

Taking a disagreeing perspective improves the accuracy of inner crowds

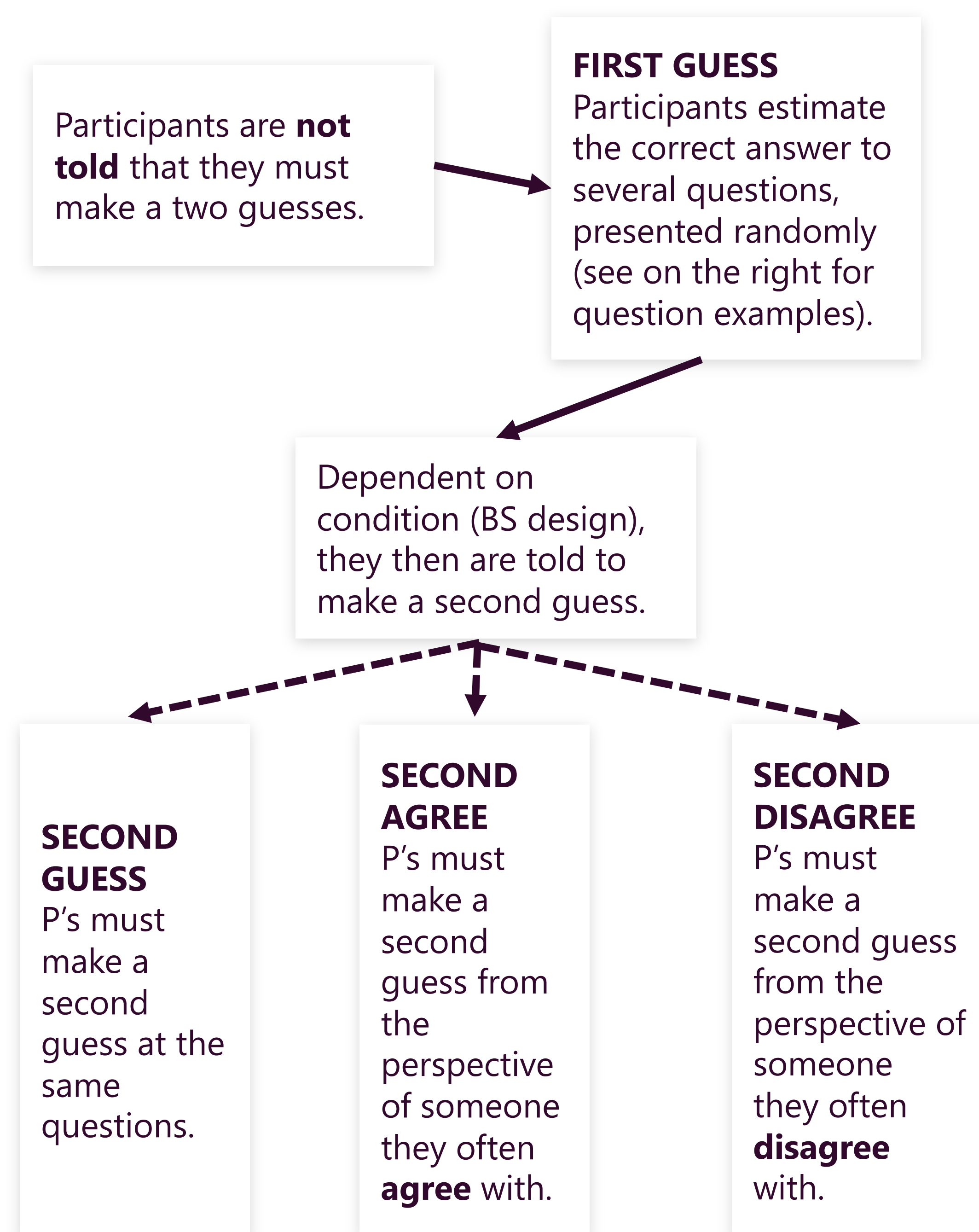
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BACKGROUND: Many decisions require us to make accurate estimates of some unknown quantities. Averaging several people's estimates leads to more accuracy – *wisdom of the crowd* - Remarkably, averaging multiple estimates from the same person also leads to more accuracy – *wisdom of the inner crowd* -

Can we improve the inner crowd? Yes, by taking a different perspective when making our second estimate.

METHOD

- Five experiments (N = 6425)
- Experimental procedure :



RESULTS

- Disagree perspective leads to more accurate averaged estimates (d_z 's = .30)

To improve the accuracy of your estimates make two guesses, but make the second one from the perspective of someone you disagree with.

