

The Matching Law

*Papers in
Psychology
and Economics*

RICHARD J. HERRNSTEIN

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Matching Law Papers In Psychology And Economics

Eugene Borgida, Susan T. Fiske



Matching Law Papers In Psychology And Economics:

The Matching Law Richard J. Herrnstein, 1997 This impressive collection features Richard Herrnstein's most important and original contributions to the social and behavioral sciences his papers on choice behavior in animals and humans and on his discovery and elucidation of a general principle of choice called the matching law In recent years the most popular theory of choice behavior has been rational choice theory Developed and elaborated by economists over the past hundred years it claims that individuals make choices in such a way as to maximize their well being or utility under whatever constraints they face that is people make the best of their situations Rational choice theory holds undisputed sway in economics and has become an important explanatory framework in political science sociology and psychology Nevertheless its empirical support is thin The matching law is perhaps the most important competing explanatory account of choice behavior It views choice not as a single event or an internal process of the organism but as a rate of observable events over time It states that instead of maximizing utility the organism allocates its behavior over various activities in exact proportion to the value derived from each activity It differs subtly but significantly from rational choice theory in its predictions of how people exert self control for example how they decide whether to forgo immediate pleasures for larger but delayed rewards It provides through the primrose path hypothesis a powerful explanation of alcohol and narcotic addiction It can also be used to explain biological phenomena such as genetic selection and foraging behavior as well as economic decision making [The Cambridge Handbook of Psychology and Economic Behaviour](#) Alan Lewis, 2018-02-15 There has recently been an escalated interest in the interface between psychology and economics The Cambridge Handbook of Psychology and Economic Behaviour is a valuable reference dedicated to improving our understanding of the economic mind and economic behaviour Employing empirical methods including laboratory and field experiments observations questionnaires and interviews the Handbook provides comprehensive coverage of theory and method financial and consumer behaviour the environment and biological perspectives This second edition also includes new chapters on topics such as neuroeconomics unemployment debt behavioural public finance and cutting edge work on fuzzy trace theory and robots cyborgs and consumption With distinguished contributors from a variety of countries and theoretical backgrounds the Handbook is an important step forward in the improvement of communications between the disciplines of psychology and economics that will appeal to academic researchers and graduates in economic psychology and behavioral economics [The Psychology of Economic Decisions](#) Isabelle Brocas, Juan D. Carrillo, 2003 Psychologists have a long tradition of studying human behavior strengths and weaknesses biases and limitations Economists have constructed normative frameworks that capture the most important elements of human decision making and developed powerful tools to determine individual and strategic choices in a variety of situations Only recently have their strengths been combined and economic models enriched with key ingredients found in psychological studies This volume covers four of the most important themes in this interdisciplinary field feelings

inconsistencies limitations and biases Each chapter contributes to a more comprehensive and accurate modelling and description of human behavior Its four parts cover the origins formation and evolution of beliefs consistency commitment and intertemporal separability of dynamic choices attention preference formation and risk evaluation in limited cognition and affective behaviour specifically the role of emotions in decision making **The Oxford Handbook of Offender Decision Making** Wim Bernasco, Henk Elffers, Jean-Louis van Gelder, 2017-05-08

Although the issue of offender decision making pervades almost every discussion of crime and law enforcement only a few comprehensive texts cover and integrate information about the role of decision making in crime The Oxford Handbook of Offender Decision Making provide high quality reviews of the main paradigms in offender decision making such as rational choice theory and dual process theory It contains up to date reviews of empirical research on decision making in a wide range of decision types including not only criminal initiation and desistance but also choice of locations times targets victims methods as well as large variety crimes including homicide robbery domestic violence burglary street crime sexual crimes and cybercrime Lastly it provides in depth treatments of the major methods used to study offender decision making including experiments observation studies surveys offender interviews and simulations Comprehensive and authoritative the Handbook will quickly become the primary source of theoretical methodological and empirical knowledge about decision making as it relates to criminal behavior Consumer Behavior Analysis Donald A. Hantula, Victoria K. Wells, 2014-01-21

Consumption is the primary economic activity in our post industrial society We are consumers not producers Consumer behavior analysis is leading heterodox marketing scholarship and innovative applied behavioral work with much to offer both constituencies This volume shows how consumer behavior analysis fits within a larger scale approach to marketing consumer psychology behavior analysis and organizational behavior management Describing both theoretical analyses and empirical studies including laboratory experiments in e commerce in store experiments in grocery shopping and an analysis of the counterfeit goods market this book is a working example of translational research It contains tools and studies to help understand contemporary consumer behavior particularly for those in marketing Scholars will appreciate the theory and real world applications evident in each chapter when considering their own research direction All students of marketing theory behavior analysis and consumer choice will find this collection a thought provoking tool for further understanding of a new behavioral approach to marketing strategy consumer decisions and marketing firms This book comprises articles originally published in the Journal of Organizational Behavior Management

