

Cambridge University Press

0521848849 - Economics and Social Interaction: Accounting for Interpersonal Relations

Edited by Benedetto Gui and Robert Sugden

Index

[More information](#)

## Index

---

- Abrams, Burton A. 78  
 action, logical 214  
 Adelman, Mara B. 38, 48  
 affective state 53–4  
 Akerlof, George A. 190, 191, 192, 196,  
     233–6, 239–40, 248  
 Alchian, Armen A. 34  
 Allen, W. David 212, 215–16  
 altruism 14, 67, 68, 213, 216–17, 223–4,  
     226, 231  
     conditional 179, 182, 184–5  
     in couples 28  
     as explanation of trust 109, 120  
     as explanation of voluntary contributions  
         81, 85–6, 93–4, 98–9  
     unconditional 180–1, 184–5, 187  
     in workplace 13, 125  
 Andreoni, James 79, 83, 87, 94–6  
 approbation: see approval  
 approval 9–10, 43, 63–5, 70, 73, 103,  
     117–18, 191 (see also self-approval)  
 Aristotle 116  
 Arrow, Kenneth 37  
 Asch, Solomon E. 101  
 associations 47  
 authenticity: see sincerity  
 authority 229–49, 256  
  
 Baron, Jonathan 114  
 Becker, Gary 25, 27, 32, 37, 153, 226–7  
 Benhabib, Seyla 250  
 Benn, Stanley 90–1, 95  
 Ben-Yossef, Meyrav 83  
 Berger, Peter L. 244  
 Bernheim, Douglas B. 28  
 Binmore, Ken G. 100  
 Bitner, Mary J. 31  
 Bochet, Olivier 82  
 Bolton, Gary E. 87–8, 96  
 Bornstein, Gary 83  
 Borzaga, Carlo 259  
 Bourdieu, Pierre 241, 245–7  
  
 Bowles, Samuel 26, 82, 233, 237–8  
 Brandts, Jordi 81  
 Brennan, Geoffrey 16, 204  
 Brewer, Marilyn B. 74, 101  
 Bruni, Luigino 260  
 Bryan, James H. 73, 79, 102  
 Burlando, Roberto 83  
 by-product  
     interpersonal relations as 7–8, 11  
  
 Cancian, Francesca 91  
 capital, human 27, 32  
 capital, social 2, 3, 8, 25, 36–7, 43, 151–68,  
     242, 245–6  
 caring as a profession 125–49, 257–60  
 Cartwright, Nancy 226  
 Casson, Mark 25  
 Cauley, Jon 32  
 childhood development 252–3  
 choice  
     as fundamental concept in economic  
         theory 212  
 Christianity 185  
 Cialdini, Robert B. 92, 102  
 club goods 9  
 Coleman, James S. 165, 241  
 Collard, David 78  
 comforting behaviour 60–2  
 Commons, John R. 27  
 communication  
     as facilitating voluntary contributions  
         83–4, 99, 100, 266  
 conformism 14, 92–3, 101–2  
 Connolly, Laura S. 79  
 Connolly, Sara 29  
 Conrad, Joseph 105, 124  
 contracts for interpersonal relations  
     difficulties of 11–12, 41  
 conversation 66–7  
 Cooper, Russel 158  
 cooperative practice 70–1  
 Corneo, Giacomo 30, 152–3

Cambridge University Press

0521848849 - Economics and Social Interaction: Accounting for Interpersonal Relations

Edited by Benedetto Gui and Robert Sugden

Index

[More information](#)

