



FRIDAY, APR. 27

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A Typology of Players: Between Instinctive and Contemplative

A new typology of players is proposed based on the classification of actions as either instinctive or contemplative. A person's type is the probability of him choosing a contemplative action. To test the typology, results of 10 games are analyzed. Actions in each game were classified depending on whether their response time was more or less, respectively, than the median response time of all subjects who played the game. It is argued that fast actions are more instinctive and slow actions are more contemplative. A subject's contemplative index (CI) is defined as the proportion of games in which he chose a contemplative action. It is found that for 8 of the 10 games, the CI in the other 9 games is positively correlated with a player's choice of a contemplative action in that game (average Spearman correlation of 9%). The CI is used to shed light on the nature of choice in five additional games. JEL Codes: C72, C91.

BIO

I am a professor of Economics at Tel Aviv and New York universities (and I feel strongly attached to the University of Tel Aviv Cafes). My main field of research is Economic Theory (in particular, Decision theory and Game Theory). I was also involved in some interdisciplinary research (like, Law and Economics and Economic and Language). My interest in neuroeconomics emerges from my long time interest in Economic methodology. My work in the field is mainly regarding the concept of Response Time.

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1:30 – 3:00 PM
Entrepreneurs Hall
Room C-315