



# The Role of Affective Arousal in the Description-Experience Gap of Risky Decision Making: A Skin Conductance Response (SCR) Study

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## Background

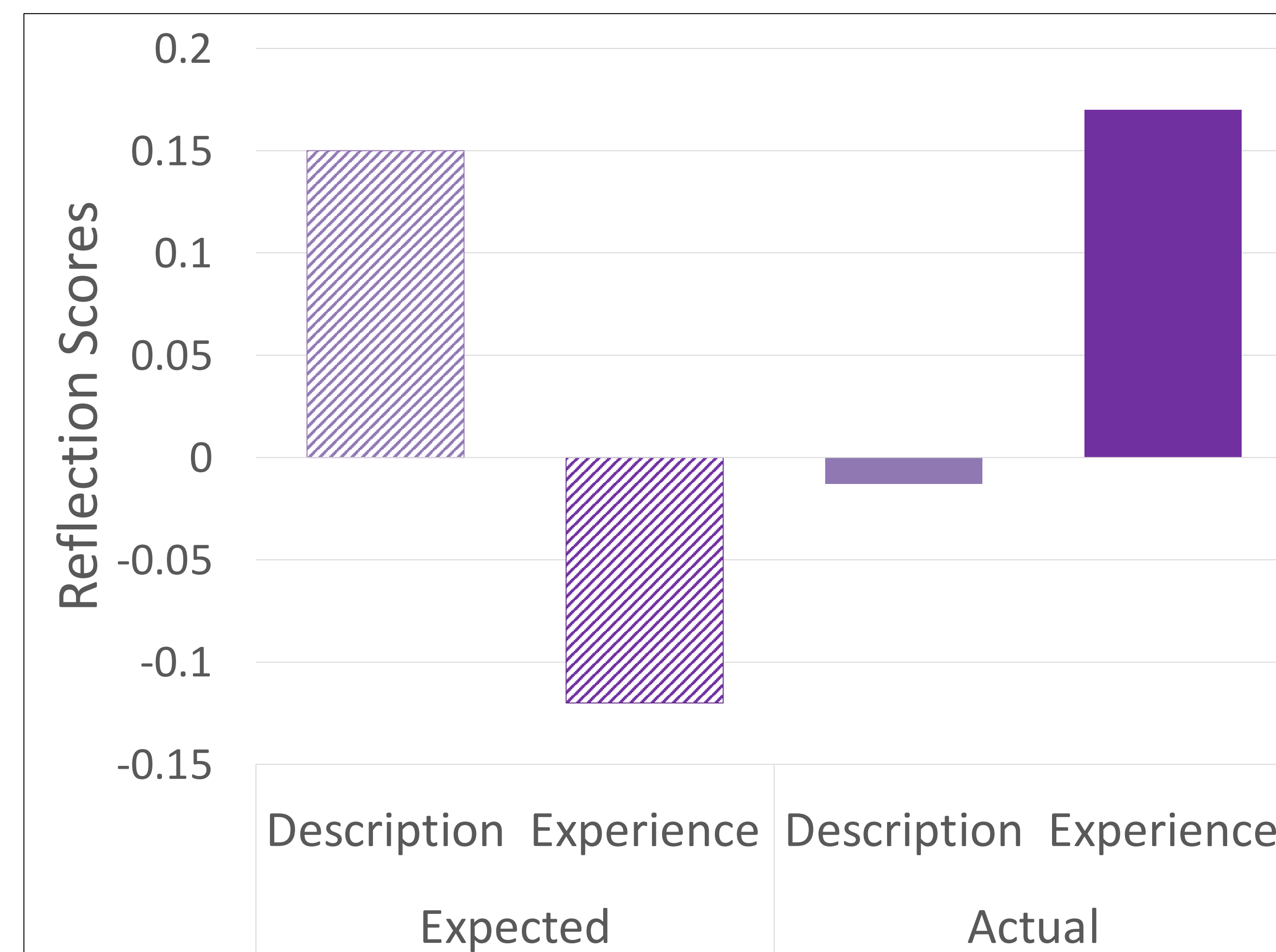
Decisions From:

|         | Description       | Experience                    |
|---------|-------------------|-------------------------------|
| Gains:  | Risk Averse       | Risk Seeking                  |
| Losses: | Risk Seeking      | Risk Averse                   |
|         | Reflection Effect | Reversal of Reflection Effect |

