Literature

Papers suitable for student presentations are marked with an asterisk.

*General Reading:*


1. Default effects and paternalism


2. *Reference dependence and endowment effects*


3. **Prosocial Behavior and Charitable Giving**


Dana, Jason D., Daylian M. Cain, and Robyn M. Dawes. 2006. What you don’t know won’t hurt me: Costly (but quiet) exit in dictator games. *Organizational Behavior and Human Decision Processes*, 100(2): 193-201.


4. **Self-control and willpower**


Prelec, D., and Simester, D., Always leave home without it: A further investigation of the credit-card effect on willingness to pay. Marketing Letters, 12:1, 5-12.


5. Limited attention and role of context


6. Experience


