THE NISPACEE JOURNAL OF PUBLIC ADMINISTRATION AND POLICY, Vol. XII, No. 2, WINTER 2019/2020 10.2478/nispa-2019-0018







# Bounded Rationality of Individual Action in the Consumption of Public Goods

Beáta Mikušová Meričková<sup>1</sup>, Nikoleta Jakuš Muthová<sup>2</sup>

#### Abstract

In order to gain a better understanding of human behaviour, Economics seeks to work with other disciplines such as Psychology, Sociology, or Anthropology (Behavioural Economics). Unlike neoclassical economic theory, behavioural economics does not assume a rational individual. On the contrary, it focuses on an irrational (bounded rational) individual while revealing what really influences his decision and his actions in order to respond more adequately to public needs, increasing the efficiency of public-service provision. The aim of the paper is to investigate the factors of willingness to pay for public services. The willingness of individuals to pay depends on factors such as affection and sympathy, conviction, compassion, regret, respect, warm glow, commitment to society, appreciation, invitation to participation, fundraising method and tax policy. The significance of the research conclusions lies in initiating a new perspective on the possibilities of securing public services.

#### Key words:

Factors; MINDSPACE concept; public goods; public services; willingness to pay.

JEL classification: C93, D12, D64, H41

#### Introduction

How much would we ask for the distribution of leaflets? How much are we willing to pay for a cup of coffee? The answer to these questions does not take long. Let us say we are willing to pay a maximum of €1 for a cup of coffee. It is likely that most people will respond roughly the same way. Does that mean we all like coffee the

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# **Rationality And Public Goods**

**Howard Margolis** 

### **Rationality And Public Goods:**

Rationality and Public Goods Hannu Nurmi, 1977 **Collective Rationality and Collective Reasoning** Christopher McMahon, 2001-08-06 This book examines the issue of rational cooperation especially cooperation between people with conflicting moral commitments The first part considers how the two main aspects of cooperation the choice by a group of a particular cooperative scheme and the decision by each member to contribute to that scheme can be understood as guided by reason The second part explores how the activity of reasoning itself can take a cooperative form The book is distinctive in offering an account of what people can accomplish by reasoning together of the role of deliberation in democratic decision making and of the negotiation of the proper use of concepts Presenting for the first time a detailed analysis of the general problem of cooperation and collective reasoning between people with different moral commitments this book will be of particular interest to philosophers of the social sciences and to students in political science sociology and economics Cambridge Press Politics and Rationality William James Booth, Patrick James, Hudson Meadwell, 1993 A collection of outstanding scholarship applying rational choice theory to three principal fields of political inquiry comparative politics international relations and political philosophy Rationality and Commitment Fabienne Peter, Hans Bernhard Schmid, 2007-12-13 Rational choice theory forms the core of the economic approach to human behaviour It is also the most influential philosophical account of practical rationality Yet there are persistent controversies about the scope of rational choice theory in philosophy and increasingly in economics as well A leading critic is the philosopher and Nobel Laureate economist Amartya Sen who put forward a trenchant critique of rational choice theory in his seminal paper Rational Fools Sen emphasizes the importance of commitment those aspects of human behavior which dispose individuals to co operate follow norms and identify with others He argues that rational choice theory cannot accommodate commitment and demands a more adequate account of rationality The question of how to account for the rationality of commitment is very much an open issue and if anything even more pressing today than when Sen first raised it In Rationality and Commitment thirteen leading philosophers and economists discuss Sen s claims and propose their own answers to the question of how to account for the rationality of committed action The volume concludes with a specially written reply by Sen in which he responds to his critics and provides a rich commentary on the preceding essays The Rationality Of Political Protest Karl-dieter Opp, 2019-09-16 The authors systematically apply rational choice theory in order to suggest hypotheses about political protest They test these hypotheses by means of surveys and compare their rational choice hypotheses with competing hypotheses Rationality Steven Pinker, 2022-09-27 NEW YORK TIMES BESTSELLER In our uncertain age which can so often feel so dark and disturbing Steven Pinker has distinguished himself as a voice of positivity New York Times Can reading a book make you more rational Can it help us understand why there is so much irrationality in the world Steven Pinker author of Enlightenment Now Bill Gates s new favorite book of all time answers all the questions here Today humanity is

