Selected Readings to Accompany *A Course in Behavioral Economics*, 3rd. Ed.

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This document contains a set of recommended readings to accompany Erik Angner’s textbook *A Course in Behavioral Economics*, 3rd. Ed. (London: Red Globe Press, 2021). The book is an introduction to the increasingly influential discipline of **behavioral economics**: the effort to provide economics with more psychologically plausible foundations. For more information about the book, please refer to the [publisher’s website](https://example.com).

**To the reader.** This collection of readings was assembled for the benefit of teachers, students, and general readers who want to delve deeper into the material discussed in the book. The organization of the collection mirrors that of the book. For copyright reasons, the reader does not contain full-text articles. Most research libraries offer full online access to these works. If you’re on a university campus, you should be able to download the text by simply clicking on the relevant link.

**To the instructor.** This collection was also designed to serve as a basis for upper- or graduate-level course in behavioral economics. Assuming students have library privileges, as is usual, this reader can be distributed as is directly to the students; while it can be edited to suit your needs, it requires no action on your part.

This reader will be updated irregularly. I would be most grateful for suggestions for improvement.

NB: Entries preceded by an asterisk (*) link to Google Books and a limited preview only.

*Dept. of Philosophy, Stockholm University. Email: erik.angner@philosophy.su.se*
Chapter 1
Section 1.2: The origins of behavioral economics


Chapter 3
Section 3.2: Opportunity costs


Section 3.3: Sunk costs


Section 3.4: Menu dependence and the decoy effect


Section 3.5: Loss aversion and the endowment effect


Section 3.6: Anchoring and adjustment


Chapter 5

Section 5.2 The gambler’s fallacy


Section 5.3: Conjunction and disjunction fallacies


5.4 Base-rate neglect


5.5 Confirmation bias


5.6 Availability


5.7 Overconfidence


Chapter 7

7.2 Framing effects in decision-making under risk

7.3 Bundling and mental accounting

7.4 The Allais problem and the sure-thing principle

7.5 The Ellsberg problem and ambiguity aversion

7.6 Probability weighting

7.7 Rabin’s calibration theorem

Chapter 9
9.1 Introduction

9.2 Hyperbolic discounting

9.3 Choosing not to choose
9.4 Preferences over profiles


9.5 Misprediction and miswanting


Chapter 11

11.2 Social preferences: altruism, envy, fairness, and justice


11.3 Intentions, reciprocity, and trust


11.4 Limited strategic thinking

*Chapter 5 of Camerer (2003), Behavioral Game Theory: Experiments in Strategic Interaction, New York, NY: Russell Sage Foundation. [https://books.google.com/books?id=cr_Xg7eRvdcC&pg=PA199]

Chapter 12

12.2 Behavioral welfare economics


12.3 The nudge agenda


12.4 The economics of happiness


Chapter 13

13.1 Assessing behavioral economics
