

Incentives and behavior in markets

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Propositions
accompanying the doctoral dissertation

Incentives and Behavior in Markets

by
Leonard Wolk

1. As charities age, they become less cost-effective in fundraising (Chapter 2).
2. Giving charities the freedom to spend their funds as they wish to, decreases their fundraising cost-effectiveness contemporaneously (Chapter 2).
3. Novice bidders in internet auctions do not realize the value of waiting to bid (Chapter 3).
4. Monetary incentives are not redundant in prediction markets (Chapter 5).
5. Prediction markets do not only predict future outcomes, but can, under certain circumstances, affect them as well.
6. Non-profit enterprises are similar to firms and need to be audited more carefully.
7. When working with field data we rarely observe the right variables and when we do, we often try to explain unobserved ones.
8. Reality is a social construction.