

Mind the gap: Advice Givers Underestimate How Much Their Advice is Appreciated by Recipients



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Introduction


- People help one another in various ways.
- Previous research has demonstrated that helpers underestimate the positive impact their kindness has on others (Kumar & Epley, 2021).
- This study aimed to explore whether people underestimate how much their advice is appreciated by others.

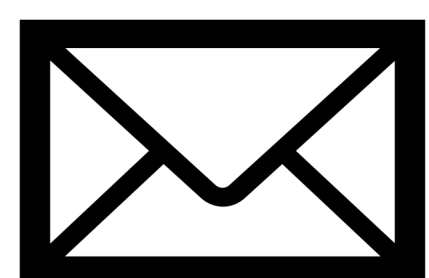
Methods

Participants:

- 794 graduating students ($M = 25.6$, 58% female).
- 501 incoming students ($M = 19.8$, 56% female).

Procedure:

- 1. Graduate students randomly assigned to:
 - (i) Give advice to an incoming student (prosocial advice)
 - (ii) Give advice to your future self (personal advice)
 - After, all participants predicted how much their advice will be appreciated by an incoming student (1= not at all, 10= extremely).
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- 2. Incoming students randomly assigned to:
 - (i) Advice condition: Received recent graduate's advice.
 - (ii) Map condition: Received campus map.
 - Recipients rated how much they appreciated advice or map (1= not at all, 10= extremely).



Graduates may underestimate how much recipients appreciate their advice

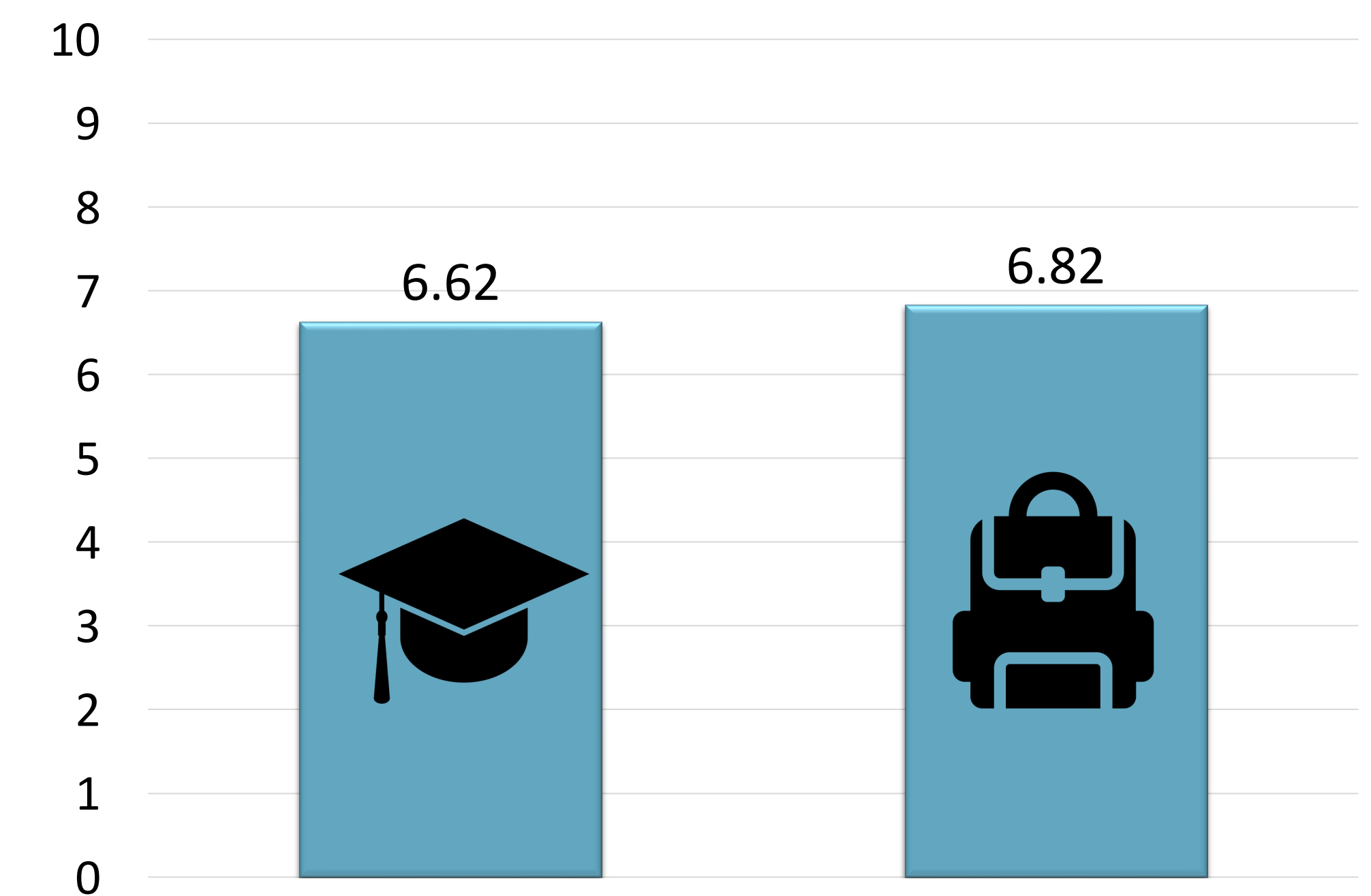


Pre-Registered Hypothesis

On average, advice givers underestimate how much their assistance is appreciated by advice recipients.

Results

Findings provide tentative support for the pre-registered hypothesis that givers underestimate how much their advice is appreciated by recipients, though this trend was not statistically significant, $t(202), p = 0.13$ (one-tail).



Discussion

- People underestimate how much others appreciate their kind actions, which may make actors hesitant to help.
- Future work can explore what strategies may help people recognize recipients' positive reactions.

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