



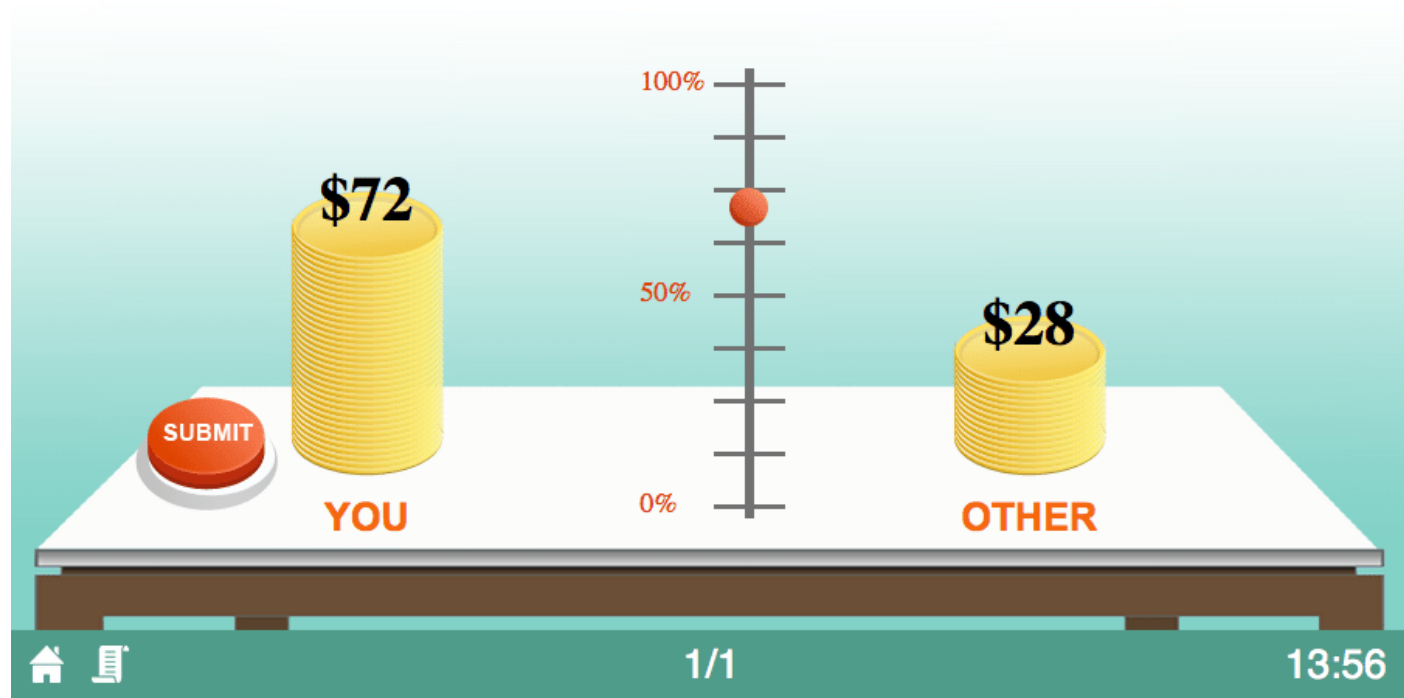
Inon Zuckerman

A research proposal

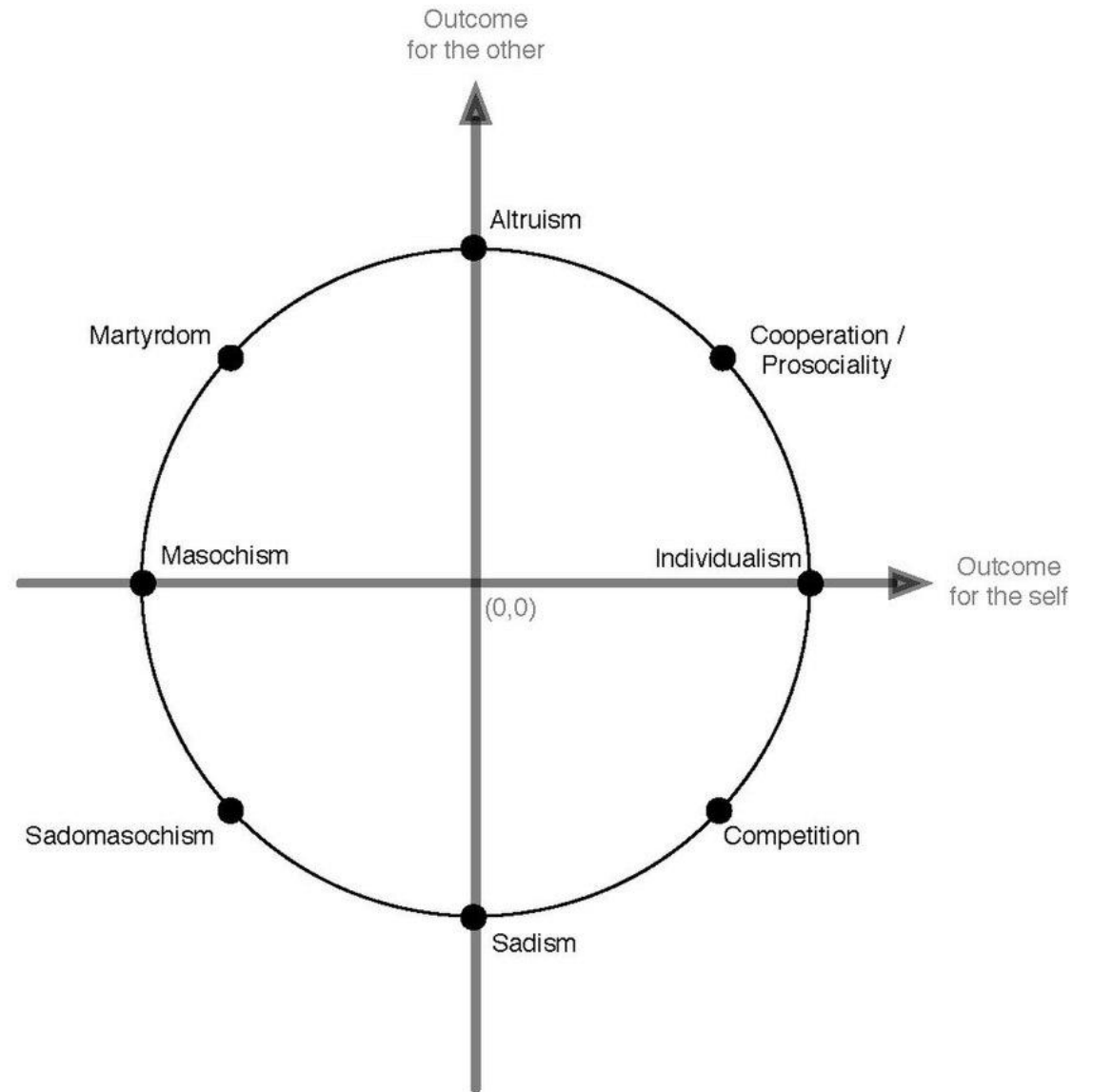
# HOMO ECONOMICUS

## Ultimatum

You and a player are dividing a stack of coins. If the other player rejects your proposal, you both get nothing. How much will you offer?



# SOCIAL VALUE ORIENTATION

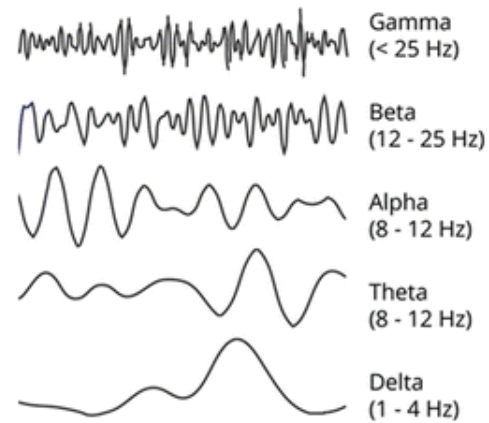


# DARK TRIAD PERSONALITY

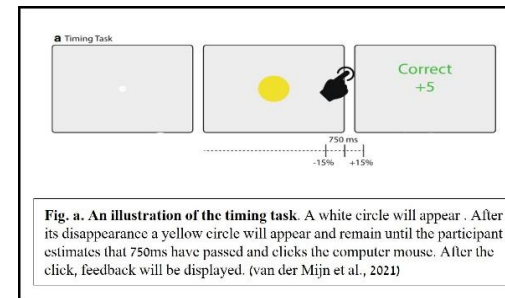




(a)



(b)

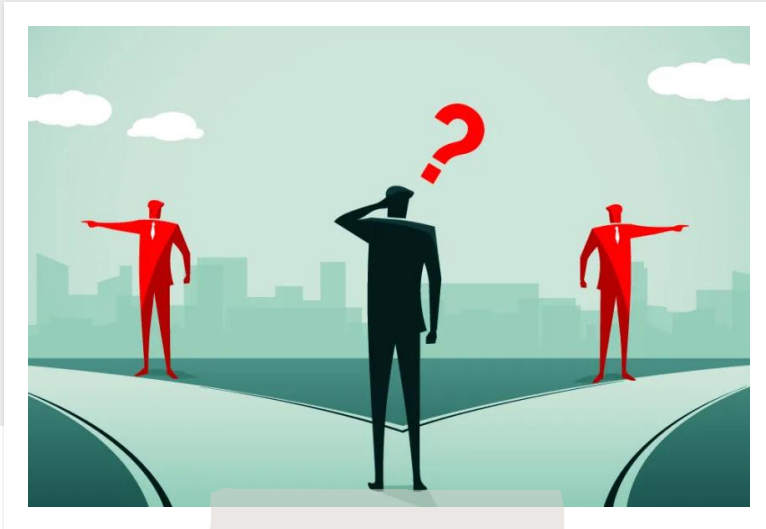


**Fig. b. Table of scoring by block.** In Blocks 2 and 4, early responses will lead to a deduction in score (van der Mijl et al., 2021)

Block	P	1	2	3	4	5
Too early/close	0	0	-5	0	-30	0
Correct	0	5	5	5	5	5
Too late/far	0	0	0	0	0	0

# CURRENT ONGOING RESEARCH

# WHAT I WANT TO DO ...



A *behavioral research* (no EEG),  
to study the decision-making of  
dark-triad personalities in a **real-  
life experiment** (not the  
simplified game theory models).