

Preferences in Negotiations

The Attachment Effect

Bearbeitet von
Henner Gimpel

1. Auflage 2007. Taschenbuch. xiv, 268 S. Paperback

ISBN 978 3 540 72225 0

Format (B x L): 15,5 x 23,5 cm

Gewicht: 444 g

Wirtschaft > Betriebswirtschaft: Theorie & Allgemeines > Wirtschaftsmathematik und -
statistik

schnell und portofrei erhältlich bei


DIE FACHBUCHHANDLUNG

Die Online-Fachbuchhandlung beck-shop.de ist spezialisiert auf Fachbücher, insbesondere Recht, Steuern und Wirtschaft. Im Sortiment finden Sie alle Medien (Bücher, Zeitschriften, CDs, eBooks, etc.) aller Verlage. Ergänzt wird das Programm durch Services wie Neuerscheinungsdienst oder Zusammenstellungen von Büchern zu Sonderpreisen. Der Shop führt mehr als 8 Millionen Produkte.

Contents

List of Figures	XII
List of Tables	XIV
1 Introduction	1
1.1 Related Work and Fields of Research	5
1.2 General Background	10
1.3 Overview and Structure	12
2 Theories on Preferences	15
2.1 Microeconomic Modeling of Preferences	21
2.1.1 Rational Choice Theory	21
2.1.2 Limited Descriptive Validity of Rational Choice ..	28
2.2 Prospect Theory	33
2.2.1 Decision Under Risk	33
2.2.2 Riskless Multi-Issue Choice	39
2.2.3 Alternative Non-Neoclassical Utility Theories	46
2.3 Preference Construction and Stabilization	48
2.3.1 Adaptive Decision Making Processes	49
2.3.2 Empirical Evidence	58
2.4 Neural Basis of Preferences	62
2.5 De Gustibus non est Disputandum	66
2.5.1 Stability of Preferences	66
2.5.2 Summary	71

3	Preferences in Negotiations	73
3.1	Negotiations	74
3.1.1	Interdisciplinary Research	74
3.1.2	Negotiation Process Model	82
3.1.3	Biases in Negotiations	87
3.2	Origin of Reference Points	92
3.2.1	Property Rights	92
3.2.2	Expectations	96
3.3	The Attachment Effect in Negotiations	98
3.3.1	Graphical Example	99
3.3.2	Formalization	101
3.3.3	Simplifications of the Model	105
3.3.4	Implications for Negotiations	107
3.3.5	Summary	110
4	Internet Experiment	111
4.1	Experimental Design	112
4.1.1	Procedure	113
4.1.2	Course of a Session	115
4.1.3	Treatments and Agent Strategies	120
4.1.4	Discussion of Design Features	121
4.1.5	Hypothesis on Treatment Effects	127
4.1.6	Foundations of the Analysis	131
4.2	Experimental Results	132
4.3	Modifications of the Experiment Design	136
5	Laboratory Experiment	141
5.1	Experimental Design	142
5.1.1	Procedure	143
5.1.2	Course of a Session	145
5.1.3	Treatments and Agent Strategies	152
5.1.4	Discussion of Design Features	156
5.1.5	Hypotheses on Treatment Effects	160
5.2	Foundations of the Analysis	170
5.2.1	Statistics to be Used	170
5.2.2	Distances in the Agreement Space	176
5.2.3	Overview of the Analysis	178
5.3	Non-Parametric Analysis	179
5.3.1	Overview of the Data	179
5.3.2	Binary Choice	190
5.3.3	Sources of Utility	195
5.3.4	Preference Uncertainty	200

5.3.5	Summary of Non-Parametric Results	204
5.4	Parametric Analysis	206
5.4.1	Foundations of the Estimation	207
5.4.2	Maximum Likelihood Estimation	211
5.4.3	Reliability of the Estimation	215
5.5	Summary of Results	222
6	Conclusions and Future Work	225
6.1	Summary of Contribution and Review of Work	226
6.1.1	Contribution	226
6.1.2	Implications	233
6.2	Limitations of the Present Work	236
6.3	Future Work	241
	References	245
	List of Abbreviations and Symbols	267