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Benjamin Pelloux

On the Role of Emotions and Social Ties in Public Good Games : Behavioral and Neuroeconomic Studies

This thesis presents four essays regarding the role of emotions and their influence on decision making as well as the dynamic development of attachment between interacting parties. More precisely, the first three chapters are interested in how social ties are created and evolve in anonymous laboratory interactions. This investigation is done at the theoretical, behavioral and neural levels such that it offers a quite complete view of how social ties are formed and how they guide decisions in repeated social interactions. The fourth and final chapter explores the use of verbal feedback as a tool to increase cooperation and the underlying role played by emotions in this environment.

Benjamin Pelloux (1984) obtained his master degree in economics from the University of Lyon (2007). He started then his PhD research in behavioral and neuroeconomics both at the University of Lyon and at the University of Amsterdam under the supervision of Frans van Winden and Jean-Louis Rullière.

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