

Fields of gold

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Propositions accompanying the Doctoral Dissertation

Fields of Gold Financial Decision-Making in the Wild

Inka Eberhardt

Friday, June 9th, 2023 at 10:00

1. Financial incentives engage more people with their personal pension information than peer information treatments. [Chapter 2]
2. Showing interest in pension information (once) does not lead to higher pension literacy or retirement savings. [Chapter 2]
3. When selecting between beneficiaries for their donations, people consider both the impact of their donation and the beneficiaries' personal responsibility. [Chapter 3]
4. Impact has a stronger explanatory power to explain donation behavior than personal responsibility. [Chapter 3]
5. "People aren't dumb, the world is hard." [Richard Thaler]
6. "Yet the gross national product does not allow for the health of our children, the quality of their education or the joy of their play. It does not include the beauty of our poetry or the strength of our marriages, the intelligence of our public debate or the integrity of our public officials." [Robert Kennedy]
7. "I hate to hear you talk about all women as if they were fine ladies instead of rational creatures." [Jane Austen]
8. Pension communication at its current state might not be enough to engage fund members who are transferred from a DB to a DC pension plan.
9. "Truth, like death, comes for everyone." [clipping.]
10. "I love quotations because it is a joy to find thoughts one might have, beautifully expressed with much authority by someone recognized wiser than oneself." [Marlene Dietrich]