

Lectures on Behavioral Economics (Mukerji)
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Topics and Reading List

1 Pro-social behavior

1.1 Overview and empirics

1. Stephan Meier: "A survey of economic theories and field evidence on pro-social behavior," in *Economics and Psychology: A promising new cross-disciplinary field*, ed. by Bruno S. Frey and Alois Stulzer, 2007, The MIT Press. (*)
2. Gary Charness and Matthew Rabin: "Understanding Social Preferences with Simple Tests," *The Quarterly Journal of Economics*, Vol. 117, No. 3 (Aug., 2002), pp. 817-869
3. Steven D. Levitt and John A. List: "What Do Laboratory Experiments Measuring Social Preferences Reveal about the Real World?" *The Journal of Economic Perspectives*, Vol. 21, No. 2 (Spring, 2007), pp. 153-174
4. Bandiera, Oriana, Imran Rasul, and Iwan Barankay (2005): "Social Preferences and the Response to Incentives: Evidence from Personnel Data," *Quarterly Journal of Economics*, 120(3), 917-62.

1.2 Reciprocity

1. Geanakoplos, J., Pearce, D. and Stacchetti, E. : "Psychological Games and Sequential Rationality," *Games and Economic Behavior* (1, 1989).
2. Rabin, M. : "Incorporating Fairness into Game theory and Economics," *American Economic Review* (1993)
3. Dufwenberg, M., Kirchsteiger, G. : "A theory of sequential reciprocity," *Games & Economic Behavior* (47, 2004)

1.3 Self identity

1. George A. Akerlof and Rachel E. Kranton: "Economics and Identity," *The Quarterly Journal of Economics*, Vol. 115, No. 3 (Aug., 2000), pp. 715-753. (*)
2. George A. Akerlof and Rachel E. Kranton: "Identity and the Economics of Organizations," *The Journal of Economic Perspectives*, Vol. 19, No. 1 (Winter, 2005), pp. 9-32. (*)
3. Roland Bénabou and Jean Tirole: "Incentives and Prosocial Behavior," *The American Economic Review*, Vol. 96, No. 5 (Dec., 2006), pp. 1652-1678. (*)

2 Ambiguity aversion: applications

1. Mukerji, S. and J-M. Tallon. "An overview of economic applications of David Schmeidler's models of decision making under uncertainty." in *Uncertainty in Economic Theory: A collection of essays in honor of David Schmeidler's 65th birthday*, edited by Itzhak Gilboa, Routledge, 2004. (*)
2. Mukerji, S.: "Ambiguity Aversion and the Incompleteness of Contractual Form," *American Economic Review*, 88, pp 1207-1232, 1998. (*)
3. F. Collard, S. Mukerji, K. Sheppard, J-M Tallon: "Ambiguity and the Historical Equity Premium," mimeo, 2011.
4. N. Ju and J. Miao: "Ambiguity, Learning, and Asset Returns," mimeo., 2010.