



APA PsycInfo® Topic Guide

BEHAVIORAL ECONOMICS

Topics in APA PsycInfo of Relevance to Behavioral Economics

APA PsycInfo is a research database published by the American Psychological Association. Researchers as diverse as addiction counselors, vocational rehabilitation specialists, and investment managers can use it to learn more about behavioral economics, a synthesis of principles of economics and behavioral psychology.

Sample Searches in Behavioral Economics

Scenario: Many Americans are not saving enough for retirement, in part because people don't feel connected to their future selves. What research has there been to help policymakers understand saving motivation?

Search: *(Delay Discounting OR Time Perspective) AND (Retirement OR Budget)*

Results: Journal articles about our tendency to value immediate gains over future gains, including neuroimaging studies and choice behavior. Predictors of successful planning are also discussed.

Scenario: Clinicians look for research on effective behavior change strategies to encourage positive health changes such as weight loss, smoking cessation, and rehabilitation adherence.

Search: *Behavioral Economics AND (Behavior Change OR Behavior Modification OR Motivation)*

Results: Conference materials, book chapters, and journal articles, including a special issue of *Health Psychology* on how behavioral economics affects health behavior.

Scenario: Professionals from anthropologists to zoologists are interested in research on cooperation. By combining searches on behavioral economics and game theory, they can find analyses of strategies and economic reasoning in competitive situations.

Search: *Game Theory AND Behavioral Economics AND (Trust OR Cooperation)*

Results: Journal articles on cross-cultural collective efforts, cooperation as a factor in prisoners' dilemma experiments, and trust as an influence on investment decisions



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Selected Search Terms

The search terms provided here are just a few excerpts from the many relevant terms in APA's *Thesaurus of Psychological Index Terms*®. If you aren't sure how to use these terms (called Subject Terms, Subject Headings, or Index Terms depending on your interface), check with your librarian or consult the APA PsycInfo Quick Reference Guide.

Consumer Behavior

- Consumer Attitudes
- Consumer Psychology
- Marketing
- Motivation
- Online Behavior

Decision Making

- Autonomy
- Choice Behavior
- Delay Discounting
- Groupthink
- Impulsiveness
- Intolerance of Uncertainty
- Risk Taking
- Self Determination
- Time

Economics

- Behavioral Economics
- Business Investments
- Costs and Cost Analysis
- Game Theory
- Taxation

Health Behavior

- Addiction
- Diets
- Disease Management
- Fast Food
- Health Knowledge
- Obesity
- Self Control
- Tobacco Smoking
- Well Being

Organizational Behavior

- Business and Industrial Personnel
- Environmental Attitudes
- Group Dynamics
- Incentives
- Job Satisfaction
- Organizational Effectiveness
- Teamwork

Psychophysiology

- Behavioral Neuroscience
- Cognitive Neuroscience
- Neurobiology
- Neurocognition
- Neuroeconomics
- Neuropathology
- Social Neuroscience

Social Behavior

- Cooperation
- Ethics
- Positive Reinforcement
- Prisoners Dilemma Game
- Trust

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