**Appendix B. Comprehensive list of 156 relevant publications (2000-17)**

\* The “times cited” is as of 14 April 2018. Highlighted publications are the 47 key publications. “Online avail.” indicates the full-text availability online with the institution subscription of the University of Cambridge. Cells are left blank when corresponding information is not available.

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| **No.** | **Author** | **Year** | **Title** | **Journal** | **Times cited** | **Research Areas** | **Online avail.** | **Keywords** | **Theoretical/empirical** | **Data collection method** | **Research method** | **Analysis method** | **Sample size** | **Theories** | **Definition** |
| 1 | Schluter, Maja; Baeza, Andres; Dressler, Gunnar; et al. | 2017 | A framework for mapping and comparing behavioural theories in models of social-ecological systems | ECOLOGICAL ECONOMICS | 8 | Environmental Sciences & Ecology; Business & Economics | Y | Human decision-making; Natural resource management; Rational actor; Bounded rationality; Theory of planned behaviour; Descriptive norm; Habitual; Reinforcement learning; Prospect theory | Theoretical |  |  |  |  | Rational actor and bounded rationality, prospect theory, reinforcement learning, theory of planned behaviour, theory of descriptive norms | The rational actor theory (homo economicus) takes root in neoclassical economics. Scholars cite works of economic philosophers Thomas Hobbes and Adam Smith as the earliest foundations of the rational behavior theory (Monroe, 2001). For the rational actor - who is sometimes also referred to as the “economic man” - rationality first and foremost means maximization of personal utility (Simon, 1978).  The theory of bounded rationality was proposed by Simon (1957) who argued that the model of economic man does little in terms of describing how actors behave rationally under real-world constraints such as uncertainty and limitations in the capacity of human mind (van den Bergh, 2000; Monroe, 2001). The theory of planned behavior (Ajzen 1991) assumes that behavior is mediated by intentions and perceived behavioral control. Intentions are based on three beliefs: behavioral beliefs (attitudes), normative beliefs (subjective norm), and control beliefs (perceived behavioral control).  Reinforcement learning is an approach to describe/represent habitual behavior. It addresses a relevant principle in behavioral learning that originates in the classical (Pavlov, 1927) and operant (Skinner, 1953) conditioning theories.  Descriptive norms refer to the influence of perceiving what other people actually do, while injunctive norms refer to what one’s perception is about socially acceptable behavior.  Prospect theory introduces important aspects from cognitive psychology to the rational actor model, particularly with respect to how people make decisions between alternative options that involve probabilistic events. |
| 2 | Wolske, Kimberly S.; Stern, Paul C.; Dietz, Thomas | 2017 | Explaining interest in adopting residential solar photovoltaic systems in the United States: Toward an integration of behavioral theories | ENERGY RESEARCH & SOCIAL SCIENCE | 6 | Environmental Sciences & Ecology | Y | Value-belief-norm theory; Theory of planned behavior; Diffusion of innovations; Residential solar photovoltaics; Renewable energy; Environmental decision making | Empirical | Survey | Mainly quant | correlation table, path model, causal chain analysis | 904 | Value-belief- norm theory, Theory of planned behavior, Diffusion of innovations | Diffusion of innovations (DOI) theory describes the process by which an innovation diffuses through a social system as a result of information being communicated through media and person- to-person communication channels (see Fig. 1a) [20]. The theory proposes that the process for adopting an innovation occurs in five stages: individuals become aware of an innovation (knowledge), form attitudes about it (persuasion), decide whether to adopt it (decision), implement the innovation (implementation), and then decide whether to continue using it (confirmation). TPB posits that the intention to perform a behavior is the outcome of a rational decision making process that involves considering (1) one’s attitudes toward the behavior, (2) perceived social pressure to do the behavior (subjective norms), and (3) an assessment of one’s ability to perform it (perceived behavioral control) (see Fig. 1b) [22] . Each of these is the outcome of an expectancy-value calculation. VBN theory argues that the root cause of proenvironmental behavior lies in values and emphasizes the importance of altruism directed at other humans (social altruism) and altruism directed at other species and the biosphere (biospheric altruism). |
