

# **Decision Processes Colloquia**

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**Monday, February 6, 2017**

Where: 260 JMHH

When: 12:00 – 1:15 pm

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## **Why Won't You Listen To Me?** **Measuring Receptiveness to Opposing Views**

**ABSTRACT:** In five studies we develop and validate an 18-item self-report measure of receptiveness to opposing views. Studies 1a and 1b present the new scale and report measures of internal, convergent, and discriminant validity. The scale consists of four factors, and is distinct from related measures. In Study 2 more receptive individuals (as measured by our scale) reported being more willing to interact with disagreeing others on hot-button political topics. In Study 3 more receptive individuals demonstrated more balanced recall of arguments for and against their positions. In Study 4 more receptive individuals evaluated supporting and opposing arguments more impartially. Finally, in Study 5 more receptive students in a Massively Open Online Course (MOOC) were more likely to participate in online forum discussions on controversial policy topics. We discuss the scale as a tool to advance our understanding of the consequences of receptiveness for conflict, decision-making, and collaboration.

