PROPOSITIONS
ACCOMPANYING THE DISSERTATION
ESSAYS ON COMPETITIVE ATTITUDE

BY
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1. When given the possibility of choosing a competitor’s sex, or when being in the lab surrounded only by female participants, the percentage of women entering competition is high and similar to the figures commonly reported for men. (Chapter 2)

2. On-going interventions that highlight women’s underrepresentation in job advertisements, which are intended to encourage women to apply, could be triggering the opposite effect. Instead, I advocate a nudge in the form of persuasive references to recent female applicants and/or existing female workers. (Chapter 2)

3. If men and women are already competing against each other, the appropriate intervention to prevent the adverse effect of stereotype threat in performance is to avoid any information making reference to the stereotype. (Chapter 3)

4. As Dostoyevsky brilliantly illustrates through the fictional character of Raskolnikov, other’s awareness of one’s acts is not a necessary condition to experience guilt. Nevertheless, ex-ante awareness that other’s will be aware of one’s acts should amplify one’s prospective experience of guilt. (Chapter 4)

5. The beauty of behavioral and experimental economics is that it allows the study of non-standard economics topics with still the mindset of an economist.

6. Designing and conducting experiments forces you to think through the process rules and procedures of an institution. Few, like Einstein, can perform detailed and imaginative mental experiments. Most of us need the challenge of real experiments to discipline our thinking. (Vernon Smith)

7. A facet deserving the attention of researchers in the social sciences is whether results obtained with samples mainly drawn from Western, Educated, Industrialized, Rich, and Democratic societies are representative of the Homo sapiens’ behavior in general.

8. A likely bias in the social sciences is that researchers tend to study topics related to their own personal issues.

9. The Dutch system underlying a Ph.D. can encourage the hiring of candidates to just execute existing projects. Among close colleagues, I dubbed this phenomenon as the McDonald’s Ph.D.

10. As a passionate footballer, it feels just and perfect to write as many propositions as the number of my jersey.