

Special Issue, *Journal of Economic Psychology*.

From Dual Processes to Multiple Selves: Implications for Economic Behavior

Edited by

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Research on the codetermination of behavior by multiple processes or motives has received increasing attention in both economics and psychology in recent years, motivating both experimental and theoretical research. In psychology, dual-process and dual-system models have been formulated that specify how different underlying mechanisms influence the behavior of human decision makers. These models go beyond rational accounts of human behavior and explicitly include heuristics and emotions as determinants.

While dual-process accounts have long played an important role in psychology, it is more recently that they have been adopted in economic theorizing. In a first approximation, and especially in the realm of intertemporal decision making, economists have modeled multiple motives as the result of the interaction of multiple selves within a game-theoretic framework, whose equilibria are taken to capture not only the ultimate behavior of the decision maker but also the factors influencing the balance between different motives.

Both multiple-selves models and general dual-process accounts of human behavior have the potential of explicitly integrating anomalies and deviations from the rational paradigm. Thus, it seems timely to invite researchers from both disciplines to disseminate their thoughts and findings in a Special Issue of the *Journal of Economic Psychology* that is exclusively devoted to the potential contribution of dual-process and multiple-selves models to a better understanding of economic phenomena.

Both experimental and theoretical contributions are welcome. Possible topics are:

- 1) Judgments (intuitive vs. systematic) and Attitudes (peripheral vs. central)

- 2) Processes (reflective vs. impulsive) and Motives (implicit vs. explicit)
- 3) Rationality (homo oeconomicus vs. boundedly rational behavior)
- 4) The Role of Emotions
- 5) Intertemporal Choice
- 6) Stability and (In)consistency of Preferences
- 7) Self-Control, Goals, and Incentives
- 8) Impulsive Action, Compulsive Consumption, and Addiction

Interested authors are also invited to contact the special issue editors Fritz Strack (strack@psychologie.uni-wuerzburg.de) and Carlos Alós-Ferrer (carlos.alos-ferrer@uni-konstanz.de) to discuss the fit of various topics to the special issue.

Submission

Manuscripts should be prepared according to the guidelines outlined on the website of the Journal of Economic Psychology (<http://ees.elsevier.com/joep/>). Manuscripts should be submitted by April 31, 2012 through that website. Authors should select "Special Issue Dual-Process Models" as article type, and also indicate in the cover letter that the manuscript should be considered for this special issue.