



Revised Research Proposal

Escalation of commitment

Revised

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Title

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

- project
- psychological
- social
- structural

Subjective expected utility

Self-justification Theory

Prospect Theory

Goal substitution

Self-presentation theory

Principal-agent theory

Research Design

Politicians will exhibit less sunk-cost thinking for late/over-budget infrastructure projects compared to unsustainable social programs.

Questions

References

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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