

# Experimental Studies on Bargaining and Competitive Behavior

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# Propositions

accompanying the doctoral dissertation

## *Experimental Studies on Bargaining and Competitive Behavior*

by Lina María Lozano Montaña

1. Competition is present in every aspect of our lives and it shapes our relationships and society itself.
2. Individuals have a preference for competition that is highly consistent and exists irrespective of risk attitudes. (Chapters 2 and 3)
3. The relationship between preferences for competition and risk influences the observed gender gap in competitive environments. (Chapter 3)
4. The well documented finding that men are more competition loving than women vanishes once controlling for risk attitudes by design. (Chapter 2)
5. The variation of bargaining behavior and outcomes across the menstrual cycle is conditional on the information setting. (Chapter 4)
6. Laboratory experiments create a controlled environment suitable to derive causal links and identify exact mechanisms, something that is hardly achievable with observational data.
7. “While human nature largely determines how we hear the notes, it is nurture that let us hear the music.” Jonah Lehrer (2008)
8. Policies oriented to reduce the gender gap should not only focus on changing the women but also on changing the environment.