reaching new heights of scientific understanding and also appears to be losing its mind How can a species that developed vaccines for Covid 19 in less than a year produce so much fake news medical quackery and conspiracy theorizing Pinker rejects the cynical clich that humans are simply irrational cavemen out of time saddled with biases fallacies and illusions After all we discovered the laws of nature lengthened and enriched our lives and set out the benchmarks for rationality itself We actually think in ways that are sensible in the low tech contexts in which we spend most of our lives but fail to take advantage of the powerful tools of reasoning we ve discovered over the millennia logic critical thinking probability correlation and causation and optimal ways to update beliefs and commit to choices individually and with others These tools are not a standard part of our education and have never been presented clearly and entertainingly in a single book until now Rationality also explores its opposite how the rational pursuit of self interest sectarian solidarity and uplifting mythology can add up to crippling irrationality in a society Collective rationality depends on norms that are explicitly designed to promote objectivity and truth Rationality matters It leads to better choices in our lives and in the public sphere and is the ultimate driver of social justice and moral progress Brimming with Pinker's customary insight and humor Rationality will enlighten The Encyclopedia of Public Choice Charles Rowley, Friedrich Schneider, 2004-07-06 The inspire and empower Encyclopedia provides a detailed and comprehensive account of the subject known as public choice However the title would not convey sufficiently the breadth of the Encyclopedia's contents which can be summarized better as the fruitful interchange of economics political science and moral philosophy on the basis of an image of man as a purposive and responsible actor who pursues his own objectives as efficiently as possible This fruitful interchange between the fields outlined above existed during the late eighteenth century during the brief period of the Scottish Enlightenment when such great scholars as David Hume Adam Ferguson and Adam Smith contributed to all these fields and more However as intell tual specialization gradually replaced broad based scholarship from the m nineteenth century onwards it became increasingly rare to find a scholar making major contributions to more than one Once Alfred Marshall defined economics in neoclassical terms as a n row positive discipline the link between economics political science and moral philosophy was all but severed and economists redefined their role into that of the humble dentist providing technical economic information as inputs to improve the performance of impartial benevolent and omniscient governments in their attempts to promote the public interest This indeed was the dominant view within an economics profession that had become besotted by the economics of John Maynard Keynes and Paul Samuelson immediately following the end of the Second World War **Altruism and Social Capital** Armida Salvati, 2008 TABLE OF CONTENTS CHAPTER I UTILITY AND INTEREST Introduction 5 1 1 Utility and Interest 6 1 2 Rationality and public goods 7 1 3 A quantitative determination of the group and a collective undertaking 8 1 4 The prisoner's dilemma and the dominant strategy 10 1 5 Dimension of the groups and selective incentives 13 CHAPTER II FOR AN UNORTHODOX THEORY OF RATIONALITY Introduction 17 2 1 Freedom of choice and freedom of the mode of choice 20

