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Morris Altman, PhD

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McGill Graduate Program and Director
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Handbook of Behavioural Economics and Smart Decision-Making Morris Altman, 2017-05-26 This Handbook is a unique and original contribution of over thirty chapters on behavioural economics examining and addressing an important stream of research where the starting assumption is that decision makers are for the most part relatively smart or rational This particular approach is in contrast to a theme running through much contemporary work where individuals' behaviour is deemed irrational biased and error prone often due to how people are hardwired In the smart people approach where errors or biases occur and when social dilemmas arise more often than not improving the decision making environment can repair these problems without hijacking or manipulating the preferences of decision makers This book covers a wide range of themes from micro to macro including various sub disciplines within economics such as economic psychology heuristics fast and slow thinking neuroeconomics experiments the capabilities approach institutional economics methodology nudging ethics and public policy

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Handbook of Research Methods in

Behavioural Economics Morris Altman,2023-03-02 This comprehensive Handbook addresses a wide variety of methodological approaches adopted and developed by behavioural economists exploring the implications of such innovations for analysis and policy

Behavioural Economics and Finance Michelle Baddeley,2018-10-17 Behavioural economics and behavioural finance are rapidly expanding fields that are continually growing in prominence While orthodox economic models are built upon restrictive and simplifying assumptions about rational choice and efficient markets behavioural economics offers a robust alternative using insights and evidence that rest more easily with our understanding of how real people think choose and decide This insightful textbook introduces the key concepts from this rich interdisciplinary approach to real world decision making This new edition of Behavioural Economics and Finance is a thorough extension of the first edition including updates to the key chapters on prospect theory heuristics and bias time and planning sociality and identity bad habits personality moods and emotions behavioural macroeconomics and well being and happiness It also includes a number of new chapters dedicated to the themes of incentives and motivations behavioural public policy and emotional trading Using pedagogical features such as chapter summaries and revision questions to enhance reader engagement this text successfully blends economic theories with cutting edge multidisciplinary insights This second edition will be indispensable to anyone interested in how behavioural economics and finance can inform our understanding of consumers and businesses decisions and choices It will appeal especially to undergraduate and graduate students but also to academic researchers public policy makers and anyone interested in deepening their understanding of how economics psychology and sociology interact in driving our everyday decision making

Smart Economic Decision-Making in a Complex World Morris Altman,2020-05-22 Smart Economic Decision Making in a Complex World is a fresh and reality based perspective on decision making with significant implications for analysis self understanding and policy The book examines the conditions under which smart people generate outcomes that improve their place of work their household and society Within this work the curious reader will find interesting open questions on many fascinating areas of current economic debate including the role of realistic assumptions robust model building understanding how and when non neoclassical behavior is best practice why the assumption of smart decision makers is best to understand and explain our economies and societies and under what conditions individuals can make the best possible choices for themselves and society at large Additional sections cover when and how efficiency is achieved why inefficiencies can persist when and how consumer welfare is maximized and what benchmarks should be used to determine efficiency and rationality Makes the case for smart and rational decision making as a context dependent rational process that is framed by socio cultural environment and conditioned by institutional capacities Explains how incorporation of the smart decision maker concept into economic thought improves our understanding of how why and when people generate certain outcomes Explores how economic efficiency can be achieved individual preferences realized and social welfare maximized through the use of smart and rational approaches

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Dieterle,2017-03-27 A comprehensive four volume resource that explains more than 800 topics within the foundations of economics macroeconomics microeconomics and global economics all presented in an easy to read format As the global economy becomes increasingly complex interconnected and therefore relevant to each individual in every country it becomes more important to be economically literate to gain an understanding of how things work beyond the microcosm of the economic needs of a single individual or family unit This expansive reference set serves to establish basic economic literacy of students and researchers providing more than 800 objective and factually driven entries on all the major themes and topics in economics Written by leading scholars and practitioners the set provides readers with a framework for understanding economics as mentioned and debated in the public forum and media Each of the volumes includes coverage of important events throughout economic history biographies of the major economists who have shaped the world of economics and highlights of the legislative acts that have shaped the U S economy throughout history The extensive explanations of major economic concepts combined with selected key historical primary source documents and a glossary will endow readers with a fuller comprehension of our economic world

