



ALFRED-WEBER-INSTITUT FÜR WIRTSCHAFTSWISSENSCHAFTEN
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Upcoming Seminars

Monday, 6.11.2017

Departmental Seminar

13.30-14.30

AWI 00.010

Antonio Ciccone, University of Mannheim

(invited by Axel Dreher)

"Democratic Tipping Points"

Wednesday, 8.11.2017

Internal Seminar

12.15-13.15

AWI 00.010

Christopher Kops

"A Model of Endogenous Preferences"

Wednesday, 8.11.2017

Macro & Econometrics Seminar

17.00-18.00

AWI 01.030

Thomas Eife

"A Model of Industrial Policy with Capability Linkages"

Departmental Seminar

Antonio Ciccone

"Democratic Tipping Points"

Investigation whether transitory economic shocks can move countries permanently towards democracy.

Internal Seminar

Christopher Kops

"A Model of Endogenous Preferences"

The standard framework of rational choice relies on the implicit assumption that a decision maker turns a blind eye to the external state of affairs. The marketing and psychology literatures, however, have assembled an impressive body of evidence suggesting that consumers incorporate external information into their choice behavior. In this paper, we show how we can derive the decision maker's preferences when external evidence constrains her in maximizing her preferences. We illustrate how more information and misinformation, in particular, can make the decision maker worse off. Further, we provide a behavioral characterization for maximizing a single preference relation under endogenous influence and show how our theory accommodates leading experimental evidence on violations of rational choice.

**Editorial deadline for issue 25/2017 of the newsletter:
Wednesday, November 8, 2017, 12 p.m.
newsletter@awi.uni-heidelberg.de**

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please contact the address above.