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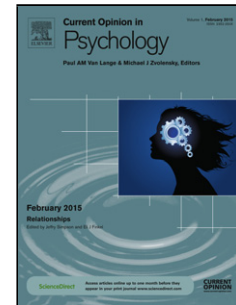
Title: Cooperation and Decision Time

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Cooperation and Decision Time

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Highlights

- We overview work on cooperation and decision time
- Experimentally inducing time pressure increases reliance on intuition
- This, in turn, promotes cooperation (when it is self-interested to defect)
- Self-paced decision time reflects decision conflict not intuition versus deliberation
- Thus, whether cooperation is faster or slower depends on the setting
- Faster cooperative responses are judged more positively by others

Abstract

We review two fundamentally different ways that decision time is related to cooperation. First, studies have experimentally manipulated decision time to understand how cooperation is related to the use of intuition versus deliberation. Current evidence supports the claim that time pressure (and, more generally, intuition) favors cooperation. Second, correlational studies reveal that self-paced decision times are primarily related to decision conflict, not the use of intuition or deliberation. As a result, extreme cooperation decisions occur more quickly than intermediate

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