

Political Science 580  
Spring 2014  
Friday 1:00 pm

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### **Experimental Design and Social Behavior**

This course is an introduction to Experimental Design and Social Behavior. You will be reading in a number of different fields. Keep an open mind. The course will be focused on problems of collective choice, collective action, cooperation and social preference. The course will also focus on experimental designs.

#### *Course Requirements:*

The course will be run as a seminar. A seminar means that you will be treated as a "junior colleague." *Everyone* is expected to contribute to discussion. As a consequence, completing the reading prior to each class meeting is mandatory. This will enable you to ask questions of material that is unclear (and some of it will be) and to force the members of the seminar (including the instructor) to keep on the ball.

To help you think carefully about the material, I am requiring that you write, *each week*, a 2-3 page memorandum covering one of the readings. The memorandum should do 4 things. First, it should outline the main point to the book/article. Second, it should indicate how this book/article fits with the others that were assigned for this week. Third it should detail what is useful or flawed in the experiment. Fourth it should detail any extension you argue is worthwhile. Because we meet on Friday afternoons and I would love to see the memos *before* class, the memos are due on Thursday at 1:00 pm. The memo should be emailed to me. I will try to comment on your memos prior to class. In order to make this course run smoothly *everyone* must turn his or her work in on time! Stragglers will be regarded with ill humor.

You will also be required to design an experiment. The design will be reported as a research paper. I expect that you will have a question, you will have reviewed the appropriate literature, you will detail your design, you will invent data for tables and figures that you think are likely to come from your design and you will have a conclusion. The experiment will also be conducted on other members of the class, so this means that you will have all of your materials prepared so as to conduct the experiment. Your paper topic/experiment will be worked out in advance with the instructor.

#### *Books.*

The following will be useful to own for this class:

Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science."  
Cambridge: Cambridge University Press

- Gerber and Green. (2012). "Field Experiments: Design, Analysis and Interpretation."  
New York: W. W. Norton and Company
- Morton and Williams. (2010). "Experimental Political Science and the Study of  
Causality: From Nature to the Lab." Cambridge: Cambridge University Press
- Mutz. (2011). "Population-Based Survey Experiments." Princeton: Princeton University  
Press

The following can be helpful if you decide you want to work in this arena.

- Friedman and Sunder. (1994). "Experimental Methods : A Primer for Economists."  
London: Cambridge University Press
- Webster and Sell. (2007). "Laboratory Experiments in the Social Sciences." San Diego,  
CA: Elsevier. (A new edition should be out by the end of the year)
- Kagel and Roth. (1995). "The Handbook of Experimental Economics." Princeton, NJ:  
Princeton University Press (This is out of date, but a second edition will be  
coming out in the next year.)

*Grading:*

Grading is straightforward.

Paper	40%
Memorandum	40%
Class Participation	20%

*Course Outline:*

The following represents a reading list (in progress) for the semester. The management reserves the right to change the menu. I'll keep things updated on Owlspage, so check it for up-to-date readings. The supplemental readings are for your personal edification. Some might be interesting and I continually add things to the list.

**January 17 (Week 1)**  
**Introduction.**

**January 24 (Week 2)**  
**Methods 1.**

Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science."  
Cambridge: Cambridge University Press. Chapters 1, 6-9.

Morton and Williams. (2010). "Experimental Political Science and the Study of Causality: From Nature to the Lab." Cambridge: Cambridge University Press. Chapters 1-6

*Suggested:*

Camerer and Hogarth. (1999). "The Effects of Financial Incentives in Experiments: A Review and Capital-Labor-Production Framework." *Journal of Risk and Uncertainty* **19** (1-3): 7-42.

Camerer. (1997). "Progress in Behavioral Game Theory." *Journal of Economic Perspectives* **11** (4): 167-188.

Cook and Campbell. (1979). "Quasi-Experimentation: Design and Analysis Issues for Field Settings." Boston, MA: Houghton Mifflin. Chapters 1-3.

Eckel and Wilson. (2006). "Internet Cautions: Experimental Games with Internet Partners." *Experimental Economics* **9** (1): 53-66.

Holt and Goeree. (2001). "Ten Little Treasures of Game Theory, and Ten Intuitive Contradictions." *American Economic Review* **91** (5): 1402-1422.

