

MEN-WOMEN AND THE STORY OF THE TORTOISE AND THE HARE

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Overconfidence

The overconfidence effect: People's subjective confidence in their own ability is greater than their objective (actual) performance (Samson, 2018, p.95).

Men more overconfident than women why?

In primitive ages, men had to feed their families...

The aim of the study

Data and Methodology

- Is there a difference between women and men overconfidence?
- Scenarios and a questionnaire with 8 questions
- 130 Turkish and 21 non-Turkish people

Empirical Results

In your opinion, how much US Dollar might one night room price per person for Hyatt Place Waikiki Beach Hotel (5 stars) be at Booking.com in 7th July 2018?

		100	150	200	250	300	400	500	
Gender	Women	8	3	8	7	4	4	9	69
	Men	5	3	10	6	5	3	4	61
Total		13	6	18	13	9	7	13	130

**Table 1. Gender and First Question Answers
(Round off bias)**

Empirical Results

Your reply for the first question is wrong. We give you another chance to change it. Could you please make another guess again?
How much might it be in US Dollars?

Table 2. Gender and Third Question Answers

		100	150	200	250	300	350	400	500	
Gender	Women	3	6	8	5	4	6	3	4	70
	Men	4	4	7	4	6	3	1	5	61
Total		7	10	15	9	10	9	4	9	131

Empirical Results

How much US Dollar might one night room price per person for Hyatt Place Waikiki Beach Hotel (5 stars) be at Booking.com in 7th July 2018? Choose from the alternatives below.

		Total									
		50	101	151	201	251	301	351	401	451	
		-	-	-	-	-	-	-	-	-	
		100	150	200	250	300	350	400	450	500	
Gender	Women	3	7	11	9	5	5	6	3	21	70
	Men	4	6	6	11	10	5	2	3	13	61
Total		7	13	17	20	15	10	8	6	34	131

Table 3. Gender and Fifth Question Answers

Conslusions

- Men are more overconfident that women
- Foreign participants are more overconfident than Turkish participants
- Interestingly, even though we have not aimed, we have found evidence about round off bias. Both genders round off their estimated percentages such as 60%, 80%.

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Thank you for your patience!

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