

# Behavioural Economics

Master-Seminar im Sommersemester 2016

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## Abstract

At the focus of this seminar are the prominent “behavioural” models to explain procrastination, anomalies in decision-making under risk, fair behaviour, honesty, and strategic reasoning and behaviour (discussed in the lecture *Behavioural Economics*). The aim of the seminar is to work with these models in creative ways. There are three basic ways in which this may be achieved: a model can be applied to a new situation (e.g., who in a couple should look after the child if they are motivated by Fehr-Schmidt preferences, depending on the comparison groups?), different models can be synthesised into a new model (e.g., do I procrastinate more if my reference point is procrastination, subject to my given beta-delta preferences?), and model aspects can be tested experimentally to modify existing models in a certain direction (e.g., adapting salience-based level- $k$  to account for discoordination-game data). Alternatively, participants can present recent modelling developments, contrasting different approaches (e.g., social projection in Breitmoser, 2015, *versus* evidential reasoning in Al-Nowaihi/Dhami, 2015), exploring possible experimental designs for a horse-race comparison. As a final option, participants may review a whole literature branch (e.g., the literature on preferences for ex-ante vs preferences for ex-post fairness), to organise it and to find determinants for behaviour depending on certain characteristics of a situation.

## 1 Organisation

- 11<sup>th</sup> Apr Kick-off meeting: Introduction of the course and potential projects.
- 18<sup>th</sup> Apr, 23:59 project proposals to be sent to all participants (including me)
- 22<sup>nd</sup> Apr 1<sup>st</sup> discussion of project proposals (with randomly-determined discussants)
- 23<sup>rd</sup> May, 23:59 project proposals to be sent to all participants (including me)
- 30<sup>th</sup> May Final discussion of project proposals (with randomly-determined discussants)
- 13<sup>th</sup>-17<sup>th</sup> Jun Experiments (if applicable)
- 1<sup>st</sup> Jul Presentations of results
- by 31<sup>st</sup> Aug Term paper