| 3 | Gupta, Anil; Arora, Neelika | 2017 | Understanding determinants and barriers of mobile shopping adoption using behavioral reasoning theory | JOURNAL OF RETAILING AND CONSUMER SERVICES | 3 | Business & Economics | N | Mobile shopping; Innovation adoption; Behavioral reasoning theory; Barriers to adoption |  |  |  |  |  |  |  |
| 4 | Ertugrul, Omer Faruk; Tagluk, Mehmet Emin | 2017 | A novel machine learning method based on generalized behavioral learning theory | NEURAL COMPUTING & APPLICATIONS | 2 | Computer Science | Y | Machine learning; Endless learning; Computational model; Classification; Regression; Behavioral human learning | Empirical | Observation of a chicken flock; diabetes dataset | Mainly quant | Regression | 7; 768 | Behavioural learning theories: classical conditioning, behaviorism, contiguous conditioning, connectionism, operant conditioning, artificial neural network | Classical conditioning (CC) by Pavlov in 1927: The temporal association between stimulus (S) and unconditioned stimulus (UCS) is learned by repeatedly presenting the S before the UCS to the subject for a period of time. Behaviorism (Watson): (1) all responses are the results of environmental stimuli (stimulus-response (S–R) relation), (2) the strength of the association between stimuli and response is highly related to occurrence frequency of S–R pair, (3) the possibility of latest response to a stimulus is higher than the others on the repetition of that stimulus and (4) contiguity. Contiguous conditioning (Guthrie) is built on (1) simplicity, (2) contiguity of stimuli and response and (3) readiness of the subject. He expressed an indirect correlation between learning and reward/punishment and proposed three techniques to change the negative habits: threshold, fatigue and incompatible response. Connectionism theory (Thorndike) describes that learning is based on strengthening or weakening of the association between stimuli and response by small steps and trial–error. The major laws: (1) law of effect, (2) law of use and law of disuse and (3) law of readiness and motivation. Operant conditioning (Skinner) claims that the organism behaves in such a way to obtain rewards and avoid punishments guided by the consequences of the prior experience. Several methods for modeling CC (such as Hebbian learning, Bayesian, Hidden Markov and artificial neural network-based methods, including networks with reinforcement learning) have been introduced. |
| 5 | Stein, Janice Gross | 2017 | The Micro-Foundations of International Relations Theory: Psychology and Behavioral Economics | INTERNATIONAL ORGANIZATION | 2 | International Relations; Government & Law | Y | PROBABILITY WEIGHTING FUNCTION; PROSPECT-THEORY; GROUP POLARIZATION; POLITICAL-SCIENCE; DECISION-MAKING; LOSS AVERSION; RISK; RATIONALITY; METAANALYSIS; PREFERENCES | Theoretical |  |  |  |  | Prospect theory | “Prospect theory” is considered to be the best description of how people evaluate risk in experimental settings. Its four central elements are well known: reference depend- ence, loss aversion, diminishing sensitivity, and probability weighting. Kahneman and Tversky demonstrated that people’s choices among prospects are shaped by “framing effects,” the method for or sequence of how options are presented. |
| 6 | Gupta, Anil; Arora, Neelika | 2017 | Consumer adoption of m-banking: a behavioral reasoning theory perspective | INTERNATIONAL JOURNAL OF BANK MARKETING | 2 | Business & Economics | N | Consumer resistance; Innovation adoption; M-banking; Behavioural reasoning theory | Empirical | Survey | Mainly quant | Factor analysis, structural equation modeling | 379 | Behavioural reasoning theory |  |
