

Reading minds

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Chapter 6

Summary

English. This dissertation, titled “*Reading Minds: Behavioral and Neuroeconomic Experiments on Strategic Reasoning*,” is concerned with gaining a deeper understanding of individuals’ strategic reasoning, i.e., the type of reasoning that is necessary in situations in which individuals’ outcomes depend not only on their own choices, but also on the choices of the individuals with whom they interact. To achieve this, I have designed, conducted, and analyzed the results of three experiments that investigate (i) the role of two brain areas in strategic reasoning, (ii) the differences in individuals’ information search patterns in strategic situations, which are assumed to reflect their strategic reasoning, and (iii) the adjustment of these information search patterns in the presence of reciprocity. The results of this dissertation can be used to improve existing models of strategic reasoning, as well as to build upon in future experimental research.

Nederlands. Dit proefschrift, getiteld “*Gedachten Lezen: Gedrags- en Neuroeconomische Experimenten over Strategisch Redeneren*,” is gericht op het verkrijgen van een dieper inzicht in het strategisch redeneren van personen, d.w.z. het soort redeneren dat nodig is in situaties waarin de uitkomst voor een persoon niet alleen afhangt van zijn of haar eigen keuze, maar ook van de keuzes van de personen met wie hij of zij interacteert. Om dit te bereiken heb ik drie experimenten ontworpen, uitgevoerd en geanalyseerd, waarin onderzoek wordt gedaan naar (i) de rol van twee hersengebieden bij het strategisch redeneren, (ii) de verschillen tussen personen in hun zoektocht naar informatie in strategische situaties, waarbij wordt aangenomen dat deze zoektocht hun strategisch redeneren weerspiegelt, en (iii) de aanpassing van deze zoektocht in de aanwezigheid van wederkerigheid. De resultaten van dit proefschrift kunnen worden gebruikt om bestaande modellen over strategisch redeneren te verbeteren en om in toekomstig experimenteel onderzoek op voort te bouwen.