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INTRODUCTION
• When making estimates of unknown quantities, people are typically biased by a previously considered value—i.e., an anchor.
• Epley and Gilovich (2005) had participants in a large Boston–area train station answer six self-generated and six externally-provided anchoring questions.
• They found that forewarning participants increased adjustments away from self-generated anchors but not from externally-provided anchors.

METHOD
• We conducted 3 replication studies: online with students (N=207), in lab with students (N=195), and with local community residents (N=197).
• Participants answered the self-generated anchor and externally provided anchor questions used by Epley and Gilovich (2005)
  • Self-generated: “At what temperature does vodka freeze?”
  • Externally provided: “Was the telephone invented before or after 1920?” “In what year was the telephone invented?”
• Participants were randomly assigned to either the forewarning condition or no forewarning condition.

Epley and Gilovich (2005; Study 2; N = 48) found that forewarning of anchoring effects increased adjustments away from self-generated anchors.

We replicated their study (Ns = 207, 195, 197) and did not find consistent evidence that forewarning increases adjustment from self-generated anchors.

RESULTS
• With self generated anchors, no main effect of sample (p = .722, \( \eta^2 = .001 \)) or forewarning (p = .093, \( \eta^2 = .006 \)). However, significant sample X forewarning interaction (p = .001, \( \eta^2 = .028 \)).
• With externally provided anchors, no main effect of sample (p = .745, \( \eta^2 = .001 \)), no main effect of forewarning (p = .279, \( \eta^2 = .002 \)), and no interaction (p = .905, \( \eta^2 = .000 \)).

DISCUSSION
• These studies do not support Epley and Gilovich’s (2005) claim that forewarning increases adjustment from self-generated anchors.
• In one study, forewarning slightly increased adjustment, in one study had no influence, and in one study decreased adjustment.
• Overall, with 12x the sample size of the original study, there was no influence of forewarning on adjustment.

Preregistration, materials, and data: https://osf.io/6fjau/ norrisvl@appstate.edu