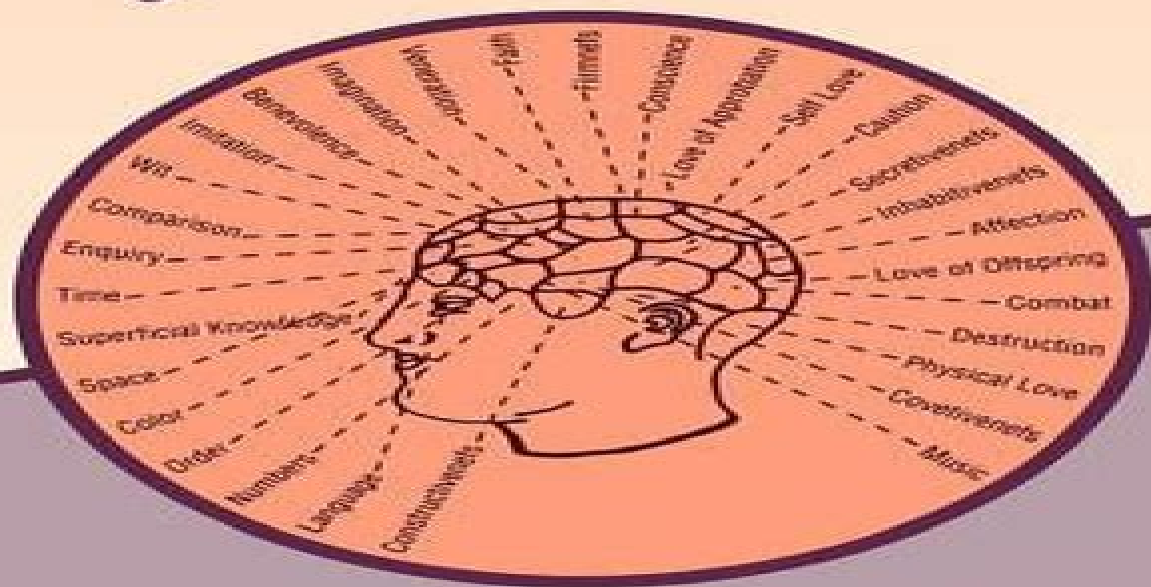


Psychology in Economics and Business

Second, Revised Edition

Gerrit Antonides



Kluwer Academic Publishers

Psychology In Economics And Business An Introduction To Economic Psychology

A.J. MacFadyen, H.W. MacFadyen



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Psychology in Economics and Business G. Antonides, 2013-03-09 A number of books on economic psychology have appeared in the past few years. The most recent publications are by MacFadyen and MacFadyen 1986, Furnham and Lewis 1986, Lea et al 1987 and Van Raaij et al 1988. Why produce yet another book for this discipline? This question can be answered in various ways. In a sense, this book is the answer in itself. Its presentation of research and theories is innovative in this field, at least to my knowledge. It attempts to structure the many theories emerging in the interdisciplinary science of economic psychology and to explain the background of the research. The second answer is pragmatic. In our introductory course of economic psychology for economics students at Erasmus University Rotterdam, we used several of the above-mentioned books. Our experience with this material is that when preparing our lectures, we had to explain many additional theories and experiments to our students. Furthermore, diagrams, figures and examples had to be culled from other sources or made by ourselves. It is not my intention to run down these publications, since I think they provide an excellent treatment of a number of topics by specialists in economic psychology. The plan for the present book, however, emerged from our need to present an integrated introductory course for our students.

Economics and Psychology Stavros Drakopoulos, Ioannis Katselidis, 2023-12-01 With the rise of modern behavioural economics and increasing interest in subjective well-being research, the question of the relationship between economics and psychology has again been brought to the fore. Drawing on the history of economic thought, this book explores the historical relationship between the two disciplines. The book opens with a description of the primary philosophical foundations for early arguments supporting the interplay between economics and psychology. Both classical economists and other prominent pre-marginalist writers are examined in this context. The

ensuing discussion explores the marginalist revolution and how well known economists like Jevons and Edgeworth influenced by pre marginalist writers incorporated ideas and findings from psychology The book then describes how following the so called Paretian turn early neoclassical economists attempted to expel psychological concepts from economic analysis Combined with the increasing formalization the influence of the classical physics scientific ideal and the impact of positivism this methodological stance became dominant in modern mainstream economics In contrast non mainstream traditions continued to acknowledge the significance of psychology in their economic analysis This tradition includes inter alia the so called old behavioural economics mainly of Herbert Simon and George Katona The revival of psychology in economics came mainly with the emergence and development of new behavioural economics as a distinct branch during the last few decades The trend was further assisted by the emergence of the economics of subjective well being Finally the book briefly explores the state of the current debate concerning the relationship between economics and psychology This book will be invaluable reading to anyone interested in the history of the study of economics and psychology as well as of great interest to students and scholars of history of economic thought psychological economics behavioural economics and the history and philosophy of social sciences

