



Los Angeles Behavioral Economics Laboratory
in honor of Jean-Jacques Laffont

Behavioral Theories of Decision-making

Nudges Readings

Altmann T. Nudges at the dentist. *European economic review*. 2014;72:19-38.
doi:10.1016/j.eurocorev.2014.07.007

Benartzi, Shlomo, John Beshears, Katherine L. Milkman, Cass R. Sunstein, Richard H. Thaler, Maya Shankar, Will Tucker-Ray, William J. Congdon, and Steven Galing. "Should governments invest more in nudging?." *Psychological science* 28, no. 8 (2017): 1041-1055.

Bhargava, Saurabh, and Day Manoli. "Why are benefits left on the table? Assessing the role of information, complexity, and stigma on take-up with an IRS field experiment." *ACR North American Advances* (2012).

Bond, Robert M., Christopher J. Fariss, Jason J. Jones, Adam DI Kramer, Cameron Marlow, Jaime E. Settle, and James H. Fowler. "A 61-million-person experiment in social influence and political mobilization." *Nature* 489, no. 7415 (2012): 295-298.

Brandon, Alec, Paul J. Ferraro, John A. List, Robert D. Metcalfe, Michael K. Price, and Florian Rundhammer. *Do the effects of social nudges persist? Theory and evidence from 38 natural field experiments*. No. w23277. National Bureau of Economic Research, 2017.

Capraro J. Increasing altruistic and cooperative behaviour with simple moral nudges. *Scientific reports*. 2019;9(1):11880-11. doi:10.1038/s41598-019-48094-4

Damgaard, Mette Trier, and Christina Gravert. "The hidden costs of nudging: Experimental evidence from reminders in fundraising." *Journal of Public Economics* 157 (2018): 15-26.

Croson, Rachel, and Jen Yue Shang. "The impact of downward social information on contribution decisions." *Experimental Economics* 11, no. 3 (2008): 221-233.

Duflo, Esther, Michael Kremer, and Jonathan Robinson. "Nudging farmers to use fertilizer: Theory and experimental evidence from Kenya." *American economic review* 101, no. 6 (2011): 2350-90.



Los Angeles Behavioral Economics Laboratory
in honor of Jean-Jacques Laffont

Behavioral Theories of Decision-making

Hanks, Andrew S., David R. Just, Laura E. Smith, and Brian Wansink. "Healthy convenience: nudging students toward healthier choices in the lunchroom." *Journal of Public Health* 34, no. 3 (2012): 370-376.

Hansen P. The Definition of Nudge and Libertarian Paternalism: Does the Hand Fit the Glove? *European journal of risk regulation*. 2016;7(1):155-174.
doi:10.1017/S1867299X00005468

Johnson, Eric J., and Daniel Goldstein. "Do defaults save lives?." (2003): 1338-1339.

Karlan, Dean, Margaret McConnell, Sendhil Mullainathan, and Jonathan Zinman. "Getting to the top of mind: How reminders increase saving." *Management Science* 62, no. 12 (2016): 3393-3411.

Kling, Jeffrey R., Sendhil Mullainathan, Eldar Shafir, Lee C. Vermeulen, and Marian V. Wrobel. "Comparison friction: Experimental evidence from Medicare drug plans." *The quarterly journal of economics* 127, no. 1 (2012): 199-235.

Loewenstein, George, and Nick Chater. "Putting nudges in perspective." *Behavioural Public Policy* 1, no. 1 (2017): 26.

Madrian, Brigitte C., and Dennis F. Shea. "The power of suggestion: Inertia in 401 (k) participation and savings behavior." *The Quarterly journal of economics* 116, no. 4 (2001): 1149-1187.

Milkman, Katherine L., John Beshears, James J. Choi, David Laibson, and Brigitte C. Madrian. "Using implementation intentions prompts to enhance influenza vaccination rates." *Proceedings of the National Academy of Sciences* 108, no. 26 (2011): 10415-10420.

Pichert, Daniel, and Konstantinos V. Katsikopoulos. "Green defaults: Information presentation and pro-environmental behaviour." *Journal of Environmental Psychology* 28, no. 1 (2008): 63-73.



Los Angeles Behavioral Economics Laboratory
in honor of Jean-Jacques Laffont

Behavioral Theories of Decision-making

Rai T. Honesty "nudge" fails to replicate. *Science* (American Association for the Advancement of Science).

Rozin, Paul, Sydney E. Scott, Megan Dingley, Joanna K. Urbanek, Hong Jiang, and Mark Kaltenbach. "Nudge to nobesity I: Minor changes in accessibility decrease food intake." (2011): 323.

Small, Deborah A., George Loewenstein, and Paul Slovic. "Sympathy and callousness: The impact of deliberative thought on donations to identifiable and statistical victims." *Organizational Behavior and Human Decision Processes* 102, no. 2 (2007): 143-153.

Sunstein C. R., Nudges vs. Shoves, 127 Harv. L. Rev. F. 210 (2014).

Sunstein, Cass R. "Nudges that fail." *Available at SSRN 2809658* (2016).

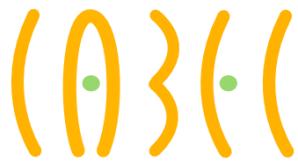
Thaler, Richard H., and Shlomo Benartzi. "Save more tomorrow™: Using behavioral economics to increase employee saving." *Journal of political Economy* 112, no. S1 (2004): S164-S187.

Thaler, Richard H., and Cass R. Sunstein. *Nudge: Improving decisions about health, wealth, and happiness*. Penguin, 2009.

Thornton, Rebecca L. "The demand for, and impact of, learning HIV status." *American Economic Review* 98, no. 5 (2008): 1829-63.

Viscusi, W. Kip. "Efficiency criteria for nudges and norms." *Public Choice* (2019): 1-18.

Zwane, Alix Peterson, Jonathan Zinman, Eric Van Dusen, William Pariente, Clair Null, Edward Miguel, Michael Kremer et al. "Being surveyed can change later behavior and related parameter estimates." *Proceedings of the National Academy of Sciences* 108, no. 5 (2011): 1821-1826.



Los Angeles Behavioral Economics Laboratory
in honor of Jean-Jacques Laffont

Behavioral Theories of Decision-making