Course reading:

Lecture 1:

* Falk, A., Heckman, J.J. 2009 “Lab Experiments Are a Major Source of Knowledge in the Social Sciences.” Science 326, 535-538
* Mulainathan S, Thaler R, 2000. “Behavioral Economics”, NBER Working Paper Series, working paper 7948 <https://www.nber.org/papers/w7948.pdf>
* The Behavioral Economics Guide 2015: Introduction by Dan Ariely & Part I Editorial (pages 1-28) by Alain Samson (on Lisam)

Lecture 2:

* Camerer, C. 1998. “Prospect Theory In The Wild: Evidence From The Field”

<https://authors.library.caltech.edu/80314/1/sswp1037.pdf>

* Kahneman D., Tversky A. 1979. ”Prospect Theory: An Analysis of Decision under Risk” Econometrica 47(2), 263-291
* Rottenstreich Y., Shu S. 2004. “The connections between affect and decision making: Nine resulting phenomena.” In D. J. Koehler & N. Harvey (Eds.), *Blackwell handbook of judgment and decision making* (pp. 444-463). Malden, Blackwell Publishing. (on Lisam)

Lecture 3:

* Fredrick, S., Loewenstein, G., O’Donoghue, T. 2002 “Time discounting and time preference: A critical review” Journal of Economic Literature, 40, 351-401
* O’Donoghue, T., Rabin, M., 2000. “The economics of immediate gratification” Journal of Behavioral Decision Making, 13, 233-250
* TED Talk by Hal Hershfield: https://youtu.be/tJotBbd7MwQ

Lecture 4:

* Simon, H. A. (1955). A behavioral model of rational choice. The Quarterly Journal of Economics, 69(1), 99-118.
* Simon, H. A. (1959). Theories of decision-making in economics and behavioral science. The American Economic Review, 49(3), 253-283.
* Tversky, A., & Kahneman, D. (1974). Judgment under uncertainty: heuristics and biases. Science, 185(4157), 1124-1131.

Lecture 5:

* Cappelen, A. W., Mollerstrom, J., Reme, B. A., & Tungodden, B. (2019). A Meritocratic Origin of Egalitarian Behavior. <https://swopec.hhs.se/iuiwop/abs/iuiwop1277.htm>
* Fehr, Ernst, and Klaus M Schmidt. 1999. “A Theory of Fairness, Competition, and Cooperation.” The Quarterly Journal of Economics 114 (3): 817–68.
* Tinghög, G., Andersson, D., & Västfjäll, D. (2017). Are Individuals Luck Egalitarians?–An experiment on the influence of brute and option luck on social preferences. Frontiers in psychology, 8, 460.

Lecture 6:

* Cass R. Sunstein, Nudging: A Very Short Guide, 37 J. Consumer Pol'y 583 (2014). http://nrs.harvard.edu/urn-3:HUL.InstRepos:16205305
* Chapter 4 (Altruism and social preferences) in the book “Bounds of Reason” – will be uploaded on course website, not mandatory

Seminar on reproducibility of scientific research and open science (recommended reading, not mandatory):

* Nelson, L.D., Simmons, J., & Simonsohn, U. (2018). Psychology’s renaissance. Annual Review of Psychology, 69, 511–534.
* Camerer, C. F. et al. (2016). Evaluating replicability of laboratory experiments in economics. Science, 351 (6280), 1433–1436.

Seminar 1:

* Barrafrem, K., Västfjäll, D., and Tinghög, G., 2020. ”Financial Homo Ignorans: measuring vulnerability to behavioral biases in household finance.” Working paper. DOI: 10.31234/osf.io/q43ca (on Lisam)
* Hershfield, H. E., Goldstein, D. G., Sharpe, W. F., Fox, J., Yeykelis, L., Carstensen, L. L., Bailenson, J. N. 2011. “Increasing Saving Behavior Through Age-Progressed Renderings Of The Future Self”. Journal of marketing research, 48, S23–S37. <https://doi.org/10.1509/jmkr.48.SPL.S23>
* Hershfield, H. E., Shu, S., Benartzi, S. 2020. “Temporal Reframing and Participation in a Savings Program: A Field Experiment.” Marketing Science (on Lisam)
* Lunn, P., Bohacek, M., Rybicki, A., 2016. „An Experimental investigation of Personal Loan Choices” Price Lab report, available to download from www.esri.ie
* Shah, A., Mullainathan, S., Shafir, E. (2012. “Some Consequences of Having Too Little” Science. 338, 682-85. DOI: 10.1126/science.1222426

Seminar 2:

* Bolton, G. E., Ockenfels, A., & Thonemann, U. W. (2012). Managers and students as newsvendors. Management Science, 58(12), 2225-2233.
* Graf, L., König, A., Enders, A., & Hungenberg, H. (2012). Debiasing competitive irrationality: how managers can be prevented from trading off absolute for relative profit. European Management Journal, 30(4), 386-403.
* Haerem, T., Kuvaas, B., Bakken, B. T., & Karlsen, T. (2011). Do military decision makers behave as predicted by prospect theory?, Journal of Behavioral Decision Making, 24(5), 482-497.
* Karevold, K. I., & Teigen, K. H. (2010). Progress framing and sunk costs: how managers’ statements about project progress reveal their investment intentions. Journal of Economic Psychology, 31(4), 719-731.
* Schulz-Hardt, S., Jochims, M., & Frey, D. (2002). Productive conflict in group decision making: genuine and contrived dissent as strategies to counteract biased information seeking. Organizational Behavior and Human Decision Processes, 88(2), 563-586.

Seminar 3:

* Hansson, K., Persson, E., Davidai, S., Tinghög, G., 2021. “Losing sense of fairness: How information about a level playing field reduces selfish behavior” J. Econ. Behav. Organ (in press)
* Davidai, S., & Gilovich, T. (2016). “The headwinds/tailwinds asymmetry: An availability bias in assessments of barriers and blessings.” Journal of personality and social psychology, 111(6), 835.
* Mullainathan (2017) To Help Tackle Inequality, Remember the Advantages You’ve Had. The New York Times (will be uploaded on lisam)

Seminar 4:

* Allcott, H., & Mullainathan, S. (2010). Behavior and energy policy. Science, 327 (5970), 1204–1205.
* Benartzi, S., Beshears, J., Milkman, K. L., Sunstein, C. R., Thaler, R. H., Shankar, M., . . . Galing, S. (2017). Should governments invest more in nudging? Psychological Science,28 (8), 1041–1055.
* Johnson, E. J., & Goldstein, D. (2003). Do defaults save lives? American Association for the Advancement of Science.
* Knutsson, M., Martinsson, P., & Wollbrant, C. (2013). Do people avoid opportunities to donate? A natural field experiment on recycling and charitable giving. Journal of Economic Behavior & Organization, 93, 71–77.
* Thaler, R. H., & Benartzi, S. (2004). Save more tomorrow: Using behavioral economics to increase employee saving. Journal of political Economy, 112 (S1), S164–S187.