Economic Psychology Erich Kirchler,Erik Hoelzl,2017-11-23 Economic Psychology is the only up to date English language textbook that provides a comprehensive overview of theoretical topics in economic psychology and their relevance in applied fields Written by two leading psychologists the book looks at how people make decisions on the use of scarce resources in particular money from a psychological perspective Starting with decision making and lay theories as basic building blocks of economic behaviour the authors go on to explore three major markets where economic behaviour occurs as an interaction between individuals and companies or institutions consumer markets labour markets and financial markets before considering the challenges of collective cooperation and economic prosperity Featuring numerous applied examples throughout each chapter also includes an overview a summary figures key terms student questions and suggestions for further reading This introduction is an essential resource for advanced undergraduate and postgraduate courses on economic psychology behavioural economics and social psychology

Social Psychology and Economics David De Cremer,Marcel Zeelenberg,J. Keith Murnighan,2013-09-05 This book combines chapters written by leading social psychologists and economists illuminating the developing trends in explaining and understanding economic behavior in a social world It provides insights from both fields communicated by eloquent scholars and demonstrates through recent research and theory how economic behaviors may be more effectively examined using a combination of both fields Social Psychology and Economics comes at a particularly fitting time as a psychological approach to economics has begun to flourish in recent years and papers exploring the intersection of these two disciplines have appeared in peer reviewed journals opening a dynamic dialogue between previously separated fields This volume the first in the Society for Judgment and Decision Making Series since acquired by Psychology Press includes chapters by economists and psychologists It

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Essays on Economic Psychology Hermann Brandstätter, Werner Güth, 2012-12-06 Economic behavior is explored from a psychological perspective by both prominent economic psychologists with a long tradition in studying economic problems as well as economists who are open and interested in the psychological aspects of economic behavior The contributions discuss the prospects and difficulties of this dialogue between psychology and economics and survey some important areas of research where such an interdisciplinary approach has proved to be successful The text can also be used to introduce psychology to economists in order to give them an idea how to analyze economic problems from a psychological perspective It also indicates many urgent and exciting research topics awaiting eager scholars to carry on the dialogue

Foundations of Economic Psychology Kazuhisa Takemura, 2019-07-26 This book provides an overview of the concept of economic psychology from behavioral and mathematical perspectives and related theoretical and empirical findings Economic psychology is defined briefly as a general term for descriptive theories to explain the psychological processes of microeconomic behaviors and macroeconomic phenomena However the psychological methodology and knowledge of economic psychology have also been applied widely in such fields as economics business administration and engineering and they are expected to become increasingly useful in the future a trend suggested in several eminent scholars studies The book explains the numerous behavioral and mathematical models of economic psychology related to micro and macroeconomic phenomena that have been proposed in the past and introduces new models that are useful to explain human economic behaviors It concludes with speculations about the future of modern economic psychology referring to its connection with fields related to neuroscience such as neuroeconomics which have been developed in recent years Readers require no advanced expertise nonetheless an introductory understanding of psychology business administration and economics and a high school graduate level of mathematics are useful To aid readers each chapter includes a bibliography which can be referred for more details related to economic psychology