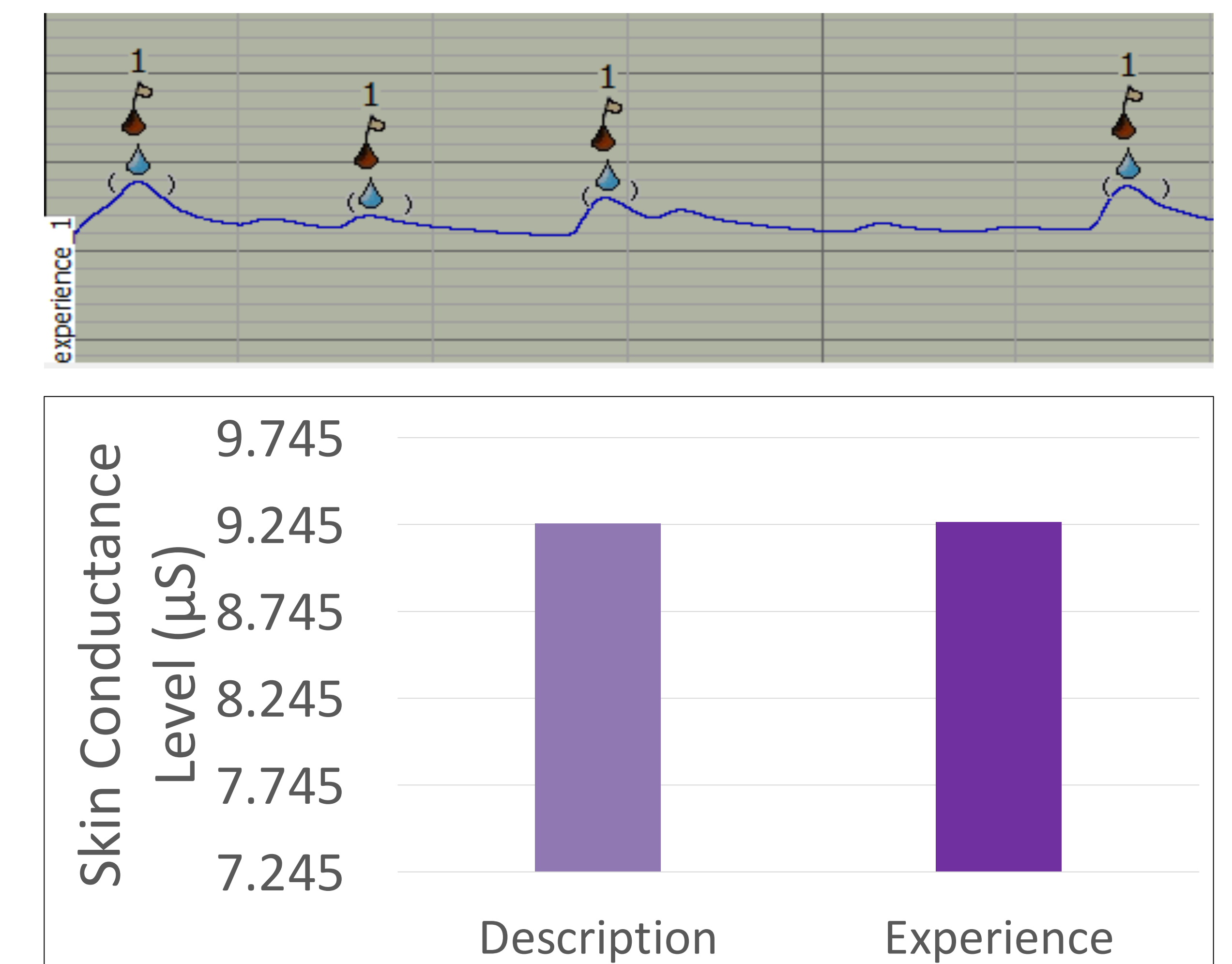
- This reflection effect reversal may be partially explained by an increased level of affective arousal during decisions from experience
- Skin conductance responses (SCRs) are a physiological measure of arousal thought to reflect the affective evaluation processes of options during decision making
- Here, we use SCRs to compare arousal between decisions from description and decisions from experience

