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 Saving)

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.

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.

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.
Selected Search Terms

The search terms provided here are just a few excerpts from the many relevant terms in PsycINFO’s thesaurus. 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 PsycINFO Quick Reference Guide you may also have received at the same time as this handout.

**Consumer Behavior**
- Consumer Attitudes
- Consumer Psychology
- Marketing
- Motivation

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

**Social Behavior**
- Cooperation
- Ethics
- Positive Reinforcement
- Prisoners Dilemma Game
- Public Policy
- Trust

**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

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

**Decision Making**
- Autonomy
- Choice Behavior
- Delay Discounting
- Groupthink
- Impulsiveness
- Risk Taking
- Self Determination
- Time Uncertainty