

Abstracts

Behavior, Economics and Politics – Essential Researchers and Concepts

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The article provides an overview of the rising research agenda that deals with the relationship between behavior, economics and politics. Bibliometric descriptors are used to map the 30 most cited studies in the field. The various studies are reviewed in order to identify the most important researchers and concepts in the literature.

Behavioral Public Administration and The Psychology of Numbers: How Humans Interpret Performance Information in the Public Sector.

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Herbert Simon is probably the world's most famous public administrations scholar but is perhaps best known for bringing psychology into the study of economics as the field of behavioral economics. Paradoxically, the science of public administration never established a similar behavioral subfield. This article discusses the development of a behavioral public administration and how such a field has recently shaped the research on performance information. Specifically, this research focuses on how citizens, employees, and leaders interpret performance data about public services. What kinds of short cuts do humans use of interpreting numbers? How can comparisons affect our understanding of numbers and performance? How does the negativity bias shape our understanding of numbers? Why do we often rely more on anecdotal evidence than statistical data? In answering these question, we highlight how

humans' understanding of numbers is shaped by interpretations and that psychological theory and methods can help us systematize how these interpretations are made.

Nudge – A push in the right direction?

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Interventions based on findings from behavioral economics are increasingly popular as a governmental practice in Denmark as well as the rest of the world. We discuss how one may evaluate whether behavioral interventions contribute positively or negatively to the welfare in society.

BASIC: A diagnostic approach to developing behavioural public policy

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For the past 10 years, we have witnessed the emergence of a new evidence-based policy paradigm, Behavioural Public Policy (BPP),

which seeks to integrate theoretical and methodological insights from the behavioural sciences to public policy development. However, the work with BPP has been characterized by being unsystematic as well as centred on best cases, which neither specify the prerequisites for, nor the processes involved in, the development of BPP. This article presents BASIC; a diagnostic approach to integrating theoretical and methodological insights from the behavioural sciences in the development of behavioural public policies, as well as ABCD, which is a model for systematic behavioural analysis, development, test and implementation of behavioural insights. The overall model enables researchers as well as public employees to better understand the phases involved in the development of sound behavioural policies and how relevant behavioural insights are identified as the basis for effective policies.

Smoking behavior in BASIC perspective: A case from Copenhagen Airport on behavioral diagnosis and long-term effects of behavioral interventions

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In 2007, a nationwide ban on indoor smoking was introduced, which moved smokers outside. However, the concentration of smokers at high frequency entrances, such as Copenhagen Airport, poses a risk for passive smo-

king. An intervention developed within the diagnostic approach, BASIC, was tested in a quasi-experiment in 2013 and followed up with a natural experiment in 2016. Data from a total of 3,761 smokers from three of the airport terminals' entrances were collected. The experiment in 2013 cut the number of smokers in the smoke-free area of the entrances in half. The follow-up measurement in 2016 showed, as expected, that the long-term effect of the intervention depends on whether the individual elements of the intervention are present. The results indicate that the effect of behaviourally informed interventions (including nudges) are long-term, given that the elements of the intervention are maintained, and that the underlying diagnosis is still relevant to the behavioural problem.

Job search with bounded rationality: Behavioral insights and interventions

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This article provides a policy review of behavioral science insights into relevant biases that may hinder job search activities, as well behavioral interventions to smooth the transition back to the labor market. Labor market policies that build on the assumption that individuals behave rationally may overlook the systematic biases that can occur during job search, limiting their effectiveness. Understanding behavioral factors within the job search process can give policymakers a new toolkit for policy design. Behaviorally-informed policies can potentially provide outcomes closer to individuals' true preferences, without high costs or reductions in welfare. More real-world evidence is needed to inform the development of effective behavioral job search interventions.

Do we hold the same perceptions? The importance of gender and gender congruence for employees' perceptions of leadership in the public sector

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Do employees perceive leadership styles of male and female leaders differently? Moreover, are the employees' perceptions of the leader's leadership style dependent on whether the employees hold the same or opposite gender as their leader? These questions are investigated using survey data from 625 leaders and their 9.321 employees across four policy areas within the Danish public sector. The analysis reveals that the leader's gender does matter for the employees' perceptions of the leader's leadership style. Thus, the employees perceive more use of visionary leadership, rewards and sanctions when they have a female leader compared to a male leader. Furthermore, the results show that gender congruent employees perceive a higher use of visionary leadership or rewards than gender incongruent employees do. We find that male employees more than female employees perceive male leaders as using rewards, while female employees to a greater extent than male employees perceive female leaders as visionary.