| 7 | Oviedo-Trespalacios, Oscar; Haque, Md. Mazharul; King, Mark; et al. | 2017 | Self-regulation of driving speed among distracted drivers: An application of driver behavioral adaptation theory | TRAFFIC INJURY PREVENTION | 2 | Public, Environmental & Occupational Health; Transportation | Y | Mobile phone distraction; speed selection; distraction; dual-task; driving simulator; young drivers | Empirical | Observation | Mainly quant | Regression | 32 | Behavioral adaptation theory | Behavioral adaptation of mobile phone–distracted drivers is usually understood and interpreted as risk compensation strategies or self-regulation of risk. However, as explained in a recent extensive review by Carsten (2013), most risk-based theories are implausible due to their lack of foundation and unconfirmed assumptions of drivers’ risk rationality. To circumvent this, ecological and system models have recently been suggested as a better alternative over traditional driver-centric approaches (e.g., Oviedo-Trespalacios et al. 2016) |
| 8 | Schorsch, Timm; Wallenburg, Carl Marcus; Wieland, Andreas | 2017 | The human factor in SCM Introducing a meta-theory of behavioral supply chain management | INTERNATIONAL JOURNAL OF PHYSICAL DISTRIBUTION & LOGISTICS MANAGEMENT | 2 | Business & Economics | Y | Supply chain management; Systematic literature review; Psychology; Behavioural research; Humans in supply chains | Theoretical |  |  |  |  | Meta-theory of behavioral supply chain management | The meta-theory, presented in the following, deviates from the traditional analytical theory building approach, which explicitly introduces defined constructs. In contrast, this meta-theory represents a systems approach (Gammelgaard, 2004) with universal cause–effect relations that become explicit when applying the theory in a specific context. At the meta-level, BSCM encompasses four interlinked core elements (Figure 4): the behavioral context (1), psychological factors as behavioral antecedents (2), moderators (3) and behavioral outcomes (4). The conjunction between these four core elements theorizes the underlying paradigm of BSCM that can be understood as the common denominator of the field. |
| 9 | Lapinski, Maria Knight; Kerr, John M.; Zhao, Jinhua; et al. | 2017 | Social Norms, Behavioral Payment Programs, and Cooperative Behaviors: Toward a Theory of Financial Incentives in Normative Systems | HUMAN COMMUNICATION RESEARCH | 1 | Communication | Y | Collective Action; Cooperation; Financial Incentives; Group Identification; Social Norms | Empirical | Computer-based PG game, participants make decisions about investing | Mainly quant | Regression | 192 | Collective action theory, Social norm | Theory in communication and social psychology has refined thinking about the nature of social norms and their influence by conceptualizing different types of social norms (e.g., Cialdini et al., 1990; Park & Smith, 2007) and identifying the moderators of the norm–behavior relationship (Rimal & Real, 2005). Social norms are, in part, a function of interpersonal communication about behavior, verbal or nonverbal, among a group of people in a particular social context (Hogg & Reid, 2006). Communication has the power to influence normative perceptions about both the prevalence of behaviors and the attitudes of others about these behaviors (Cialdini et al., 1990). Perceived norms have been differentiated from collective norms such that perceived norms exist at the level of the individual, whereas collective norms exist at the level of the community or social system. |
| 10 | Yuen, Kum Fai; Wang, Xueqin; Wong, Yiik Diew; et al. | 2017 | Antecedents and outcomes of sustainable shipping practices: The integration of stakeholder and behavioural theories | TRANSPORTATION RESEARCH PART E-LOGISTICS AND TRANSPORTATION REVIEW | 1 | Business & Economics; Engineering; Operations Research & Management Science; Transportation | Y | Sustainable shipping; Sustainability; Business performance; Stakeholder theory; Theory of planned behaviour; Resource dependence theory | Empirical | Survey | Mainly quant | Confirmatory factor analysis, structural model analysis | 186 | Stakeholder theory, theory of planned behaviour, resource dependence theory | Stakeholder theory holds that