

Essays in behavioral economics

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BEHORENDE BIJ HET PROEFSCHRIFT

ESSAYS IN BEHAVIORAL ECONOMICS

VAN

ALEXANDER SEBALD

1. There exists ample evidence that parents' attitudes towards the education of their children are strongly influenced by their parents' attitude towards their education. *(Chapter 1)*
2. The intergenerational transmission of attitudes towards the education of children leads to inefficiently low investments into human capital. *(Chapter 1)*
3. The intergenerational transmission of attitudes towards education might lead to a situation in which parts of society remain trapped in a low education (steady) state in the long run. *(Chapter 1)*
4. People do not only care about the material consequences of actions, but also about the procedures and processes that have led to these consequences. *(Chapter 2 and 3)*
5. Procedures mitigate the attribution of responsibilities for material consequences. *(Chapter 2 and 3)*
6. People that are motivated by belief-dependent emotions like reciprocity and guilt care about decision making procedures. *(Chapter 3)*
7. Psychologists stress people's eagerness to actively maintain and protect their positive self-perceptions. *(Chapter 4)*
8. People's desire to protect their self-esteem can explain the existence of contractual relationships in environments with unobservable effort and subjective measures of performance. *(Chapter 4)*

Maastricht, September 25, 2008