Behavioral Economics Philip Corr,Anke Plagnol,2023-03-31 The second edition of Behavioral Economics The Basics summarizes behavioral economics which uses insights from the social sciences especially psychology to explain real world economic behavior Behavioral economic insights are routinely used not only to understand the choices people make but also to influence them whether the aim is to enable citizens to lead healthier and wealthier lives or to turn browsers into buyers Revised and updated throughout with fresh current event examples Behavioral Economics The Basics provides a rigorous yet accessible overview of the field that attempts to uncover the psychological processes which mediate all the economic judgements and decisions we make The book showcases how behavioral economics is rooted in some now old philosophical political and moral ideas surrounding economics and in an important sense is a modern expression of some long standing criticisms of mainstream economics It contrasts the neoclassical economic perspective ECON with a more realistic perspective HUMAN the flesh and blood economic agent who is not perfect in all respects but who manages to do the best under limitations and constraints This is a comprehensive overview of the whole field covering all the main areas presented in a rigorous yet accessible form It should especially appeal to students those with an interest in applying behavioral economic knowledge in their professional life and anyone who wants to know how they are being influenced every day of their lives by usually unseen behavioral insights

Behavioral Economics Brandon Lehr,2021-08-16 Behavioral Economics Evidence Theory and Welfare provides an engaging and accessible introduction to the motivating questions real world evidence theoretical models and welfare implications of behavioral economics concepts Applications and examples from household decisions finance public finance labor business health development politics education energy and sports illustrate the broad relevance of behavioral economics for consumers firms markets and policy makers alike This textbook provides readers with both the intuition and analytical tools

to apply behavioral economics concepts in understanding the complex social world Each part of the book covers a key concept beginning with a range of empirical evidence that is anomalous within the standard economics framework In light of this evidence a second chapter introduces and applies a nonstandard behavioral modeling approach The last chapter of each part explores market reactions and policy responses to individuals behaving in nonstandard ways Numerous exercises of varying types and levels provide readers the opportunity to check and enrich their understanding The book's clear structure orients readers to the many concepts of behavioral economics It also highlights the process by which economists evaluate evidence and disentangle theories with different social welfare implications Accessible to students from diverse economic backgrounds this textbook is an ideal resource for courses on behavioural economics experimental economics and related areas The accompanying Solutions Manual further extends learning and engagement

Handbook of Behavioral Economics Benjamin Gilad, Stanley Kaish, 1986 *Handbook of Behavioral Economics: Behavioral microeconomics* Benjamin Gilad, Stanley Kaish, 1986 **Behavioral Economics** Philip J. Corr, Anke C. Plagnol, 2018 What is behavioral economics and why is it important The ascent and dissent of economics Econ homo economicus Human more homer simpson than homo economicus Manners monkeys and moods Nudge whys ways and weasels Sell the commercial and political world of persuasion **Constructing a More Scientific Economics** Morris Altman, 2022-06-21 John Tomer was a leading intellectual figure in behavioural economics making distinct contributions to the theory of the firm social economy choice theory and government policy His underlying methodology as an economist was to incorporate different disciplinary approaches to the subject at hand whilst maintaining an underlying respect and understanding of how and why humans behave the way they do This book brings together a collection of scholars celebrating John Tomer's contributions to the field of economics Covering key areas of his research contributing authors discuss the latest research in behavioral economics the human firm climate change policy sustainability well being human capital and human development This volume extending John Tomer's more scientific perspective rooted in behavioural and institutional economics should find an audience among both scholars and policy advocates It can also enrich course delivery providing students with alternative perspectives and approach to economic and socio economic analysis *Behavioural Economics and Experiments* Ananish Chaudhuri, 2021-05-13 Behavioural Economics and Experiments addresses key topics within behavioural economics exploring vital questions around decision making and human nature Assuming no prior knowledge of economics the book features wide ranging examples from literature film sport neuroscience and beyond Ananish Chaudhuri explores the complex relationships between human behaviour society and decision making introducing readers to the latest work on heuristics framing and anchoring as well as ideas around fairness trust and social norms The book offers a fresh perspective on issues such as Decision making under uncertainty Firms pricing decisions Employment contracts Coordination failures in organizations Preventing bubbles in financial markets This is an ideal introduction for students of behavioural economics experimental

economics and economic decision making on economics public policy psychology and business related programmes and will also be accessible to policymakers and curious laymen

Corporate Counsel's Annual Harold Friedman, Herbert S. Schlagman, 1985

The Foundations of Behavioral Economic Analysis Sanjit S. Dhami, 2016 It considers the evidence against the exponential discounted utility model and describes several behavioral models such as hyperbolic discounting attribute based models and the reference time theory Part IV describes the evidence on classical game theory and considers several models of behavioral game theory including level k and cognitive hierarchy models quantal response equilibrium and psychological game theory Part V considers behavioral models of learning that include evolutionary game theory classical models of learning experience weighted attraction model learning direction theory and stochastic social dynamics Part VI studies the role of emotions among other topics it considers projection bias temptation preferences happiness economics and interaction between emotions and cognition Part VII considers bounded rationality The three main topics considered are judgment heuristics and biases mental accounting and behavioral finance

Journal of management Southern Management Association, 1997

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