managers should partake in sustainable practices since they have a moral obligation to satisfy a variety of constituents who have a legitimate (e.g. shareholders, customers and employees) or silent (e.g. the environment and community) interest on a firm (Freeman, 2010). Both hypotheses, H1 and H2, are encapsulated in Model 1 which depicts the central tenet of stakeholder theory. However, the impetus to practising sustainable shipping practices may not necessarily originate from stakeholders (Wolf, 2014). The current paper extends stakeholder theory by anchoring on the theory of planned behaviour. According to the theory, an entity’s likelihood to exhibit a specific behaviour, which in this context, refers to practising sustainable shipping, is influenced by its (1) subjective norms associated with the behaviour, (2) attitude towards performing the behaviour, and (3) perceived control over the behaviour (Ajzen, 1991). Resource dependence theory proposes that a firm’s survival relies on its ability to acquire critical resources from the external environment (Pfeffer, 1972). It explains a firm’s behaviour in terms of its context which views firms as open systems, dependent on contingencies in the external environment (Hillman et al., 2009). |
| 11 | Janssen, Marco A.; Baggio, Jacopo A. | 2017 | Using agent-based models to compare behavioral theories on experimental data: Application for irrigation games | JOURNAL OF ENVIRONMENTAL PSYCHOLOGY | 1 | Environmental Sciences & Ecology; Psychology | Y | Common pool resources; Experimental data; Agent-based models; Calibration | Empirical | Survey | Mainly quant | Agent-based modelling | 220 | Common pool resource theory | the asymmetric common-pool resource dilemma, where the relative positions of resource users at the head and tail of the system generate asymmetric access to the resource (Ostrom & Gardner, 1993) |
| 12 | Wang, Chao; Guo, Peijun | 2017 | Behavioral models for first-price sealed-bid auctions with the one-shot decision theory | EUROPEAN JOURNAL OF OPERATIONAL RESEARCH | 1 | Business & Economics; Operations Research & Management Science | Y | Decision support systems; Behavioral models; Auctions/bidding; One-shot decision theory; Throwing away/overbidding | Theoretical |  |  |  |  | One-shot decision theory | The one-shot decision theory argues that a decision maker is boundedly rational (Simon, 1957) due to his/her bounded attention (Masatlioglu, Nakajima, & Ozbay, 2012). Thus, he/she makes a decision only based on the most appropriate scenario of him/her without taking into account all scenarios simultaneously. |
| 13 | Denehy, Mel; Leavy, Justine E.; Jancey, Jonine; et al. | 2017 | This Much Water: a qualitative study using behavioural theory to develop a community service video to prevent child drowning in Western Australia | BMJ OPEN | 1 | General & Internal Medicine | Y | SOCIAL-SCIENCES THEORIES; MASS-MEDIA CAMPAIGNS; HEALTH BELIEF MODEL; INJURY PREVENTION; INCOME COUNTRIES; YOUNG-CHILDREN; INTERVENTIONS; HOME; MOTHERS; RISK | Empirical | Focus group interview | Mainly qual | Implications based on quotations | 57 | Health belief model | Health Belief Model (HBM) has proven a useful framework to test and guide intervention messaging. The HBM assumes that an individual’s motivation to take action results from their perceived susceptibility to and severity of a problem, and the perceived benefits and barriers to taking action, which determines health threat perceptions outcome expectations. Modifying factors, such internal and external cues to action (for example, mass media) and an individual’s confidence in their ability to take action (self-efficacy) further influence the likelihood of behaviour change. |
| 14 | Laajaj, Rachid | 2017 | Endogenous time horizon and behavioral poverty trap: Theory and evidence from Mozambique | JOURNAL OF DEVELOPMENT ECONOMICS | 1 | Business & Economics | Y |  | Empirical | Second-hand database | Mainly quant | Regression | 1589 | Cognitive dissonance, endogenous time discounting | Cognitive dissonance is the feeling of uncomfortable tension that comes from holding conflicting thoughts in the mind at the same time. In response, an individual's mind alters her beliefs or preferences in a way that reduces this dissonance. We decompose time discounting into two parts: (1) an exogenous and time-consistent exponential time preference and (2) an endogenous time horizon, which is a function that describes the extent to which the present self-associates with future selves. |
