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RATIONALITY: EXPERIMENTAL EVIDENCE

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THE IMPACT OF COMMUNICATION REGIMES AND COGNITIVE ABILITIES ON GROUP RATIONALITY: EXPERIMENTAL EVIDENCE

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Highlights

- We investigate the influence of communication regimes on group rationality.
- Face-to-face and chat-based decision making are compared in a social learning game.
- Groups are matched by cognitive abilities to investigate composition effects.
- We show that overall group rationality is independent of the communication regime.
- Discussions, rather than a group's best member seem to drive group rationality.

Abstract: The performance of groups has been thoroughly investigated in experimental economics, showing that groups are overall more rational deciders than individuals. However, while superior group performance in economic experiments has primarily been shown for face-to-face decision making, this has ceased to be the prevalent form of communication in many IT-based organizations. We conduct a social learning experiment to compare group rationality under conditions of virtual and face-to-face communication. Group matching is conducted based on cognitive abilities to determine its impact on group rationality. Despite the more

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