Economic Psychology and Experimental Economics

Edited by
Simon Kemp and Gabrielle Wall
## Contents

*Citation Information*  

1. Introduction: Psychology and economics  
*Simon Kemp and Gabrielle Wall*  

2. From anecdotes to novels: Reflective inputs for behavioural economics  
*Peter E. Earl*  

3. Aspiration formation and satisficing in search with(out) competition  
*Werner Güth and Torsten Weiland*  

4. Are conditional cooperators willing to forgo efficiency gains? Evidence from a public goods experiment  
*M. Vittoria Levati, Matteo Ploner and Stefan Traub*  

5. Who makes the pie bigger? An experimental study on co-opetition  
*Juan A. Lacomba, Francisco Lagos and Tibor Neugebauer*  

6. An experimental examination of the effect of potential revelation of identity on satisfying obligations  
*Lucy F. Ackert, Bryan K. Church and Shawn Davis*  

7. Gender differences in trust and reciprocity in repeated gift exchange games  
*Ananish Chaudhuri and Erwann Shai*  

8. Do separation rules matter? An experimental study of commitment  
*Filip Vesely, Vivian Lei and Scott Drewianka*  

9. Overcapitalization and cost escalation in housing renovation  
*Ti-Ching Peng*  

10. Over-indebtedness and the interplay of factual and mental money management: An interview study  
*Bernadette Kamleitner, Bianca Hornung and Erich Kirchler*
CONTENTS

11. Coherence and bidirectional reasoning in complex and risky decision-making tasks
   C. Gustav Lundberg 161

12. Outwit, outplay, outcast? Sex discrimination in voting behaviour in the reality television show Survivor
   Gabrielle Wall 183

13. Ambiguity, the certainty illusion, and the natural frequency approach to reasoning with inverse probabilities
   John Fountain and Philip Gunby 195

Index 209