

COGNITIVE PROCESSES

PERCEPTION

ATTENTION

MEMORY

LANGUAGE



Cognitive Processes And Economic Behavior

Alessandro Innocenti, Angela Sirigu



Cognitive Processes And Economic Behavior:

Cognitive Processes and Economic Behaviour Marcello Basili, Nicola Dimitri, ITZHAK GILBOA, 2012-12-06 In recent years the understanding of the cognitive foundations of economic behavior has become increasingly important This volume contains contributions from such leading scholars as Adam Brandenburger Michael Bacharach and Patrick Suppes It will be of great interest to academics and researchers involved in the field of economics and psychology as well as those interested in political economy more generally

Personality and Cognition in Economic Decision Making Aurora García-Gallego, Manuel I. Ibáñez, Nikolaos Georgantzis, 2017-08-22 Psychologists studying cognitive processes and personality have increasingly benefited from the wealth of theory methodology and decision making paradigms used in economics and game theory Similarly for the economists personality traits and basic cognitive processes offer a set of coherent explanatory constructs in economic behavior Given the debate on preference invariance and behavioral consistency across contexts and domains the papers in this topic shed light on the existence and effect of stable sets of idiosyncratic features on economic decision making While the effects of personality and cognition on economic decisions remain under explored the papers contributed in this topic offer more than a stimulus for further research The general message could be that personality and cognitive processes offer the stable idiosyncratic ground on which individual decisions are made

Social and Economic Factors in Decision Making under Uncertainty Kinga Posadzy, 2017-11-16 The objective of this thesis is to improve the understanding of human behavior that goes beyond monetary rewards In particular it investigates social influences in individual s decision making in situations that involve coordination competition and deciding for others Further it compares how monetary and social outcomes are perceived The common theme of all studies is uncertainty The first four essays study individual decisions that have uncertain consequences be it due to the actions of others or chance The last essay in turn uses the advances in research on decision making under uncertainty to predict behavior in riskless choices The first essay *Fairness Versus Efficiency How Procedural Fairness Concerns Affect Coordination* investigates whether preferences for fair rules undermine the efficiency of coordination mechanisms that put some individuals at a disadvantage The results from a laboratory experiment show that the existence of coordination mechanisms such as action recommendations increases efficiency even if one party is strongly disadvantaged by the mechanism Further it is demonstrated that while individuals behavior does not depend on the fairness of the coordination mechanism their beliefs about people s behavior do The second essay *Dishonesty and Competition Evidence from a stiff competition environment* explores whether and how the possibility to behave dishonestly affects the willingness to compete and who the winner is in a competition between similarly skilled individuals We do not find differences in competition entry between competitions in which dishonesty is possible and in which it is not However we find that due to the heterogeneity in propensity to behave dishonestly around 20% of winners are not the best performing individuals This implies that the efficient allocation of resources cannot be ensured in a stiff

competition in which behavior is unmonitored The third essay Tracing Risky Decision Making for Oneself and Others The Role of Intuition and Deliberation explores how individuals make choices under risk for themselves and on behalf of other people The findings demonstrate that while there are no differences in preferences for taking risks when deciding for oneself and for others individuals have greater decision error when choosing for other individuals The differences in the decision error can be partly attributed to the differences in information processing individuals employ more deliberative cognitive processing when deciding for themselves than when deciding for others Conducting more information processing when deciding for others is related to the reduction in decision error The fourth essay The Effect of Decision Fatigue on Surgeons Clinical Decision Making investigates how mental depletion caused by a long session of decision making affects surgeon s decision to operate Exploiting a natural experiment we find that surgeons are less likely to schedule an operation for patients who have appointment late during the work shift than for patients who have appointment at the beginning of the work shift Understanding how the quality of medical decisions depends on when the patient is seen is important for achieving both efficiency and fairness in health care where long shifts are popular The fifth essay Preferences for Outcome Editing in Monetary and Social Contexts compares whether individuals use the same rules for mental representation of monetary outcomes e g purchases expenses as for social outcomes e g having nice time with friends Outcome editing is an operation in mental accounting that determines whether individuals prefer to first combine multiple outcomes before their evaluation integration or evaluate each outcome separately segregation I find that the majority of individuals express different preferences for outcome editing in the monetary context than in the social context Further while the results on the editing of monetary outcomes are consistent with theoretical predictions no existing model can explain the editing of social outcomes

Psychology And The Economic Mind Robert L Leahy, PhD,2002-10-21 This book elaborates on a multidimensional model of decision making that applies to how individuals make mundane decisions Decisions about pursuing relationships exercise work or anything where people might have to invest time or behavioral effort are examples The author utilizes cognitive developmental theory to understand how children and adolescents make sense of economic inequality This modern portfolio theory model of decision making applies economic concepts to everyday life and may help us understand why individuals differ in their willingness to take risks It also contributes to our knowledge of personality disorders such as depression and mania For Further Information Please Click Here [*Behavioral Economics and Smart Decision-Making* Ankal Ahluwalia,2025-01-03](#) The illustrations in this book are created by Team Educohack Behavioral Economics and Smart Decision Making explores the modern approach to economics emphasizing the impact of psychology and human behavior We delve into various theories within this field including Prospect Theory measurement principles and heuristics and biases Our book also discusses how behavioral management modernizes traditional management practices Designed to enhance understanding this book is an essential resource for anyone interested in the intersection of economics and psychology

