatory advantages and where Bayesian reasoning remains sufficient, thereby supporting theoretical refinement and methodological progress in decision sciences.

1.4. Theoretical Framework

This study is anchored in two primary paradigms:

1. **Classical Bayesian Theory:** Rooted in axiomatic probability, the Bayesian model assumes individuals update beliefs rationally in light of new evidence, modeling decision-making as a process of maximizing expected utility based on prior distributions and likelihoods (Jaynes, 2003; Zhang & Maloney, 2021).
2. **Quantum Probability Theory:** This framework adopts the mathematical structure of quantum mechanics for cognitive modeling. Unlike Bayesian reasoning, quantum probability supports non-commutative operations (order effects), interference (violations of additivity), and cognitive superpositions (ambiguous or undecided mental states) (Busemeyer & Bruza, 2020; Pothos & Busemeyer, 2021). Hilbert space formalism enables modeling of probability amplitudes rather than fixed likelihoods, yielding richer predictions in contexts where classical logic fails.

This dual-theoretical lens provides a comprehensive basis for examining the strengths, limitations, and cross-disciplinary relevance of each model in decision-making.

2. Literature Review

2.1. Foundations of Classical Bayesian Decision-Making

Classical Bayesian models have long served as the backbone of probabilistic reasoning and decision-making under uncertainty. Grounded in Bayes' theorem, these models assume that individuals update their beliefs in a mathematically coherent manner (Griffiths et al., 2020). Bayesian cognitive modeling has been particularly influential in psychology, economics, and artificial intelligence, providing a normative framework for rational inference and prediction (Zylberberg & Shadlen, 2020). However, empirical studies have repeatedly demonstrated that human decision-making frequently deviates from Bayesian rationality, especially in contexts characterized by ambiguity, contextual interference, and dynamically changing information (Knill & Pouget, 2022).

2.2. Emergence of Quantum Probability in Cognitive Modeling

Quantum probability theory, originally developed in the context of subatomic physics, has recently gained prominence in cognitive science and decision theory as a viable alternative to classical models. Unlike classical frameworks, quantum models incorporate superposition states, contextuality, and interference effects—features that align closely with empirically observed cognitive phenomena such as order effects, preference reversals, and violations of the sure-thing principle (Pothos & Busemeyer, 2021). In contrast to the strictly additive nature of Bayesian logic, quantum models support non-commutative operations and dynamic belief updating, enabling researchers to simulate cognitive inconsistencies without resorting to assumptions of irrationality (Wang et al., 2020).

2.3. Comparative Studies: Bayesian vs. Quantum Models in Human Decision-Making

Comparative empirical research has examined the relative effectiveness of Bayesian and quantum models across diverse decision-making contexts, including moral judgment, consumer behavior, and memory recall. For instance, Kvam et al. (2021) found that quantum models provided superior predictions of participants' belief states in tasks involving ambiguous stimuli. Similarly, Trueblood et al. (2020) demonstrated that quantum frameworks outperformed Bayesian models in explaining order effects in multi-attribute decision-making scenarios. Collectively, these findings suggest that while Bayesian models excel in stable environments with well-defined priors, quantum models are better suited to contexts involving uncertainty, conflict, or ambiguity.

2.4. Applications and Implications in Cognitive and Behavioral Sciences

The utility of quantum models extends beyond theoretical considerations to practical applications in fields such as legal reasoning, diagnostic decision-making, and artificial intelligence. Busemeyer & Wang (2023) argue that quantum models capture cognitive dissonance and hesitation—features often overlooked by classical probabilistic systems. Recent developments in quantum-inspired neural networks further illustrate efforts to integrate these probabilistic insights into computational intelligence (Zhang et al., 2023). Nonetheless, critics maintain that despite their descriptive accuracy, quantum models often lack the normative clarity and conceptual simplicity inherent in Bayesian inference (Nelson & Martin, 2021).

2.5. Challenges and Future Directions

Despite their promise, quantum models face significant challenges concerning computational tractability and interpretability. Debate continues as to whether these models reflect genuine quantum processes within the brain or merely serve as metaphorical analogies (Conte et al., 2022). In response, hybrid frameworks combining quantum and Bayesian elements are emerging, aiming to leverage the strengths of both paradigms (Pothos et al., 2023). These approaches seek to retain the normative rigor of Bayesian logic while incorporating the contextual flexibility and interference effects offered by quantum theory.

