



**UvA-DARE (Digital Academic Repository)**

**Inducing good behavior**

van der Veen, A.

[Link to publication](#)

*Citation for published version (APA):*  
van der Veen, A. (2012). *Inducing good behavior*.

**General rights**

It is not permitted to download or to forward/distribute the text or part of it without the consent of the author(s) and/or copyright holder(s), other than for strictly personal, individual use, unless the work is under an open content license (like Creative Commons).

**Disclaimer/Complaints regulations**

If you believe that digital publication of certain material infringes any of your rights or (privacy) interests, please let the Library know, stating your reasons. In case of a legitimate complaint, the Library will make the material inaccessible and/or remove it from the website. Please Ask the Library: <https://uba.uva.nl/en/contact>, or a letter to: Library of the University of Amsterdam, Secretariat, Singel 425, 1012 WP Amsterdam, The Netherlands. You will be contacted as soon as possible.

# List of Tables

|   |    |
|---|----|
| 2.1. Main Features of the Treatments . . . . .  | 11 |
| 2.2. Responses to the Subsidy . . . . .   | 16 |
| 2.3. Estimates of the Main Treatment (hurdle model) . . . . .                         | 18 |
| 2.4. Estimates of the Dual Task Effect - Control Treatment - (hurdle model) . . . . . | 22 |
| 2.5. Dual Task Procedures and Frequency of Changes . . . . .                          | 22 |
| 2.6. Beliefs and Contributions in Treatments with Maximum Subsidy 0.75 . . . . .      | 24 |
| 3.1. Choice Proportions, Average by Treatment . . . . .                               | 32 |
| 3.2. Earnings in Part Two, Average by Treatment . . . . .                             | 34 |
| 3.3. Predicted Choice Probabilities . . . . .   | 35 |
| 4.1. Experimental Design . . . . .  | 48 |
| 4.2. Actions in Stage 1 . . . . .   | 51 |
| 4.3. Actions in Stage 2 . . . . .   | 52 |
| 4.4. Assignment of Tokens . . . . .   | 53 |
| 4.5. Efficiency and Earnings . . . . .  | 54 |
| 4.6. Played Combinations and Transitions . . . . .                                    | 55 |
| 4.7. Battle of the Wills: Who Gives in? . . . . .                                     | 56 |
| 4.8. Employers' Strategies and Earnings . . . . .                                     | 57 |
| 4.9. Questionnaire . . . . .  | 58 |
| 5.1. Summary of Treatments . . . . .  | 64 |
| 5.2. Comparisons between Auctions and Liability Regimes . . . . .                     | 69 |
| 5.3. Estimated Bidding Functions (5.12)-(5.14) . . . . .                              | 70 |