People tend to choose consistent queries over inconsistent queries in information-poor hypothesis testing scenarios (See Poletiek 2001 for a review). This phenomena is labelled positive test strategy (PTS; Klaiman & Ha 1989). Theoretically, positive test strategy should be reduced when people are concerned about the costs of mistakenly accepting the hypothesis (Friedrich 1993). If the costs of erroneous action influence information selection, this may have flow on effects for situational prediction and amplify effects of errors on choice of action.

### Results

#### Question 1: Do participants display Positive Test Strategy (select more consistent than inconsistent cells) in this information-rich environment?

**Answer 1:** Yes but only when selecting headings without viewing the content.

#### Question 2: Does higher aversion to acceptance reduce positive test strategy?

**Answer 2:** Yes in both experiments as acceptance aversion increased, so did the number of inconsistent cells opened.

### Conclusion

If error aversion influences the type of information selected (as demonstrated), information interpretation and how much information is examined (e.g. Trope and Liberman 1996), and action selection (e.g. Prospect Theory, Signal Detection Theory), processes may interact to create extreme error aversion and potentially inaccurate situational understanding.

### References