McDermott. (2002). "Experimental Methods in Political Science." *Annual Review of Political Science* **5**: 31-61.

Ostrom. (1998). "A Behavioral Approach to the Rational Choice Theory of Collective Action." *American Political Science Review* **92** (1): 1-22.

Schotter. (2006). "Strong and Wrong: The Use of Rational Choice Theory in Experimental Economics." *Journal of Theoretical Politics* **18** (4): 498-511.

Smith. (1982). "Microeconomic Systems as an Experimental Science." *American Economic Review* **72** (5): 923-955.

Smith. (2010). "Theory and Experiment: What Are the Questions?" *Journal of Economic Behavior and Organization* **73** (1): 3-15.

**January 31 (Week 3)**

**Methods 2.**

Gerber and Green. (2012). "Field Experiments: Design, Analysis and Interpretation." New York: W. W. Norton and Company. Chapters 1-4.

Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science." Cambridge: Cambridge University Press. Chapters 31-35.

Sekhon and Titiunik. (2012). "When Natural Experiments Are Neither Natural nor Experiments." *American Political Science Review* **106** (1): 35-57.

*Suggested:*

Erikson and Stoker. (2011). "Caught in the Draft: The Effects of Vietnam Draft Lottery Status on Political Attitudes." *American Political Science Review* **105** (2): 221-237.

Healy and Malhotra. (2010). "Random Events, Economic Losses, and Retrospective Voting: Implications for Democratic Competence: Research Note." *Quarterly Journal of Political Science* **5** (2): 193-208.

Malesky and Samphantharak. (2008). "Predictable Corruption and Firm Investment: Evidence from a Natural Experiment and Survey of Cambodian Entrepreneurs." *Quarterly Journal of Political Science* **3** (3): 227-267.

## February 7 (Week 4)

### Methods 3.

Morton and Williams. (2010). "Experimental Political Science and the Study of Causality: From Nature to the Lab." Cambridge: Cambridge University Press. Chapters 7-15.

Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science." Cambridge: Cambridge University Press. Chapters 2-5.

Henrich, Joseph, Steven J. Heine, and Ara Norenzayan. (2010) "The Weirdest People in the World?" *Behavioral and Brain Sciences* **33** (2-3): 61-83.

McDermott. (2013). "The Ten Commandments of Experiments." *PS: Political Science and Politics* **46** (3): 605-610.

### Suggested

Camerer and Hogarth. (1999). "The Effects of Financial Incentives in Experiments: A Review and Capital-Labor-Production Framework." *Journal of Risk and Uncertainty* **19** (1-3): 7-42.

Fehr, et al. ("Do High Stakes and Competition Undermine Fair Behaviour? Evidence from Russia." *Journal of Economic Behavior & Organization* (forthcoming).

Humphreys, Macartan, Raul Sanchez de la Sera, and Peter van der Windt. (2013) "Fishing, Commitment, and Communication: A Proposal for Comprehensive Nonbinding Research Registration." *Political Analysis* **21** (1): 1-20.

Lee. (2008). "Randomized Experiments from Non-Random Selection in U.S. House Elections." *Journal of Econometrics* **142** (2): 675-697.

Stoker. (2010). "Exploring the Promise of Experimentation in Political Science: Micro-Foundational Insights and Policy Relevance." *Political Studies* **58** (2): 300-319.

Vissers, et al. (2012). "The Impact of Mobilization Media on Off-Line and Online Participation: Are Mobilization Effects Medium-Specific?" *Social Science Computer Review* **30** (2): 152-169.

## February 14 (Week 5)

### Voting Experiments and Spatial Committees

Dal Bo, et al. (2010). "Institutions and Behavior: Experimental Evidence on the Effects of Democracy." *American Economic Review* **100** (5): 2205-2229.

Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science." Cambridge: Cambridge University Press. Chapters 25-27

Fiorina and Plott. (1978). "Committee Decisions under Majority Rule: An Experimental Study." *American Political Science Review* **72** (2): 575-598.

