

Careers, Communication and Coffee Seminar Series

organized by
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The Confidence Man

Lyn M. Van Swol

Professor, Communication Studies

Overconfidence can be detrimental to decision-making outcomes, but it is often linked to increased influence. This raises a catch 22; those who are most influential are often the most overconfident, with negative consequences. Across many domains, women have been found to be less confident than men. This talk discusses the negative outcomes of overconfidence, the benefits of overconfidence, and whether one should aim to be more confident. Advice is given about using confidence to persuade.

December 13, 2016 at 9:30 in 9341.
Breakfast starting at 9:00 am.



Seminar series funded by the Department of Chemistry. Please send questions or comments to Desiree Bates: dmbates@chem.wisc.edu