## 296 Index

- Cornes, Richard 86, 94  
 Crawford, Robert G. 34  
 Croson, Rachel T. 108  
 crowding in  
   of voluntary contributions 79, 81–2, 87, 103  
 crowding out  
   of intrinsic motivation 201–2, 203, 258–9  
   of voluntary contributions 78–9, 87, 94, 103  
 Crusoe metaphor 207–8, 217, 222, 225
- Dasgupta, Partha 115  
 de Waal, Frans 57, 61, 62  
 Depedri, Sara 259  
 Descartes, René 187  
 development, social 150–68  
 dictator game 87, 96, 267  
 DiPasquale, Denise 151  
 disapproval: see approval  
 dispositions, communication of 13–14  
 Dufwenberger, Martin 89–90
- Easterlin, Richard 228  
 economic performance 5–6, 125  
 Edgeworth, Francis Ysidro 216, 220  
 egoism 184–5  
 Elster, John 85, 96  
 embeddedness, social 242–4, 245  
 emotional contagion 14, 56–7, 60–1  
 emotions 252  
 empathy 56–7, 60–1, 64, 152  
 encounter 25–6, 31–45, 49, 122, 251–2  
 engagement  
   decline in social 1–2, 6–8, 12  
   distributional effects 12  
 England, Paula 259  
 environmental concerns as analogy 1, 49–50  
 error  
   as explanation of voluntary contributions 80–1  
 esteem 16, 17  
 exchange  
   contested 237–8  
   social 30–1  
 expectations, normative 15–16, 17, 111, 121  
 expression  
   interpersonal relations as 11–12  
 externality 29–30
- fairness 178, 181  
 families 253–4  
 fate, common 74
- feelings  
   role of in encounters 13  
 Fehr, Ernst 82, 87–8, 97–8  
 fellow-feeling 14, 75, 209  
 feminism 251, 254, 261  
 Ferrara, Francesco 208  
 field, in Bourdieu's sociology 246  
 firm  
   cooperation and exchange within 239–41  
   (see also workplace)  
 Fischbacher, Urs 97  
 Foa, Uriel G. 25–6, 30  
 Folbre, Nancy 68, 69  
 Frank, Robert H. 13  
 Freeman, Richard B. 47  
 Frey, Bruno S. 201, 258–9  
 Friedberg, Erhard 240, 248  
 Frohlich, Norman 17
- Gächter, Simon 82  
 Galiani, Ferdinando 214  
 game theory  
   as instrumental 227–8  
 Gazier, Bernard 254, 255, 257  
 gender 253, 261  
 Genovesi, Antonio 208–9  
 gift giving 176–83, 248  
 Gilligan, Carol 250  
 Gintis, Herbert 26, 233, 237–8  
 Glaeser, Edward L. 32, 151  
 Goldman, Lisa 187  
 Good, David 115  
 Gossen, Hermann Heinrich 208  
 government  
   role in supply of relational goods 50  
 Granovetter, Mark 163, 242–6  
 gratitude 181  
 growth, economic 150–68  
 Gui, Benedetto 53, 66, 68, 122, 127, 152, 198, 206, 229, 250, 251–2
- habitus 246, 247  
 Hackett, Edward J. 134  
 Hansmann, Henry 27, 37  
 happiness  
   connection with wealth 209–11, 219–20  
   (see also well-being)  
   public 209  
 Hargreaves Heap, Shaun 98, 252, 258–9  
 Harris, Jeffrey E. 265  
 Hausman, Daniel 112  
 Hey, John D. 83  
 Hicks, John R. 212, 215–16  
 Hirsch, Fred 40, 45, 153  
 Hirschleifer, Jack 23, 35  
 Hobbes, Thomas 116, 208, 252

Cambridge University Press

0521848849 - Economics and Social Interaction: Accounting for Interpersonal Relations

Edited by Benedetto Gui and Robert Sugden

Index

[More information](#)

