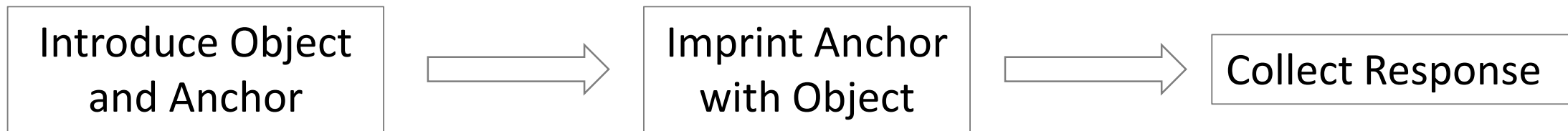
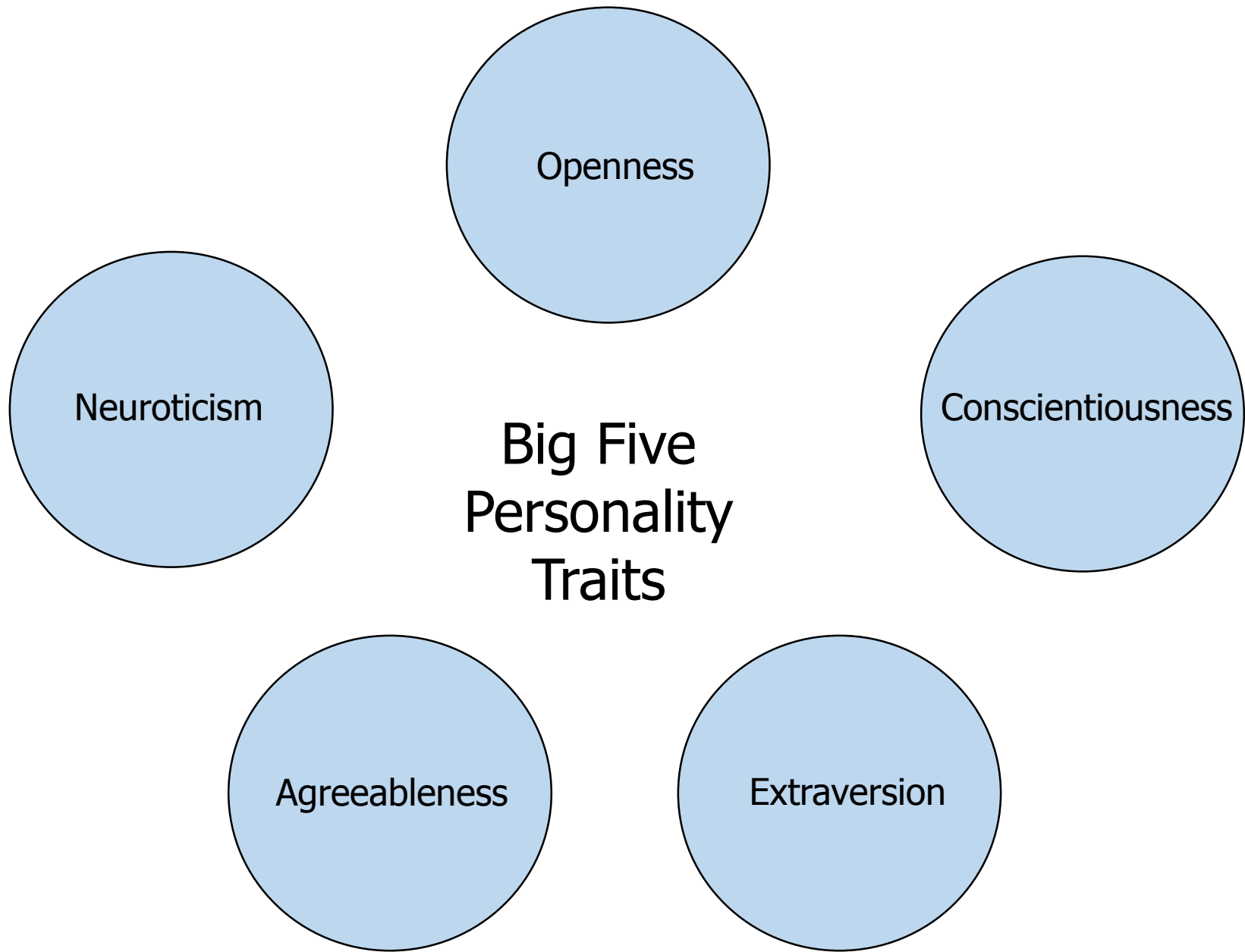


Role of Individual Differences in Decision Making

Sandarsh Pandey

Anchoring in Social Experiments





Objective

Demonstrate Anchoring

Study Effect of
Personality

Q 1) Is the height of the Eiffel Tower greater than or lesser than 840 feet?

