

Framing Effects in Intertemporal Choice: A Nudge Experiment

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Highlights

- The paper investigates the impact of framing effects in intertemporal choice
- We use two different elicitation modes, termed classical and penal
- Subjects are nudged with the amount one has to give up for sooner options
- We find that discount rates are lower in the penal than in the standard framing
- The findings have relevant implications for self-control and long-term planning

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