2 2 Strategic rationality and parametric rationality 23 2 3 Cooperative solutions to the prisoner dilemma 25 2 3 1 Evolutionary emergence of cooperation 25 2 3 2 Cooperation as a dynamic process 26 2 3 3 Does being altruistic pay 27 2 4 Sub intentional causality 28 2 4 1 Convince yourself to believe Pascal 29 2 4 2 Force yourself to be coherent Cartesius 29 2 4 3 Endogenous change of the preferences 30 2 4 4 Temporarily incoherent preferences 31 2 5 Super intentional causality 32 2 6 How to explain altruism 32 2 6 1 Altruism and the social environment 33 2 7 Altruism as a by product 37 2 8 Is altruism rational 39 Conclusions 40 CHAPTER III COLLECTIVE ACTION AND THE THEORY OF MOVEMENT Introduction 45 3 1 Mobilization of resources and relative privation 45 3 2 The Identity theory 46 3 3 Identity and loyalty two models compared 47 3 4 Identity and recognition 48 3 5 Private happiness and public happiness 50 3 6 Identity and contract 51 3 7 Conditions of cooperation 53 3 8 Strategy and identity 54 CHAPTER IV SOCIAL CAPITAL AS A RESOURCE FOR COLLECTIVE ACTION 4 1 For a definition of social capital 57 4 2 Form and genesis of social capital 59 CHAPTER V SEARCHING FOR LOST ALTRUISM 5 1 Anti utilitarianism 63 5 2 Altruism and social capital 70 Bibliography 79 *Predictably Rational?* Richard B. McKenzie, 2009-10-21 Mainstream economists everywhere exhibit an irrational passion for dispassionate rationality Behavioral economists and long time critic of mainstream economics suggests that people in mainstream economic models can think like Albert Einstein store as much memory as IBM s Big Blue and exercise the will power of Mahatma Gandhi suggesting that such a view of real world modern homo sapiens is simply wrongheaded Indeed Thaler and other behavioral economists and psychology have documented a variety of ways in which real world people fall far short of mainstream economists idealized economic actor perfectly rational homo economicus Behavioral economist Daniel Ariely has concluded that real world people not only exhibit an array of decision making frailties and biases they are predictably irrational a position now shared by so many behavioral economists psychologists sociologists and evolutionary biologists that a defense of the core rationality premise of modedrn economics is demanded Political Science Revitalized Michael Haas, 2017-07-28 Political science has been described as a jigsaw puzzle with many specializations and subfields that do not talk to one another This book offers a solution that will advance the field from mid level theory to engage in cross fertilization through metatheoretical paradigms The book begins with a history of political science from the nineteenth century to the present followed by a paradigmatic history of political science including 6 metatheories in the pre behavioral era 12 in the behavioral era and the 4 major and several minor paradigms being developed today The book advances the goal of David Easton by proposing a neobehavioral political science including multimethodological innovations cross testing of paradigms and tenets of a new political science that can rise to become a truly theoretical science Each paradigm is diagramed to demonstrate the key concepts and their causal interconnections Political Science Revitalized Filling the Jigsaw Puzzle with Paradigms poses an exciting and provocative argument for the future of the vast field of political science Cognition and Extended Rational Choice Howard Margolis, 2007-10-17 This new book by Howard Margolis demonstrates how an account of widely discussed

topics from tipping points in social choice to cognitive illusions and experimental anomalies can be brought within a coherent framework Rational Choice Itzhak Gilboa, 2012-08-17 A nontechnical concise and rigorous introduction to the rational choice paradigm focusing on basic insights applicable in fields ranging from economics to philosophy This book offers a rigorous concise and nontechnical introduction to some of the fundamental insights of rational choice theory It draws on formal theories of microeconomics decision making games and social choice and on ideas developed in philosophy psychology and sociology Itzhak Gilboa argues that economic theory has provided a set of powerful models and broad insights that have changed the way we think about everyday life He focuses on basic insights of the rational choice paradigm the general conceptualization rather than a particular theory that survive recent and well justified critiques of economic theory s various failures Gilboa explains the main concepts in language accessible to the nonspecialist offering a nonmathematical guide to some of the main ideas developed in economic theory in the second half of the twentieth century Chapters cover feasibility and desirability utility maximization constrained optimization expected utility probability and statistics aggregation of preferences games and equilibria free markets and rationality and emotions Online appendixes offer additional material including a survey of relevant mathematical concepts **Reactive Risk and Rational Action** Carol A. Heimer, 2023-04-28 This title is part of UC Press s Voices Revived program which commemorates University of California Press s mission to seek out and cultivate the brightest minds and give them voice reach and impact Drawing on a backlist dating to 1893 Voices Revived makes high quality peer reviewed scholarship accessible once again using print on demand technology This title was originally published in 1985 Rational Empires Leo J. Blanken, 2012-04-09 The nineteenth century marked the high point of imperialism when tsarist Russia expanded to the Pacific and the sun was said never to set on the British Empire Imperialism remains a perennial issue in international relations today and nowhere is this more evident than in the intensifying competition for global resources Leo J Blanken explains imperialism through an analysis of the institutions of both the expanding state and its targets of conquest While democratic states favoring free trade generally resort to imperialism only to preempt aggressive rivals or when they have reason to believe another state s political institutions will not hold up when making bargains authoritarian states tend toward imperialism because they don't stand to benefit from free trade The result is three distinct strategies toward imperialism actors fighting over territory actors peaceably dividing territory among themselves and actors refraining from seizing territory altogether Blanken examines these dynamics through three case studies the scramble for Africa the unequal treaties imposed on Qing Dynasty China and the evolution of Britain s imperial policy in India By separating out the different types of imperialism Blanken provides insight into its sources as well as the potential implications of increased competition in the current international arena Rational Choice Andrew Hindmoor, Brad Taylor, 2017-09-16 Assuming no prior knowledge this widely used and critically acclaimed text provides a clear introduction to and uniquely fair minded assessment of Rational Choice approaches The substantially revised updated

