Introduction:
Methods in the Laboratory

Daniel Houser
Interdisciplinary Center for Economic Science
George Mason University

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Two Related Questions

• What decisions do people make?
  – Data inform decisions in a particular environment of interest

• How do people make decisions?
  – Data inform theory of decision
Generosity in the Lab and Natural Environments

- People are more generous with “found” money in the lab than in natural environments.
- These games are often not meant to inform what people decide in natural environments, but rather how they decide.
- Bicchieri and Xiao (2009) offer evidence people decide to do what they believe others would do in that same situation.
Two Related Questions

• What decisions do people make?
  – Data inform decisions in a particular environment of interest
  – Stephen Knowles, Angela De Oliveira

• How do people make decisions?
  – Data inform theory of decision
  – Edward Millner, Maria Recalde