

# Strategic party formation on a circle & the role of social proximity in job referrals

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## Propositions to accompany the thesis entitled:

### “Strategic Party Formation on a Circle & The Role of Social Proximity in Job Referrals”

by Ayşe Müge Yüksel

1. Although we are used to picturing the political agenda space as a line, political ideology cannot be observed directly but can only be observed through its consequences. It does not need to be linear. (Chapter 2 and 3)

2. When a bill is put up to a vote for passing into law, some parties will be for and some will be against it. While this can be modeled in a very restricted way on the unit interval, it is much more flexible on a circle since there are many more ways to divide a circle into two parts. (Chapter 2 and 3)

3. Political psychology describes extremism as a personality attribute rather than a political stance. Extreme positions may in fact not be so far away from each other. (Chapter 2 and 3)

4. If a worker can attribute a job offer to the volitional choice of a referrer, she perceives it as a gift and is more likely to exert higher levels of effort in order to reciprocate. (Chapter 4 and 5)

5. Exploiting the social ties workers have with referrers, leads to an increase in the effort exerted by the worker even when there are no consequences for herself, and hence eliminates moral hazard and justifies the use of job referrals. (Chapter 4)

6. “Do not test the point predictions of theory but the gravitational forces. Do not kill all problems in one paper. Do a thought experiment first. Go through all scenarios we may see in the lab. Come up with several stories to explain the phenomenon. Design the experiment in a way it knocks down all other stories and leaves one.” Dan Levin

7. “It is true that from a behavioral economics perspective we are fallible, easily confused, not that smart, and often irrational. We are more like Homer Simpson than Superman. So from this perspective it is rather depressing. But at the same time there is also a silver lining. There are free lunches.” Dan Ariely

8. “Me against my brothers, me and my brothers against my cousins, me and my brothers and my cousins against the world.” Arab Proverb

9. The most valuable tool mathematical education provides to economists is the ability to think clear and precise, in a methodological yet creative way.

10. Economics is not necessarily about money or markets, nor is it confined to the study of scarcity any more. Asking the why and how, to understand all happenings observable in society is now economics.