3. Methodology

3.1. Research Design

This study employed a qualitative comparative research design to investigate the distinctions and intersections between quantum probability and classical Bayesian models in decision-making. A constructivist–interpretivist paradigm guided the inquiry, emphasizing participants’ lived experiences and expert interpretations of probabilistic reasoning in uncertain environments. This approach was particularly suited to exploring conceptual and theoretical dimensions of decision science models, where subjective interpretations, cognitive biases, and contextual influences play a central role (Lincoln et al., 2022; Maxwell, 2021).

3.2. Sample Size and Selection Criteria

A purposive sample of sixteen participants was selected for this study. The group comprised researchers, cognitive scientists, data analysts, and philosophers of science who were actively engaged in the fields of quantum cognition, Bayesian modeling, or decision theory. Participants were intentionally chosen based on their specialized expertise and scholarly involvement in these domains, ensuring a diverse yet methodologically coherent sample capable of offering deep theoretical and practical insights into probabilistic reasoning frameworks.

To be included, participants were required to meet specific criteria. First, each participant needed to hold at least a master’s degree in a relevant discipline such as mathematics, psychology, decision science, or computer science. Second, they must have published or presented research on probabilistic or decision-making models within the past five years, demonstrating active academic engagement with contemporary developments in the field. Third, participants were expected to possess demonstrated familiarity with both classical Bayesian and quantum probabilistic frameworks, as evidenced through their scholarly work, teaching experience, or applied research.

This selection strategy ensured that the final sample represented a knowledgeable and experienced cohort capable of articulating nuanced perspectives on the conceptual, methodological, and interpretive distinctions between Bayesian and quantum approaches to human decision-making.

The sample size was consistent with qualitative saturation principles, prioritizing the depth and richness of data over statistical generalizability (Guest et al., 2020).

3.3. Research Tools

Data were gathered through semi-structured interviews lasting between 45 and 60 minutes. The interview protocol comprised open-ended questions exploring participants’ conceptualizations and comparisons of the two models, perceived theoretical and practical advantages, and the influence of contextual variables on probabilistic reasoning. Follow-up probes encouraged elaboration and clarification, thereby enhancing response depth (Braun & Clarke, 2022).

3.4. Data Generation Procedure

Interviews were conducted via secure video conferencing platforms (e.g., Zoom, Microsoft Teams) and audio-recorded with participants' consent. Transcriptions were generated using AI-assisted software and manually verified for accuracy. Participants were given the opportunity to review and revise their transcripts (member checking) to ensure authenticity. Field notes and reflective memos were maintained throughout data collection to capture emerging insights and patterns (Nowell et al., 2021).

3.5. Analysis and Interpretation

Data analysis followed Braun & Clarke's (2022) six-phase thematic analysis framework: familiarization, coding, theme development, review, definition, and reporting. A comparative lens was applied to classify responses aligned with either quantum or Bayesian models, followed by synthesizing overlapping and contrasting perspectives. NVivo 14 software facilitated coding, while matrices were used to visualize theoretical convergence and divergence. Interpretations focused on elucidating core epistemological, mathematical, and applied differences in participants' narratives regarding decision-making (Vaismoradi et al., 2020).

3.6. Trustworthiness

Trustworthiness of the study was ensured through Lincoln and Guba's (1985) evaluative criteria. **Credibility** was established through prolonged engagement with participants and the use of member checking to validate the accuracy and authenticity of interpretations. **Transferability** was achieved by providing rich, thick descriptions of the research context and integrating direct participant quotations to enable readers to determine the applicability of findings to similar settings. **Dependability** was strengthened through the maintenance of a transparent audit trail that documented all methodological procedures, analytical decisions, and study modifications. Finally, **confirmability** was ensured by employing reflexive journaling and peer debriefing to minimize potential researcher bias and enhance objectivity in data interpretation (Morse, 2021).

3.7. Ethical Considerations

Ethical approval was obtained from the host university's Institutional Review Board. Informed consent was secured from all participants, who were informed of their right to withdraw at any stage without penalty. Data were anonymized, encrypted, and stored on secure, password-protected systems. All procedures complied with the American Psychological Association's (2020) ethical standards for research involving human participants.

Chapter Four

4. Findings and Discussion

This chapter presents the thematic findings derived from interviews with 16 participants, including scholars, data scientists, and decision theorists. Each theme integrates direct participant

quotations, interpretive analysis, and contextual discussion to illuminate the comparative applications of quantum probability and classical Bayesian models in decision-making.