## Index

297

- Hollis, Martin 14, 70–3, 92, 226, 227  
 Homans, George C. 233  
 Horsburgh, H. J. N. 114  
 humanism, civic 208, 209  
 Hume, David 116  
 hurt, desire to 231
- identity  
   as constituted by interpersonal relations 190–2, 193  
   group 72–3, 74, 83, 100  
   individual 91, 190, 196  
 imitation 181, 187, 231  
 incentives, selective 86, 94–6  
 individualism, methodological 243  
 induction, backward 108, 186  
 industrial districts 48, 221  
 inequality aversion 14, 87–8, 96, 98–9, 110, 121  
 information  
   communication of 8, 24, 35, 36, 125  
   relation-specific 33–4  
 information cascade 93  
 institutions  
   as social constructions 244  
   public 202–4  
 intentions 45, 90, 121  
 interaction, social 2  
 Isaac, R. Mark 81
- Jeanne, Olivier 30, 152  
 Jevons, William Stanley 217  
 job satisfaction 133–41, 234 (see also work, attitudes to)  
 John, Andrew 158  
 joint product  
   interpersonal relations as 10 (see also incentives, selective)  
 Jussim, Lee 115
- Kahneman, Daniel 13  
 Kant, Immanuel 177  
 Kantianism 185  
 Kelley, Harold H. 23  
 Keser, Claudia 81  
 Khanna, Jyoti 79  
 Kirchsteiger, Georg 89–90  
 Klein, Benjamin 34  
 Kolm, Serge-Christophe 23, 253  
 Kramer, Roderick M. 74  
 Kranton, Rachel E. 190, 191, 192, 196  
 Kuttner, Robert 263
- Laibson, David 151  
 language, private 91  
 Ledyard, John O. 81, 103
- Leibenstein, Harvey 25  
 Ley, Eduardo 85  
 Liebrand, Wim G. B. 82  
 Loewenstein, George 13  
 loyalty 141–8  
 Luckmann, Thomas 244
- Macneil, Ian R. 26  
 Mailath, George 34  
 Malthus, Thomas Robert 210–12  
 Mandeville, Bernard 116, 208  
 Marglin, Stephen 233, 236  
 Margolis, Howard 86  
 marketing 253  
 markets  
   effects on norms 201–2  
   as paradigm of interaction 189  
   and social engagement 7–9  
 Marshall, Alfred 212, 216–21  
 Marx, Karl 207–8, 214  
 Masclot, David 103  
 Mauss, Marcel 245  
 Meade, James E. 29  
 Ménard, Claude 232  
 Menger, Carl 217, 218  
 merit 179  
 Michael, Robert T. 37  
 migration 46  
 Mill, John Stuart 106, 206  
 Mirvis, Philip H. 134  
 mobility 6, 50, 163, 164  
 Modigliani, Kathy 260  
 morality 176, 183  
   in Smith's theory 55, 60, 63–5  
 Morgenstern, Oskar 227–8  
 Moss, M. K. 73  
 Munro, Alistair 29  
 mutuality 256–7
- Nakamura, Hideki 81  
 Nelson, Julie A. 38, 68, 69  
 network, social 25, 243–4, 245  
 Nicole, Pierre 183  
 non-tuism 213, 222–4, 226  
 norms 198, 203, 232  
   of cooperation 36  
   of reciprocity 234  
 Nussbaum, Martha C. 158, 252
- Ockenfels, Axel 87–8, 96  
 Olson, Mancur 86  
 Oppenheimer, Joe 17  
 ordinalism 212, 215
- Page, Talbot 73  
 Pantaleoni, Maffeo 217

Cambridge University Press

0521848849 - Economics and Social Interaction: Accounting for Interpersonal Relations

Edited by Benedetto Gui and Robert Sugden

Index

[More information](#)

## 298 Index

- Paqu , Karl Heinz 78  
Pareto, Vilfredo 52, 212–16, 220,  
221–2, 224  
Parfit, Derek 93  
participation 3, 151–3  
peer effect 24  
perception–action model 57  
perspective taking 56, 59, 64  
Pettit, Philip 16, 30, 114, 115, 122  
Phelps, Edmund S. 232  
Pigou, Arthur C. 221–6, 216, 219  
positional good 16, 24, 29  
Posnett, John 79  
Postlewaite, Andrew 34  
poverty trap, social 154  
power 229–49  
in families 253–4  
preference, revealed 215  
Preston, Stephanie D. 57, 61  
Price, Stephen W. 38  
prisoner’s dilemma 100–1, 112, 180, 189  
productivity 28, 36, 188 (see also economic  
performance)  
promises 83  
propriety 62–5  
psychological game theory 89  
public goods  
interpersonal relations as 8–10, 31, 34,  
40–1  
received theory of 77–9  
voluntary contributions to 24, 70,  
76–104, 266  
punishment 81, 82, 84–5, 86, 97,  
103, 266  
Putnam, Robert D. 1, 3, 6, 153, 187, 241  
Rabin, Matthew 15, 23, 88, 89–90, 97–8,  
112–13, 115, 121–2  
rationality  
collective 89, 92, 99–101 (see also team  
reasoning)  
expressive 89, 90–1, 98–9, 225  
instrumental 225  
reason  
extrinsic 201–2  
intrinsic 201–2  
reciprocity 8, 15, 17, 24, 27–8, 30, 70–4,  
88, 83, 178–9, 181, 189, 266 (see also  
crowding in; norms)  
general 71, 181, 187  
as modelled by Rabin 88, 89–90, 97–8,  
111–13, 121–2  
as modelled by Sugden 88–89, 90,  
97–8  
relational goods 11–12, 25, 31, 53, 125,  
151–2, 199, 251  
and affective states 54  
as capital 42–3, 49, 68, 74  
as consumption 37–43, 49  
and correspondence of sentiments 66–69  
and trust 122–3  
and workplace 125, 126–8  
reliance, interactive 114  
reputation 8, 84, 109  
research  
interpersonal relations and 47  
resentment 111  
restart effect 83  
revenge 181  
Reynaud, Jean-Daniel 235, 239  
Ricardo, David 208  
Riley, John G. 35  
Robbins, Lionel 221–2, 225–6  
Rose, Richard 165  
Rotemberg, Julio J. 13  
Sacco, Pier Luigi 36  
Sacerdote, Bruce 151  
Saijo, Tatsuyoshi 81  
Sally, David 53  
Samuelson, Paul 212, 215  
Sandler, Todd 32, 79, 86–7, 94  
Schiff, Maurice 163  
Schmidt, Klaus M. 87–8, 97–8  
Schmitz, Mark D. 78  
Schram, Arthur 81, 83  
Schumpeter, Joseph A. 217  
Sefton, Martin 81, 82  
selection, natural 62–3  
self  
separative 254–6  
soluble 254–6  
self-approval 191  
self-deception 192–3, 195  
self-esteem 193, 258  
self-love 115–18  
self-reflection 117–20  
self-worth 195–7, 198, 199  
Sen, Amartya 219  
sentiments  
communication of 13–14  
correspondence of 58–75  
Shields, Michael A. 38  
Simon, Herbert A. 13, 232  
sincerity 11–12, 50, 258  
Slovic, Paul 13  
Smelser, Neil J. 242  
Smith, Adam 14, 53, 54–6, 58–60, 62–5,  
66, 67, 68, 70, 73, 116–18, 122, 183,  
190, 191–3, 195, 200–1, 202, 203,  
208, 210–11, 216, 263  
Sober, Elliott 61

