

Confidence Trumps Calibration in Making Decisions with Multiple Advisors



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Research question

People rely on **calibration** to selectively determine when the **confidence** of an adviser can be trusted

Do people acquire and utilize information provided by advisers that differ in calibration learned through trial-by-trial accuracy?

Task: Which horse will win the race?



I THINK horse 2 will win.

Uncalibrated adviser



Calibrated adviser



I'm SURE horse 1 will win.

High confidence
I'm SURE...
70% Accuracy

80% Accuracy

Low Confidence
I THINK...
70% Accuracy

60% Accuracy

Calibrated: High Conf

vs.

Uncalibrated: Low Conf

Calibrated: High Conf

vs.

Uncalibrated: High Conf

Calibrated: Low Conf

vs.

Uncalibrated: Low Conf

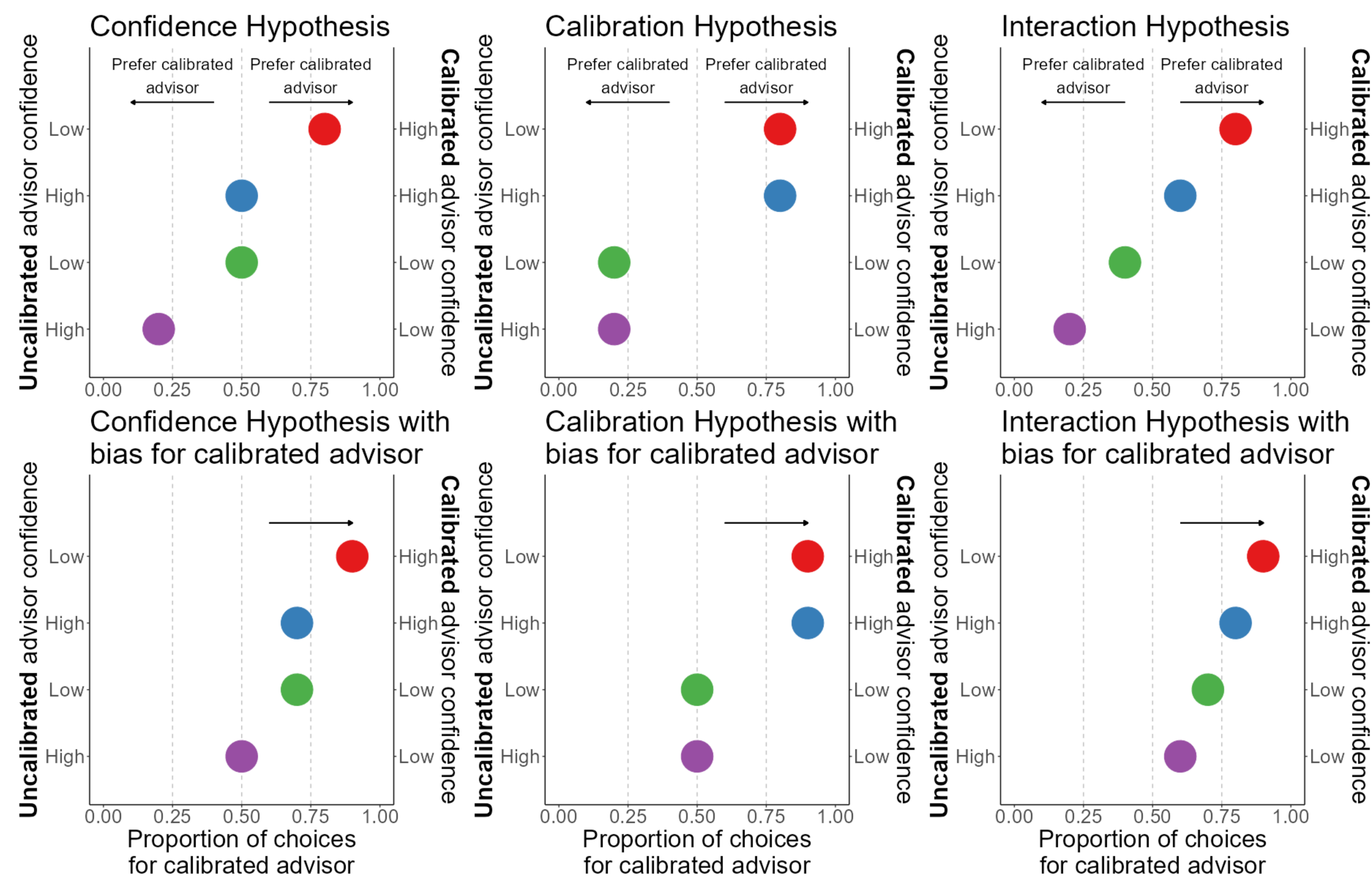
Calibrated: Low Conf

vs.

