Universität Konstanz

Department of Politics and Public Administration

Declaration of Authorship

It is considered plagiarism if text or ideas from other works (books, journals, the Internet, etc.) are adopted or translated without proper citation in your scientific paper and thus falsely passed off as your own intellectual achievement.

I

something	something

hereby declare that the attached paper for the following class

something

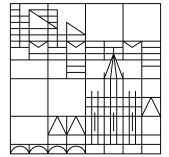on the following topic

something

is the result of my own, independent work. I have not used any aids or sources other than those I have referenced in the document. For contributions and quotations from the works of other people (whether distributed electronically or in hardcopy), I have identified each of them with a reference to the source or the secondary literature. Failure to do so constitutes plagiarism. I will also submit the term paper electronically to the lecturer.

Furthermore, I declare that the above mentioned work has not been otherwise submitted as a term paper.

Regarding the use of generative AI tools, I met the guidelines of the lecturer and clarified them in case of doubt.

> I have used generative AI tools as an aid within the limits allowed by the lecturer. I understand that I am solely responsible for the accuracy of the content of the AI-generated text passages, as well as for referencing other people's wording and ideas in accordance with the principles of good scientific practice. In the case of an adoption of AI-generated passages that go beyond purely formal, stylistic corrections, I have marked them and, in addition to the AI tool used, I have indicated the prompts I entered.

> I did not use any generative AI tools as aids.

I am aware of the following:

- – I am guilty of plagiarism if, contrary to the requirements set out above, I use the work of others in my thesis without acknowledging the precise source. This would be to lay claim to an achievement that is not my own.

- – If a candidate intentionally violates the University of Konstanz's Statutes to Ensure Good Scientific Practice when composing his/her thesis, it will be, in all probability, judged as an attempt at cheating (plagiarism). This means that the thesis will be graded "nicht ausreichend/fail" (5,0), placed on record in the student's examination file, and put before the Examination Board (StPA).

- – In repeated or particularly serious cases, the StPA may decide to exclude the candidate from further performance assessments, resulting in a complete loss of right to take any further examinations in this study programme.

- – The legal basis for this is laid down in the applicable examination regulations for the study programme in question.

I have taken note of these guidelines regarding plagiarism.

Student's signature

research gap: A lot of research in the management and organizational behavior, but not on politicians and the difference between politicians and the general population.

Within the logic of rational choice theory, *escalation of commitment refers* to the irrational decision to allocate additional resources to one decisional alternative over another Investment decisions ="situations in which resources are allocated to one decisional alternative over others" (Staw, 1976, p. 28)

Prospect theory: "Loss-framed decisions (which include escalation decisions) leading to loss-aversion, and thus risk-seeking behavior (in this case further expenditures)" (Sleesman et al., 2012, p. 544)

Notes:

Difference between status quo bias, gambler's fallacy

Take into account that people need to feel a degree of personal responsibility (if post-hoc rationalization is the relevant mechanism , "self-justification may similarly depend upon the level of personal responsibility one has had in determining a particular course of action and the outcomes resulting from those actions") (Staw, 1976, p. 30)

Subjective expected utility (Savage, 1972b)

Self-justification Theory (cognitive dissonance) (Savage, 1972a)(Festinger, 1957)

Prospect Theory (**Kahneman1979**)

Goal substitution (Conlon & Garland, 1993)

Self-presentation theory (Goffman, 1959)("Toward a General Theory of Strategic Self-Presentation", 1982)

Principal-agent theory (Eisenhardt, 1989)(Jensen & Meckling, 1976) (Ross, 1973)

Project determinants Mostly driven by subjective expected utility (**Sleesman2012**) "Behavior in escalation situations: Antecedents, prototypes, and solutions" (1987)

Large infrastructure projects vs social programs touches several mechanisms

Category	Theory	Mechanism	Do they differ in this regard?
Project determinants	Subjective expected utility	Decision risk	[X]
Project determinants	Subjective expected utility	Opportunity cost information	[]
Project determinants	Subjective expected utility	Information set (information acquisition, decision uncertainty)	[]
Project determinants	Subjective expected utility	Positive performance trend information	[]
Project determinants	Subjective expected utility	Expressed preference for initial decision	[]
Psychological	Self-justification theory	Previous resource expenditure (sunk cost (money and time))	[]
Psychological	Self-justification theory	Familiarity with decision context (expertise, self-confidence/efficacy)	[]
Psychological	Self-justification theory	Personal responsibility	[]
Psychological	Self-justification theory	Ego threat	[X]
Psychological	Prospect theory	Information framing	[X]
Psychological	Goal substitution	Proximity to project completion	[X]
Social Determinants	Self-presentation theory	Public evaluation of decision	[]
Social Determinants	Self-presentation theory	Resistance decision from others	[]
Social Determinants	Self-presentation theory	Conernal	[X]