- Haney, et al. (1992). "Advice and Consent: Unitary Actors, Advisory Models and Experimental Tests." *Journal of Conflict Resolution* **36** (4): 603-633.
- Levine and Palfrey. (2007). "The Paradox of Voter Participation? A Laboratory Study." *American Political Science Review* **101** (1): 143-158.
- Wilson. (2007). "Voting and Agenda Setting in Political Science and Economics." *Laboratory Experiments in the Social Sciences*: 433-457. San Diego, CA: Elsevier

*Suggested:*

- Bianco, et al. (2006). "'A Theory Waiting to Be Discovered and Used': A Reanalysis of Canonical Experiments on Majority Rule Decision Making." *Journal of Politics* **68** (4): 837-850.
- Cabrales, et al. (2012). "It Is Hobbes, Not Rousseau: An Experiment on Voting and Redistribution." *Experimental Economics* **15** (2): 278-308.
- Casella. (2011). "Agenda Control as a Cheap Talk Game: Theory and Experiments with Storable Votes." *Games and Economic Behavior* **72** (1): 46-76.
- Crosson, et al. (2004). "'Social Poker' - a Laboratory Test of Predictions from Club Theory." *Rationality And Society* **16** (2): 225-248.
- Dasgupta, et al. (2008). "Coordinated Voting in Sequential and Simultaneous Elections: Some Experimental Evidence." *Experimental Economics* **11** (4): 315-335.
- Dellis, et al. (2011). "Multiple Votes, Ballot Truncation and the Two-Party System: An Experiment." *Social Choice and Welfare* **37** (2): 171-200.
- Eavey and Miller. (1984). "Fairness in Majority Rule Games with a Core." *American Journal of Political Science* **28**: 570-586.
- Eavey. (1991). "Patterns of Distribution in Spatial Games." *Rationality and Society* **3**: 450-474.
- Eavey and Miller. (1995). "Subcommittee Agenda Control." *Journal Of Theoretical Politics* **7** (2): 125-156.
- Eavey. (1996). "Preference-Based Stability: Experiments on Competitive Solutions to Majority Rule Games,." *Collective Decision Making: Social Choice and Political Economy*,.
- Eckel and Holt. (1989). "Strategic Voting in Agenda-Controlled Committee Experiments." *American Economic Review* **79** (4): 763-773.
- Endersby. (1993). "Rules of Method and Rules of Conduct: An Experimental Study on Two Types of Procedure and Committee Behavior." *Journal of Politics* **55** (1): 218-236.
- Goeree and Yariv. (2011). "An Experimental Study of Collective Deliberation." *Econometrica* **79** (3): 893-921.
- Grelak and Koford. (1997). "A Re-Examination of the Fiorina-Plott and Eavey Voting Experiments: How Much Do Cardinal Payoffs Influence Outcomes?" *Journal Of Economic Behavior & Organization* **32** (4): 571-589.
- Guarnaschelli, et al. (2000). "An Experimental Study of Jury Decision Rules." *American Political Science Review* **94** (2): 407-423.
- Herzberg and Wilson. (1988). "Results on Sophisticated Voting in an Experimental Setting." *Journal of Politics* **50** (2): 471-486.

