

Cemmap Masterclass 22<sup>nd</sup> & 23<sup>rd</sup> June**Professor Matthew Rabin, Harvard University****“Incorporating more realistic psychology into economic analysis”****Suggested Reading List**

**Thaler, Richard**, “Towards A Positive Theory of Consumer Choice,”

**Rabin, Matthew** (1998): “Psychology and Economics.” *Journal of Economic Literature* 36 (1): 11-46.

**Rabin, Matthew** (2000): “A Perspective on Psychology and Economics,” *European Economic Review*, 46(4-5): 657-685.

**Rabin, Matthew** (2013): “An Approach to Incorporating Psychology into Economics.” *American Economic Review Papers and Proceedings*, 103(3): 617-622.

**Chetty, Raj** (2015), “Behavioral Economics and Public Policy: A Pragmatic Perspective,” Richard T. Ely Lecture, *American Economic Review: Papers & Proceedings 2015*, 105(5): 1–33.

**Kahneman, D., Knetsch, J. and Thaler, R.**, “Anomalies: The Endowment Effect, Loss Aversion, and Status Quo Bias” CVF Chapter 8

**Tversky, A. and Kahneman, D.**, “Prospect Theory: An Analysis of Decision under Risk,” CVF Chapter 2.

**Rabin, Matthew** (2000): “Risk Aversion and Expected-Utility Theory: A Calibration Theorem,” *Econometrica*, 68(5), 1281-1292.

**Rabin, Matthew**, “Diminishing Marginal Utility of Wealth Cannot Explain Risk Aversion,” CVF Chapter 11.

**Koszegi, B. and Rabin, M.** (2006): “A Model of Reference-Dependent Preferences,” *Quarterly Journal of Economics*, 121(4), 1133-1166.

**Koszegi, B. and Rabin, M.** (2007): “Reference-Dependent Risk Preferences,” *American Economic Review*, 97(4), 1047-1073.

**Read, D., Loewenstein, G., and Rabin, M.**, “Choice Bracketing,” *Journal of Risk and Uncertainty*, 19 (1-3): 171-197.

**O’Donoghue, Ted and Rabin, Matthew** (1999): “Doing it now or later.” *American Economic Review*, 89(1), 103–124.

**O’Donoghue, Ted and Rabin, Matthew** (2000): “The Economics of Immediate Gratification,” *Journal of Behavioral Decision Making* 13(2), 233-250.

**O’Donoghue, Ted and Rabin, Matthew** (2006), “Optimal Sin Taxes.” *Journal of Public Economics*, 90 (10-11): 1825-1849.

**O’Donoghue, Ted and Rabin, Matthew** (1999): “Addiction and Self Control,” in *Addiction: Entries and Exits*, Jon Elster, editor, Russel Sage Foundation.

**DellaVigna, Stefano, and Malmendier, Ulrike** (2004): "Contract Design and Self- Control: Theory and Evidence." *Quarterly Journal of Economics*, 119(2): 353-402.

**DellaVigna, Stefano, and Malmendier, Ulrike** (2006): "Paying Not to Go to the Gym." *American Economic Review*, 96(3): 694-719.

**Loewenstein, George, O'Donoghue, Ted and Rabin, Matthew** (2003): "Projection Bias in Predicting Future Utility," *Quarterly Journal of Economics*, 118 (4): 1209-1248.

**Read, Daniel, and van Leeuwen, Barbara** (1998): "Predicting Hunger: The Effects of Appetite and Delay on Choice." *Organizational Behavior and Human Decision Processes*, 76(2): 189-205.

**Gary Badger, Warren K. Bickel, Louis A. Giordano, Eric A. Jacobs, George F. Loewenstein, and Lisa Marsch** (2007): "Altered states: The impact of immediate craving on the valuation of current and future opioids." *Journal of Health Economics*, 26: 865-876.

**Griffin, D. and Tversky, A.** (1992): "The Weighing of Evidence and the Determinants of Confidence," *Cognitive Psychology*, 24: 411-435.