

A Course In Behavioral Economics

Behavioral Economics and Its Applications Advances in Behavioral Economics Advanced Introduction to Behavioral Economics Modern Developments In Behavioral Economics: Social Science Perspectives On Choice And Decision Making Behavioral Economics For Dummies An Introduction to Behavioral Economics Behavioral Economics The Foundations of Behavioral Economic Analysis Handbook of Contemporary Behavioral Economics Essays in Behavioral Economics The Foundations of Behavioral Economic Analysis Behavioral Interactions, Markets, and Economic Dynamics 15 Essential Concepts in Behavioral Economics in 7 Minutes Each The Foundations of Behavioral Economic Analysis Behavioral Economics and Healthy Behaviors The Oxford Handbook of Behavioral Economics and the Law The Beginnings of Behavioral Economics Behavioral Economics of Preferences, Choices, and Happiness Behavioural Economics Behavioral Economics and Its Applications Peter Diamond Colin F. Camerer John F. Tomer John Malcolm Dowling Morris Altman Nick Wilkinson Masao Ogaki Sanjit S. Dhami Morris Altman Uri Gneezy Sanjit Dhami Shinsuke Ikeda Nietsnie Trebla Sanjit Dhami Yaniv Hanoch Eyal Zamir Roger Frantz Shinsuke Ikeda Michelle Baddeley Yrjö Jahnssonin säätiö Staff

Behavioral Economics and Its Applications Advances in Behavioral Economics Advanced Introduction to Behavioral Economics Modern Developments In Behavioral Economics: Social Science Perspectives On Choice And Decision Making Behavioral Economics For Dummies An Introduction to Behavioral Economics Behavioral Economics The Foundations of Behavioral Economic Analysis Handbook of Contemporary Behavioral Economics Essays in Behavioral Economics The Foundations of Behavioral Economic Analysis Behavioral Interactions, Markets, and Economic Dynamics 15 Essential Concepts in Behavioral Economics in 7 Minutes Each The Foundations of Behavioral Economic Analysis Behavioral Economics and Healthy Behaviors The Oxford Handbook of Behavioral Economics and the Law The Beginnings of Behavioral Economics Behavioral Economics of Preferences, Choices, and Happiness Behavioural Economics Behavioral Economics and Its Applications Peter Diamond Colin F. Camerer John F. Tomer John Malcolm Dowling Morris Altman Nick Wilkinson Masao Ogaki Sanjit S. Dhami Morris Altman Uri Gneezy Sanjit Dhami Shinsuke Ikeda Nietsnie Trebla Sanjit Dhami Yaniv Hanoch Eyal Zamir Roger Frantz Shinsuke Ikeda Michelle Baddeley Yrjö Jahnssonin säätiö Staff

in the last decade behavioral economics borrowing from psychology and sociology to explain decisions inconsistent with traditional economics has revolutionized the way economists view the world but despite this general success behavioral thinking has fundamentally transformed only one field of applied economics finance peter diamond and hannu vartiainen s behavioral economics and its applications argues that behavioral economics can have a similar impact in other fields of economics in this volume some of the world s leading thinkers in behavioral economics and general economic theory make the case for a much greater use of behavioral ideas in six fields

where these ideas have already proved useful but have not yet been fully incorporated public economics development law and economics health wage determination and organizational economics the result is an attempt to set the agenda of an important development in economics an agenda that will interest policymakers sociologists and psychologists as well as economists contributors include ian ayres b douglas bernheim truman f bewley colin f camerer anne case michael d cohen peter diamond christoph engel richard g frank jacob glazer seppo honkapohja christine jolls botond koszegi ulrike malmendier sendhil mullainathan antonio rangel emmanuel saez eldar shafir sir nicholas stern jean tirole hannu vartiainen and timothy d wilson

today behavioral economics has become virtually mainstream

leading researcher john f tomer presents an invigorating and concise introduction to behavioral economics that offers essential behavioral theories perspectives trends and developments within this ever evolving discipline

this book examines the field of behavioral economics and provides insights into the following questions the book looks at decision making and behavior from the point of view of i individual behavior and choice ii group and interactive choice and iii collective choices and decision making in particular it covers the following aspects instances when bounded rationality leads to decisions inconsistent with standard economic assumptions risk and the processes by which investors and consumers make decisions altruistic and cooperative behavior as alternatives to competition game theory as a way to explore motives of cooperation versus competition the determinants of happiness and the relationship between utility and well being the concept of social capital including motivations for charity and being a responsible citizen how trust and fairness relate to economic actions and the motivation to cooperate rather than compete behavior such as crime corruption and bribery from ethical social and economic viewpoints and finally the decision making process of collective choice and how societies develop rules for governing themselves this is the first book to bridge economics psychology sociology and political sciences and explain the nuanced subtleties of decision making