Answer-

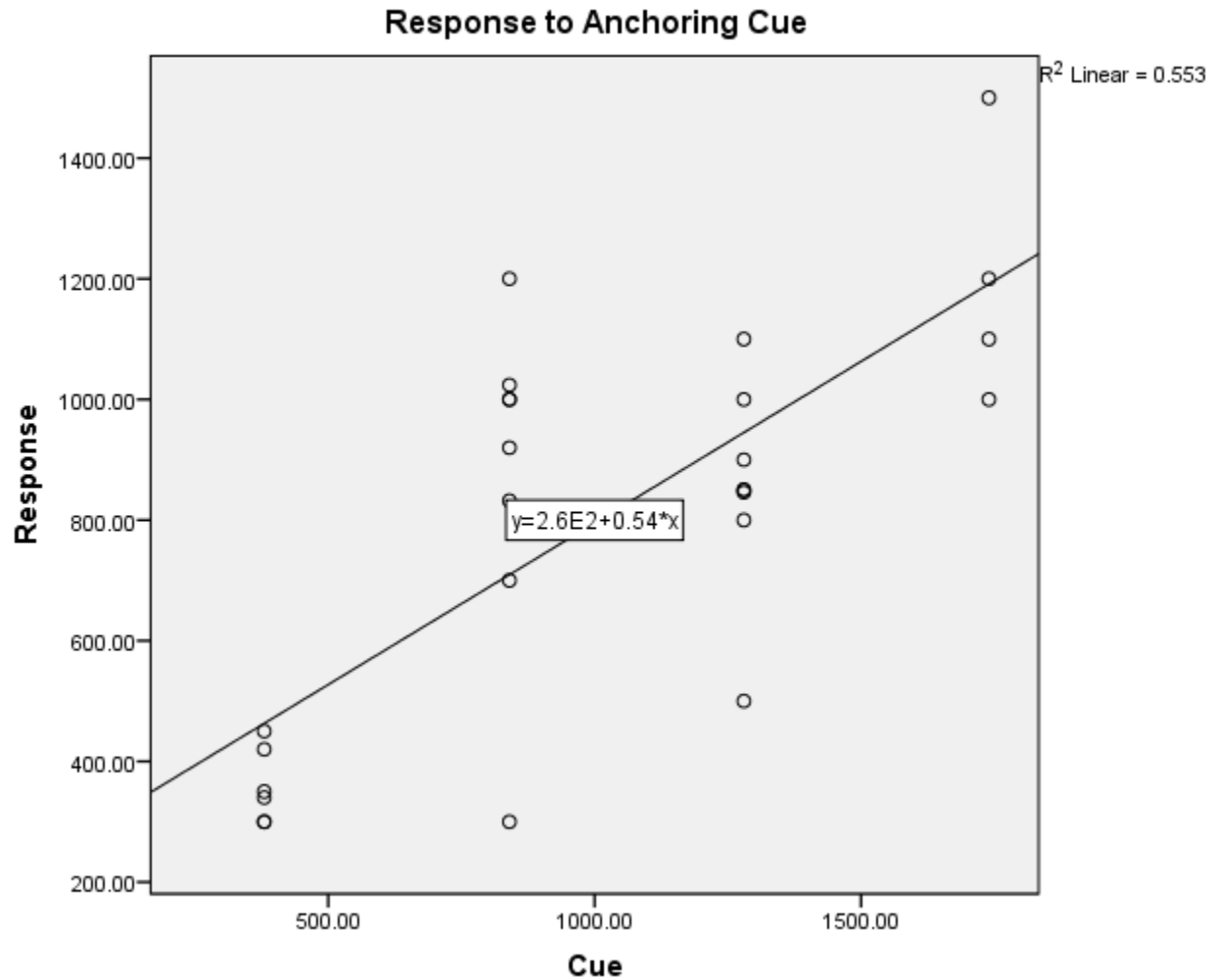
Please answer the question below **after attempting the above question.**

