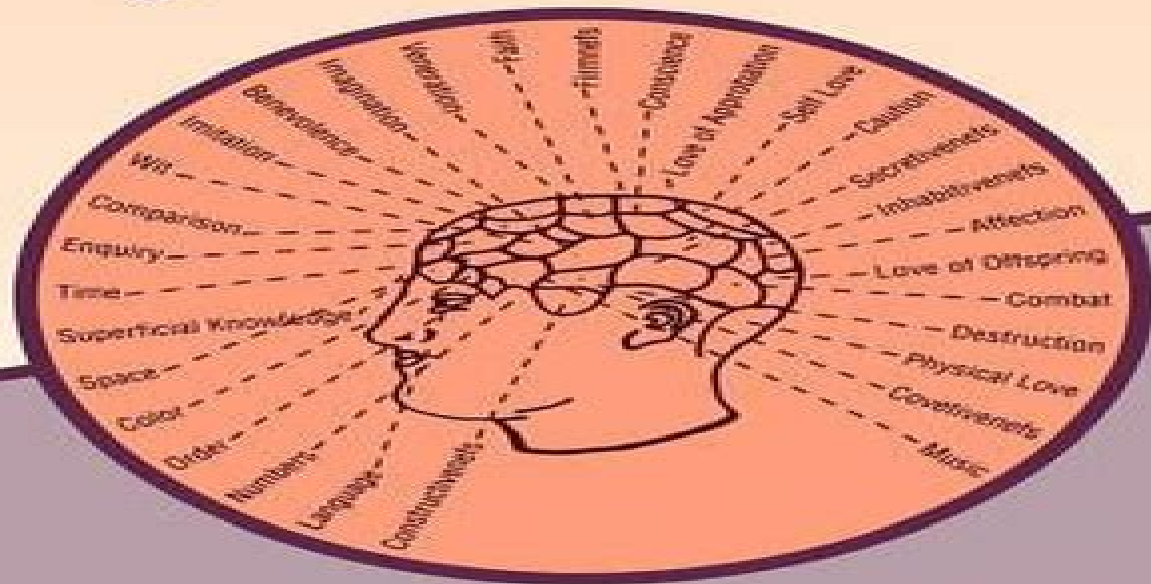


Psychology in Economics and Business

Second, Revised Edition

Gerrit Antonides



Kluwer Academic Publishers

Psychology In Economics And Business An Introduction To Economic Psychology

Nick Wilkinson, Matthias Klaes



Psychology In Economics And Business An Introduction To Economic Psychology:

Psychology in Economics and Business Gerrit Antonides, 2012-12-06 Psychology in Economics and Business is the first textbook in economic psychology that is targeted at students of economics and business administration. It describes the experiments and explains the psychological background associated with the topics. The book presents the state of the art in behavioral economics and economic psychology and their applications to economics and business. The first part organizes economic psychological themes within a common paradigm. The applications belong to a great variety of fields in economic psychology including entrepreneurial behavior, perceptions of price risk, inflation and economic activities, economic socialization, demand theory, attitudes and brand images, decision making and heuristics, economic expectations, well-being, poverty and consumer satisfaction. The second part deals with information processing in a wider sense. The psychological principles of consistency and attribution are dealt with and recent developments in rationality and choice under uncertainty are considered. A chapter on game theory focuses on psychological factors in several social dilemmas. Strategies and tactics in human interaction are dealt with in a chapter on negotiation behavior. The chapter on economic psychological methods deals with the acquisition of knowledge from the observation of economic behavior in reality and in experimental settings.

Psychology in Economics and Business G. Antonides, 2014-03-14 A number of books on economic psychology have appeared in the past few years. The most recent publications are by MacFadyen and MacFadyen 1986, Furnham and Lewis 1986, Lea et al 1987 and Van Raaij et al 1988. Why produce yet another book for this discipline? This question can be answered in various ways. In a sense, this book is the answer in itself. Its presentation of research and theories is innovative in this field, at least to my knowledge. It attempts to structure the many theories emerging in the interdisciplinary science of economic psychology and to explain the background of the research. The second answer is pragmatic. In our introductory course of economic psychology for economics students at Erasmus University Rotterdam, we used several of the above-mentioned books. Our experience with this material is that when preparing our lectures, we had to explain many additional theories and experiments to our students. Furthermore, diagrams, figures and examples had to be culled from other sources or made by ourselves. It is not my intention to run down these publications, since I think they provide an excellent treatment of a number of topics by specialists in economic psychology. The plan for the present book, however, emerged from our need to present an integrated introductory course for our students.