a guide to the study of how and why you really make financial decisions while classical economics is based on the notion that people act with rational self interest many key money decisions like splurging on an expensive watch can seem far from rational the field of behavioral economics sheds light on the many subtle and not so subtle factors that contribute to our financial and purchasing choices and in behavioral economics for dummies readers will learn how social and psychological factors such as instinctual behavior patterns social pressure and mental framing can dramatically affect our day to day decision making and financial choices based on psychology and rooted in real world examples behavioral economics for dummies offers the sort of insights designed to help investors avoid impulsive mistakes companies understand the mechanisms behind individual choices and governments and nonprofits make public decisions a friendly introduction to the study of how and why people really make financial decisions the author is a professor of behavioral and institutional economics at victoria university an essential component to improving your financial decision making and even to

understanding current events behavioral economics for dummies is important for just about anyone who has a bank account and is interested in why and when they spend money

the third edition of this successful textbook is a comprehensive rigorous survey of the major topics in the field of behavioral economics building on the strengths of the second edition it offers an up to date and critical examination of the latest literature research developments and debates in the field offering an inter disciplinary approach the authors incorporate psychology evolutionary biology and neuroscience into the discussions and ultimately they consider what it means to be rational why we so often indulge in irrational and self harming behavior and also why irrational behavior can sometimes serve us well a perfect book for economics students studying behavioural economics at higher undergraduate level or master s level this new edition features extended material on heuristics and biases and new material on neuroeconomics and its applications a wealth of new topical case studies such as voting behavior in brexit and the trump election and the current obesity epidemic more examples and review questions to help cement understanding

this book is intended as a textbook for a course in behavioral economics for advanced undergraduate and graduate students who have already learned basic economics the book will also be useful for introducing behavioral economics to researchers unlike some general audience books that discuss behavioral economics this book does not take a position of completely negating traditional economics its position is that both behavioral and traditional economics are tools that have their own uses and limitations moreover this work makes clear that knowledge of traditional economics is a necessary basis to fully understand behavioral economics some of the special features compared with other textbooks on behavioral economics are that this volume has full chapters on neuroeconomics cultural and identity economics and economics of happiness these are distinctive subfields of economics that are different from but closely related to behavioral economics with many important overlaps with behavioral economics neuroeconomics which is developing fast partly because of technological progress seeks to understand how the workings of our minds affect our economic decision making in addition to a full chapter on neuroeconomics the book provides explanations of findings in neuroeconomics in chapters on prospect theory a major decision theory of behavioral economics under uncertainty intertemporal economic behavior and social preferences preferences that exhibit concerns for others cultural and identity economics seek to explain how cultures and people s identities affect economic behaviors and economics of happiness utilizes measures of subjective well being there is also a full chapter on behavioral normative economics which evaluates economic policies based on findings and theories of behavioral economics

it considers the evidence against the exponential discounted utility model and describes several behavioral models such as hyperbolic discounting attribute based models and the reference time theory part iv describes the evidence on classical game theory and considers several models of behavioral game theory including level k and cognitive hierarchy models quantal response equilibrium and psychological game theory part v considers behavioral models of learning that include evolutionary game theory classical models of learning experience weighted attraction model learning direction theory and stochastic social dynamics part vi studies the role of

emotions among other topics it considers projection bias temptation preferences happiness economics and interaction between emotions and cognition part vii considers bounded rationality the three main topics considered are judgment heuristics and biases mental accounting and behavioral finance

at a time when both scholars and the public demand explanations and answers to key economic problems that conventional approaches have failed to resolve this groundbreaking handbook of original works by leading behavioral economists offers the first comprehensive articulation of behavioral economics theory borrowing from the findings of psychologists sociologists political scientists legal scholars and biologists among others behavioral economists find that intelligent individuals often tend not to behave as effectively or efficiently in their economic decisions as long held by conventional wisdom the manner in which individuals actually do behave critically depends on psychological institutional cultural and even biological considerations handbook of contemporary behavioral economics includes coverage of such critical areas as the economic agent context and modeling decision making experiments and implications labor issues household and family issues life and death taxation ethical investment and tipping and behavioral law and macroeconomics each contribution includes an extensive bibliography

