



# Revised Research Proposal

## Differentiating escalation of commitment in politicians

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Political elites, 22.01.2025

# Research proposal

## Theory

Sleesman et al. (2012) deduce 4 categories of mechanisms (total 16):

- **Project:** Subjective expected utility  
-> Decision risk
- **Psychological:** Prospect theory -> Information framing (*my hypothesis*)
- **Social:** Self-presentation theory: No relevant dimensions
- **Structural:** Principal-agent (traditionally)

## Research Design

**Survey vignette:** Annual budget vote is coming up. The [infrastructure project] / [social project] is up for renewal.

**Infrastructure project manipulation:** Project is over-budget and will be late

**Social program manipulation:** Additional cash-infusion needed to keep the program solvent

**Case selection:** National level lawmakers in Belgium, Canada, Germany, Israel, Switzerland,

# Questions

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Implement a survey vignette design that accounts for more/all possible mechanisms?

- + More nuanced findings
- Very complex vignettes -> failure to treat subjects in the intended way

# References

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Sleesman, D. J., Conlon, D. E., McNamara, G., & Miles, J. E. (2012). Cleaning up the big muddy: A meta-analytic review of the determinants of escalation of commitment. *Academy of Management Journal*, 55(3), 541–562.  
<https://doi.org/10.5465/amj.2010.0696>



**Thank you  
for listening.  
Any questions?**

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