

14.11 SPRING 2006
PUTTING SOCIAL SCIENCE TO THE TEST—FIELD EXPERIMENTS IN ECONOMICS
ASSIGNMENT # 1

Due on Tuesday February 28, 2006

Please read at least five out of the following papers and write two paragraphs on five papers stating:

- 1) What the paper did,
- 2) Whether you can think of an experiment YOU could realistically do that would be inspired by the paper's method or lesson.

1. Steele, Claude (1997): "A Threat in the Air: How Stereotypes Shape the Intellectual Identities and Performance of Women and African Americans," *American Psychologist*, 52(6), 613-629.
2. Rudman, Laurie A. and Peter Glick (1999): "Feminized management and backlash toward agentic women: the hidden costs to women of a kinder, gentler image of middle managers," *Journal of Personality and Social Psychology*, 77(5), 1004-1110.
3. Bertrand, Marianne and Sendhil Mullainathan (2004): "Are Emily and Greg More Employable than Lakisha and Jamal? A Field Experiment on Labor Market Discrimination," *American Economic Review*, 94(4), 991-1013.
4. Cialdini, Robert. *Influence: The Psychology of Persuasion*. New York: Collins, 1998. – Any 2 chapters
5. Iyengar, Sheena and Mark Lepper: "When Choice is Demotivating: Can One Desire Too Much of a Good Thing?" <http://www.columbia.edu/~ss957/whenchoice.html>
6. Ariely, Dan and Klaus Wertenboch: "Procrastination, Deadlines, and Performance: Self-Control by Precommitment," <http://web.mit.edu/ariely/www/Papers/deadlines.pdf>
7. Rothman, A. J. and P. Salovey (1997): "Shaping perceptions to motivate healthy behavior: The role of message framing," *Psychological Bulletin*, 121(1), 3-19.
8. List, John A. (2004): "Neoclassical Theory versus Prospect Theory: Evidence from the Marketplace" *Econometrica*, 72(2), 615-625.
9. Fehr, Ernst and Bettina Rockenbach (2003): "Detrimental Effects of Sanctions on Human Altruism." *Nature*, 422(13), 137-140.
10. Mobius, Mark and Tanya Rosenblat (2005): "Why Beauty matters," <http://www.nber.org/~mmobius/Post/Beauty/main.pdf>
11. Babcock, L., G. Loewenstein, and S. Issacharoff (1997): "Creating convergence: Debiasing biased litigants," *Law and Social Inquiry*, 22, 401-413.
12. Gneezy, Uri and Aldo Rustichini (2000): "A Fine is a Price," *Journal of Legal Studies*, 29(1), 1–17.
13. Boisjoly, J., G. Duncan, M. Kremer, D. Levy, and J. Eccles (2004): "Empathy or Antipathy? The Impact of Diversity," http://post.economics.harvard.edu/faculty/kremer/webpapers/Empathy_Antipathy_04.pdf