4.1 Perception of Uncertainty and Human Cognition

"In real life, people don't always calculate probabilities consciously. Quantum models seem to mirror how we really think—sometimes irrationally." (P3, 10.06.2025)

Participants recognized the quantum model's ability to capture ambiguity, contradiction, and indeterminate states in human cognition. While classical Bayesian frameworks rely on fixed probabilities and prior knowledge, quantum probability allows for superposition and entanglement, reflecting the non-linear, dynamic nature of human thought. These findings align with Pothos & Busemeyer (2021), who argue that quantum cognitive models offer a more realistic account of judgment and decision-making under deep uncertainty.

4.2 Classical Bayesianism and Determinism

"Bayesian updating is clean and logical. It fits when all facts are known or measurable." (P8, 10.06.2025)

Participants appreciated the transparency and structure of Bayesian inference, particularly in domains such as medical diagnostics and risk analysis. However, several participants noted its limitations in modeling dynamic decision spaces. Classical Bayesianism assumes a deterministic framework in which all probabilities are known or estimable—a notion critiqued by Khrennikov (2020) for its inability to address cognitive paradoxes.

4.3 Superposition of Beliefs in Decision-Making

"Sometimes I hold two conflicting ideas until I'm forced to decide. That's what quantum models explain better." (P6, 10.06.2025)

The concept of belief superposition—where multiple, incompatible judgments are held simultaneously—emerged as a key theme. Participants found that quantum probability elegantly accounts for such cognitive states using Hilbert space formalism. This observation reinforces Wang et al. (2021), who suggest that superposition captures ambivalence and hesitation in human decision-making more effectively than classical models.

4.4 Probabilistic Inference vs. Contextuality

"Context changes everything. What makes sense now won't make sense in another moment." (P13, 10.06.2025)

Unlike classical models, where probabilities are context-free, quantum probability inherently depends on the measurement context. Participants emphasized that decisions often shift across varying cognitive frames, sometimes defying Bayesian consistency. This notion of contextuality is supported by Dzhamalov & Kujala (2020), who demonstrate that cognitive decisions frequently exhibit incompatible measurement setups similar to quantum systems.

4.5 Decision Inertia and Interference Effects

"There are times when I feel pulled in different directions and end up doing nothing. That's interference." (P1, 10.06.2025)

Quantum interference emerged as a powerful metaphor for explaining decision inertia. While Bayesian models classify such non-decisions as noise or anomalies, quantum models interpret them as interference patterns—either constructive or destructive. Busemeyer & Bruza (2021) validate this perspective by showing how interference terms can explain anomalies such as the disjunction effect in human judgment.

4.6 Learning and Prior Updating

"With Bayesian models, you update beliefs with evidence. Quantum models don't update the same way." (P12, 10.06.2025)

Participants observed that Bayesian learning is ideal when priors are stable and new data is plentiful. Conversely, quantum models represent belief change not as numerical updating but as a rotation within a complex vector space. This conceptual difference aligns with critiques by Moreira & Wichert (2022), who note the fundamentally distinct approaches to modeling learning in classical and quantum paradigms.

4.7 Representation of Ambiguity

"Ambiguity is part of life. I think quantum theory represents that fuzziness better." (P11, 10.06.2025)

Quantum models were praised for their ability to represent ambiguous decision environments—those without clear outcomes or reliable priors. Unlike Bayesian frameworks that require precise probabilities, quantum theory operates with probability amplitudes, providing a richer vocabulary for capturing uncertainty (Yukalov & Sornette, 2021).

4.8 Sequential Decision Processes

"Decisions happen in stages. Each one affects the next. Bayesian models don't always handle that well." (P15, 10.06.2025)

Participants emphasized that real-world decisions often occur in sequences where earlier choices shape subsequent ones. Quantum transitions model these dependencies more effectively than Bayesian updating; supporting Pothos & Busemeyer (2021) research on quantum walks in sequential decision-making.

4.9 Applicability in Real-World Scenarios

"For risk assessments and diagnostics, Bayesian models are the gold standard. But for human behavior? I'm not so sure." (P2, 10.06.2025)

Participants agreed that Bayesian reasoning remains optimal for structured, data-rich domains such as engineering and medicine. However, in social, legal, or ethically complex environments, quantum models were seen as providing deeper explanatory potential. Khrennikov (2023) echoes this distinction in his recent evaluations of cognitive modeling paradigms.

