

Matthew's Suggested Readings
related to
Northwestern Lectures May 18-22

General Introductions:

1. Kahneman, Daniel and Amos Tversky, eds. (2000): *Choices, Values and Frames*, New York: Russell Sage Foundation: Cambridge University Press.
2. Nisbett R. and S. Ross. (1999) *The Person and Situation*, McGraw Hill.
3. Thaler, Richard H. (1994): *The Winner's Curse: Paradoxes and Anomalies of Economic Life*, Princeton University Press. Collection of Thaler's *Anomalies* columns from *Journal of Economic Perspectives*. [See also his more *Anomalies* columns in the *JEP*.]
4. Baron, Jonathan. (1994): *Thinking and Deciding*, Cambridge, UK; New York: Cambridge University Press.
5. Gilbert, D., S. Fiske, and G. Lindzey, editors. (1998): *Handbook of Social Psychology*, 4th ed., McGraw Hill.
6. Camerer, Colin, Loewenstein, George, and Rabin, Matthew, eds. (2003): *Advances in Behavioral Economics*, Russell Sage Foundation and Princeton University Press.
7. Rabin, Matthew. (1998): "Psychology and Economics." *Journal of Economic Literature* 36 (1): 11-46.
8. Rabin, Matthew. (2000): "A Perspective on Psychology and Economics," *European Economic Review*, 46(4-5): 657-685.
9. Rabin, Matthew. (2013): "An Approach to Incorporating Psychology into Economics." *American Economic Review Papers and Proceedings*, 103(3): 617-622.
10. Rabin, Matthew. (2013): "Incorporating Limited Rationality into Economics," *Journal of Economic Literature*, 51(2): 528-543.
11. DellaVigna, Stefano. (2009): "Psychology and Economics: Evidence from the Field." *Journal of Economic Literature*, 47 (2): 315-372.

Readings more directly about probabilistic judgment:

12. Nisbett, R. and S. Ross. (1980): *Human inference: strategies and shortcomings of social judgment*, Prentice-Hall.
13. Kahneman, Daniel, Paul Slovic, and Amos Tversky, eds. (1982): *Judgment under Uncertainty: Heuristics and Biases*, Cambridge University Press. Arguably the seminal book on behavioral economics. [Contains many excellent papers (including virtually all of Kahneman and Tversky's seminal articles on heuristics and biases).]
14. Kahneman, T. Gilovich, & D. Griffin, eds. (2002): *Intuitive Judgment: Heuristics and Biases*, Cambridge: Cambridge University Press. [An update of Kahneman, Slovic, and Tversky 1982.]
15. Kahneman, Daniel and Amos Tversky. "Introduction." In *Judgment Under Uncertainty: Heuristics and Biases*, Ch. 1, 3–22.
16. Kahneman, D, and A. Tversky. (1983): "Extensional vs. Intuitive Reasoning: The Conjunction Fallacy in Probability Judgment," *Psychological Review*, 90(4): 293- 315.
17. Tversky, Amos, and Derek Koehler, (1994): "Support Theory: A Nonextensional Representation of Subjective Probability," *Psychological Review*, 101(4): 547-567.
18. Kahneman, D., and Tversky, A. (1972): "Subjective probability: a judgment of representativeness," *Cognitive Psychology*, 3(3): 430-454.
19. Benjamin, Dan, Don Moore, and Matthew Rabin. (2013): "Misconceptions of Chance: Evidence from an Integrated Experiment." Working Paper, UC Berkeley.
20. Griffin, D. and A. Tversky. (1992): "The Weighing of Evidence and the Determinants of Confidence," *Cognitive Psychology*, 24: 411-435.
21. Rabin, Matthew. (2002): "Inference by Believers in the Law of Small Numbers." *Quarterly Journal of Economics*, 117(3): 775-816.
22. Rabin, Matthew and Dimitri Vayanos. (2010): "The Gambler's and Hot-Hand Fallacies: Theory and Applications." *Review of Economic Studies*, 77(2): 730-778.
23. Benjamin, D., M. Rabin, and C. Raymond. (2013): "A Model of Non-Belief in the Law of Large Numbers," *Journal of the European Economic Association*, forthcoming.
24. Benjamin, Dan, Aaron Bodoh-Creed, and Matthew Rabin. (in progress, absolutely to be completed summer 2015): "The Dynamics of Base-Rate Neglect,"
25. Rabin, Matthew and Joel Schrag. (1999): "First Impressions Matter: A Model of Confirmatory Bias." *Quarterly Journal of Economics*, 114(1): 37-82.
26. Augenblick, Ned and Matthew Rabin, "Excess Movement in Belief Streams," (in progress, absolutely to be completed Summer 2015)
27. Madarasz, Kristof. (2012): "Information Projection: Model and Applications," *Review of Economic Studies*, 79 (3): 961-985.
28. Tversky, A., & Koehler, D.J. (1994). Support theory: A nonextentional representation of subjective probability. *Psychological Review*, 101, 547–567.