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Do People Inherently Dislike Uncertain Advice?

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Research suggests that people prefer confident to uncertain advisors. But do people inherently dislike uncertain *advice* itself? In nine studies (N=4,093), we provided participants with advice that they could use to make a prediction and then asked them to evaluate the advice or to choose between two advisors. Replicating previous research, advisors were judged more favorably when they confidently presented their advice than when they were “not sure.” Importantly, however, participants were *not* more likely to prefer certain advice: They did not dislike advisors who expressed uncertainty by providing ranges of outcomes, numerical probabilities, or by saying that one event is “more likely” than another. Additionally, participants were *more* likely to explicitly choose an advisor who provided uncertain advice over an advisor who provided certain advice. Our findings suggest that people do not inherently dislike uncertain advice. Advisors benefit from expressing themselves with confidence, but not from communicating false certainty.