| 15 | Dasgupta, Ranjan | 2017 | Behavioral Implications of Risk-Return Associations: An Application of Prospect Theory on CNX NIFTY Companies | AUSTRALASIAN ACCOUNTING BUSINESS AND FINANCE JOURNAL | 1 | Business & Economics | Y | Risk-return; Prospect Theory; CNX NIFTY companies; ROA; ROE; Capital ratio; Behavioural; Behavioral; India | Empirical | Database | Mainly quant | Kendall's correlations | 50 | Prospect theory | One of the most known behavioral representations is the Kahneman and Tversky’s (1979) Prospect Theory which defines utility on a profit-loss basis by stating that the overall utility of a ‘Prospect’ is the expected utility of its ‘outcomes’. Kahneman and Tversky’s (1979) framework thus put the following testable hypotheses - when performance is below a given target return level, decision makers would be risk-seeking, and when performance is above that level, they would be risk-averse. It happens because high-variance (riskier) alternatives may provide a decision maker a better chance of achieving the desired outcome than low-variance (safer) alternatives. Though the Prospect Theory was initially developed at the individual decision maker’s level, but since the 1980’s, many scholars use it explicitly to analyze risk-return associations at the firm and industry levels, but mostly in the US. |
| 16 | Justo, Daniela S.; Minussi, Carlos R.; Lotufo, Anna Diva P. | 2017 | Behavioral similarity of residential customers using a neural network based on adaptive resonance theory | SUSTAINABLE CITIES AND SOCIETY | 0 | Construction & Building Technology; Science & Technology - Other Topics; Energy & Fuels | Y | Household; Electricity consumption; Consumer similarity; Fuzzy ART neural network; Adaptive resonance theory | Empirical | Survey | Mainly quant | Fuzzy ART neural networks model | 61 | Adaptive resonance theory, neural networks | As a consequence, this article aims to present a neural system that makes it possible to know residential consumers’ profiles regarding their consumption habits and ownership of electronic devices, by means of an artificial neural network (ANN) ART (Carpenter, Grossberg, & Rosen, 1991a) used to group consumers together. The preference for this class of ANN is due to its excellent capacity for stability, plasticity and low computational cost for implementation. Stability refers to the guarantee of always producing solutions; i.e., there is no problem regarding poor convergence. Plasticity is the characteristic that enables continuous training without destroying the previously acquired knowledge and it is a property rarely observed in most ANN available in scientific and technical literature. |
| 17 | Nash, Nick; Whitmarsh, Lorraine; Capstick, Stuart; et al. | 2017 | Climate-relevant behavioral spillover and the potential contribution of social practice theory | WILEY INTERDISCIPLINARY REVIEWS-CLIMATE CHANGE | 0 | Environmental Sciences & Ecology; Meteorology & Atmospheric Sciences | Y |  | Theoretical |  |  |  |  | Behavioral spillover theory, social practice theory | Behavioral spillover can generally be deﬁned as an observable and causal effect one behavior has on another. More speciﬁcally, to constitute spillover, the behaviors must be different (i.e., not related components of a single behavior), sequential (where one behavior follows another), sharing a motive (e.g., proenvironmentalism), and involving a com-mon link (e.g., reducing CO2emissions). In addition to observable changes, indicators of spillover-related effects might include less observable (conscious or unconscious) changes through parallel processes, including identity, values, and knowledge/awareness |
