

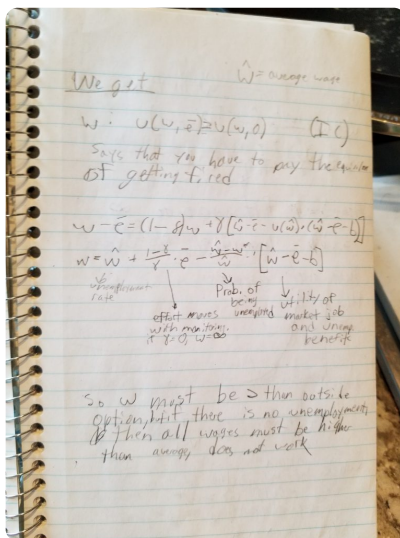


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behavioral economics notes

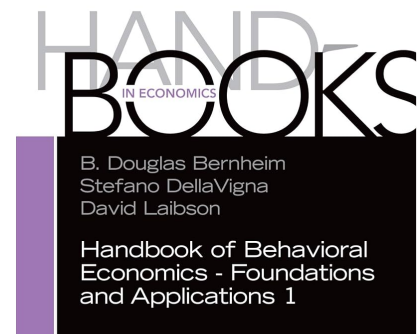
Photo Gallery



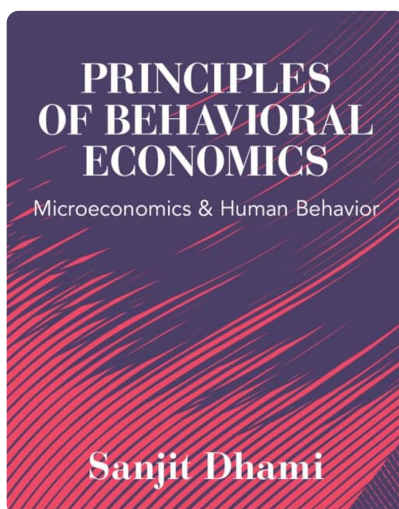
Episode 2: What is Behavioral Economics? Part 2 – The Team W



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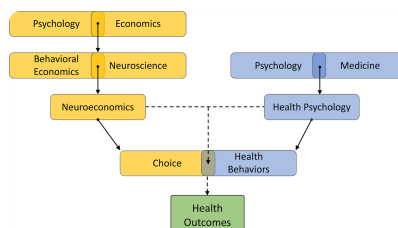
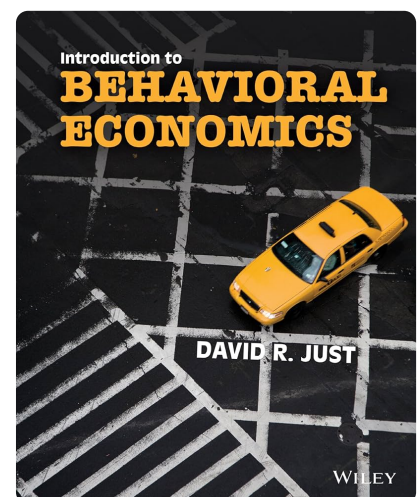


FIGURE 2. Neuroeconomics applies neuroscience methods to dec



Introduction to Behavioral Economics: Noneconomic Factors Th

BEHAVIORAL SCIENCE CLASS NOTES

PAGE 1: INTRODUCTION TO BEHAVIORAL SCIENCE

Definition: The interdisciplinary study of human behavior and decision-making processes.
Key Disciplines: Psychology, Economics, Sociology, Anthropology, Neuroscience
Core Focus: Understanding why people make the choices they do in various contexts.

PAGE 2: FOUNDATIONAL THEORIES

Classical Conditioning: Pavlov's dog experiments - learned associations
Operant Conditioning: Skinner's reinforcement principles
Cognitive Dissonance: Festinger's theory of conflicting beliefs
Maslow's Hierarchy: Pyramid of human needs from basic to self-actualization

PAGE 3: DECISION-MAKING PROCESSES

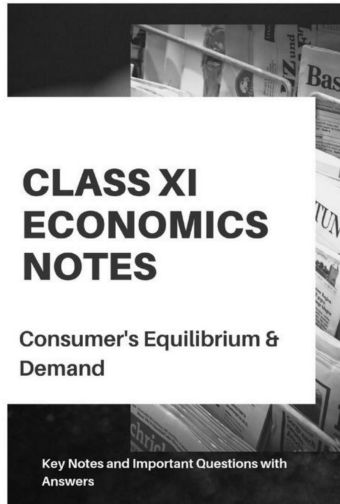
System 1 Thinking: Fast, automatic, intuitive decisions
System 2 Thinking: Slow, deliberate, analytical reasoning
Heuristics: Mental shortcuts that simplify decision-making
Common Biases: Confirmation bias, anchoring, availability heuristic

PAGE 4: SOCIAL INFLUENCES

Conformity: Asch's line experiments
Obedience: Milgram's authority studies
Group Dynamics: Social loafing, groupthink, deindividuation
Social Norms: Informal rules governing group behavior

PAGE 5: APPLICATIONS & RESEARCH METHODS

Applied Fields: Behavioral economics, organizational behavior, consumer psychology
Research Methods: Experiments, surveys, observations, case studies
Ethical Considerations: Informed consent, confidentiality, minimizing harm
Future Directions: AI integration, cross-cultural studies, neurobehavioral research



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