

Abstract: This paper investigates how a listener's sensitivity, which represents the extent to which a listener incorporates others' advice, affect information transmission. We develop a multi-sender cheap talk model in which one decision maker (DM) consults two experts in making a decision. What is new in this paper is the main intuition regarding how the listener's sensitivity on the multiple experts' opinion affect information transmission, depending on the level of conflict between the experts. Somewhat counter-intuitively, high sensitivity may hurt the quality of communication with the experts. In fact, if there is only one expert, the DM can elicit more information as her sensitivity increases. If the DM has high sensitivity, the expert will be more willing to reveal information because such a DM will not persist with her opinions but would carefully consider and incorporate the expert's opinion. However, if there is more than one expert, the negative side of high sensitivity arises. Although a highly sensitive DM may incorporate more of one expert's opinion, she may also be easily influenced by another expert's opinion. If experts believe that their rivals hold opposite opinions, they may exaggerate their information to change the DM's mind. The degree of the listener's sensitivity may depend on her estimation of the importance of information possessed by the DM and the experts as well as the level of the DM's self-confidence in her skill to accurately interpret messages from the experts.