| 18 | Ahn, So-hyun; Kwon, Jong Sook; Kim, Kyungmin; et al. | 2017 | Stages of Behavioral Change for Reducing Sodium Intake in Korean Consumers: Comparison of Characteristics Based on Social Cognitive Theory | Nutrients | 0 | Nutrition & Dietetics | Y | stage of behavioral change; reducing sodium intake; consumer; social cognitive theory | Empirical | First-hand questionnaire | Mainly quant | Multiple logistic regression | 3892 | Social Cognitive Theory | Social cognitive theory is a comprehensive framework for understanding health-related behaviors and changing behaviors [14]. The theory proposes that behavior is a function of the aspects of the environment and of the person, all of which are in constant interaction. Personal factors for understanding behavior include skills and knowledge to perform the behavior, self-efficacy, and the outcome expectancy of the behavior. Environmental aspects influence the individual’s behavior by providing appropriate modeling for learning the behavior and available materials to use [15]. |
| 19 | Minton, Elizabeth A.; Cornwell, T. Bettina; Kahle, Lynn R. | 2017 | A theoretical review of consumer priming: Prospective theory, retrospective theory, and the affective-behavioral-cognitive model | JOURNAL OF CONSUMER BEHAVIOUR | 0 | Business & Economics | Y |  | Theoretical |  |  |  |  | Priming theory: Prospective theory, retrospective theory | Prospective theories of priming describe a prime as activating knowledge, which then inﬂuences response to a target; thus, the majority of the priming process occurs before exposure to the target. In contrast, retrospective theories of priming posit that the priming process does not begin until after exposure to the target. There are two main prospective priming theories: (i) spreading activation theory and (ii) expectancy theory, as well as two main retrospective priming theories: (i) semantic matching theory and (ii) compound-cue theory. Prospective theories of priming describe a prime as activating knowledge, which then inﬂuences response to a target; thus, the majority of the priming process occurs before exposure to the target. In contrast, retrospective theories of priming posit that the priming process does not begin until after exposure to the target. There are two main prospective priming theories: (i) spreading activation theory and (ii) expectancy theory, as well as two main retrospective priming theories: (i) semantic matching theory and (ii) compound-cue theory. |
| 20 | Regalado Pezúa, Otto; Guerrero Medina, Carlos Alberto; Montalvo Corzo, Raúl Francisco | 2017 | An application of the behavioral theory in the latinamerican male segment of personal care products | Revista EAN | 0 | Arts & Humanities - Other Topics | N | Strategic marketing; consuming intention; beauty and personal care products; male consumers; consumer behavior. |  |  |  |  |  |  |  |
| 21 | Vigano, Eleonora | 2017 | Adam Smith's Theory of Prudence Updated with Neuroscientific and Behavioral Evidence | NEUROETHICS | 0 | Social Sciences - Other Topics; Medical Ethics; Biomedical Social Sciences | Y | Prudence; Other-perspective taking; Distancing; Loss aversion; Time discounting; Self-projection; Simulation; Episodic future thinking; Risk aversion | Theoretical |  |  |  |  | Theory of prudence, time discounting | According to Smith’s definition, prudence is «[t]he care of the health, of the fortune, of the rank and reputation of the individual, the objects upon which his comfort and happiness in this life are supposed principally to depend» (TMS VI.i.5: 213). Prudence consists of taking care of various factors that constitute the individual’s happiness, including her physical well-being, the regard originating from other people, and the possession of what contributes to health, namely material goods, and what contributes to the esteem from others, namely material goods and a virtuous character (TMS VI.i.1–5: 212–213). If patience is considered together with long-sightedness, it is very similar to what in economics and neuroscience is referred to as low time discounting or low temporal discounting. The latter is the phenomenon by which people value an immediate reward more than if they were to receive the same reward in the future, because they discount its future utility in a hyperbolic or quasi-hyperbolic manner with increasing delay-to reward [46–51]. Long-sightedness and patience belonging to Smithian prudence render the agent a low temporal discounter, that is an individual who discounts future outcomes little in intertemporal choices. Hazard aversion typical of Smithian prudence is an aversion to the factors that put the agent’s economic and social status at risk. It is very similar to risk aversion, which is a classical subject of behavioral economics [56] and neuroscience (see for instance [57–62]; for a review, see [63]). Risk aversion is an attitude towards risk that consists in the preference of a sure payment to a gamble with an equal or higher expected value. |
