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Judge-Advisor System JAS Sniezek &
Buckley 1995 Sniezek & Van Swol 2001
Judge

Advisor

Advice taking

20

Initial decision

Bonaccio

Final decision

Dalal 2006 - -
Input-process-output model

3

Choice

Judgment

Sniezek & Buckley 1995 Sniezek & Van Swol
2001

2008-12-07

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Fischer &

Harvey 1999 Gino & Moore 2007
 Budescu et al. 2003 Yaniv &
Kleinberger 2000

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WOE

0.33

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Yaniv 2004b
WOA Weight of advice WOE

Advice discounting effect
Self-other effect

$$\text{WOA} = \frac{\text{Weight of own estimate}}{\text{Weight of own estimate} + \text{Weight of advice}}$$

$$\text{WOE} = \frac{\text{WOA} - \text{Weight of advice}}{\text{WOA} + \text{Weight of advice}}$$

Yaniv & Harvey
Kleinberger 2000 Yaniv 2004a 2004b
Fischer 1997

20% 30% Lim O'Connor

1995

WOA 0
WOA 1 Yaniv 2004b Gino 2008
WOE

Yaniv & Milyavsky 2007

WOE 0
WOE 1 Yaniv
& Kleinberger 2000
WOA

Harvey & Fischer 1997 WOA
WOE 0 1
Fischer 1997 Lim & O'Connor 1995
Yaniv Kleinberger 2000

Harvey &

WOE 1 WOA
WOA

WOA 1 WOE

Yaniv 2004b

Krueger 2003

Ego-centric

WOA bias

WOE
Milyavsky 2007

Yaniv

WOE

Yaniv 2004b Yaniv & Milyavsky 2007
Godek Murray 2008

Krueger 2003

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' '' "%

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Gino Moore 2007

Gardner & Berry 1995 Lim &
O'Connor 1995 Yaniv & Kleinberger 2000

Gino Shang &

Yaniv & Kleinberger 2000

Croson 2009

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Sniezek & Van Swol 2001 Van Swol & Sniezeck
2005

White 2005

Sniezek & Van Swol 2001

Gino & Schweitzer

2008

Patt Bowles & Cash 2006

White

Sniezek Schrah

2005

& Dalal 2004 Gino 2008

Sunk cost effect

Schotter 2003

Jungermann &

Fischer 2005

' '')

Yaniv 2004b

' '' ''

Distance effect

Harvey & Fischer 1997 Jungermann & Fischer
2005

Trimming

heuristic

Sahrah & Dalal 2004

Yaniv 1997

Budescu & Wallsten 2001

Yaniv & Milyavsky 2007 Yaniv 2004b

Schotter 2003

Heath & Gonzalez 1995

(
("%

Druckman 2001 Brehmer Hagafors
1986

Snizeck & Buckley 1995

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Van Swol & Snizek 2005

Mean absolute error

Mean absolute percentage error

Hogarth

Yaniv 2004a 2004b Harvey

1978

6 10

& Fischer 1997

Harries Yaniv &

Harvey 2004 Snizek & Buckley 1995

2 8

Yaniv &

(" &

Milyavsky 2007

Van Swol & Snizek 2005

Snizek et al. 2004

Yaniv 2004a 2004b

Yaniv & Milyavsky 2007

Snizeck &

Buckley 1995

Harvey & Fischer 1997

Snizek et al. 2004 Yaniv &

Milyavsky 2007 Gino & Schweitzer 2008

Yaniv & Kleinberger 2000

20%

Yaniv 2004b

Gino & Schweitzer 2008

Johnson

Snizek & Van

Swol 2001

Sniezek et al. 2004

Budescu & Rantilla 2000 Budescu

et al. 2003

Fisher & Harvey 1999

Budescu & Rantilla 2000

Harries et al. 2004

Heath & Gonzalez 1995

)

Budescu & Rantilla 2000

)" %

Budescu & Yu 2006

Budescu et al.

2003 Savadori et al. 2001

Sniezek & Buckley 1995 Yates Price

Lee & Ramirez 1996

Informative

Yaniv

Yaniv & Foster

Choshen-Hillel & Milyavsky 2009

1997

White 2005

)"'

Sniezek & Van

Swol 2001 Van Swol & Sniezek 2005

Confidence heuristics

White 2005

)" &

?

Price & Stone 2004 Sniezek & Buckley

1995 Sniezek & Van Swol 2001

Heath & Gonzalez 1995

Sniezek & Buckley

Savadori Van Swol & Sniezek 2001

1995 Sniezek & Van Swol 2001 Van Swol & Sniezek 2005

Price &

Heath & Gonzalez 1995

Stone 2004

Gino 2008

Yaniv 1997

100%

Yates et al. 1996 *" &

Advice giving

Kray & Gonzalez

1999

Sniezek & Van Swol 2001 Van Swol &

Sniezek 2005

Ääü & Æñã u Zòì ZP 7Ü,X•8P ¾ x• s G9 Ä&...ViQhs'D gÁ ^ä" ö- `À,€Ä&p

1997

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*" %

Tyler 2006

Zhang Hsee & Xiao 2006

Gino & Schweitzer 2008 White 2005

* " "

Yaniv 2004b

Decision of fact/

Anticipated affect

taste

White 2005

Gino & Schweitzer 2008

WTP

Bonaccio, S., & Dalal, R. S. (2006). Advice taking and decision-making: An integrative literature review, and implications for the organizational sciences.

127–151.

* " (

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181–195.

Godek Murray

2008

Experiential/ rational processing mode

Budescu, D. V., & Rantilla, A. K. (2000). Confidence in aggregation of expert opinions.

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Willingness to pay WTP

Druckman, J. N. (2001). Using credible advice to overcome framing effects.

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Advice Taking in Decision-making Process

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Abstract: When facing a decision, people often rely on others' advice. In the past two decades, research on advice taking has investigated how people take and use advice to make decisions. Specifically, three issues have been addressed: (a) the extent of advice-taking, (b) improvement in decision accuracy, and (c) confidence of both advisor and judge. This article first introduces the Judge-advisor system paradigm, and then summarizes the measurement and empirical results regarding the above three issues. It is suggested that future research should enrich the content of "advice", pay more attention to "advisors", extend the scope to decisions of taste, and explore the role that emotions might play in advice-taking process.

Key words: advice taking; advice discounting effect; judge-advisor system; decision making