

### **Understanding Overconfidence: Who, When, and Why**

In this talk, I will discuss several projects that address the “who, when, and why” of overconfidence. I will first discuss research suggesting that overconfidence is trait-like – it is stable over time and can be reliably predicted by individual difference measures (e.g., narcissism). Second, certain types of situations can exacerbate overconfidence. I will discuss the specific context of advice taking. Typically, people benefit from advice. However, advice can exacerbate overconfidence when it validates one’s existing opinion. Finally, I will discuss how overconfidence relates to two different ways of representing uncertainty – epistemic (being unsure of one’s knowledge) and aleatory (randomness in the environment). Some situations have both types of uncertainty, such as being unsure about the distribution of temperatures one might encounter on vacation. We find that in such situations, people insufficiently account for their epistemic uncertainty, leading to greater overconfidence.