

[Eric Igou](#)

[Judgments and decisions based on attempts to disambiguate the given information](#): Effects of decision frames, non-diagnostic information, and information order (you can find the paper [here](#))

The author presents evidence for the impact of conversational rules (Grice, 1975) on judgment and decision making. In accordance with social cognitive approaches that examine how conversational rules affect information processing (e.g., Higgins, 1981; Schwarz, 1994, 1996), it is argued that these inherently social rules guide important meta-cognitive inference on whether and how information should be used in forming judgments and making decisions. The author reviews the influence of conversational rules on framing effects, the dilution effect, and order effects in decision making and persuasion. Implications for cognitive 'biases' in and outside of the lab are discussed.