

MEN ARE FROM MARS, WOMEN FROM VENUS, ONLY WITH INCENTIVES



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THE QUESTION

- ◆ Are there different kinds of people or personalities? So, can we predict their behavior?
- ◆ Are there significance differences between men and women personalities? Are there factors that are more likely to belong to one specific gender?



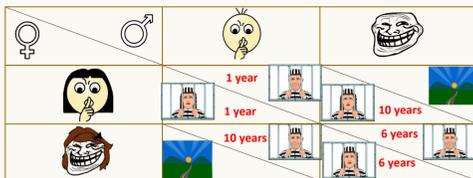
Universitat Autònoma de Barcelona

THE EXPERIMENT

PRISONER'S DILEMMA

You and a friend have committed a crime and have been caught. You are being held in separate cells so that you cannot communicate with each other. You are both offered a deal by the police and you have to decide what to do independently. The deal is:

- If you betray your partner and he/she remains silent, you go free and your partner goes to prison for 10 years, and vice versa.
- If you both betray the other, you will serve 6 years each.
- If you both remain silent, both go 1 year to prison.



WHAT WOULD YOU DO?

	♀	♂
♀	1 year, 1 year	10 years, 1 year
♂	1 year, 10 years	6 years, 6 years

DICTATOR'S GAME

For you:



You are randomly paired with a person. Would you split the amount with him/her? How much will you give to him/her?

WHAT WOULD YOU DO?

	0	1	2	3	4	5	6	7	8	9	10	OTHER
♀												
♂												

LOTTERIES



Vs

You have to bet.

- If you bet for Barça and they win you earn 4€ if they lose you earn 3.20€
- If you bet for Madrid and they win, you earn 7.70€, if they lose you earn 0.20€

There are 5 situations:

	1	2	3	4	5
WIN	10%	30%	50%	70%	90%
LOOSE	90%	70%	50%	30%	10%

WHAT WOULD YOU DO?

Make a dot in the situation where you would bet for Madrid:

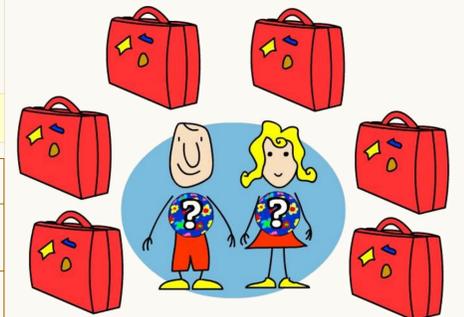
Situation					
	1	2	3	4	5
♂					
♀					

TRAVELERS' DILEMMA

Two travelers lose their luggage during a flight. Each traveler's luggage contains exactly the same objects. To compensate damages, the airline manager asks each traveler to independently make a claim for the lost object between 20€ and 100€. To discourage false claims, the manager offers to pay each traveler the minimum of the two claims, plus 20€ to the lowest claimant and minus 20€ to the highest claimant.

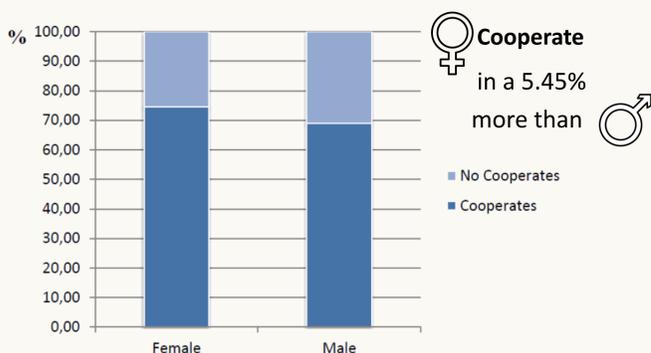
WHAT WOULD YOU DO?

LUGGAGE VALUE (€)	
♂	
♀	

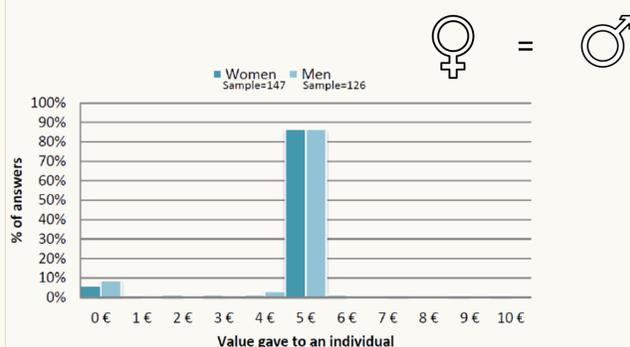


RESULTS AND CONCLUSION

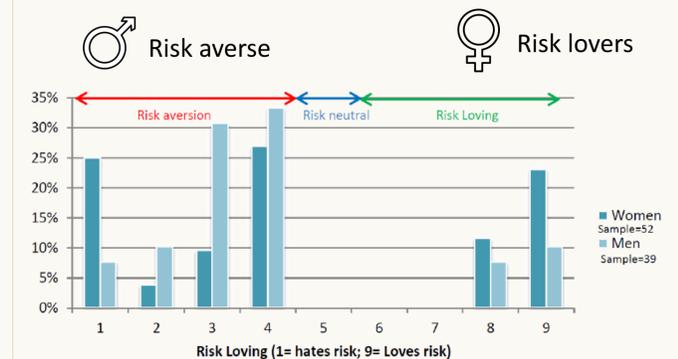
PRISONER'S DILEMMA



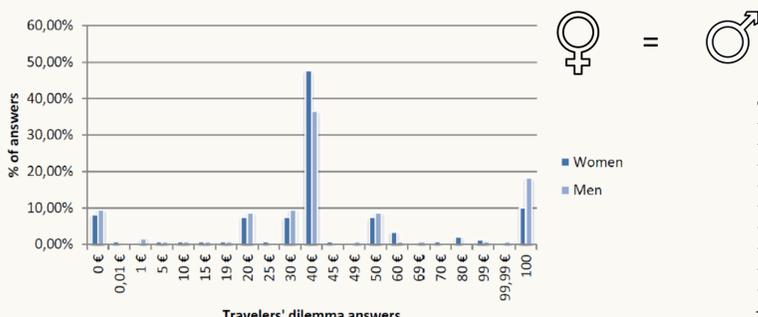
DICTATOR'S GAME



LOTTERIES



TRAVELER'S DILEMMA



Equality and fairness

Variables	Variable Definition	Number of answers	%
Risk1	Risk aversion	24	8.73%
Win1	Win Loving	45	16.36%
Penalty1	Penalty averse	15	5.45%
Aspi1	Expects high value	16	5.82%
Low1	Choice is low	27	9.82%
Low2	Choice is high	21	7.64%
High1	Beliefs rival will say higher	25	9.09%
Soci1	Equality	41	14.91%
Fair1	Belief their value is fair	69	25.09%
Rand_Noise	Didn't understand the game.	36	13.09%

CONCLUSION

INCENTIVES ARE IMPORTANT

When there are not incentives people have the chance to lie and therefore the results are not consistent with the literature.

BIBLIOGRAPHY