

## The Information Society and Behavioral Economics

2009-2010

Professor Jolls

Syllabus

### I. Individual Decision Making

Amos Tversky and Daniel Kahneman. Introduction, in *Judgment Under Uncertainty: Heuristics and Biases* (Daniel Kahneman, Paul Slovic, and Amos Tversky eds., 1982).

Neil D. Weinstein. Unrealistic Optimism About Future Life Events. *Journal of Personality and Social Psychology* 39:806-820 (1980).

Katherine Strandburg. Social Norms, Self Control, and Privacy in the Online World, in *Privacy and Technologies of Identity* (Katherine Strandburg and Daniela Stan Raicu eds., 2005).

Alessandro Acquisti and Ralph Gross. Imagined Communities: Awareness, Information Sharing, and Privacy on the Facebook. *Proceedings of Privacy Enhancing Technologies Workshop (PET)*, Lecture Notes in Computer Science 4258, Springer, 36-58 (2006).

Ponnurangam Kumaraguru, Yong Rhee, Alessandro Acquisti, Lorrie Faith Cranor, Jason Hong, and Elizabeth Nunge. Protecting People from Phishing: The Design and Evaluation of an Embedded Training Email System. CHI 2007: Conference on Human Factors in Computing Systems, San Jose, California, 905-914 (2007).

Janice Tsai, Serge Egelman, Lorrie Cranor, and Alessandro Acquisti. The Effect of Online Privacy Information on Purchasing Behavior: An Experimental Study (forthcoming 2009).

Serge Egelman, Janice Tsai, Lorrie Cranor, and Alessandro Acquisti. Timing Is Everything? The Effects of Timing and Placement of Online Privacy Indicators. CHI 2009: Conference on Human Factors in Computing Systems, Boston, Massachusetts, 319-328 (2009).

Alessandro Acquisti, Leslie John, and George Loewenstein. The Impact of Relative Standards on Concern about Privacy (working paper, 2009).

### II. Pair-Wise Cooperation

George Akerlof. Labor Contracts as Partial Gift Exchange. *Quarterly Journal of Economics* 97:543-569 (1982).

Chaim Ferschtman and Uri Gneezy. Discrimination in a Segmented Society: An Experimental Approach. *Quarterly Journal of Economics* 116:351-377 (2001).

Christina Fong and Erzo F.P. Luttmer. Do Race and Fairness Matter in Generosity? Evidence from a Nationally Representative Charity Experiment. NBER Working Paper No. 15064 (2009).

Andreas Nicklisch and Tobias Salz. Reciprocity and Status in a Virtual Field Experiment (working paper 2009).

### **III. Collective Action**

Yochai Benkler. *The Wealth of Networks: How Social Production Transforms Markets and Freedom* (Chapters 1-4 and 10-12) (2007).

Allan Friedman. Good Neighbors Make Good Fences. *IEEE Technology and Society* 26:17-24 (Spring 2007).

Lawrence Lessig. *Remix: Making Art and Commerce Thrive in the Hybrid Economy* (Chapters 6-7) (2008).

John Palfrey and Urs Gasser. *Born Digital: Understanding the First Generation of Digital Natives* (Chapters 7-8) (2008).

Jonathan Zittrain. *The Future of the Internet – and How to Stop It* (Chapters 2-3, 6, Introduction to Part III, and Chapter 9) (2009).

Tess Wilkinson-Ryan. The Sucker Norm (working paper 2009).

Yochai Benkler. Law, Policy and Cooperation, in *Government and Markets: Toward a New Theory of Regulation* (Edward Balleisen and David Moss eds., forthcoming 2009).

Avner Ben-Ner and Louis Putterman. Trust, Communication, and Contracts: An Experiment. *Journal of Economic Behavior and Organization* (forthcoming 2009).

Amitai Etzioni. Spent: America After Consumerism. *The New Republic* (June 17, 2009).

David A. Hoffman and Salil Mehra. Wikitruth Through Wikiorder. *Emory Law Journal* (forthcoming 2009).

Danielle Keats Citron. Cyber Civil Rights. *Boston University Law Review* 89:61-125 (2009).

Danielle Keats Citron. Law's Expressive Value in Combatting Cyber Gender Harassment. *Michigan Law Review* (forthcoming 2009).

Paul J. Zak and Jorge A. Barraza. Empathy and Collective Action (working paper 2009).

Rigel C. Oliveri. Discriminatory Housing Advertisements On-line: Lessons from Craigslist.  
*Indiana Law Review* (forthcoming 2010).

Bradley J. Ruffle and Richard Sosis. Do Religions Contexts Elicit More Trust and Altruism? An  
Experiment on Facebook (working paper 2010).