

July 1, 2022

SOME SUGGESTED READING

Dear Campers:

This letter includes suggested readings that you can do before or during the Summer Institute. If you are not familiar with a topic, we recommend that you look at related readings before that session. Some of the talks will assume familiarity with the basics and classics in behavioral economics.

Thanks,

David and Matthew

Suggested Readings

Some volumes that may prove useful:

- *The Winner's Curse* (Thaler)
- *Choices, Values, and Frames* (edited by Kahneman and Tversky)
- *Choice Over Time* (edited by Elster and Loewenstein)
- *Quasi-Rational Economics* (by Thaler)
- *Advances in Behavioral Economics* (edited by Camerer, Loewenstein, and Rabin)
- *The Handbook of Behavioral Economics, Volume 1 and Volume 2* (edited by Bernheim, DellaVigna, and Laibson; almost all of the chapters from both volumes are posted as pre-publication pdfs on each of the chapter's authors' web pages, so there is no need to buy the volumes themselves. For example, the behavioral IO chapter, which is coauthored by Paul Heidhues and Botond Köszegi, can be found on each of their respective web pages.

Some articles/chapters we recommend you read if you haven't come across them already:

Charness, Gary and Matthew Rabin. "[Understanding Social Preferences with Simple Tests](#)," *Quarterly Journal of Economics* 117(3), August 2002, pp. 817-869.

Chetty, Raj, "[Behavioral Economics and Public Policy: A Pragmatic Perspective](#)," *American Economic Review* 105(5): 1-33, 2015.

Cohen, Jonathan, Keith Marzilli Ericson, David Laibson, John Myles White. "Measuring Time Preferences." *Journal of Economic Literature*, 58:2, June 2020, pp. 299-347.

DellaVigna, Stefano, "[Psychology and Economics: Evidence from the Field](#)," *Journal of Economic Literature*, June 2009.

Gabaix, Xavier and David Laibson (2006). "[Shrouded Attributes, Consumer Myopia, and Information Suppression in Competitive Markets](#)." *Quarterly Journal of Economics* 121(2): 505-540.

- Kahneman, Daniel and Amos Tversky. "[Prospect Theory: An Analysis of Decision under Risk](#)," *Econometrica*, March 1979, 47(2), pp. 263-291.
- Kőszegi, Botond and Matthew Rabin, "[A Model of Reference-Dependent Preferences](#)," *Quarterly Journal of Economics*, November 2006, 121(4), pp. 1133-1165.
- Laibson, David. "[Golden Eggs and Hyperbolic Discounting](#)," *Quarterly Journal of Economics*, May 1997, 112(2), pp. 443-477. ABE
- O'Donoghue, Ted and Matthew Rabin. "[Doing It Now or Later](#)," *American Economic Review*, March 1999, 89(1), pp. 103-124. ABE
- Rabin, Matthew, "[An Approach to Incorporating Psychology into Economics](#)," *American Economic Review*, 103, May 2013.
- Rabin, Matthew, "[Incorporating Limited Rationality into Economics](#)," *Journal of Economic Literature*, 51, June 2013.
- Rabin, Matthew, "[Psychology and Economics](#)," *Journal of Economic Literature*, March 1998.
- Rabin, Matthew. "[Risk Aversion and Expected-Utility Theory: A Calibration Theorem](#)," *Econometrica*, September 2000, 68(5), pp. 1281-1292.
- Simmons, Joseph P., Leif D. Nelson and Uri Simonsohn, "[False-Positive Psychology: Undisclosed Flexibility in Data Collection and Analysis Allows Presenting Anything as Significant](#)," *Psychological Science*, November 2011.
- Thaler, Richard. "[Mental Accounting Matters](#)," *Journal of Behavioral Decision Making*, September 1999, 12(3), pp. 183-206. Reprinted in *Choices, Values, and Frames*.