## Preliminary Results (N = 5)

Reflection Effect

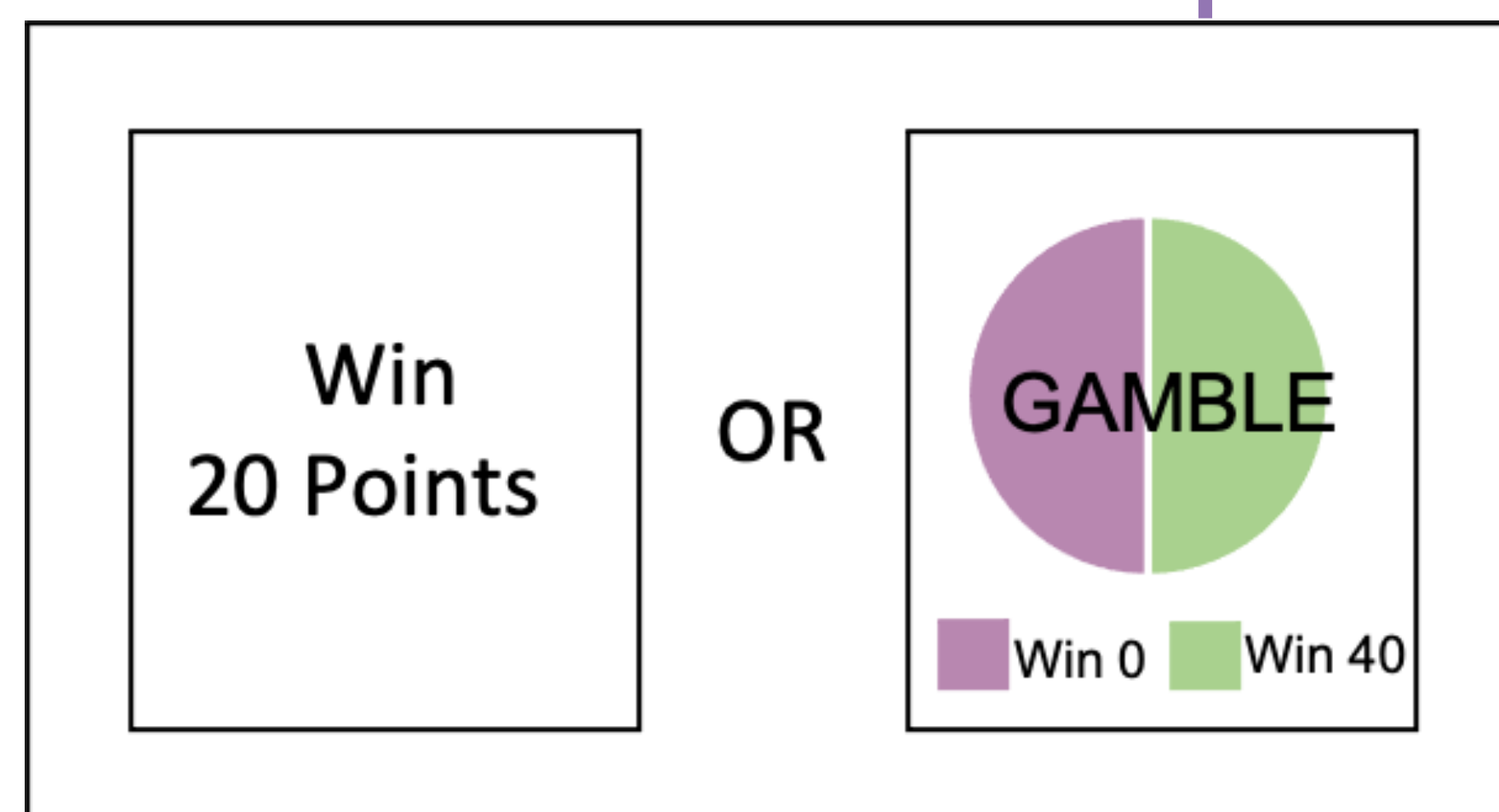


Skin Conductance

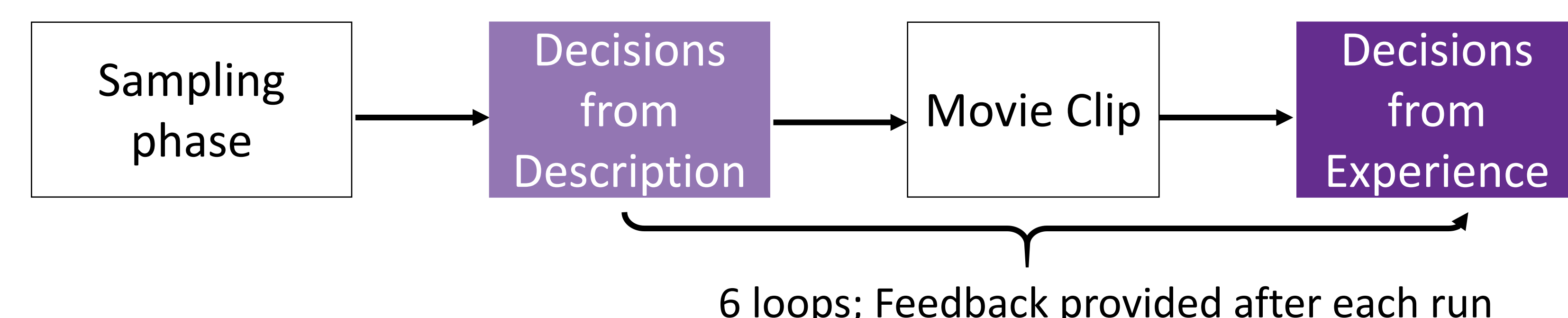


## Tasks.

### Decisions from Description



### Decisions from Experience



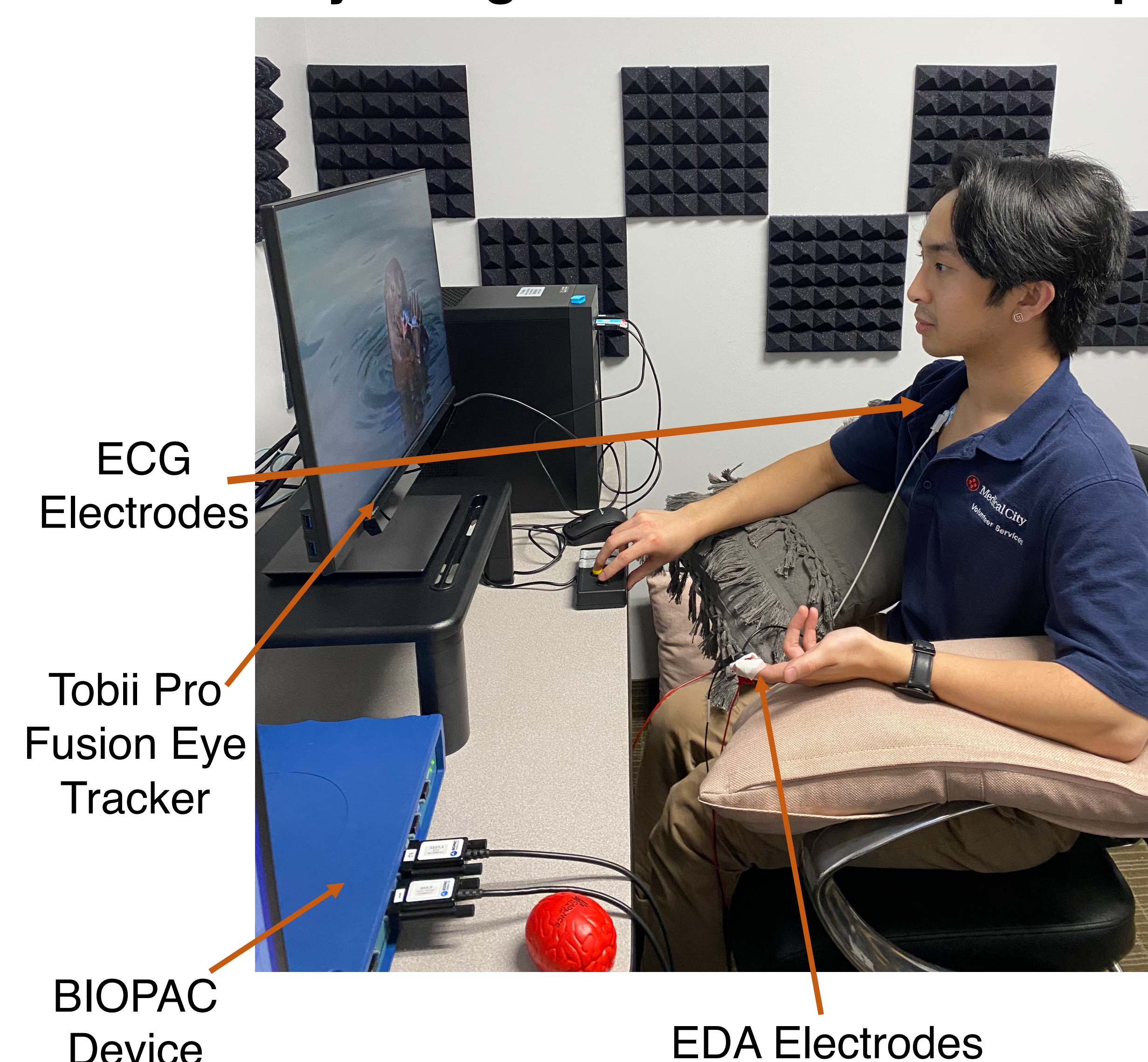
## Variables.

$$\text{Gambling Quotients (GQ)} = \frac{\# \text{ of Risky Choices Chosen}}{\text{Total \# of Choices}}$$

$$\text{Reflection Score} = \text{Loss Trial GQs} - \text{Gain Trial GQs}$$

## Method

## Physiological Measurement Setup.



## Future Directions

- Analyze additional measures of affective arousal
  - Pupillometry
  - Heart rate activity
  - Subjective ratings
- Examine eye tracking data during choices
- Collect more data for pilot
- Preregister for full experiment

## Contact Us!

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