- Herzberg and Wilson. (1991). "Costly Agendas and Spatial Voting Games: Theory and Experiments on Agenda Access Costs." *Experimentation in Political Science*. Ann Arbor, MI: University of Michigan Press
- Hizen, et al. (2013). "An Experimental Test of a Committee Search Model." *European Economic Review* **61**: 59-76.
- King. (1994). "An Experimental Investigation of Super Majority Voting Rules - Implications for the Financial Accounting Standards Board." *Journal Of Economic Behavior & Organization* **25** (2): 197-217.
- Krehbiel. (1986). "Sophisticated and Myopic Behavior in Legislative Committees: An Experimental Study." *American Journal of Political Science* **30** (3): 542-561.
- Laing and Slotznick. (1983). "Winners, Blockers, and the Status Quo: Simple Collective Decision Games and the Core." *Public Choice* **40** (3): 263-279.
- Marchese and Montefiori. (2011). "Strategy Versus Sincerity in Mean Voting." *Journal of Economic Psychology* **32** (1): 93-102.
- Mattes. (2012). "What Happens When a Candidate Doesn't Bark? "Cursed" Voters and Their Impact on Campaign Discourse." *Journal of Politics* **74** (2): 369-382.
- McKelvey and Ordeshook. (1981). "Experiments on the Core - Some Disconcerting Results for Majority-Rule Voting Games." *Journal Of Conflict Resolution* **25** (4): 709-724.
- McKelvey and Ordeshook. (1984). "An Experimental Study of the Effect of Procedural Rules on Committee Behavior." *Journal of Politics* **46** (1): 182-205.
- McKelvey. (1990). "A Decade of Experimental Research on Spatial Models of Elections and Committees." *Advances in the Spatial Theory of Voting*. Cambridge: Cambridge University Press
- Ordeshook and Schwartz. (1987). "Agendas and the Control of Political Outcomes." *American Political Science Review* **81** (1): 179-199.
- Ordeshook and Palfrey. (1988). "Agendas, Strategic Voting, and Signaling with Incomplete Information." *American Journal of Political Science* **32** (2): 441-466.
- Plott and Levine. (1978). "A Model of Agenda Influence on Committee Decisions." *American Economic Review* **68** (1): 146-160.
- Smirnov. (2009). "Endogenous Choice of Amendment Agendas: Types of Voters and Experimental Evidence." *Public Choice* **141** (3-4): 277-290.
- Tomz and Van Houweling. (2008). "Candidate Positioning and Voter Choice." *American Political Science Review* **102** (3): 303-318.
- Valdini. (2012). "A Deterrent to Diversity: The Conditional Effect of Electoral Rules on the Nomination of Women Candidates." *Electoral Studies* **31** (4): 740-749.
- Walker, et al. (2000). "Collective Choice in the Commons: Experimental Results on Proposed Allocation Rules and Votes." *Economic Journal* **110** (460): 212-234.
- Wilson. (1986). "Forward and Backward Agenda Procedures: Committee Experiments on Structurally Induced Equilibrium." *Journal of Politics* **48** (2): 390-409.
- Wilson and Herzberg. (1987). "Negative Decision Powers and Institutional Equilibrium: Experiments on Blocking Coalitions." *Western Political Quarterly* **40** (4): 593-609.
- Wilson and Pearson. (1987). "Evidence of Sophisticated Voting in a Committee Setting: Theory and Experiments." *Quality and Quantity* **21**: 255-273.

Yuval. (2002). "Sophisticated Voting under the Sequential Voting by Veto." *Theory And Decision* **53** (4): 343-369.

**February 21 (Week 6)**  
**Priming and Framing**

- Druckman, et al. (2011). "Cambridge Handbook of Experimental Political Science." Cambridge: Cambridge University Press. Chapters 10-12, 14, 23
- Chong and Druckman. (2013). "Counterframing Effects." *Journal of Politics* **75** (1): 1-16.
- Druckman, et al. (2012). "A Source of Bias in Public Opinion Stability." *American Political Science Review* **106** (2): 430-454.

*Suggested.*

- Bizer, et al. (2011). "Exploring the Valence-Framing Effect: Negative Framing Enhances Attitude Strength." *Political Psychology* **32** (1): 59-80.
- Boudreau. (2012). "Greater Than the Sum of Their Parts? When Combinations of Institutions Improve Citizens' Decisions." *Journal of Theoretical Politics* **24** (1): 90-109.
- Carter, et al. (2011). "A Single Exposure to the American Flag Shifts Support toward Republicanism up to 8 Months Later." *Psychological Science* **22** (8): 1011-1018.
- Messer, et al. (2013). "Context Effects in a Negatively Framed Social Dilemma Experiment." *Environmental and Resource Economics* **55** (3): 387-405.
- Mulligan and Habel. (2011). "An Experimental Test of the Effects of Fictional Framing on Attitudes." *Social Science Quarterly* **92** (1): 79-99.
- Nownes. (2012). "An Experimental Investigation of the Effects of Celebrity Support for Political Parties in the United States." *American Politics Research* **40** (3): 476-500.
- Veer, et al. (2010). "If Kate Voted Conservative, Would You? The Role of Celebrity Endorsements in Political Party Advertising." *European Journal of Marketing* **44** (3-4): 436-450.

**February 28 (Week 7)**  
**Survey Experiments**

- Mutz. (2011). "Population-Based Survey Experiments." Princeton: Princeton University Press. Chapters 1-9.

*Suggested:*

- Anduiza, et al. (2013). "Turning a Blind Eye: Experimental Evidence of Partisan Bias in Attitudes toward Corruption." *Comparative Political Studies* **46** (12): 1664-1692.
- Baldwin. (2013). "Why Vote with the Chief? Political Connections and Public Goods Provision in Zambia." *American Journal of Political Science* **57** (4): 794-809.



