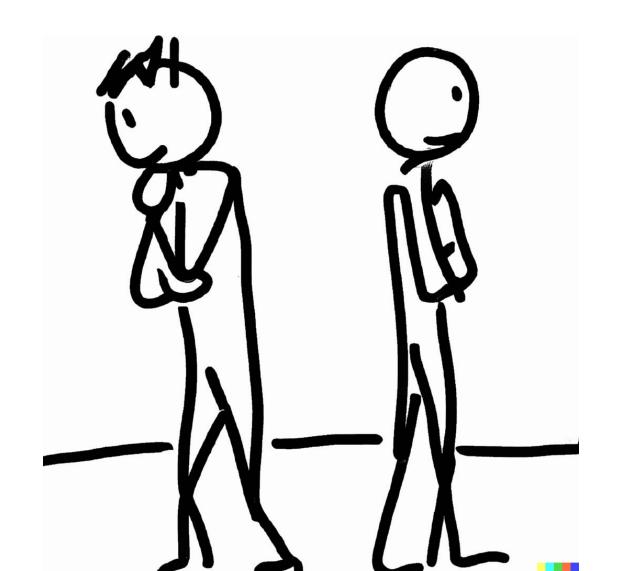
# Intertemporal choice applications

Notes on Behavioural Economics

**Jason Collins** 





# Savings

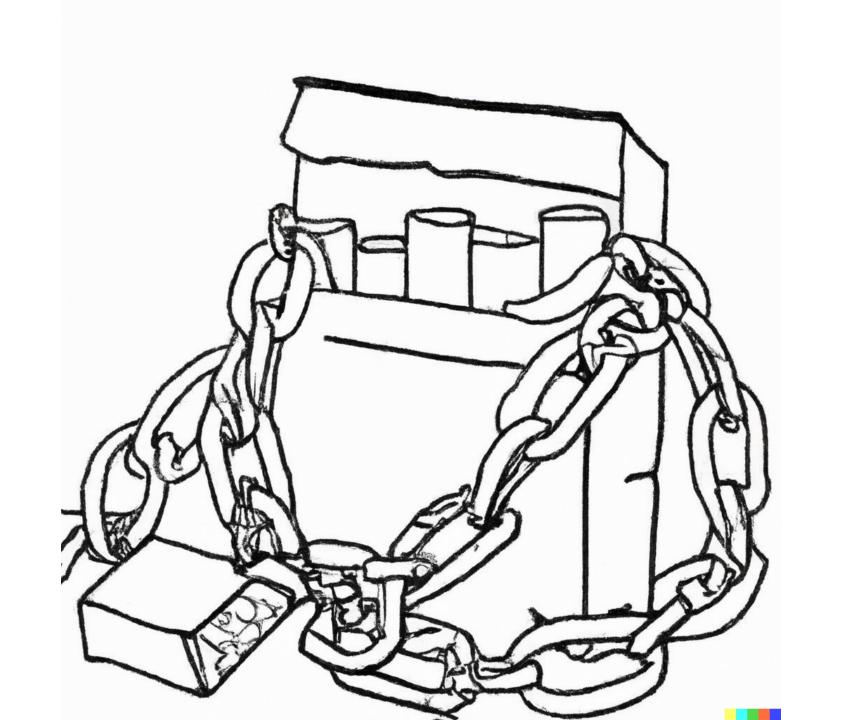
Withdrawal restrictions on commitment account prior to commitment date	Commitment account interest rate		
	21%	22%	23%
10% early withdrawal penalty	27.6	38.9	58.2
	(2.8)	(3.4)	(3.4)
20% early withdrawal penalty	-	44.8	61.1
		(3.4)	(3.4)
No early withdrawals	-	56.0	59.9
		(4.1)	(3.6)

#### **SEED**

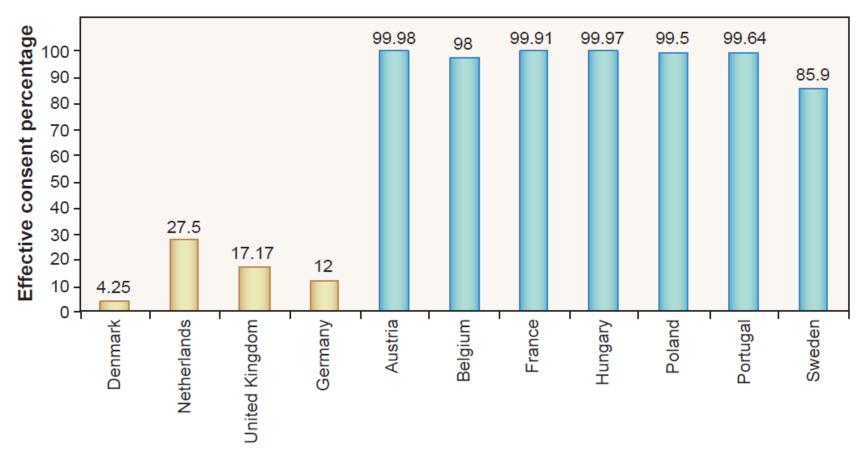
28.4% take-up

Average savings balance increased by:

- 42% after six months
- 82% after one year.