Cognitive Processes in Choice and Decision Behavior Thomas S. Wallsten, 2024-05-01 Decision theory is a uniquely interdisciplinary field of study with contributions from economics statistics mathematics philosophy operations research and psychology The 1970s had seen important changes in research on behavioral decision theory in terms of a shift from a reliance on economic and statistical models to an emphasis on concepts drawn from cognitive psychology Originally published in 1980 *Cognitive Processes in Choice and Decision Behavior* contains papers that explore the reasons why these changes had come about and discuss the future directions to which they pointed It was clear at the time that research in behavioral decision theory was changing dramatically The chapters in this book represent a good assessment of the reasons the changes were coming about and some of the merits and problems of the directions in which it was moving Today it can be read in its historical context

Routledge Handbook of Behavioral Economics Roger Frantz, Shu-Heng Chen, Kurt Dopfer, Floris Heukelom, Shabnam Mousavi, 2016-08-05 There is no doubt that behavioral economics is becoming a dominant lens through which we think about economics Behavioral economics is not a single school of thought but representative of a range of approaches and uniquely this volume presents an overview of them The wide spectrum of international contributors each provides an exploration of a central approach aspect or topic in behavioral economics Taken together the whole volume provides a comprehensive overview of the subject which considers both key developments and future possibilities Part One presents several different approaches to behavioural economics including George Katona Ken Boulding Harvey Leibenstein Vernon Smith Herbert Simon Gerd Gigerenzer Daniel Kahneman and Richard Thaler This section looks at the origins and development of behavioral economics and compares and contrasts the work of these scholars who have been so influential in making this area so prominent Part Two presents applications of behavioural economics including nudging heuristics emotions and morality behavioural political economy education and economic innovation The *Routledge Handbook of Behavioral Economics* is ideal for advanced economics students and faculty who are looking for a complete state of the art overview of this dynamic field

Behavioral and neuroscientific analysis of economic decision making in animals Tobias Kalenscher, Marijn Van Wingerden, The experimental analysis of animal behavior has a rich tradition in psychology behavioral ecology and many other scientific branches dedicated to the study of decision making However it has never enjoyed a similar popularity in economics This has recently changed with the dawn of neuroeconomics a discipline combining the analytic and experimental tools of psychology and economics with the technologies available in neuroscience to unravel the neurobiological mechanisms underlying economic behavior Since many of the sophisticated neuroscientific techniques can only be used on animals neuroeconomists have come up with a large and ever growing repertoire of animal models to probe economic decision making Besides the value of using animals as model systems to emulate human economic behavior the discipline of animal economic decision making exists in its very own right an abundance of animal species at various evolutionary stages show behavior that complies with many of the predictions of economic theory whilst at the same time

demonstrating violations of optimal choice models that are reminiscent of similar anomalies found in human behavior Hence the analysis of animal choice does not only offer insights into the evolutionary origins of economic decision making it also testifies that the analysis of animal behavior is a convenient economical and sound way to test competing economic decision models in optimally controlled experimental environments to probe their neural implementation and to yield common denominators in choice behavior In short economic theory provides more than just an alternative language to describe animal psychology its combination with biology psychology and neuroscience gives way to synergy effects that open up new venues for studying economic choice In this special issue we would like to gather the latest results from this cross disciplinary topic address the overlap and discrepancies in the neurobiology of economic decision making found between species and identify the challenges that lie ahead in translating results from species to species and ultimately to humans The exclusive focus on non human animals makes this Research Topic unique and distinct from previous special issues which covered a broader range of matters and subjects in the neurobiological analysis of decision making

Organization and Economic Behavior Anna Grandori,2001 Presents all the basic elements of organizational theory and behaviour Different approaches are analysed with a strong focus on intergrating sociological psychological and economic contributors to the subject

Handbook of Contemporary Behavioral Economics Morris Altman, Offering the comprehensive articulation of behavioral economics theory this book includes coverage of critical areas such as the Economic Agent Context and Modeling Decision Making Experiments and Implications Labor Issues Household and Family Issues Life and Death Taxation Ethical Investment and Tipping and more

What is Social and Embodied About Situated Embodied Social Cognition?