this first volume of the foundations of behavioral economic analysis covers the opening topic found in this definitive introduction to the subject the behavioral economics of risk uncertainty and ambiguity it is an essential guide for advanced undergraduate and postgraduate students seeking a concise and focused text on this important subject and examines how the decision maker chooses his optimal action in the presence of risk uncertainty and ambiguity this updated extract from dhami's leading textbook allows the reader to pursue subsections of this vast and rapidly growing field and to tailor their reading to their specific interests in behavioural economics

this book collects important contributions in behavioral economics and related topics mainly by japanese researchers to provide new perspectives for the future development of economics and behavioral economics the volume focuses especially on economic studies that examine interactions of multiple agents and or market phenomena by using behavioral economics models reflecting the diverse fields of the editors the book captures broad influences of behavioral economics on various topics in economics those subjects include parental altruism economic growth and development the relative and permanent income hypotheses wealth distribution asset price bubbles auctions search contracts personnel management and market efficiency and anomalies in financial markets the chapter authors have added newly written addenda to the original articles in which they address their own subsequent works supplementary analyses detailed information on the underlying data and or recent literature surveys this will help readers to further understand recent developments in behavioral economics and related research

15 essential concepts in behavioral economics in 7 minutes each unlock the intriguing world of behavioral economics with 15 essential concepts in behavioral economics in 7 minutes each a concise and engaging guide designed for readers who seek to understand the

complexities of decision making in just a few short minutes this book demystifies key principles that govern human behavior and economic choices making them accessible to everyone from students to seasoned professionals book overview each chapter of this book presents a fundamental concept in behavioral economics carefully crafted to be digestible in a brief seven minute read these concepts are not just theoretical they are woven into the fabric of our everyday lives influencing how we shop invest and interact with others here s what you ll discover the invisible hand a behavioral perspective explore how self interest drives market dynamics beyond traditional notions loss aversion the pain of losing vs the pleasure of gaining understand why losses loom larger than gains in our psyche the endowment effect valuing what we own discover how ownership skews our perception of value anchoring how first impressions set expectations learn how initial exposure influences our judgments and decisions the status quo bias fear of change delve into our innate resistance to altering the familiar overconfidence the dangers of self assurance examine how inflated self beliefs can lead to poor choices framing effects the power of presentation discover how the presentation of options can drastically alter outcomes mental accounting how we categorize money unpack the way we mentally divide our finances and its implications the sunk cost fallacy sticking to bad decisions learn why we often cling to failing ventures instead of moving on social norms the influence of others on our choices explore how peer pressure shapes our decision making processes the availability heuristic judging risk by memory investigate how recent experiences skew our perception of risk present bias the struggle between now and later understand our tendency to favor immediate gratification over future benefits choice overload when too many options lead to paralysis discover the paradox of choice and how it affects our satisfaction reciprocity the principle of mutual exchange learn how the give and take principle influences our relationships and economics horizon bias how the future shapes our decisions examine how our perceptions of time impact our decision making this book is perfect for anyone looking to enhance their understanding of the psychological mechanisms behind economic choices each chapter is filled with real world examples insightful anecdotes and practical applications that will leave you better equipped to navigate your own decisions and the world around you join us on this enlightening journey and transform the way you think about economics and behavior one seven minute read at a time

taken from the first definitive introduction to behavioral economics the foundations of behavioral economic analysis other regarding preferences is an authoritative and cutting edge guide to this essential topic for advanced undergraduate and postgraduate students it considers the evidence from experimental games on human sociality and gives models and applications of inequity aversion intention based reciprocity conditional cooperation human virtues and social identity this updated extract from dhami s leading textbook allows the reader to pursue subsections of this vast and rapidly growing field and to tailor their reading to their specific interests in behavioural economics

the field of behavioural economics can tell us a great deal about cognitive bias and unconscious decision making challenging the orthodox economic model whereby consumers make rational and informed choices but it is in the arena of health that it perhaps offers individuals and governments the most value in this important new book the most pernicious health issues we face today are examined through a behavioral economic lens it provides an essential and timely overview of how this growing field of study can reframe and offer

solutions to some of the biggest health issues of our age the book opens with an overview of the core theoretical concepts after which each chapter assesses how behavioral economic research and practice can inform public policy across a range of health issues including chapters on tobacco alcohol and drug use physical activity dietary intake cancer screening and sexual health the book integrates the key insights from the field to both developed and developing nations also asking important ethical questions around paternalism and informed choice this book will be essential reading for students and researchers across psychology economics and business and management as well as public health professionals wishing for a concise overview of the role behavioral economics can potentially play in allowing people to live healthier lives