## **Organ donation**



**Effective consent rates, by country**. Explicit consent (opt-in, gold) and presumed consent (opt-out, blue).

#### Your organ donation preferences

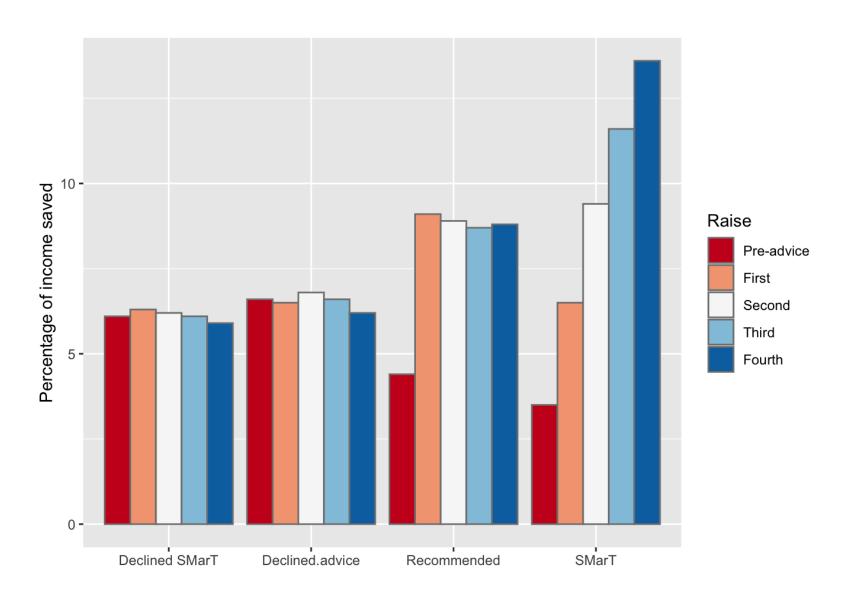
 I want to donate everything below I only want to donate the following: ✓ Bone Tissue Liver Corneas (Eye Tissue) Lungs Heart Pancreas Skin Tissue Heart Valves Kidneys I want to record my decision not to be an organ donor Remove me from the Australian Organ Donor Register Selecting Save donation preferences means you consent to: • The use by and disclosure of your personal information to Services Australia to search for existing registrations. • The use by and disclosure of your personal information to Authorised Medical Personnel for the purposes of organ donation. Save donation preferences Cancel

#### **Save More Tomorrow**

Customers are asked to commit in advance to allocating a fraction of their future salary increases toward their retirement savings accounts.

Thaler and Benartzi (2004) "Save More Tomorrow™: Using Behavioral Economics to Increase Employee Saving", Journal of Political Economy, 112, S1: S164-S187

## **Save More Tomorrow**





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## **ANZ Progress Saver**

Saving for a house, car, holiday or rainy day? Earn a base rate, plus you could earn bonus interest when you deposit at least \$10 in one transaction and don't withdraw or transfer money out.1

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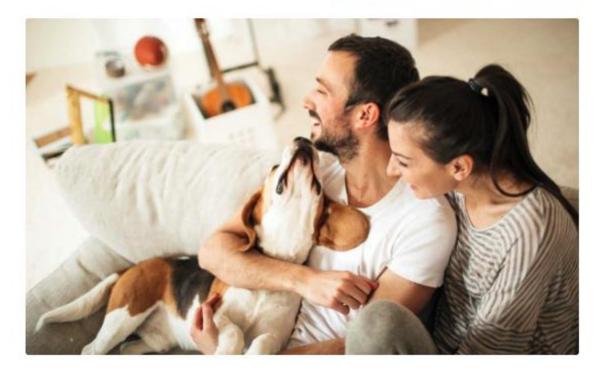
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# **ANZ Term Deposit**

Lock your money away for a fixed period and get the certainty of fixed rate of interest over your investment term.

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