

Cambridge University Press 978-1-107-04263-6 - Behavioural Public Policy Edited by Adam Oliver Index More information

## Index

affect, 94-5, 97, 101, 103, 106, 111, 201 Akerlof, George, 9 Allais, Maurice, 2, 7 Allais paradox, 3, see also Allais, Maurice altruism, 38, 40-3, 54, 58, 63-4, 66, 70, 73 ambiguity aversion, 3-4, 13, 17-18, 20, 22-4, 26, 28-9, 33, 35-6 anchoring, 4-5, 28, 150, 160, 201 anticipated regret, 24 asymmetric paternalism, 10 autonomy, 74 availability heuristic, 4, 25 certainty effect, 3, 113

certainty effect, 3, 113 choice, 38–9, 41–2, 50, 54, 56–8, 63–4, 66 choice architecture, 192–3, 196 choking under pressure effect, 185 commitment devices, 201 common consequence effect, 3 competition, 38–9, 41–2, 50, 54, 58, 63, 66

Deci, Edward, 72–3, 89 defaults, 199 diagnostic utility, 216, 228

econs, 38–9, 42, 55, 58, 64, 67 Ellsberg, Daniel, 3–4, 18–19 Ellsberg paradox, 19, *see also* Ellsberg, Daniel expected utility theory, 2–4, 7

fear, 25, 28, 30, 95 Frey, Bruno, 8–9, 70–1, 89 fundamental attribution error, 202 game theory, 160

hyperbolic discounting, 8, 197–8, *see also* present bias

identity economics, 9
immediate gratification, 116, 120, 122,
126, see also present bias
independence axiom, 2–4
insinuation anxiety, 150–1
internalities, 119–20
intrinsic motivation, 167, 169,
171–2, 176, 179, 184–6,
see also motivational crowding
introjected regulation, 72–3, 83

Kahneman, Daniel, 6–7, 10 Kranton, Rachel, 9

Le Grand, Julian, 9, 38, 64, 89 libertarian paternalism, 10, 12, 133, see also asymmetric paternalism, nudge Lichtenstein, Sarah, 5 Loewenstein, George, 6, 8, 10 loss aversion, 7, 11, 54–5, 197–8

manipulation principle, 167
mental accounting, 197–8
messenger effect, 196
mindspace, 192, 209, 212–13
models of behaviour, 210
moral intuition, 103, 106
moral judgement, 103, 106
moral licensing, 153–4, 158
motivational crowding, 8, 70, 73–5,
77–81, 83–4, 89, 91, 169–70, 172,
179, 184, 187
multiple tasking effect, 179, 184

234



Cambridge University Press 978-1-107-04263-6 - Behavioural Public Policy Edited by Adam Oliver Index More information

Index 235

naming and shaming, 58, 67 nudge, 11-12, 14, 57, 133, 212 panhandler effect, 150 pay for performance, 166, 169, 179, 184, see also performance management Pearl's paradigm, 229-30 performance management, 39, 165 precautionary principle, 18, 20, 33 predestination, 217 preference reversals, 5-6 Prelec, Drazen, 8, 12 present bias, 8, 11, 13, 122-6, 140, 145-7 priming, 200 probability weighting, 7-8, 11 procedural utility, 177 procrastination bias, 129 projection bias, 8, 124-6, 129, 134, 137, 140, 143-4 prospect theory, 6-7, 10, 54 psychic numbing, 101, 106, 113 psychophysical numbing, 98, 100-1 public reporting, 38, 41

Rabin, Matthew, 8, 10 reference points, 7, 13, 54 relative price effect, 170–2 representativeness heuristic, 4 reputation, 13, 38–9, 41–2, 51, 54, 56, 58, 63–6 Ryan, Richard, 72–3, 89

salience, 200 satisficing, 4 Savage, Leonard, 4 scope insensitivity, 106 self-determination theory, 71-2, 74, 82-3, 89 self-perception theory, 222 self-signalling, 216-17, 219, 221, 223, 225 Simon, Herbert, 4 sin taxes, 132-3, 141, 147 Slovic, Paul, 5-6 social norm effect, 196 soft paternalism, 141-2, 144-5, 147, see also libertarian paternalism spotlight effect, 55 strategic exaggeration, 153, 156 strategic restraint, 156 Sugden, Robert, 2, 12 Sunstein, Cass, 11-12, 38, 161 system 1, 56

targets, 38, 42–3, 47, 54, 58, 63, 66, 165, 184
Thaler, Richard, 8, 11–12, 38, 161
theories of change, 210
think policies, 212
Tversky, Amos, 6–7, 10

waiting times, 45–6, 65 Weber, Max, 217