and extended new edition includes more substantial coverage of game theory collective action revisionist public choice and the use of rational choice in International Relations The Rational Choice Controversy Jeffrey Friedman, 1996-01-01 Pathologies of Rational Choice Theory a book written by Donald Green and Ian Shapiro and published in 1994 excited much controversy among political scientists and promoted a dialogue among them that was printed in a double issue of the journal Critical Review in 1995 This new book reproduces thirteen essays from the journal written by senior scholars in the field along with an introduction by the editor of the journal Jeffrey Friedman and a rejoinder to the essays by Green and Shapiro The scholars who include John Ferejohn Morris P Fiorina Stanley Kelley Jr Robert E Lane Peter C Ordeshook Norman Schofield and Kenneth A Shepsle criticize agree with or build on the issues raised by Green and Shapiro's critique Together the essays provide an interesting and accessible way of focusing on competing approaches to the study of politics and the Dharma, Discourse, and Destiny: A Rational Blueprint for a Hindu Rashtra KHRITISH social sciences SWARGIARY,2025-07-01 **Rational Choice Theory** Lina Eriksson,2011-10-18 Few approaches in political science have generated so much controversy as rational choice theory Some claim that the approach has made political science scientific Its critics argue that it involves unrealistic assumptions about individual behaviour While its tenets and benefits remain the subject of heated debate rational choice theory is now established as a core approach in political science and one that is vital for contemporary students of the discipline to understand With an impressive degree of clarity the book introduces the philosophical foundations the methodology and the key issues of rational choice theory It shows how the approach has been constructively used to explain political phenomena and also reflects more broadly on how theories are developed and used in political science Balanced and insightful this important new text gives a nuanced and elegant evaluation of the potential and limits of rational choice theory Theoretical Sociology Jonathan H. Turner, 2012-10-11 Written by award winning scholar Jonathan Turner Theoretical Sociology 1830 to the Present covers new and emerging aspects of sociological theory and examines the significant contributions of both modern and founding theorists Nine sections present detailed analyses of key theories and paradigms including functionalism evolutionary theory conflict theory critical theory exchange theory interactionist theory and structuralism Despite the in depth discussions of theorists and their contributions to the field the text is concise and focused a perfect resource for readers seeking to develop a deeper understanding of contemporary and classical sociological theory Organizing for Collective Action David Knoke, 2019-01-15 Organizing for Collective Action investigates the political and economic behaviors of national associations including trade associations professional societies labor unions and public interest groups It focuses upon the ways that these organizations acquire resources and allocate them to various collective actions particularly for member services public relations and political action This analysis is structured around three broad theoretical paradigms for collective action 1 the problem of societal integration which concerns the ways that people are tied to organizations and the ways that organizations connect their members with the

larger society 2 the problem of organizational governance which considers how individuals become unified collectivities capable of acting in a coordinated manner and 3 the problem of public policy influence which involves interactions among public and private interest groups to formulate the binding decisions under which we all must live

### Reviewing Rationality And Public Goods: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is truly astonishing. Within the pages of "**Rationality And Public Goods**," an enthralling opus penned by a very acclaimed wordsmith, readers set about an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve into the book is central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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