



# Introduction: Methods in the Laboratory

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# Two Related Questions



- What decisions to people make?
  - Data inform decisions in a particular environment of interest
- How do people make decisions?
  - Data inform theory of decision

# Generosity in the Lab and Natural Environments



- People are more generous with “found” money in the lab than in natural environments
- These games are often not meant to inform **what** people decide in natural environments, but rather **how** they decide
- Bicchieri and Xiao (2009) offer evidence people decide to do what they believe *others would do* in that same situation.

# Two Related Questions



- What decisions to people make?
  - Data inform decisions in a particular environment of interest
  - Stephen Knowles, Angela De Oliveira
- How do people make decisions?
  - Data inform theory of decision
  - Edward Millner, Maria Recalde