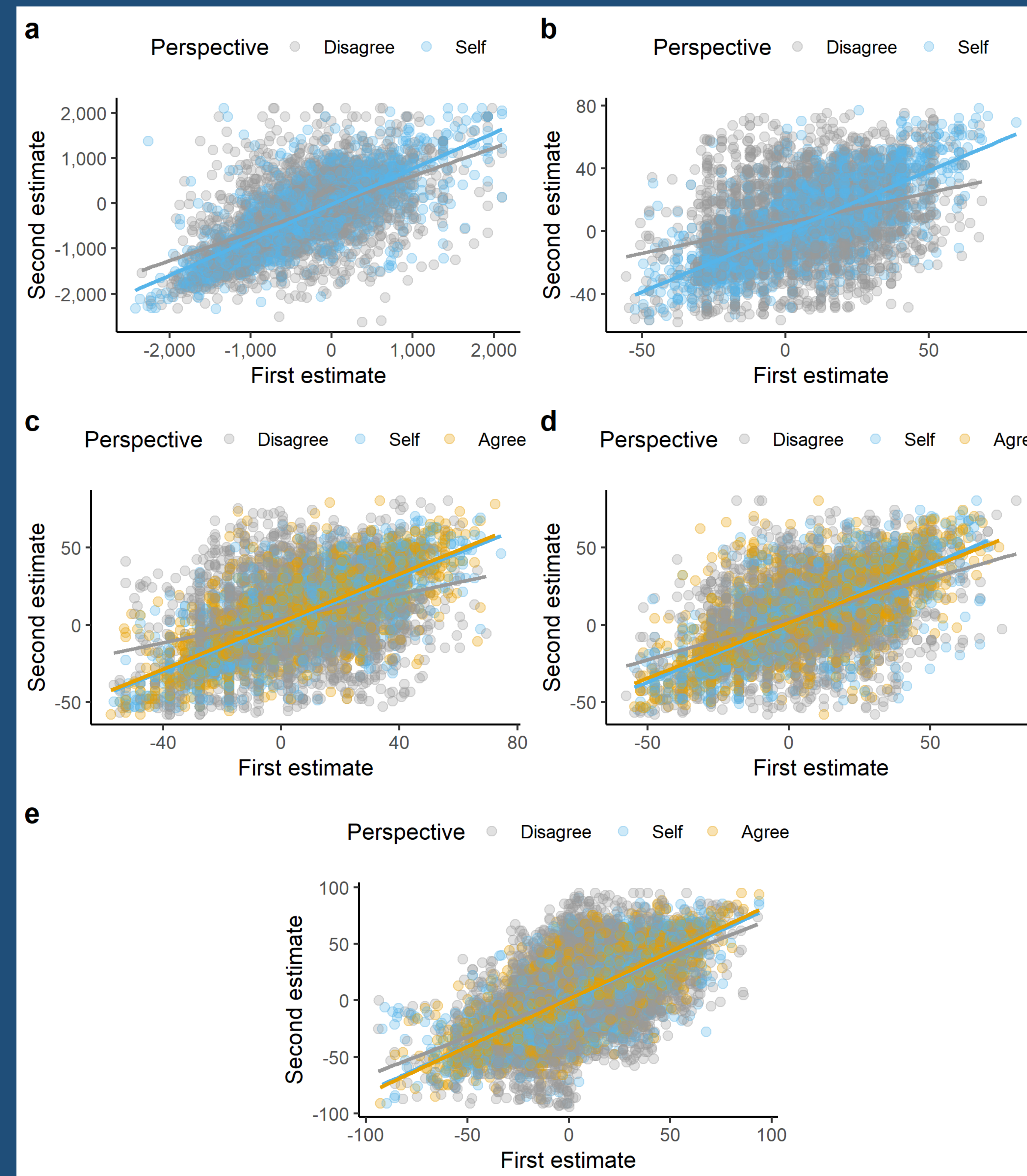


Figure 1. Correlations between first & second estimate for 5 experiments as a function of perspective taken during second guess. Lower correlations is better for aggregation.

WHY DOES THIS WORK?

