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Toward the Integration of Personality Theory and Decision Theory in Explaining Economic Behavior: An Experimental Investigation

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Highlights

- We systematically assess the relationships between economic preferences and personality traits.
- We analyze a large set of adult non-student subjects with data on several life outcomes.
- Personality traits statistically predict outcomes as well or better than economic preferences.
- Decision theory and personality variables are meaningfully statistically related.
- Neuroticism and cognitive ability together explain much of risk preferences.

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