Current Issues and Perspectives Lionel Brunel,Nicolas Morgado,Francois Quesque,Oulmann Zerhouni,Claudia Gianelli,2020-09-11 This eBook is a collection of articles from a Frontiers Research Topic Frontiers Research Topics are very popular trademarks of the Frontiers Journals Series they are collections of at least ten articles all centered on a particular subject With their unique mix of varied contributions from Original Research to Review Articles Frontiers Research Topics unify the most influential researchers the latest key findings and historical advances in a hot research area Find out more on how to host your own Frontiers Research Topic or contribute to one as an author by contacting the Frontiers Editorial Office frontiersin.org about contact

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Cognitive Economics Paul

Bourgine, Jean-Pierre Nadal, 2013-03-20 The social sciences study knowing subjects and their interactions A cognitive turn based on cognitive science has the potential to enrich these sciences considerably Cognitive economics belongs within this movement of the social sciences It aims to take into account the cognitive processes of individuals in economic theory both on the level of the agent and on the level of their dynamic interactions and the resulting collective phenomena This is an ambitious research programme that aims to link two levels of complexity the level of cognitive phenomena as studied and tested by cognitive science and the level of collective phenomena produced by the economic interactions between agents Such an objective requires cooperation not only between economists and cognitive scientists but also with mathematicians physicists and computer scientists in order to renew study and simulate models of dynamical systems involving economic agents and their cognitive mechanisms The hard core of classical economics is the General Equilibrium Theory based on the optimising rationality of the agent and on static concepts of equilibrium following a point of view systemised in the framework of Game Theory The agent is considered rational if everything takes place as if he was maximising a function representing his preferences his utility function

Neuroscience and the Economics of Decision Making Alessandro Innocenti, Angela Sirigu, 2012 In the last two decades there has been a flourishing research carried out jointly by economists psychologists and neuroscientists This meltdown of competences has led towards original approaches to investigate the mental and cognitive mechanisms involved in the way the economic agent collects processes and uses information to make choices This research field involves a new kind of scientist trained in different disciplines familiar in managing experimental data and with the mathematical foundations of decision making The ultimate goal of this research is to open the black box to understand the behavioural and neural processes through which humans set preferences and translate these behaviours into optimal choices This volume intends to bring forward new results and fresh insights into this matter

Handbook of Neuroscience for the Behavioral Sciences, Volume 2 Gary G. Berntson, John T. Cacioppo, 2009-10-12 As technology has made imaging of the brain noninvasive and inexpensive nearly every psychologist in every subfield is using pictures of the brain to show biological connections to feelings and behavior Handbook of Neuroscience for the Behavioral Sciences Volume II provides psychologists and other behavioral scientists with a solid foundation in the increasingly critical field of neuroscience Current and accessible this volume provides the information they need to understand the new biological bases research tools and implications of brain and gene research as it relates to psychology

Journal of Economic Literature, 2005 **The Cognitive Basis of Institutions** Shinji Teraji, 2018-02-16 The Cognitive Basis of Institutions A Synthesis of Behavioral and Institutional Economics synthesizes modern research in behavioral economics with traditional institutional economics This work emphasizes that institution and agent are inextricably linked and that both cognitive and institutional processes coalesce to influence human decision making It integrates cognition and institution through the behavioral economics theoretical lens of bounded rationality Methodologically it develops game theoretical complexity and neuroeconomic

solutions to unite study of the two areas The work concludes by proposing general implications for the economic study of decisions using the cognitive institutional approach also providing specific recommendations for public policy Reveals how institutional structures and individual actions interact and coevolve cognitively Connects individual decision making decision making processes and institutional formation Unites our understanding of cooperative prosocial behavior with the institutional dynamics that may create it Discusses the implications of the behavioral institutional paradigm for paternalism and libertarianism in public policy *Journal of Economic Behavior & Organization* ,1994 *Neuroeconomics, Judgment, and Decision Making* Evan A. Wilhelms, Valerie F. Reyna, 2014-07-11 This volume explores how and why people make judgments and decisions that have economic consequences and what the implications are for human well being It provides an integrated review of the latest research from many different disciplines including social cognitive and developmental psychology neuroscience and neurobiology and economics and business The book has six areas of focus historical foundations cognitive consistency and inconsistency heuristics and biases neuroeconomics and neurobiology developmental and individual differences and improving decisions Throughout the contributors draw out implications from traditional behavioral research as well as evidence from neuroscience In recent years neuroscientific methods have matured beyond being simply correlational and descriptive into theoretical prediction and explanation and this has opened up many new areas of discovery about economic behavior that are reviewed in the book In the final part there are applications of the research to cognitive development individual differences and the improving of decisions The book takes a broad perspective and is written in an accessible way so as to reach a wide audience of advanced students and researchers interested in behavioral economics and related areas This includes neuroscientists neuropsychologists clinicians psychologists developmental social and cognitive economists and other social scientists legal scholars and criminologists professionals in public health and medicine educators evidence based practitioners and policy makers **Handbook of Behavioral Economics: Behavioral microeconomics** Benjamin Gilad, Stanley Kaish, 1986

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