- Conroy-Krutz. (2013). "Information and Ethnic Politics in Africa." *British Journal of Political Science* **43**: 345-373.
- Groenendyk. (2012). "Justifying Party Identification: A Case of Identifying with the "Lesser of Two Evils"." *Political Behavior* **34** (3): 453-475.
- Jackson. (2011). "Priming the Sleeping Giant: The Dynamics of Latino Political Identity and Vote Choice." *Political Psychology* **32** (4): 691-716.
- Lauderdale. (2013). "Does Inattention to Political Debate Explain the Polarization Gap between the Us Congress and Public?" *Public Opinion Quarterly* **77**: 2-23.
- Matland and Tezcur. (2011). "Women as Candidates: An Experimental Study in Turkey." *Politics & Gender* **7** (3): 365-390.
- Parkin. (2010). "Taking Late Night Comedy Seriously How Candidate Appearances on Late Night Television Can Engage Viewers." *Political Research Quarterly* **63** (1): 3-15.
- Weaver. (2012). "The Electoral Consequences of Skin Color: The "Hidden" Side of Race in Politics." *Political Behavior* **34** (1): 159-192.

**March 7 (Week 8)**  
**Spring Break**

**March 14 (Week 9)**  
**Field Experiments**

- Gerber and Green. (2012). "Field Experiments: Design, Analysis and Interpretation." New York: W. W. Norton and Company. Chapters 5-13.
- Broockman and Butler. (2011). "Do Politicians Racially Discriminate against Constituents? A Field Experiment on State Legislators." *American Journal of Political Science* **55** (3): 463-477.
- Bond, et al. (2012). "A 61-Million-Person Experiment in Social Influence and Political Mobilization." *Nature* **489** (7415): 295-298.
- Gerber, et al. (2008). "Social Pressure and Voter Turnout: Evidence from a Large-Scale Field Experiment." *American Political Science Review* **102** (1): 33-48.

*Suggested:*

- Arceneaux and Nickerson. (2009). "Who Is Mobilized to Vote? A Re-Analysis of 11 Field Experiments." *American Journal of Political Science* **53** (1): 1-16.
- Bailard. (2012). "A Field Experiment on the Internet's Effect in an African Election: Savvier Citizens, Disaffected Voters, or Both?" *Journal of Communication* **62** (2): 330-344.
- Butler and Nickerson. (2011). "Can Learning Constituency Opinion Affect How Legislators Vote? Results from a Field Experiment." *Quarterly Journal of Political Science* **6** (1): 55-83.
- Costa and Kahn. (2013). "Energy Conservation "Nudges" and Environmentalist Ideology: Evidence from a Randomized Residential Electricity Field Experiment." *Journal of the European Economic Association* **11** (3): 680-702.