| 22 | Baddeley, Michelle | 2017 | Keynes' psychology and behavioural macroeconomics: Theory and policy | ECONOMIC AND LABOUR RELATIONS REVIEW | 0 | Business & Economics | Y | Behavioural macroeconomics; Keynes; macroeconomic policy | Theoretical |  |  |  |  | Prospect theory | Entrepreneurs do not form a single expectation about future profits for example – but instead hold a bundle of expectations, held with varying degrees of probability and weight – foreshadowing Kahneman and Tversky’s (1979) prospect theory in which decision-makers are choosing between bundles of prospects. Keynes reiterates an important distinction between probability and weight. Expectations based on probability judgements capture the likelihood of a future prospect; weight is about how strongly we believe in those probability judgements. Choices are clearer when an entrepreneur draws on an expectation held with the greatest weight (Keynes, 1936: 24) and acts as if his or her behaviour reflects one undoubting expectation held with certainty. Here, Keynes (1921, 1936) foreshadows Kahneman and Tversky’s (1979) concept of weight as embedded in the prospect theory weighting function, including their analysis of the certainty effect, consistent with non-linearities in the probability weighting function. |
| 23 | Budzinski, Oliver; Pawlowski, Tim | 2017 | The Behavioral Economics of Competitive Balance: Theories, Findings, and Implications | INTERNATIONAL JOURNAL OF SPORT FINANCE | 0 | Social Sciences - Other Topics | Y | uncertainty of outcome; competitive balance; behavioral economics; antitrust; competition policy | Theoretical |  |  |  |  | Prospect theory | When, however, the marginal utility of an unexpected loss is larger than the marginal utility of an unexpected win, a consumer exhibits loss aversion known from prospect theory (Kahneman & Tversky, 1979), and uncertainty of outcome does not create any net utility. All these findings support the reference-dependent preferences model with loss aversion; that is, a plausible explanation, grounded in a well-established behavioral economic theory, for the empirical phenomenon that fans in many settings seem to favor uneven games with a favorite (home or away) team. |
| 24 | Monticelli, Jefferson Marlon; de Vasconcellos, Silvio Luis; Garrido, Ivan Lapuente; et al. | 2017 | Organizational learning and institutional theory according to the behavioral school of international business | REVISTA CIENCIAS ADMINISTRATIVAS | 0 | Business & Economics | N | Behavioral approach; Internationalization theories; Organizational learning; Institutional theory |  |  |  |  |  |  |  |
| 25 | Ormerod, Richard | 2017 | Writing practitioner case studies to help behavioural OR researchers ground their theories: application of the mangle perspective | JOURNAL OF THE OPERATIONAL RESEARCH SOCIETY | 0 | Business & Economics; Operations Research & Management Science | Y | practice of OR; process of OR; case studies; behavioural OR; soft OR | Theoretical |  |  |  |  | Actor-Network theory, social practice theory | Actor–Network Theory (ANT) (Latour, 2005) expands the human-centred view of SSK with the claim that material, machinic things (such as radar and computers) can also be taken to provide agency (use of both SSK and ANT in the OR domain can be found in Keys, 1998). Pickering goes a step further allowing agency to reside in ‘concepts’ as well. ‘Practice theory … encourages a shifted self-understanding. It invites us to regard agents as carriers of routinized … complexes of bodily movements, of forms of interpreting, knowing how and wanting and of the use of things’. As explained by Nicolini (2013, p. 162), contemporary theories of practice, developed by a range of social theorists, have ‘elaborated and refined Heidegger and Wittgenstein’s initial intuition that phenomena such as knowledge, meaning, identity, power, language, social institutions and transformation are ‘‘housed in’’ and stem from the field of social practices. |