the oxford handbook of behavioral economics and law brings together leading scholars of law psychology and economics to provide an up to date and comprehensive analysis of this field of research including its strengths and limitations as well as a forecast of its future development its twenty nine chapters are organized into four parts

the beginnings of behavioral economics katona simon and leibenstein's x efficiency theory explores the mid 20th century roots of behavioral economics placing the origin of this now dominant approach to economic theory many years before the groundbreaking 1979 work on prospect theory by daniel kahneman and amos tversky it discusses the work of harvey leibenstein herbert simon george katona and frederick hayek reintroducing their contributions as founding pillars of the behavioral approach it concentrates on the work of leibenstein reviewing his nuanced introduction of x efficiency theory building from these foundations the work explores the body of empirical research on market power and firm behavior x relationship this book is a tremendous resource for graduate students and early career researchers in behavioral economics experimental economics organizational economics social and organizational psychology labor market economics and public policy reviews the powerful but neglected contributions of mid 20th century scholars like leibenstein and katona in building the roots of behavioral economic theory amalgamates and reviews 50 years of empirical research and over 200 empirical papers on x efficiency theory establishes how x efficiency can aid modern behavioral economics in further developing firm theory and understanding efficiency wages

this book is a collection of important contributions by japanese researchers and their coauthors to present current advances in behavioral economics and finance particularly in relation to decision making and human well being the topics covered in this volume include decision making under the conditions of inter temporal choices risk and social relations happiness and the neuro scientific biological basis of behavior the book includes works of research both theoretical and empirical on time discounting time preferences risk aversion altruism social status happiness addiction limited attention and health and financial investments the authors of the chapters add supplementary discussions to survey more recent advances on related topics or to provide detailed information that were abbreviated in the original publications the addenda will enable readers to deepen their understanding of decision making and human well being

traditionally economists have based their economic predictions on the assumption that humans are super rational creatures using the information we are given efficiently and generally making selfish decisions that work well for us as individuals economists also assume that we are doing the very best we can possibly do not only for today but over our whole lifetimes too but increasingly the study of behavioural economics is revealing that our lives are not that simple instead our decisions are complicated by our own psychology each of us makes mistakes every day we don't always know what's best for us and even if we do we might not have the self control to deliver on our best intentions we struggle to stay on diets to get enough exercise and to manage our money we misjudge risky situations we are prone to herding sometimes peer pressure leads us blindly to copy others around us other times copying others helps us to learn quickly about new unfamiliar situations this very short introduction explores the reasons why we make irrational decisions how we decide quickly why we make mistakes in risky situations our tendency to procrastination and how we are affected by social influences personality mood and emotions the implications of understanding the rationale for our own financial behaviour are huge behavioural economics could help policy makers to understand the people behind their policies enabling them to design more effective policies while at the same time we could find ourselves assaulted by increasingly savvy marketing michelle baddeley concludes by looking forward to see what the future of behavioural economics holds for us about the series the very short introductions series from oxford university press contains hundreds of titles in almost every subject area these pocket sized books are the perfect way to get ahead in a new subject quickly our expert authors combine facts analysis perspective new ideas and enthusiasm to make interesting and challenging topics highly readable

in the last decade behavioral economics borrowing from psychology and sociology to explain decisions inconsistent with traditional economics has revolutionized the way economists view the world but despite this general success behavioral thinking has fundamentally transformed only one field of applied economics finance peter diamond and hannu vartiainen's behavioral economics and its applications argues that behavioral economics can have a similar impact in other fields of economics in this volume some of the world's leading thinkers in behavioral economics and general economic theory make the case for a much greater use of behavioral ideas in six fields where these ideas have already proved useful but have not yet been fully incorporated public economics development law and economics health wage determination and organizational economics the result is an attempt to set the agenda of an important development in economics an agenda that will interest policymakers sociologists and psychologists as well as economists contributors include ian ayres b douglas bernheim truman f bewley colin f camerer anne case michael d cohen peter diamond christoph engel richard g frank jacob glazer seppo honkapohja christine jolls botond koszegi ulrike malmendier sendhil mullainathan antonio rangel emmanuel saez eldar shafir sir nicholas stern jean tirole hannu vartiainen and timothy d wilson

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