- Davenport. (2010). "Public Accountability and Political Participation: Effects of a Face-to-Face Feedback Intervention on Voter Turnout of Public Housing Residents." *Political Behavior* **32** (3): 337-368.
- Fafchamps and Vicente. (2013). "Political Violence and Social Networks: Experimental Evidence from a Nigerian Election." *Journal of Development Economics* **101**: 27-48.
- Fujiwara and Wantchekon. (2013). "Can Informed Public Deliberation Overcome Clientelism? Experimental Evidence from Benin." *American Economic Journal: Applied Economics* **5** (4): 241-255.
- Gerber, et al. (2009). "Does the Media Matter? A Field Experiment Measuring the Effect of Newspapers on Voting Behavior and Political Opinions." *American Economic Journal: Applied Economics* **1** (2): 35-52.
- Gerber, et al. (2010). "Party Affiliation, Partisanship, and Political Beliefs: A Field Experiment." *American Political Science Review* **104** (4): 720-744.
- Gerber, et al. (2013). "Do Perceptions of Ballot Secrecy Influence Turnout? Results from a Field Experiment." *American Journal of Political Science* **57** (3): 537-551.
- Hock, et al. (2013). "Invitation Phone Calls Increase Attendance at Civic Meetings: Evidence from a Field Experiment." *Public Administration Review* **73** (2): 221-228.
- Ichino and Schundeln. (2012). "Deterring or Displacing Electoral Irregularities? Spillover Effects of Observers in a Randomized Field Experiment in Ghana." *Journal of Politics* **74** (1): 292-307.
- Malesky, et al. (2012). "The Adverse Effects of Sunshine: A Field Experiment on Legislative Transparency in an Authoritarian Assembly." *American Political Science Review* **106** (4): 762-786.
- Nickerson and Rogers. (2010). "Do You Have a Voting Plan? Implementation Intentions, Voter Turnout, and Organic Plan Making." *Psychological Science* **21** (2): 194-199.
- Panagopoulos. (2011). "Social Pressure, Surveillance and Community Size: Evidence from Field Experiments on Voter Turnout." *Electoral Studies* **30** (2): 353-357.
- Panagopoulos. (2011). "Timing Is Everything? Primacy and Recency Effects in Voter Mobilization Campaigns." *Political Behavior* **33** (1): 79-93.
- Panagopoulos. (2013). "Positive Social Pressure and Prosocial Motivation: Evidence from a Large-Scale Field Experiment on Voter Mobilization." *Political Psychology* **34** (2): 265-275.
- Panagopoulos. (2013). "Extrinsic Rewards, Intrinsic Motivation and Voting." *Journal of Politics* **75** (1): 266-280.
- Pande. (2011). "Can Informed Voters Enforce Better Governance? Experiments in Low-Income Democracies." *Annual Review of Economics, Vol 3* **3**: 215-237.
- Parry, et al. (2012). "The Impact of Petition Signing on Voter Turnout." *Political Behavior* **34** (1): 117-136.
- Phillips, et al. (2008). "Confirmation and the Effects of Valenced Political Advertising: A Field Experiment." *Journal of Consumer Research* **34** (6): 794-806.
- Rutchick. (2010). "Deus Ex Machina: The Influence of Polling Place on Voting Behavior." *Political Psychology* **31** (2): 209-225.

Vicente and Wantchekon. (2009). "Clientelism and Vote Buying: Lessons from Field Experiments in African Elections." *Oxford Review of Economic Policy* **25** (2): 292-305.

**March 21 (Week 10)**  
**PD and Dictamatum**

- Ahn, et al. (2009). "Reputation and Cooperation in Voluntary Exchanges: Comparing Local and Central Institutions." *Journal of Politics* **71** (2): 1-16.
- Bahry and Wilson. (2006). "Confusion or Fairness in the Field? Rejections in the Ultimatum Game under the Strategy Method." *Journal of Economic Behavior & Organization* **60** (1): 37-54.
- Eckel and Grossman. (1998). "Are Women Less Selfish Than Men?: Evidence from Dictator Games." *The Economic Journal* **108** (448): 726-735.
- Guth, et al. (1982). "An Experimental Analysis of Ultimatum Bargaining." *Journal of Economic Behavior and Organization* **3** (4): 367-388.
- Henrich, et al. (2006). "Costly Punishment across Human Societies." *Science* **312** (5781): 1767.
- Whitt and Wilson. (2007). "The Dictator Game, Fairness and Ethnicity in Postwar Bosnia." *American Journal of Political Science* **51** (3): 655-668.
- Wilson. (2010). "The Contribution of Behavioral Economics to Political Science." *Annual Review of Political Science* **14**: 201-223.

*Suggested:*

- Ahn, et al. (2008). "Endogeneous Group Formation." *Journal of Public Economic Theory* **10** (2): 171-194.
- Abbink, et al. (2000). "The Moonlighting Game - an Experimental Study on Reciprocity and Retribution." *Journal of Economic Behavior & Organization* **42** (2): 265-277.
- Ahn, et al. (2007). "Asymmetric Payoffs in Simultaneous and Sequential Prisoner's Dilemma Games." *Public Choice* **132** (3-4): 353-366.
- Andrade and Ho. (2008). "Gaming Emotions." University of California, Berkeley
- Andreoni and Blanchard. (2006). "Testing Subgame Perfection Apart from Fairness in Ultimatum Games." *Experimental Economics* **9** (4): 307-321.
- Andreoni and Vesterlund. (2001). "Which Is the Fair Sex? Gender Differences in Altruism." *Quarterly Journal of Economics* **116** n1: 293-312.
- Andreoni, et al. (2003). "What Do Bargainers' Preferences Look Like? Experiments with a Convex Ultimatum Game." *American Economic Review* **93** (3): 672-685.
- Bardsley. (2008). "Dictator Game Giving: Altruism or Artefact?" *Experimental Economics* **11** (2): 122-133.
- Ben-Ner, et al. (2004). "Reciprocity in a Two-Part Dictator Game." *Journal of Economic Behavior & Organization* **53** (3): 333.