Forensic Psychological Assessment in Practice Corine de Ruiter, Nancy Kaser-Boyd, 2015-02-20 Forensic Psychological Assessment in Practice Case Studies presents a set of forensic criminal cases as examples of a scientist practitioner model for forensic psychological assessment The cases involve a number of forensic issues such as criminal responsibility violence risk assessment treatment planning and referral to long term forensic care Likewise different types of offenses are covered for example sexual offending arson homicide robbery and domestic violence The authors address a variety of mental

disorders including psychosis posttraumatic stress disorder psychopathy and other personality disorders The book will be useful for novice and experienced forensic psychologists and psychiatrists who are looking for case studies that integrate the most recent empirical evidence with psychological test findings

The Routledge Companion to Consumer Behavior Analysis Gordon R. Foxall, 2015-08-20 The Routledge Companion to Consumer Behavior Analysis provides a unique and eclectic combination of behavioral cognitive and environmental perspectives to illuminate the real world complexities of consumer choice in a marketing oriented economy Edited by a leading authority in the field the contributing authors have created a unique anthology for understanding consumer preference by bringing together the very latest research and thinking in consumer behavior analysis This comprehensive and innovative volume ranges over a broad multi disciplinary perspective from economic psychology behavioral psychology and experimental economics but its chief focus is on the critical evaluation of consumer choice in the natural settings of affluent marketing oriented economies By focussing on human economic and social choices which involve social exchange it explores and reveals the enormous potential of consumer behavior analysis to illuminate the role of modern marketing oriented business organizations in shaping and responding to consumer choice This will be of particular interest to academics researchers and advanced students in marketing consumer behavior behavior analysis social psychology behavioral economics and behavioral psychology

Beyond Common Sense Eugene Borgida, Susan T. Fiske, 2008-04-30 Beyond Common Sense addresses the many important and controversial issues that arise from the use of psychological and social science in the courtroom Each chapter identifies areas of scientific agreement and disagreement and discusses how psychological science advances our understanding of human behavior beyond common sense Features original chapters written by some of the leading experts in the field of psychology and law including Elizabeth Loftus Saul Kassin Faye Crosby Alice Eagly Gary Wells Louise Fitzgerald Craig Anderson and Phoebe Ellsworth The 14 issues addressed include eyewitness identification gender stereotypes repressed memories Affirmative Action and the death penalty Commentaries written by leading social science and law scholars discuss key legal and scientific themes that emerge from the science chapters and illustrate how psychological science is or can be used in the courts

Behavior Analysis and Learning W. David Pierce, Carl D. Cheney, 2013-04-15 Behavior Analysis and Learning Fourth Edition is an essential textbook covering the basic principles in the field of behavior analysis and learned behaviors as pioneered by B F Skinner The textbook provides an advanced introduction to operant conditioning from a very consistent Skinnerian perspective It covers a range of principles from basic respondent conditioning through applied behavior analysis into cultural design Elaborating on Darwinian components and biological connections with behavior the book treats the topic from a consistent worldview of selectionism The functional relations between the organism and the environment are described and their application in accounting for old behavior and generating new behavior is illustrated Expanding on concepts of past editions the fourth edition provides updated coverage of recent literature and the latest findings There is

increased inclusion of biological and neuroscience material as well as more data correlating behavior with neurological and genetic factors The material presented in this book provides the reader with the best available foundation in behavior science and is a valuable resource for advanced undergraduate and graduate students in psychology or other behavior based disciplines In addition a website of supplemental resources for instructors and students makes this new edition even more accessible and student friendly

Addiction as Consumer Choice Gordon Foxall, 2016-02-12 A striking characteristic of addictive behavior is the pursuit of immediate reward at the risk of longer term detrimental outcomes It is typically accompanied by the expression of a strong desire to cease from or at least control consumption that has such consequences followed by lapse further resolution relapse and so on Understood in this way addiction includes substance abuse as well as behavioral compulsions like excessive gambling or even uncontrollable shopping Behavioral economics and neurophysiology provide well worn paths to understanding this behavior and this book regards them as central components of this quest However the specific question it seeks to answer is What part does cognition the desires we pursue and the beliefs we have about how to accomplish them play in explaining addictive behavior The answer is sought in a methodology that indicates why and where cognitive explanation is necessary the form it should take and the outcomes of employing it to understand addiction It applies the Behavioral Perspective Model BPM of consumer choice a tried and tested theory of more routine consumption ranging from everyday product and brand choice through credit purchasing and environmental despoliation to the more extreme aspects of consumption represented by compulsion and addiction The book will advance debate among behavioral scientists cognitive psychologists and other professionals about the nature of economic and social behavior