4.10 Intuition and Heuristics

"People don't think in equations—they think in feelings and guesses. Quantum seems closer to that." (P4, 10.06.2025)

Participants frequently noted that intuitive, heuristic-based reasoning aligns more closely with quantum models than with rigid Bayesian formalisms. This observation supports the dual-process interpretation advanced by Aerts & Sassoli de Bianchi (2022), which differentiates between fast, heuristic cognition and deliberate, rational thought.

4.11 Epistemic vs. Ontological Probabilities

"Bayesian probability is all about knowledge. Quantum feels like it's about reality itself." (P9, 10.06.2025)

Participants distinguished between epistemic uncertainty (Bayesian) and ontological indeterminacy (quantum). This philosophical distinction is pivotal for interpreting human decision-making and is central to the discussions in Asano et al. (2020).

4.12 Cognitive Load and Model Usability

"Bayesian tools are more accessible. Quantum models are harder to teach and use." (P5, 10.06.2025)

Practical usability emerged as a significant concern. While quantum models offer theoretical advantages, their mathematical complexity—reliant on complex vector spaces and operators—remains a barrier to widespread adoption. Nevertheless, simplification efforts are underway (Blutner & Beim Graben, 2021).

4.13 Paradoxes and Violations of Rationality

"Quantum theory explains those weird results where people seem irrational. Bayesians can't." (P10, 10.06.2025)

Participants highlighted quantum models' capacity to explain decision anomalies such as the conjunction fallacy, disjunction effect, and order effects—violations of classical axioms that Bayesian approaches struggle to address (Wang et al., 2014).

4.14 Integration Possibilities

"Why not use both? Start with Bayesian and switch to quantum when things get weird." (P7, 10.06.2025)

Several participants advocated for hybrid approaches that combine Bayesian inference with quantum transitions to create flexible, context-sensitive decision tools. This integrative perspective resonates with Surov & Basieva (2023).

4.15 The Role of Time and Temporal Unfolding

"Quantum decisions feel like they unfold over time. Bayes feels instant." (P14, 10.06.2025)

Temporal dynamics of decision-making—how choices evolve—were seen as more naturally captured by quantum formalisms, which model states evolving via unitary operators. Bayesian models, in contrast, provide static, snapshot-based perspectives. Conte et al. (2021) explore this temporal richness in detail.

4.16 Decision-Making under Emotional States

"When emotions run high, rational models fall apart. Quantum seems to catch the drift." (P16, 10.06.2025)

Emotionally charged decisions often deviate from probabilistic coherence. Participants found quantum models more adept at incorporating emotional influences into decision processes, consistent with research on quantum affective modeling (Moreira & Wichert, 2022).

Conclusion

This study reveals a multifaceted landscape of decision-making in which quantum and classical Bayesian models provide complementary insights. Bayesian models remain robust in structured, data-driven environments, while quantum probability excels in modeling cognitive complexity, contextuality, and ambiguity. Participant narratives highlight the practical and philosophical implications of each approach, supporting the view that human decision-making transcends linear, probability-bound logic.

Recommendations

The proposed recommendations emerge organically from both participant insights and the study's comparative examination of quantum and Bayesian cognitive frameworks. Experts consistently emphasized that while Bayesian models demonstrate exceptional precision in structured, rule-based reasoning, they inadequately account for the dynamic, affect-laden, and context-sensitive nature of real-world decision-making. In contrast, quantum cognitive principles—particularly superposition, interference, and contextuality—offer a more nuanced means of representing mental states characterized by ambiguity and parallel possibilities. Integrating these principles into decision science allows for a richer depiction of how humans reason under uncertainty. Theoretically, this synthesis reframes uncertainty as an inherent cognitive attribute rather than a mere deficit of information.

Practically, it provides a foundation for educators, policymakers, and artificial intelligence developers to design curricula, interventions, and computational systems that emulate human reasoning processes more authentically within complex, uncertain, and dynamic environments.

Disclosure Statement

The author(s) declare no potential conflicts of interest concerning the research, authorship, and/or publication of this article. This work is entirely original and has not involved generative AI in the creation of ideas, arguments, or interpretations. Generative AI was used solely for editorial support in refining grammar, structure, and adherence to academic formatting standards. All intellectual contributions, analyses, and conclusions reflect human scholarly inquiry and rigorous research.

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