Cambridge University Press

0521848849 - Economics and Social Interaction: Accounting for Interpersonal Relations

Edited by Benedetto Gui and Robert Sugden

Index

[More information](#)

## Index

299

- sociality 208  
   value of 4  
 sociology, new economic 242  
 Solow, Robert 51  
 Sonnemans, Joep 83  
 spectator, impartial 64, 65, 117, 119–20  
 spite 81  
 Stark, Oded 28  
 Steinberg, Richard 78, 81  
 Sugden, Robert 14, 78, 88, 90, 97, 99,  
   111, 227, 206, 250, 252–3, 255  
 Swedberg, Richard 242  
 sympathy 56, 60–1, 116, 117, 183, 216  
   mutual 58, 191–2 (see also sentiments,  
   correspondence of)  
  
 team reasoning 15, 72, 99, 110–11,  
   196, 255  
 Test, Mary A. 73, 79, 102  
 This Saint-Jean, Isabelle 254–5, 257  
 threshold models 242  
 Tinel, Bruno 232, 236  
 transaction costs 5, 27, 32, 42, 186  
 trust 8, 9, 24, 27, 36, 70, 105–6, 125,  
   152, 186  
   responsiveness 16, 106, 113–16, 118–22  
   therapeutic 114  
 trust game 107–13, 114, 118–21  
   gratuitous 107  
 Turner, Jonathan H. 36  
 Tversky, Amos 13  
  
 Uhlaner, Carole J. 40, 152  
 ultimatum game 16, 87, 97, 265–6, 266–7  
  
 validation, mutual 193–205  
 van Dijk, Frans 36  
 van Winden, Frans 36  
 Vanin, Paolo 36  
 volunteering 46, 74  
 von Neumann, John 227–8  
  
 Wachter, Michael L. 265  
 Walker, James M. 81  
 wants 217–18  
 warm glow 87, 94–6  
 Weber, Max 90, 232  
 Weimann, Joachim 82  
 welfare economics 197–204  
 well-being 5, 6, 28, 70, 126, 154, 164–5  
 Wicksteed, Philip H. 213, 216, 221–6  
 Williamson, Oliver E. 27, 237, 265  
 Wilson, David Sloan 61  
 Wittgenstein, Ludwig 91  
 work  
   aspects of 133–48  
   attitudes to 131, 137–45  
 workplace  
   bullying in 38  
   interpersonal relations in 5, 9, 24, 69,  
     125–49, 265  
   as locus of gift exchange 233, 240  
   power relations in 233–41