

Assignment Project Exam Help

ECOS3997

Resources

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1 Behavioural economics

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2 Behavioural interventions

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- M. Rabin. "Psychology and economics". In: *Journal of Economic Literature* (1998), pp. 11–46. An excellent general survey article by the leading behavioural economics theorist

- S. DellaVigna. "Psychology and Economics: Evidence from the Field". In: *Journal of Economic Literature* 47.2 (2009), pp. 315–372. An excellent survey of field evidence of behavioural biases.

Both great, but Stefano's paper is particularly relevant. Make an effort to read it

Best of the bunch

- E. Alesina. *A course in behavioural economics*. 2e. New York: Palgrave Macmillan, 2016

Others

- E. Cartwright. *Behavioral economics*. Routledge, 2011
- D. R. Just. *Introduction to Behavioral Economics*. Wiley, 2014
- N. Wilkinson and M. Klaes. *An introduction to behavioral economics*. 2nd. Palgrave Macmillan New York, 2012

Not a priority

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Popular books

Behavioural
economicsBehavioural
interventions

- D. Ariely. *Predictably irrational*. New York: HarperCollins, 2008. Accessible with some good insights.

- R. B. Cialdini. *Influence*. HarperCollins, 2009. A classic in psychology with many important ideas.

- D. Kahneman. *Thinking, fast and slow*. New York: Farrar, Straus and Giroux, 2011. A fantastic book by a giant of behavioural economics (and a winner of the Nobel Prize). Particularly good for its discussion of the two systems view decision making.

Not a priority, but these are all good easy reads

- Richard Thaler's *Anomalies* papers: highly readable papers highlighting field and lab evidence that does not fit into standard economic theory. Mostly collected in R. Thaler.

The winner's curse: Paradoxes and anomalies of economic life. Simon and Schuster, 2012.

- R. H. Thaler. *Misbehaving: The Making of Behavioral Economics.* WW Norton & Company, 2015. An excellent historical overview of the development of behavioural economics from the point of view of one of the main actors.

Not a priority, but these are all good easy reads

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- R. Thaler and C. Sunstein. *Nudge: Improving decisions about health, wealth, and happiness*. Yale University Press, 2008. The classical book on behavioural interventions. Advocates 'Libertarian Paternalism'.

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I will use examples in the lectures. Make an effort to read it

The Behavioural Insights Team's website has a wealth of practical material (mostly, but not entirely UK focused)

Under 'Our Work', you will find a Blog, various Publications, Webinars, and COVID-19 specific info.

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Review of behavioural insights

Start with the old Mindspace report on using behavioural

insights to influence behaviour and/or the more recent EAST framework (Easy, Attractive, Social, and Timely)

Make an effort to read at least one of the two. Browsing the other resources is also highly recommended

Examples of intervention projects

- Provision of social norm feedback to high prescribers of antibiotics in general practice: a pragmatic national randomised controlled trial

- Stating Appointment Costs in SMS Reminders Reduces Missed Hospital Appointments: Findings from Two Randomised Controlled Trials

- I've booked you a place. Good luck: a field experiment applying behavioural science to improve attendance at high-impact recruitment events

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Examples of intervention projects

- The Behavioralist As Tax Collector: Using Natural Field Experiments to Enhance Tax Compliance
- Collection of Delinquent Fines: An Adaptive Randomized Trial to Assess the Effectiveness of Alternative Text Messages
- Behavioural insight and the labour market: evidence from a pilot study and a large stepped-wedge controlled trial

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Scaling randomised controlled trials

- <https://powcoder.com> RCTs to Scale: Comprehensive Evidence from Two Nudge Units

NSW

- <https://powcoder.com> How We Nudged Employees to Embrace Flexible Work

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This paper is by leading behavioural economists (recent Nobel price winners, Esther Duflo and Abhijit Banerjee, as well as other coauthors)

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- Messages on COVID-19 Prevention in India Increased

Symptoms Reporting and Adherence to Preventive Behaviors Among 25 Million Recipients with Similar Effects on Non-recipient Members of Their Communities

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The Behavioural Economics Team of the Australian Government is the federal government's behavioural insights team.

Their website has complete projects, pre-analysis plans, podcasts, and a blog.

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Complete projects

These are at right level of formality for the final report (similar to BIT reports), but tend to be longer than BIT reports (and longer than what you need for your final report).

Pre-analysis plans

BETA has a number of pre-analysis plans on their website.

Random example: [ASIC add-on insurance information sheet survey experiment](#).

These would be useful for the evaluation plan component of the final report.

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<https://powcoder.com> is the NSW government's behavioural insights team.

There is less material than on the BIT and BETA websites, but nevertheless worth checking out.

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Other countries

There is a big [World Bank report](#) on behavioural insights in 10 countries:

- Australia
- Canada
- Denmark
- France
- Germany
- Netherlands
- Peru
- Singapore
- UK
- USA

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In most cases, links lead to an open access PDF

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In some cases, you would have to create a login, or click an institutional login link. If you still cannot access a paper, search for it through the U. Sydney library online search, or via Google Scholar (after adding U. Sydney as a library access link in Google Scholar Settings).

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What you should read

What you should read

- Get a sense of what's there
- Obviously only read a fraction
- Know when to stop reading and focus on your own ideas

and on writing: read more if and when you need something for your project

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Keep in mind

- There is no exam
- General knowledge and understanding are useful only in so far as they help you write a better final report and a better media piece.
- You are assessed on the final report and media piece

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