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The Rapid Evolution of Homo Economicus: Brief Exposure to Neoclassical Assumptions Increases Self-Interested Behavior

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Highlights

- Laboratory experiment using within & across-subject design
- Identify impact of econ lessons on behavior in games used to measure selfishness
- Econ lessons include assumption of self-interest and strategic considerations
- Behav moves toward self-interest in ultimatum & dictator games & prisoner's dilemma
- No effect in public-goods games

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