Competitive Pressure and Immoral Behavior

It is commonly accepted in economic literature, that competitive environments induce efficiency and higher productivity. Yet, recent research in experimental economics and psychology has discovered that competitive environments also have a dark side. Competitive pressure can sometimes serve as a justification for immoral behavior. This Master thesis should delve into the existing literature on the topic, summarize further research outlooks, and conduct an online survey that would examine perceptions of participants about the influence that competitive pressure has on immoral behavior. Survey could consist of several scenarios that have already been conducted in an actual economic experiment and would thereby test how well the online survey participants can predict potentially immoral actions of others in those selected scenarios. (Advisor Ms. Khachatryan would gladly advise you on which scenarios to consider).


Requirements:
- Interest in behavioral economics and in particular, experience in an economic experimental seminar would be very useful
- Knowledge of an econometrics software (Stata, R, EViews) is very useful
- Independent and diligent worker

Examiner: Prof. Dr. Astrid Dannenberg
Advisor: Elina Khachatryan

More information, literature, and further guidance are available upon request from Elina Khachatryan, Tel.: +49 561 804-2327, elina.khachatryan@uni-kassel.de

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