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A portable method of eliciting respect for social norms

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Highlights. Manuscript EL44349**“A portable method of eliciting respect for social norms”****Kimbrough and Vostroknutov**

- People exhibit heterogeneous respect for shared norms.
- We introduce an abstract task to measure an individual’s norm-following propensity.
- Choices in this task are similar across five countries.
- Norm-following propensity is correlated with norm-consistent behavior in dictator games.

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