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Judge-Advisor System JAS

Snieszek &

Buckley 1995 Snieszek & Van Swol 2001

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Judge

Advisor

Advice taking

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Initial decision

Bonaccio

Final decision

Dalal 2006

Input-process-output model

3

Choice

Judgment

Snieszek & Buckley 1995 Snieszek & Van Swol
2001

Fischer &

2008-12-07

E-mail: xiaofei@pku.edu.cn

Harvey 1999

Gino & Moore 2007

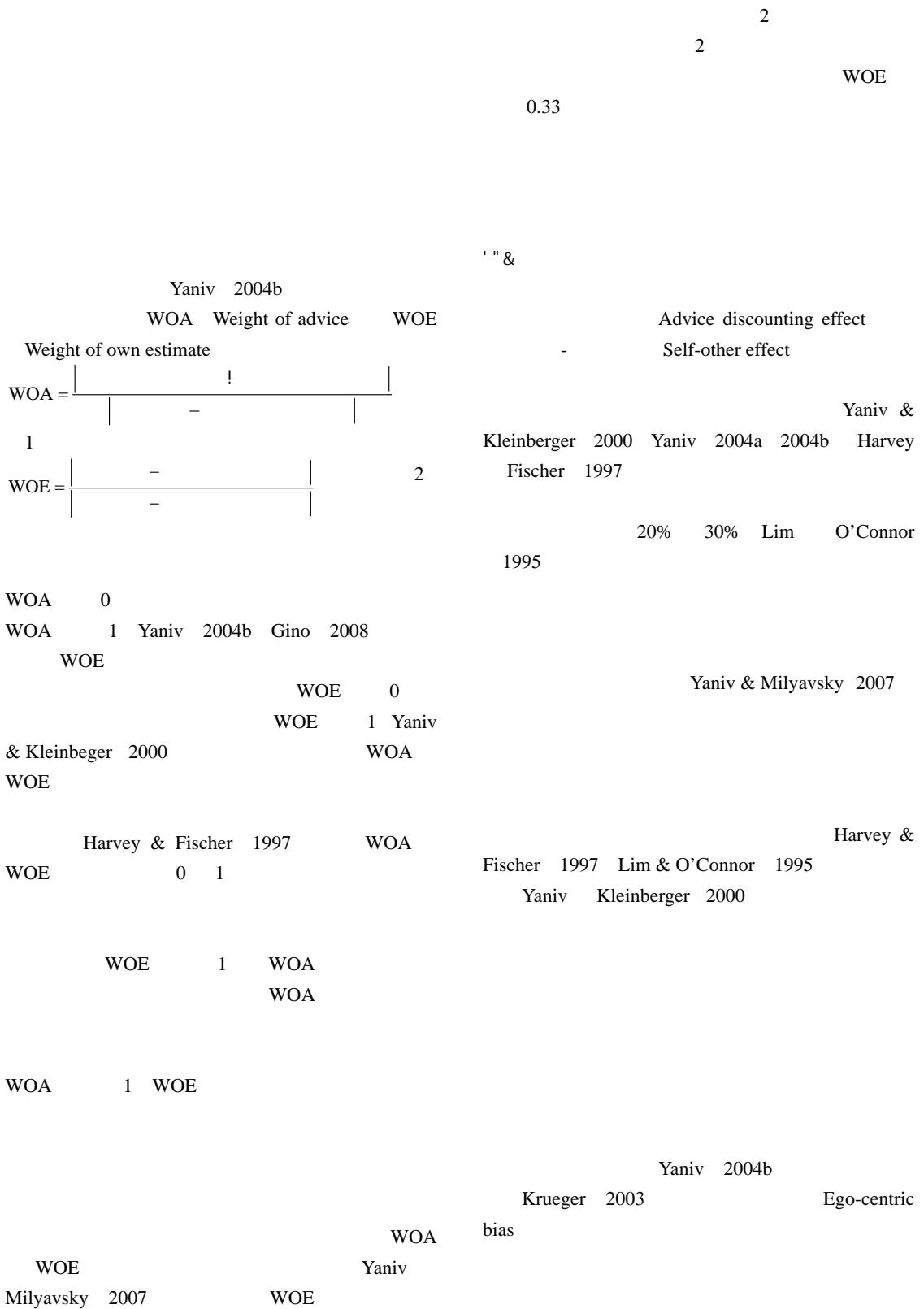
Budescu et al. 2003

Yaniv &

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Yaniv 2004b Yaniv & Milyavsky 2007
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Gardner & Berry 1995 Lim &
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Snizek & Van Swol 2001 Van Swol & Snizeck
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White 2005
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Patt Bowles & Cash 2006

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Sunk cost effect

Schotter 2003
Jungermann &
Fischer 2005

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Yaniv 2004b
Distance effect

Harvey & Fischer 1997 Jungermann & Fischer
2005

Trimming
heuristic

Sahrah & Dalal 2004 Yaniv 1997

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Heath & Gonzalez 1995

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Druckman 2001 Brehmer Hagafors
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Mean absolute error

Mean absolute percentage error 1978 Hogarth
Yaniv 2004a 2004b Harvey 6 10

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Snizeck et al. 2004 Yaniv &

Yaniv & Kleinberger 2000

Milyavsky 2007 Gino & Schweitzer 2008

20%

Yaniv 2004b

Gino & Schweitzer 2008

Johnson

Snizeck & Van

Swol 2001

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Budescu & Rantilla 2000

Harries et al. 2004

Heath & Gonzalez 1995

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Budescu & Rantilla 2000

Budescu & Yu 2006

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2003 Savadori et al. 2001

Snieszek & Buckley 1995 Yates Price
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Yaniv & Foster
1997

Choshen-Hillel & Milyavsky 2009

Yaniv

White 2005

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Snieszek & Van

Swol 2001 Van Swol & Snieszek 2005

Confidence heuristics

White 2005

)%"

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Price & Stone 2004 Snieszek & Buckley
1995 Snieszek & Van Swol 2001

Heath & Gonzalez 1995
Savadori Van Swol & Snieszek 2001

Snieszek & Buckley
1995 Snieszek & Van Swol 2001 Van Swol &
Snieszek 2005

Heath & Gonzalez 1995

Price &

Gino 2008

Stone 2004

Yaniv 1997

100%

Yates et al. 1996

** &

Advice giving

Kray & Gonzalez
1999

Snieszek & Van Swol 2001 Van Swol &
Snieszek 2005

Yaniv & Foster

1997

*

** %

Tyler 2006

Zhang Hsee & Xiao 2006

Gino & Schweitzer 2008 White 2005

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Yaniv 2004b

Decision of fact/

Anticipated affect

taste

White 2005

Gino & Schweitzer 2008

WTP

*"(

2008

Godek Murray

Experiential/ rational processing mode

Willingness to pay WTP

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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