The New Behaviorism John Staddon, 2021-05-26 This ground breaking book presents a brief history of behaviorism along with a critical analysis of radical behaviorism its philosophy and its applications to social issues This third edition is much expanded and includes a new chapter on experimental method as well as longer sections on the philosophy of behaviorism It offers experimental and theoretical examples of a new approach to behavioral science It provides an alternative philosophical and empirical foundation for a psychology that has rather lost its way The mission of the book is to help steer experimental psychology away from its current undisciplined indulgence in mental life toward the core of science which is an economical description of nature parsimony explain much with little The elementary philosophical distinction between private and public events even biology evolution and animal psychology are all ignored by much contemporary cognitive psychology The failings of radical behaviorism as well as a philosophically defective cognitive psychology point to the need for a new theoretical behaviorism which can deal with problems such as consciousness that have been either ignored evaded or muddled by existing approaches This new behaviorism provides a unified framework for the science of behavior that can be applied both to the laboratory and to broader practical issues such as law and punishment the health care system and teaching

Behavioral Sport Psychology James K. Luiselli, Derek D. Reed, 2011-07-25 Sport psychology is

a topic of growing interest Many professionals read journals such as The International Journal of Sports Journal of Sport Behavior Journal of Applied Sport Psychology Research Quarterly for Exercise and Sport and The Sport Psychologist In August 2008 Monitor on Psychology the monthly publication of the American Psychological Association APA featured a special issue on sport psychology Indeed Division 47 of APA is devoted to the scientific educational and clinical foundations of exercise and sport psychology The North American Society for the Psychology of Sport and Physical Activity NASPSPA and the Association for the Advancement of Applied Sport Psychology AAASP convene conferences each year to present scientific findings and new developments in a rapidly expanding field The AAASP and other organizations also qualify professionals as certified sport and exercise psychology consultants Finally a visit to any bookstore will reveal the lay public's fascination with sports as revealed in numerous self help books and guides to perfecting athletic performance Behavioral psychologists have studied sport psychology for more than three decades Martin Thompson Weinberg Martin Vause Schwartzman 2005 but no book has covered the topic with an emphasis on ABA and CBT methodology and practice Accordingly Behavioral Sport Psychology Evidence Based Approaches to Performance Enhancement is a first of its kind volume

Conceptual Categories and the Structure of Reality: Theoretical and Empirical Approaches Paul M.W. Hackett, 2019-01-21 In this eBook Conceptual Categories and the Structure of Reality the title very well describes the book's content Within the book's pages a selection of academics from a variety of human behaviour human social science and humanities disciplines write about their research all of which can be typified by their consideration of how categories are used to structure understanding of phenomena These authors have considered how reality may be understood through notions such as categorial and structural ontologies part whole relationships mereology the qualitative quantitative and philosophical use of the facet theory approach to research mapping sentences and declarative mapping sentence hermeneutics concepts and constructs similarities and differences The resulting collection presents the foregoing conceptual and empirical approaches to knowledge development in general chapter 1 Phillips and Wislons review of compositional syntax in bird calls chapter 2 neurobehavioral decision systems chapter 4 Foxall representations of human psychological processes chapter 5 Juan Miguel L pez Gil Rosa Gil Roberto Garc a free associations mirroring and its relation to self and world related concepts chapter 6 Martin Ku ka Radek Trnka Ale Anton n Kub na Ji R i ka local knowledge and going beyond the data chapter 7 Steven Phillips categorial etiologies of speech sound disorders chapter 8 Kelly Farquharson similarity of visual appearance chapter 9 Nao Nakatsuji Hisayasu Ihara Takeharu Seno Hiroshi Ito and a consideration of the seminal writing of David Oderberg's on the categorial classification of reality chapter 10 Hackett

Handbook of Developments in Consumer Behaviour Victoria Wells, G. R. Foxall, 2012-01-01 This Handbook examines the area of consumer behaviour from the perspective of current developments and developing areas for the discipline to new opportunities that comprehend the nature of consumer choice and its relationship to marketing Consumer research incorporates perspectives from a spectrum of long established sciences

psychology economics and sociology This Handbook strives to include this multitude of sources of thought adding geography neuroscience ethics and behavioural ecology to this list Encompassing scholars with a passion for researching consumers this Handbook highlights important developments in consumer behaviour research including consumer culture impulsivity and compulsiveness ethics and behavioural ecology It examines evolutionary and neuroscience perspectives as well as consumer choice Undergraduate and postgraduate students and researchers in marketing with interests in consumer behaviour will find this enriching resource invaluable Using Taxes to Reform Health Insurance Henry Aaron, Leonard E.

