

The role of incentives, preferences and personality in decision making

Citation for published version (APA):

Vogt, B. (2015). *The role of incentives, preferences and personality in decision making*. [Doctoral Thesis, Maastricht University]. Datawyse / Universitaire Pers Maastricht. <https://doi.org/10.26481/dis.20150417bv>

Document status and date:

Published: 01/01/2015

DOI:

[10.26481/dis.20150417bv](https://doi.org/10.26481/dis.20150417bv)

Document Version:

Publisher's PDF, also known as Version of record

Please check the document version of this publication:

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Propositions
accompanying the dissertation

The Role of Incentives, Preferences and Personality in Decision-Making

by Benedikt Vogt

1. As of a certain level monetary incentives do not enhance the quality of complex problem solving. (Chapter 2)
2. More patient individuals wait longer before they make a decision when solving a problem. (Chapter 3)
3. More risk averse individuals have lower problem solving skills. (Chapter 3)
4. More patient students score better on high stake achievement tests. (Chapter 4)
5. Students' patience varies systematically across school tracks. (Chapter 4)
6. Imposing a variable payment scheme increases stress levels but leaves productivity unchanged. (Chapter 5)
7. Governments should not base their education policies on test scores alone. We know too little about what test scores actually measure.
8. One of the key questions for a behavioral economist is whether people actually inherently behave according to our theory or whether they just act according to what they thought we taught them.
9. Lessons from Triathlon for a PhD: Use your energy efficiently, the race is only finished after the last discipline.
10. "Jede Jeck is anders." (Cologne Constitution) Academic translation: People are heterogeneous.