

Exploring the nature of social preferences and their economic significance : four experimental studies

Citation for published version (APA):

Petit Dit Dariel, A. C. (2013). *Exploring the nature of social preferences and their economic significance : four experimental studies*. [Doctoral Thesis, Maastricht University]. Universitaire Pers Maastricht. <https://doi.org/10.26481/dis.20131106ap>

Document status and date:

Published: 01/01/2013

DOI:

[10.26481/dis.20131106ap](https://doi.org/10.26481/dis.20131106ap)

Document Version:

Publisher's PDF, also known as Version of record

Please check the document version of this publication:

- A submitted manuscript is the version of the article upon submission and before peer-review. There can be important differences between the submitted version and the official published version of record. People interested in the research are advised to contact the author for the final version of the publication, or visit the DOI to the publisher's website.
- The final author version and the galley proof are versions of the publication after peer review.
- The final published version features the final layout of the paper including the volume, issue and page numbers.

[Link to publication](#)

General rights

Copyright and moral rights for the publications made accessible in the public portal are retained by the authors and/or other copyright owners and it is a condition of accessing publications that users recognise and abide by the legal requirements associated with these rights.

- Users may download and print one copy of any publication from the public portal for the purpose of private study or research.
- You may not further distribute the material or use it for any profit-making activity or commercial gain
- You may freely distribute the URL identifying the publication in the public portal.

If the publication is distributed under the terms of Article 25fa of the Dutch Copyright Act, indicated by the "Taverne" license above, please follow below link for the End User Agreement:

www.umlib.nl/taverne-license

Take down policy

If you believe that this document breaches copyright please contact us at:

repository@maastrichtuniversity.nl

providing details and we will investigate your claim.

Stellingen (Propositions)

behorende bij het proefschrift: (to accompany the thesis entitled:)

“ Exploring the nature of social preferences
and their economic significance:
four experimental studies ”

door Aurelie Petit dit Dariel

Propositions

1. The development of a methodology for conducting laboratory experiments in economics in the 1960's has had a noticeable impact on economic theories which up until recently were mostly evaluated on their mathematical elegance and parsimony rather than how well they explained data and predicted behavior.
2. Laboratory experiments have enabled social scientists to investigate the nature of individual preferences by isolating different forces that can affect behavior.
3. Evidence from laboratory experiments has indicated that participants have social preferences and hence are willing to help or hurt others at a personal cost.
4. The fact that individuals may care about the welfare of others has important implications for public economics, labor economics and environmental economics, amongst others.
5. Nearly all participants in a series of experiments were found to exhibit reciprocal preferences and engage in 'gift-exchange', i.e., they were willing to take costly actions to help another individual who did the same for them previously. (Chapter 2)
6. The intensity of reciprocal preferences was weak in the sense that gift-exchange was not profitable and as a consequence was found to disappear over time. (Chapter 2)
7. Social preferences appear to be robust across strategically different situations, i.e., individuals behaving pro-socially in one situation are more likely to behave pro-socially in a strategically different situation. (Chapter 3)
8. The elicited social preferences can be sensitive to framing effects. (Chapter 4)
9. Social networks can help alleviate the problem of adverse selection in labor markets if workers tend to refer individuals in their network of similar ability. (Chapter 5)