

Joachim Krueger: Social projection and person perception in experimental games

The first part of this talk is concerned with choice-making in non-cooperative experimental games. According to the theory of evidential decision making, people seek to maximize personal utility by conditioning their predictions about the behavior of others on their own choices. Inasmuch as people project their own choices onto others, they will expect cooperation to be more likely if they themselves cooperate than if they defect. I review experiments showing that the strength of social projection predicts people's likelihood to cooperate. The second part of this talk draws distinctions between evidential reasoning and two competing theories: social preferences and team reasoning. The third part is concerned with how people perceive players given these players' choices. I review experiments showing that most participants construe the prisoner's dilemma game and the trust game mainly in terms of its implications for a player's morality, not his or her rationality.