



FRIDAY, APR. 6

ANUJ SHAH

University of Chicago Booth School of Business

Deciding Who Gets What, Fairly

Goods and services are often allocated to those who spend the most resources. Often, this means that things are allocated to people who spend the most money. But people can use a variety of other resources to acquire things (e.g., time, effort, social capital). Why might some resources seem fairer to use than others? In this research, we show that people believe resources systematically differ according to how well they signal preferences (e.g., money spent seems like a worse signal of want or need than does time or effort spent) and that allocation policies seem fairer if they are based on resources that clearly signal preferences. We explore several factors that influence these perceptions, and we demonstrate how these intuitions shape support for business practices and public policies.

BIO

Anuj Shah is an associate professor of behavioral science at the University of Chicago Booth School of Business. In one line of work, he studies how being short on money and time affects decision-making. In another line of work, he studies how behavioral science can help shape interventions to reduce crime and violence.

UPCOMING SEMINARS

April 27

Ariel Rubinstein (Tel Aviv U)

May 18

Janet Schwartz (Tulane)

June 6

Charles Sprenger (UCSD)

UCLAAnderson
THINK IN THE NEXT

BEHAVIORAL DECISION
MAKING COLLOQUIUM

UCLA Anderson
12:15 PM – 1:30 PM
Collins Center
Room A-301