Psychology in Economics and Business G. Antonides, 1996-09-30

Economic Psychology Erich Kirchler, Erik Hoelzl, 2017-11-23 Economic Psychology is the only up-to-date English language textbook that provides a comprehensive overview of theoretical topics in economic psychology and their relevance in applied fields. Written by two leading psychologists, the book looks at how people make decisions on the use of scarce resources in particular money from a psychological perspective. Starting with decision making and lay theories as basic building blocks of economic behaviour, the authors go on to explore three major markets where economic behaviour occurs as an interaction.

between individuals and companies or institutions consumer markets labour markets and financial markets before considering the challenges of collective cooperation and economic prosperity Featuring numerous applied examples throughout each chapter also includes an overview a summary figures key terms student questions and suggestions for further reading This introduction is an essential resource for advanced undergraduate and postgraduate courses on economic psychology behavioural economics and social psychology

Social Psychology and Economics David De Cremer, Marcel Zeelenberg, J. Keith Murnighan, 2013-09-05 This book combines chapters written by leading social psychologists and economists illuminating the developing trends in explaining and understanding economic behavior in a social world It provides insights from both fields communicated by eloquent scholars and demonstrates through recent research and theory how economic behaviors may be more effectively examined using a combination of both fields Social Psychology and Economics comes at a particularly fitting time as a psychological approach to economics has begun to flourish in recent years and papers exploring the intersection of these two disciplines have appeared in peer reviewed journals opening a dynamic dialogue between previously separated fields This volume the first in the Society for Judgment and Decision Making Series since acquired by Psychology Press includes chapters by economists and psychologists It addresses a variety of economic phenomena within a social context such as scarcity and materialism emphasizing the importance of integrating social psychology and economics Social Psychology and Economics is arranged in seven parts that discuss an introduction to the topic preferences utility and choice emotions reciprocity cooperation and fairness social distance challenges to social psychology and economics and collaborative reflections and projections The market for this book is students researchers and professionals in the disciplines of economics psychology business and behavioral decision making Graduate students and upper level undergraduate students will consider it a useful supplemental text

Social Psychology and Economics David De Cremer, Marcel Zeelenberg, J. Keith Murnighan, 2013-09-05 This book combines chapters written by leading social psychologists and economists illuminating the developing trends in explaining and understanding economic behavior in a social world It provides insights from both fields communicated by eloquent scholars and demonstrates through recent research and theory how economic behaviors may be more effectively examined using a combination of both fields Social Psychology and Economics comes at a particularly fitting time as a psychological approach to economics has begun to flourish in recent years and papers exploring the intersection of these two disciplines have appeared in peer reviewed journals opening a dynamic dialogue between previously separated fields This volume the first in the Society for Judgment and Decision Making Series since acquired by Psychology Press includes chapters by economists and psychologists It addresses a variety of economic phenomena within a social context such as scarcity and materialism emphasizing the importance of integrating social psychology and economics Social Psychology and Economics is arranged in seven parts that discuss an introduction to the topic preferences utility and choice emotions reciprocity cooperation and

fairness social distance challenges to social psychology and economics and collaborative reflections and projections The market for this book is students researchers and professionals in the disciplines of economics psychology business and behavioral decision making Graduate students and upper level undergraduate students will consider it a useful supplemental text **Foundations of Economic Psychology** Kazuhisa Takemura,2019-07-26 This book provides an overview of the concept of economic psychology from behavioral and mathematical perspectives and related theoretical and empirical findings Economic psychology is defined briefly as a general term for descriptive theories to explain the psychological processes of microeconomic behaviors and macroeconomic phenomena However the psychological methodology and knowledge of economic psychology have also been applied widely in such fields as economics business administration and engineering and they are expected to become increasingly useful in the future a trend suggested in several eminent scholars studies The book explains the numerous behavioral and mathematical models of economic psychology related to micro and macroeconomic phenomena that have been proposed in the past and introduces new models that are useful to explain human economic behaviors It concludes with speculations about the future of modern economic psychology referring to its connection with fields related to neuroscience such as neuroeconomics which have been developed in recent years Readers require no advanced expertise nonetheless an introductory understanding of psychology business administration and economics and a high school graduate level of mathematics are useful To aid readers each chapter includes a bibliography which can be referred for more details related to economic psychology **Generating Predictability** Christoph Engel,2005-11-17