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Handbook of Finance, Investment Management and Financial Management Frank J. Fabozzi, 2008-08-04 Volume II Investment Management and Financial Management focuses on the theories decisions and implementations aspects associated with both financial management and investment management It discusses issues that dominate the financial management arena capital structure dividend policies capital budgeting and working capital and highlights the essential elements of today s investment management environment which include allocating funds across major asset classes and effectively dealing with equity and fixed income portfolios Incorporating timely research and in depth analysis the Handbook of Finance is a comprehensive 3 Volume Set that covers both established and cutting edge theories and developments in finance and investing Other volumes in the set Handbook of Finance Volume I Financial Markets and Instruments and Handbook of Finance Volume III Valuation Financial Modeling and Quantitative Tools **Economic Psychology** Rob Ranyard, 2017-06-22 A comprehensive overview of contemporary economic psychology Economic Psychology presents an accessible overview of contemporary economic psychology The science of economic mental life and behavior is increasingly relevant as people are expected to take more responsibility for their household and personal economic decisions The text will in addition to reviewing current knowledge on each topic presented consider the practical and policy implications for supporting economic decision making Economic Psychology examines the central aspects of adult decision making in everyday life and includes the theories of economic decision making based on risk value and affect and theories of intertemporal choice The text reviews the nature and behavioral consequences of economic mental representations about such things as material possessions money and the economy The editor Robert Ranyard a noted expert on economic psychology presents a life span developmental approach from childhood to old age He also reviews the important societal

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MacFadyen,1986-10-26 These papers by psychologists and economists apply well formulated theories or research methods from one of the sciences to generate new insight in the other discipline For the psychologist this approach illustrates how neoclassical economics can provide a formal structure which is useful in describing behaviour For the economist it shows how the concept of rational economic man may be supplemented or replaced by realistic assumptions about human behaviour Examples of applied economic psychology are provided *Economic Psychology and Experimental Economics* Simon Kemp,Gabrielle Wall,2013-08-21 The last ten years have seen an enormous surge of interest in issues that are common to psychology and economics How do people make decisions about economic issues How should they make such decisions Does public policy or regulation succeed in its aim of helping people make these decisions What situations aid cooperation This volume explores some of the ways in which economists and psychologists have tried to answer these questions The authors are an international mix of economists and psychologists and as such they demonstrate a diverse range of approaches to tackling different aspects of these issues This is a frontier area for both psychology and economics and consequently it is relatively free lawless and above all exciting This collection reflects the diversity and energy that characterise this rapidly growing interdisciplinary field This book was originally published as a special issue of New Zealand Economic Papers **Behavioural Economics and Finance** Michelle Baddeley,2013-05-07 Standard models in economics and finance usually assume that people are rational self interested maximisers effectively co ordinated via the invisible hand of the price mechanism Whilst these approaches produce tractable simple models they cannot fully capture the uncertainties and instabilities that affect everyday choices in today s complex world Insights from the other social and behavioural sciences can help to fill the gap and behavioural economics is the subject which brings economics and finance together with psychology neuroscience and sociology Behavioural Economics and Finance introduces the reader to some of the key concepts and insights from this rich inter disciplinary approach to real world decision making Reader's Guide to the Social Sciences Jonathan Michie,2014-02-03 This 2 volume work includes approximately 1 200 entries in A Z order critically reviewing the literature on specific topics from abortion to world systems theory In addition nine major entries cover each of

the major disciplines political economy management and business human geography politics sociology law psychology organizational behavior and the history and development of the social sciences in a broader sense **Decisions, Preferences, and Heuristics** Pere Mir-Artigues, 2023-08-14 This enlightening book comprehensively maps the current state of economic psychology and behavioural economics Exploring key concepts topics and models in the field it is also a launching pad for future research and provides useful insights on how good personal and professional decisions can be made advancing microeconomic discourse **Handbook of Economic Psychology** W.F. Van Raaij, G.M. van Veldhoven, K.E. Wärneryd, 2013-03-09 The idea to publish a Handbook of Economic Psychology came up as a natural consequence of a discussion concerning appropriate reading material for courses in economic psychology The discussion took place a few years ago in the Department of Economic Psychology at Tilburg University The Netherlands It was noted that there was a surprising lack of collections of pertinent readings to say nothing about the lack of textbooks in the English language So the present editors who had been involved in the discussion decided to start working on a Handbook The situation has changed quite a lot since then There are now a number of books internationally available in the English language in economic psychology or behavioral economics The interest in this field of study is expanding quite impressively The Journal of Economic Psychology is now 1988 in its ninth volume and many other journals are publishing articles in the field The application of psychological theories and methods to economic problems or the study of economic experiences and behavior is variously referred to as economic psychology or behavioral economics While in principle we do not want to overdo the differences between the two we have a feeling that economic psychology has a slightly stronger flavor of psychology than behavioral economics which in its turn seems to be closer to economics Psychologists tend to feel more at home in economic psychology while economists seem to favor behavioral economics **Economic Psychology** A. Lewis, 1996

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