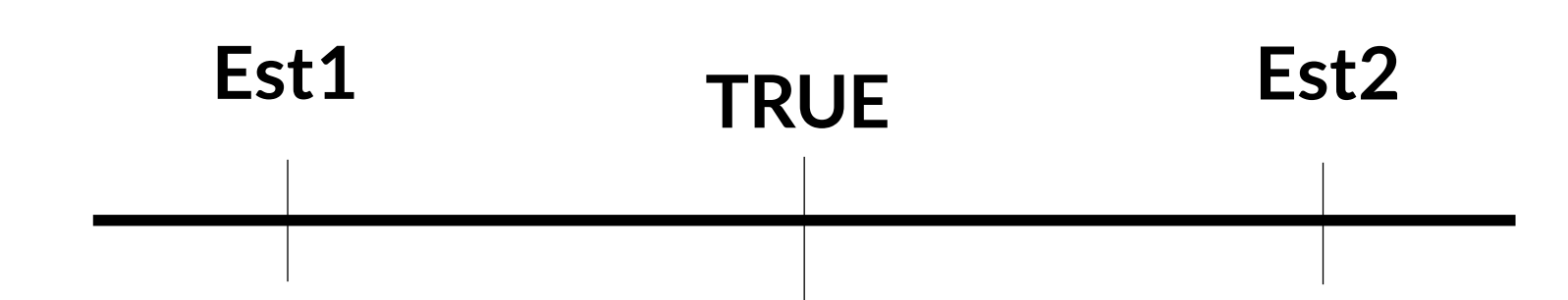
Aggregating multiple *imperfect diverse* estimates reduces error.

Taking the disagreeing perspective leads people to make estimates that they normally wouldn't consider as viable options, resulting in diverse estimates.

This also leads to more chances of bracketing.

WHAT IS BRACKETING?

When two estimates (est) bracket or encircle the true answer, their average will be highly accurate (see illustration below)



QUESTION EXAMPLES

- What is the weight of the Liberty Bell?
- What percent of world's airports are in the US
- What percent of the world's roads are in India?
- Over 20 questions asked

WHAT IS THE DOWNSIDE?

When true answers are close to scale ends (e.g., close to 0% or 100%), i.e., in the extreme-range, disagree is much worse.

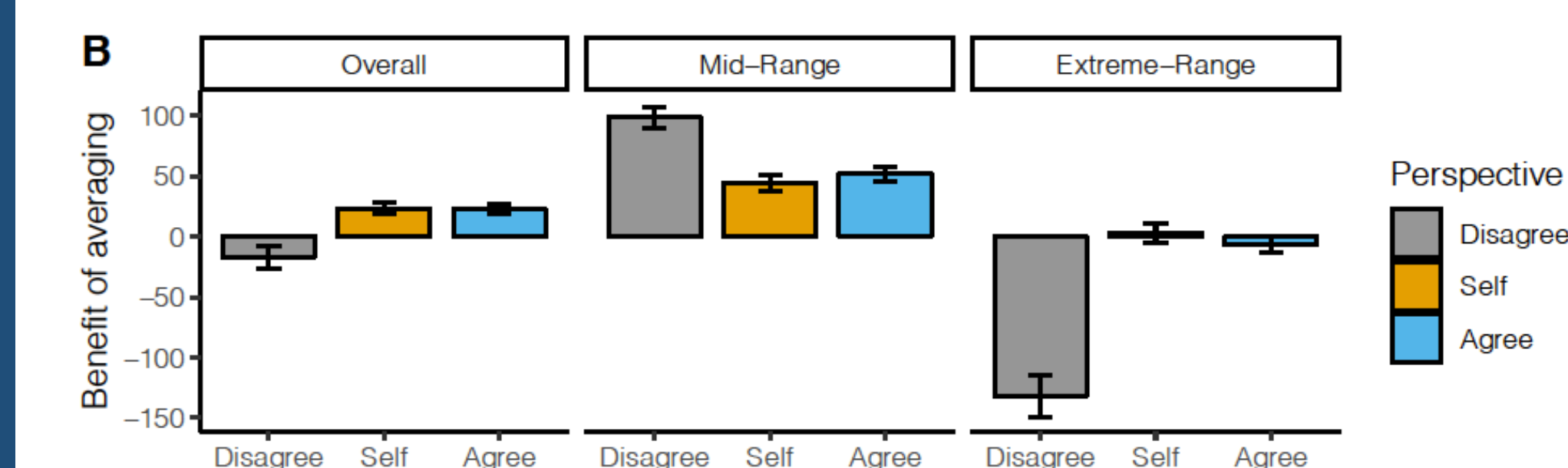


Figure 2. Benefit of averaging (higher = more accuracy) as a function of perspective taken and extremeness of the question range.

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