

[The cost of collaboration: Why joint decision-making exacerbates rejection of outside information](#)  
(article [here](#))

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Existing research asserts that specific group characteristics cause members to disregard outside information which leads to diminished performance. In the present study we demonstrate that the very process of making a judgment collaboratively rather than individually contributes to such myopic disregard of external viewpoints. Dyad members exposed to the numerical judgments made by another dyad gave significantly less weight to those judgments than did individuals exposed to the judgments of another individual. The difference in the willingness to use peer input shown by individuals versus dyads was fully mediated by the greater confidence that the dyad members reported in the accuracy of their estimates. Consequently, although dyad members made more accurate initial estimates than individuals, they were less able to benefit from peer input.