

Frames and Games

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November 16, 2004

VERY PRELIMINARY VERSION

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Abstract: Decision-makers are often influenced by the way in which a choice situation is presented to them or framed. This can be seen as an important challenge to the social sciences, since strong and pervasive framing effects would make it difficult to study human behavior in a synthetic or theoretic manner. We present results from experiments designed to shed light on two hypotheses about framing. The first posits that small changes in the frame only lead to small changes in behavior. The second proposes that changes in the incentive parameters will alter behavior in the same direction across different frames. Our results are consistent with these hypotheses, suggesting that there is some predictability to the way in which framing effects affect human behavior.

Keywords: Framing, Experiments, Public Goods.

JEL Classification Codes: C92, H41

Acknowledgements: The authors thank the Spanish *Ministerio de Educación y Cultura* (SEC2002-01352) and the Barcelona Economics Program of CREA for financial help.

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