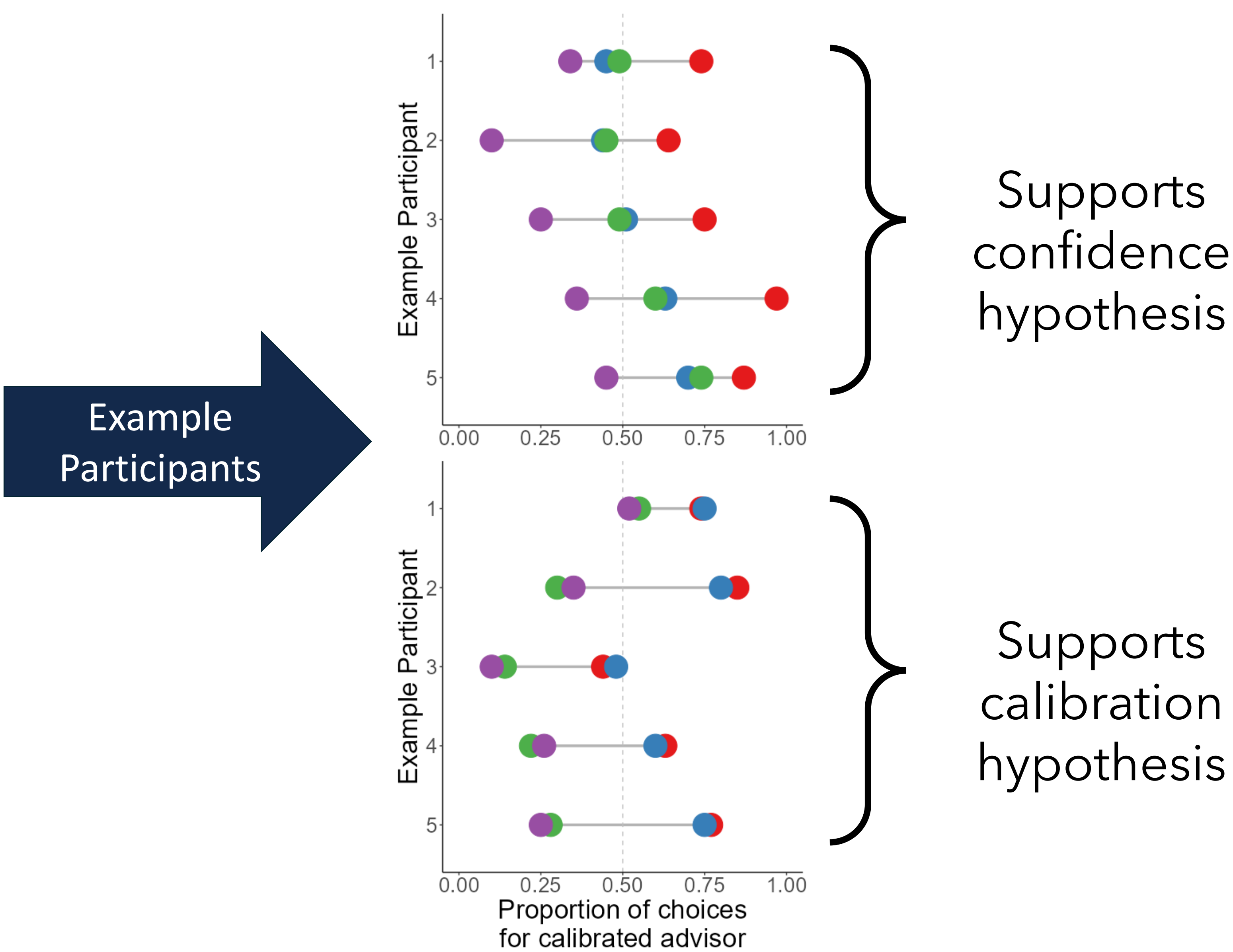
Uncalibrated: High Conf

The Confidence Hypothesis was supported

Nine hypotheses predict contributions of advisor confidence & calibration



Order-constrained inference was applied for each participant



Advice utilization was driven by confidence without respect to calibration

Poster & more

