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Anita Kopányi-Peuker

Endogeneity Matters: Essays on Cooperation and Coordination

This thesis investigates how cooperation evolves and how people can coordinate to achieve better outcomes for all the parties. The research involves theoretical and experimental analysis of people's behavior. We examine whether subjects' actual behavior deviates from the perfect rationality assumption, and whether subjects are able to coordinate on an equilibrium in case of multiplicity of equilibria.

In the thesis we consider situations where people can build trust and coordinate better if they intentionally weaken their positions, e.g. by making themselves vulnerable. We investigate how this endogenous decision affects outcomes in social dilemmas, market competition, and in team-production.

Anita Kopányi-Peuker (1985) received her MSc degree in economics from the Corvinus University of Budapest and an MPhil degree in behavioral economics from the Tinbergen Institute. After graduation she joined CREED (Center for Research in Experimental Economics and Political Decision Making) at the University of Amsterdam to carry out her doctoral research. Her research interests include behavioral and experimental economics, game theory, cooperation and coordination.

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Endogeneity Matters:
Essays on Cooperation and Coordination

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Endogeneity Matters:
Essays on Cooperation and Coordination

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Anita Gabriella Kopányi-Peuker

geboren te Boedapest, Hongarije

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Nottingham, May 2015

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