Burman, 2009-10-01 A Brookings Institution Press and Urban Institute publication Few people realize that one of the nation's largest health programs runs through the tax system Reformers of all stripes propose to modify current tax rules as part of larger programs to increase coverage and control costs Is the current system working Will tax based reforms achieve their goals Several of the nation's foremost experts on taxation and health policy address these questions in Using Taxes to Reform Health Insurance a joint product of the Urban Brookings Tax Policy Center and the American Tax Policy Institute Led by respected economists Henry Aaron of the Brookings Institution and Leonard Burman of the Urban Institute contributors examine the role taxes currently play the likely effects of recently introduced health savings accounts the challenges of administering major subsidies for health insurance through the tax system and options for using the tax system to expand health insurance coverage No taxpayer or consumer of health care services can afford to ignore these issues **Game**

Theory Evolving Herbert Gintis, 2000 The study of strategic action game theory is moving from a formal science of rational behavior to an evolutionary tool kit for studying behavior in a broad array of social settings In this problem oriented introduction to the field Herbert Gintis exposes students to the techniques and applications of game theory through a wealth of sophisticated and surprisingly fun to solve problems involving human and even animal behavior Game Theory Evolving is innovative in several ways First it reflects game theory's expansion into such areas as cooperation in teams networks the evolution and diffusion of preferences the connection between biology and economics artificial life simulations and experimental economics Second the book recognizing that students learn by doing and that most game theory texts are weak on problems is organized around problems and introduces principles through practice Finally the quality of the problems is simply unsurpassed and each chapter provides a study plan for instructors interested in teaching evolutionary game theory Reflecting the growing consensus that in many important contexts outside of anonymous markets human behavior is not well described by classical rationality Gintis shows students how to apply game theory to model how people behave in ways that reflect the special nature of human sociality and individuality This book is perfect for upper undergraduate and graduate economics courses as well as a terrific introduction for ambitious do it yourselfers throughout the behavioral sciences

The Elgar Companion to Consumer Research and Economic Psychology Peter E. Earl, Simon Kemp, 2002-01-01 Presents over 100 specially commissioned entries on important topics in consumer research and economic psychology from

behaviourism and brand loyalty to trust and the psychology of tourism Leading scholars in the fields provide stimulating insights into the area as well as summarising existing knowledge *What does Medial Frontal Cortex Signal During Behavior? Insights from Behavioral Neurophysiology*, 2021-03-28 What does Medial Frontal Cortex Signal During Behavior Insights from Behavioral Neurophysiology Volume 158 addresses and highlights a question that has remained central to cognitive and systems neuroscience since its inception namely what does the medial frontal cortex do With insights from 17 of the fields leading teams of scientists this volume attempts to address this question covering several topics with chapters including What do single unit responses in dorsal anterior cingulate cortex mean Social Processing by the Primate Medial Frontal Cortex Medial frontal cortex and the temporal control of action The midcingulate cortex and temporal integration and more Additional chapters cover The anterior cingulate cortex and event based modulation of autonomic states Integration of value and action in medial prefrontal neural systems Secondary motor cortex broadcasting and biasing animal s decisions through long range circuits The prefrontal cortex in social cognition Representing task strategies in the medial prefrontal cortex Prefrontal contributions to action control in rodents From affective to cognitive processings functional organization of the medial frontal cortex and much more Comprises the perspectives of a diverse array of world leading researchers in medial frontal cortex function Provides the latest theoretical and data based evidence for the function of medial frontal cortex Presents the importance of systems based neuroscience approaches to the understanding of medial frontal cortex function

Addiction Gene M. Heyman, 2010-10-15 In a book sure to inspire controversy Gene Heyman argues that conventional wisdom about addiction that it is a disease a compulsion beyond conscious control is wrong Drawing on psychiatric epidemiology addicts autobiographies treatment studies and advances in behavioral economics Heyman makes a powerful case that addiction is voluntary He shows that drug use like all choices is influenced by preferences and goals But just as there are successful dieters there are successful ex addicts In fact addiction is the psychiatric disorder with the highest rate of recovery But what ends an addiction At the heart of Heyman s analysis is a startling view of choice and motivation that applies to all choices not just the choice to use drugs The conditions that promote quitting a drug addiction include new information cultural values and of course the costs and benefits of further drug use Most of us avoid becoming drug dependent not because we are especially rational but because we loathe the idea of being an addict Heyman s analysis of well established but frequently ignored research leads to unexpected insights into how we make choices from obesity to McMansionization all rooted in our deep seated tendency to consume too much of whatever we like best As wealth increases and technology advances the dilemma posed by addictive drugs spreads to new products However this remarkable and radical book points to a solution If drug addicts typically beat addiction then non addicts can learn to control their natural tendency to take too much **Reflections on Adaptive Behavior** Nancy K. Innis, 2008 The colleagues and former students of John Staddon the last of the Skinnerian behaviourists discuss topics that have been important in his work behavioural

ability and choice memory time and models and behaviourism Contributor R H I Dale from Macquarie University

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