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DESCRIPTION

The Journal aims to present research that will improve understanding of behavioral, in particular psychological, aspects of economic phenomena and processes.

The Journal seeks to be a channel for the increased interest in using behavioral science methods for the study of economic behavior, and so to contribute to better solutions of societal problems, by stimulating new approaches and new theorizing about economic affairs. Economic psychology as a discipline studies the psychological mechanisms that underlie economic behavior. It deals with preferences, judgments, choices, economic interaction, and factors influencing these, as well as the consequences of judgements and decisions for economic processes and phenomena. This includes the impact of economic institutions upon human behavior and well-being. Studies in economic psychology may relate to different levels of aggregation, from the household and the individual consumer to the macro level of whole nations. Economic behavior in connection with inflation, unemployment, taxation, economic development, as well as consumer information and economic behavior in the market place are thus among the fields of interest. The journal also encourages submissions dealing with social interaction in economic contexts, like bargaining, negotiation, or group decision-making.

The Journal of Economic Psychology contains: (a) novel reports of empirical (including: experimental) research on economic behavior; (b) replications studies; (c) assessments of the state of the art in economic psychology; (d) articles providing a theoretical perspective or a frame of reference for the study of economic behavior; (e) articles explaining the implications of theoretical developments for practical applications; (f) book reviews; (g) announcements of meetings, conferences and seminars.

Special issues of the Journal may be devoted to themes of particular interest. Once per year an open call for proposals for a special issue is announced. The Journal will encourage exchange of information between researchers and practitioners by being a forum for discussion and debate of issues in both theoretical and applied research.

The journal is published under the auspices of the International Association for Research in Economic Psychology at http://www.iarep.org. The aim of the Association is to promote interdisciplinary work relating to economic behavior.

AUDIENCE

Researchers and Practitioners in Marketing, Psychologists, Economists, Governmental Policy Makers.
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Second, the journal does welcome the publication of null results, where a postulated effect is not found (replications, however, should be submitted as such and not as Research Articles: see "Types of Submissions and Length of Articles" above). However, null effects can only be properly interpreted if a careful power analysis has been carried out before conducting the experiment and is properly reported in the design section. In doing so, please be aware of the distinction between a proper (ex ante or equivalent) power analysis and a post hoc (or observed) power analysis. A post hoc power analysis, where one just reports the effect sizes that would have been significant given the actual parameters of the study, including actual sample size, is not useful: it simply restates the p-value in other terms. In contrast, a proper (ideally ex ante, but not exclusively) power calculation clarifies which effect sizes a study could detect with sufficient power. This is done through power calculations estimating the probability to obtain a significant effect given a particular effect size (e.g., in terms of Cohen's d). The effect sizes are derived from previous studies, theoretical background, or simply the literature standards, meaning that power is estimated for large, medium, and small effects, as given in Cohen, J. (1977), Statistical Power Analysis for the Social Sciences, Elsevier.

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