Human behaviour is infinitely complex the result of thousands of interactions between predispositions external factors and physical and cognitive processes It is also highly unpredictable which makes meaningful social engagement difficult without the aid of some external framework such as that offered by an institution Both formal and informal institutions can provide the element of predictability necessary for successful complex interactions a factor which is often overlooked by institutional analysts and designers Drawing on a wide range of disciplines including psychology economics and sociological and political studies this book develops a coherent and accessible theory for explaining the unpredictability of individual behaviour The author then highlights the danger of institutional reforms undermining the very capacity to generate predictability which is so central to their success This book will appeal to academics researchers and professionals in many fields including management studies behavioural economics and the new interdisciplinary field of institutional design **An Introduction**

to Behavioral Economics Nick Wilkinson,Matthias Klaes,2017-12-16 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

Decisions, Preferences, and Heuristics Pere Mir-Artigues, 2023-08-14 This enlightening book comprehensively maps the current state of economic psychology and behavioural economics Exploring key concepts topics and models in the field it is also a launching pad for future research and provides useful insights on how good personal and professional decisions can be made advancing microeconomic discourse

Economic Psychology and Experimental Economics Simon Kemp, Gabrielle Wall, 2013-08-21 The last ten years have seen an enormous surge of interest in issues that are common to psychology and economics How do people make decisions about economic issues How should they make such decisions Does public policy or regulation succeed in its aim of helping people make these decisions What situations aid cooperation This volume explores some of the ways in which economists and psychologists have tried to answer these questions The authors are an international mix of economists and psychologists and as such they demonstrate a diverse range of approaches to tackling different aspects of these issues This is a frontier area for both psychology and economics and consequently it is relatively free lawless and above all exciting This collection reflects the diversity and energy that characterise this rapidly growing interdisciplinary field This book was originally published as a special issue of New Zealand Economic Papers

Journal of Economic Literature , 1997

Handbook of Economic Psychology W.F. Van Raaij, G.M. van Veldhoven, K.E. Wärneryd, 2013-03-09 The idea to publish a Handbook of Economic Psychology came up as a natural consequence of a discussion concerning appropriate reading material for courses in economic psychology The discussion took place a few years ago in the Department of Economic Psychology at Tilburg University The Netherlands It was noted that there was a surprising lack of collections of pertinent readings to say nothing about the lack of textbooks in the English language So the present editors who had been involved in the discussion decided to start working on a Handbook The situation has changed quite a lot since then There are now a number of books internationally available in the English language in economic psychology or behavioral economics The interest in this field of study is expanding quite impressively The Journal of Economic Psychology is now 1988 in its ninth volume and many other journals are publishing articles in the field The application of psychological theories and methods to economic problems or the study of economic experiences and behavior is variously referred to as economic psychology or behavioral economics While in principle we do not want to overdo the differences between the two we have a feeling that economic psychology has a slightly stronger flavor of psychology than behavioral economics which in its turn seems to be closer to economics Psychologists tend to feel more at home in economic psychology while economists seem to favor behavioral economics