Q 2) Estimate the height (in feet) of the Eiffel Tower

Answer -

Part of the Questionnaire

Anchoring Demonstration

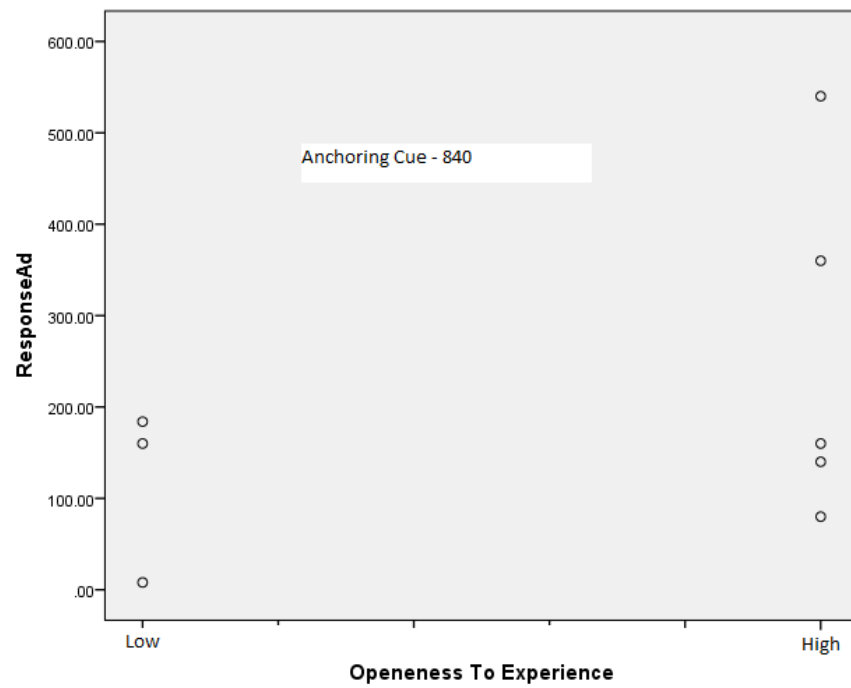
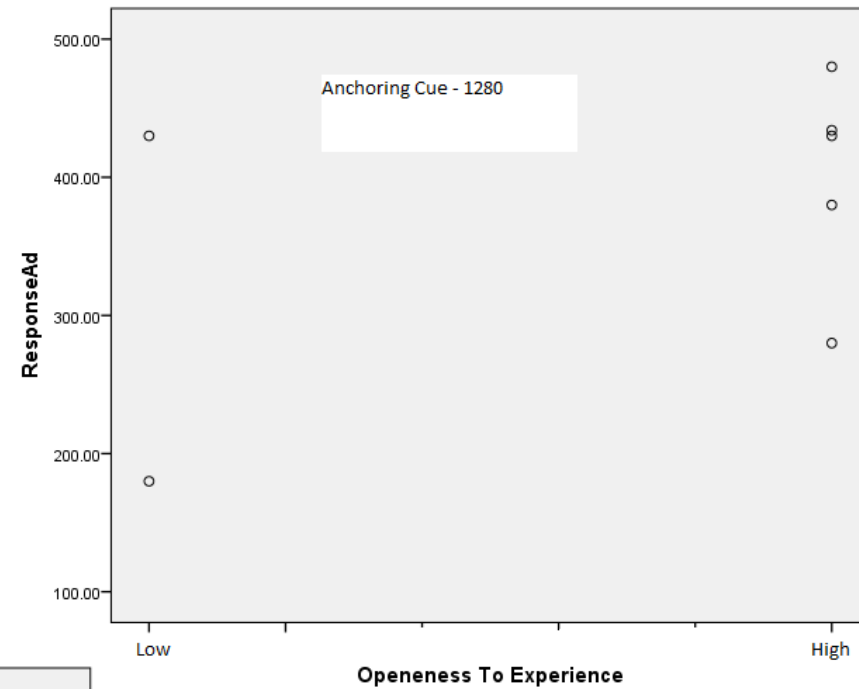
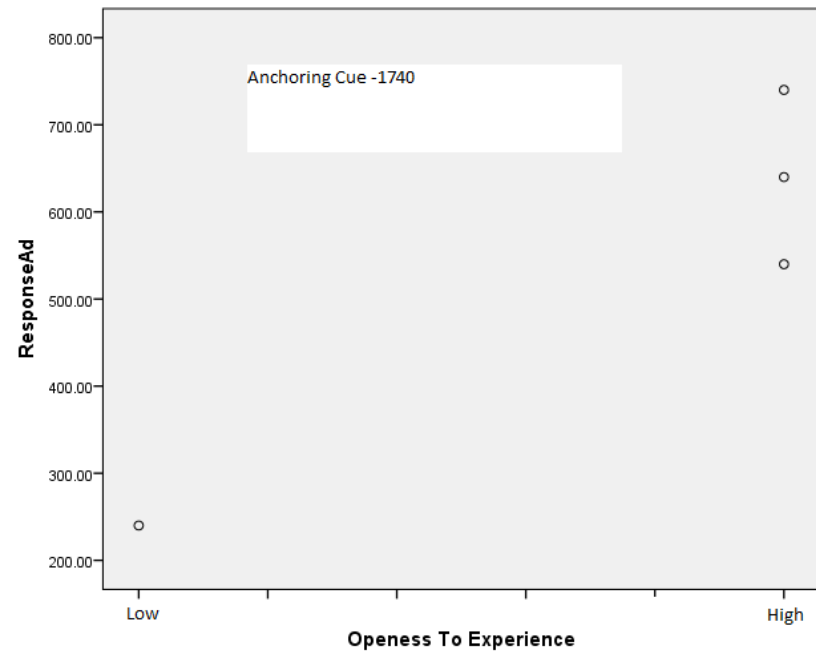


Correlations

		Cue	Response
Cue	Pearson Correlation	1	.744 ^{**}
	Sig. (2-tailed)		.000
	N	26	26
Response	Pearson Correlation	.744 ^{**}	1
	Sig. (2-tailed)	.000	
	N	26	26

^{**}. Correlation is significant at the 0.01 level (2-tailed).

Effect of Openness to Experience



Future Goals