- Ben-Ner, et al. (2004). "Share and Share Alike? Gender-Pairing, Personality, and Cognitive Ability as Determinants of Giving." *Journal of Economic Psychology* v25 n5: 581-589.
- Benenson, et al. (2007). "Children's Altruistic Behavior in the Dictator Game." *Evolution and Human Behavior* 28 (3): 168-175.
- Bereby-Meyer and Niederle. (2005). "Fairness in Bargaining." *Journal of Economic Behavior & Organization* 56 (2): 173-186.
- Bethwaite and Tompkinson. (1996). "The Ultimatum Game and Non-Selfish Utility Functions." *Journal of Economic Psychology* 17 (2): 259-271.
- Binmore and Samuelson. (2006). "The Evolution of Focal Points." *Games and Economic Behavior* 55 (1): 21-42.
- Blount and Larrick. (2000). "Framing the Game: Examining Frame Choice in Bargaining." *Organizational Behavior and Human Decision Processes* 81 (1): 43-71.
- Blount. (1995). "When Social Outcomes Aren't Fair: The Effects of Causal Attributions on Preferences." *Organizational Behavior and Human Decision Processes* 63 (2): 131-144.
- Bo. (2005). "Cooperation under the Shadow of the Future: Experimental Evidence from Infinitely Repeated Games." *American Economic Review* 95 (5): 1591-1604.
- Bohnet and Frey. (1999). "The Sound of Silence in Prisoner's Dilemma and Dictator Games." *Journal of Economic Behavior & Organization* 38 (1): 43-57.
- Bohnet and Kübler. (2005). "Compensating the Cooperators: Is Sorting in the Prisoner's Dilemma Possible?" *Journal of Economic Behavior & Organization* 56 (1): 61-76.
- Bolton and Katok. (1998). "An Experimental Test of the Crowding out Hypothesis: The Nature of Beneficent Behavior." *Journal of Economic Behavior & Organization* 37 (3): 315-331.
- Bolton and Zwick. (1995). "Anonymity Versus Punishment in Ultimatum Bargaining." *Games and Economic Behavior* 10 (1): 95-121.
- Bolton, et al. (1998). "Dictator Game Giving: Rules of Fairness Versus Acts of Kindness." *International Journal of Game Theory* 27 (2): 269-299.
- Bolton, et al. (2005). "Cooperation among Strangers with Limited Information About Reputation." *Journal of Public Economics* 89 (8): 1457-1468.
- Boone, et al. (2008). "Subtle Social Cues, Explicit Incentives and Cooperation in Social Dilemmas." *Evolution and Human Behavior* 29 (3): 179-188.
- Bosch-Domenech, et al. (2007). "Social Capabilities in Alzheimer's Patients."
- Bottazzi and Devetag. (2007). "Competition and Coordination in Experimental Minority Games." *Journal of Evolutionary Economics* 17 (3): 241-275.
- Branas-Garza, et al. (2006). "'If He Really Needs It': Gypsy Fairness in Vallecas." *Experimental Economics* 9 (3): 253-264.
- Branas-Garza, et al. (2007). "Response Time under Monetary Incentives: The Ultimatum Game." 8. Friedrich-Schiller-University and the Max Planck Institute of Economics
- Branas-Garza. (2006). "Poverty in Dictator Games: Awakening Solidarity." *Journal of Economic Behavior and Organization* v60 n3: 306-320.

- Brandstatter and Guth. (2002). "Personality in Dictator and Ultimatum Games." *Central European Journal of Operations Research* v10 n3: 191-215.
- Brandstatter and Konigstein. (2001). "Personality Influences on Ultimatum Bargaining Decisions." *European Journal of Personality* 15: S53-S70.
- Brandt and Sigmund. (2006). "The Good, the Bad and the Discriminator - Errors in Direct and Indirect Reciprocity." *Journal of Theoretical Biology* 239 (2): 183-194.
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## March 28 (Week 11)

### Trust

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**April 4 (Week 12)**  
**Midwest Meeting**

**April 11 (Week 13)**  
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**April 25 (Week 15)**

Conclusion