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Chicago,1929 Handbook of Finance, Investment Management and Financial Management Frank J. Fabozzi,2008-08-04 Volume II Investment Management and Financial Management focuses on the theories decisions and implementations aspects associated with both financial management and investment management It discusses issues that dominate the financial management arena capital structure dividend policies capital budgeting and working capital and highlights the essential elements of today s investment management environment which include allocating funds across major asset classes and effectively dealing with equity and fixed income portfolios Incorporating timely research and in depth analysis the Handbook of Finance is a comprehensive 3 Volume Set that covers both established and cutting edge theories and developments in finance and investing Other volumes in the set Handbook of Finance Volume I Financial Markets and Instruments and Handbook of Finance Volume III Valuation Financial Modeling and Quantitative Tools **Decisions, Preferences, and Heuristics** PERE. MIR-ARTIGUES,2024-08-28 This enlightening book comprehensively maps the current state of economic psychology and behavioural economics Exploring key concepts topics and models in the field it is also a launching pad for future research providing useful insights on how to make good personal and professional decisions advancing microeconomic discourse The book lays out how economic decisions are made by answering key questions in the bordering field between economics and psychology Close to the ecological rationality research program it presents the main factors that determine economic choices before exploring the most common algorithms used to concretize economic decisions and the main strategies for altering preferences Chapters focus on the general issues surrounding economic choices such as preferences beliefs emotions and restrictions and on the heuristic algorithms including outstanding social ones applied by people in decision making processes Drawing these elements together the author presents a seminal model combining preferences and heuristics to explain choices in the consumption of goods and services This book will be an invaluable resource for academic and professional economists seeking to deepen their understanding of the psychological dimension of economic decisions It will also be a useful guide for students of economics management and the wider social sciences curious about decision making procedures The Bulletin of the University of Minnesota [Announcements]. University of Minnesota,1925 **Reader's Guide to the Social Sciences** Jonathan Michie,2014-02-03 This 2 volume work includes approximately 1 200 entries in A Z order critically reviewing the literature on specific topics from abortion to world systems theory In addition nine major entries cover each of the major disciplines political economy management and business human geography politics sociology law psychology organizational behavior and the history and development of the social sciences in a broader sense **Understanding Economic Behaviour** Klaus Günter Grunert,Folke Ölander,2012-12-06 may be related to another basic assumption in economic psychology that the human capacity to process information from the environment is limited and that the kind of optimal use of that information postulated in many economic theories is therefore not possible The research methods used are mainly geared towards empirical research and there mostly

towards survey research and experimentation Experimentation involves most often simulated behaviour in a laboratory which allows the experimental manipulation of possible causes of behaviour which would not be possible in real life Survey research is the most widely used instrument for investigating real world behaviour with all its caveats about establishing causal explanations Several introductory books e g Fumham Lea Tarpy van Raaij van Veldhoven Wiswede 1988 have appeared recently which try to give an overview of the field of economic psychology and which in varying degrees demonstrate the three foundations of economic psychology just mentioned Others have concentrated on certain subtopics such as the psychology of the labour market e g Baxter 1988 Pelzmann 1986 Psychology and Behavioral Economics Kai Ruggeri, 2021-09-21 Psychology and Behavioral Economics offers an expert introduction to how psychology can be applied to a range of public policy areas It examines the impact of psychological research for public policymaking in economic financial and consumer sectors in education healthcare and the workplace for energy and the environment and in communications Your energy bills show you how much you use compared to the average household in your area Your doctor sends you a text message reminder when your appointment is coming up Your bank gives you three choices for how much to pay off on your credit card each month Wherever you look there has been a rapid increase in the importance we place on understanding real human behaviors in everyday decisions and these behavioral insights are now regularly used to influence everything from how companies recruit employees through to large scale public policy and government regulation But what is the actual evidence behind these tactics and how did psychology become such a major player in economics Answering these questions and more this team of authors working across both academia and government present this fully revised and updated reworking of Behavioral Insights for Public Policy This update covers everything from how policy was historically developed to major research in human behavior and social psychology to key moments that brought behavioral sciences to the forefront of public policy Featuring over 100 empirical examples of how behavioral insights are being used to address some of the most critical challenges faced globally the book covers key topics such as evidence based policy a brief history of behavioral and decision sciences behavioral economics and policy evaluation all illustrated throughout with lively case studies Including end of chapter questions a glossary and key concept boxes to aid retention as well as a new chapter revealing the work of the Canadian government s behavioral insights unit this is the perfect textbook for students of psychology economics public health education and organizational sciences as well as public policy professionals looking for fresh insight into the underlying theory and practical applications in a range of public policy areas

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