| 26 | Park, MinJung; Cho, Hyojung; Johnson, Kim K. P.; et al. | 2017 | Use of behavioral reasoning theory to examine the role of social responsibility in attitudes toward apparel donation | INTERNATIONAL JOURNAL OF CONSUMER STUDIES | 0 | Business & Economics | Y | apparel donation; charities; clothing; clothing disposal; donation; social responsibility | Empirical | First-hand survey | Mainly quant | Correlation matrix | 316 | Behavioral reasoning theory | As suggested by Westaby (2005) in the theory of BR, values indirectly influence attitudes through motivations, such as self- and other oriented reasons. Furthermore, attitudes can serve as antecedents for other attitudes (Briggs et al., 2010; Ranganathan & Henley, 2008). As a result, general attitudes related to motivations for donating clothing (i.e., helping others, helping the environment, and enhancing one’s social standing) may influence attitudes about where to donate clothing, such charitable organizations. |
| 27 | Maruping, Likoebe M.; Bala, Hillol; Venkatesh, Viswanath; et al. | 2017 | Going Beyond Intention: Integrating Behavioral Expectation Into the Unified Theory of Acceptance and Use of Technology | JOURNAL OF THE ASSOCIATION FOR INFORMATION SCIENCE AND TECHNOLOGY | 0 | Computer Science; Information Science & Library Science | Y | COMPUTER SELF-EFFICACY; INFORMATION-TECHNOLOGY; EMPIRICAL-EXAMINATION; UNDERSTANDING INFORMATION; LONGITUDINAL-FIELD; COLLABORATION TECHNOLOGY; INDIVIDUAL-DIFFERENCES; MANAGEMENT-SYSTEMS; DIGITAL LIBRARIES; PLANNED BEHAVIOR | Theoretical |  |  |  |  | Theory of acceptance | UTAUT was formulated as an integrated model of IT adoption and use by synthesizing eight major theories/ models employed in past research: TRA, TAM, MM, TPB, TAM and TPB, model of PC utilization, innovation diffusion theory, and social cognitive theory. Based on a theoretical and empirical synthesis, they presented three predictors of behavioural intention: performance expectancy; effort expectancy; and social influence. BI and facilitating conditions were the predictors of technology use. They incorporated up to four moderators— that is, gender, age, voluntariness, and experience—of the relationships theorized in UTAUT. |
| 28 | Malewski, Andrzej | 2017 | Comments Concerning the Position of Theories in the Behavioral Sciences | POLISH SOCIOLOGICAL REVIEW | 0 | Sociology | Y |  | Theoretical |  |  |  |  | Three types of theories | Driver-reduction theories: The first kind of theories which we would like to describe assume the existence of a concrete kind of drive, which, when not satiated, produces a tension and gives rise to activities oriented toward reducing or eliminating this tension. As an example of this kind of theories I shall present the theory of social comparison processes by L. Festinger. Theories of mutually interdependent factors within small groups: A small group is presumably the simplest kind of social system. Among the existing theories concerning small groups, two types of theories can be distinguished. The theories of the first type describe relationships between various characteristics of individuals as members of a group. The theories of the second kind describe relationships between properties not of group members but of groups themselves. Theories of a larger social system as composed of subgroups competing for scarce goods: It can be exemplified by the theory of oligarchy and democracy which was developed by S.M. Lipset, M. Trow, and J. Coleman. In one respect this theory is similar to the preceding one. It also deals with a social system— one that is, however, larger than a small group. The theory to be discussed has a formal organization as its subject. |
| 29 | Gay, S; Ravara, A | 2017 | Behavioural Types: From Theory to Tools | Book Series: River Publishers Series in Automation Control and Robotics | 0 | Automation & Control Systems; Computer Science | N |  |  |  |  |  |  |  |  |
| 30 | Wang, Xu; Niu, Lei; Gao, Xuesong; et al. | 2017 | Verification Tests for the Behavioural Theory of Multi-Lane Traffic Flow at a Weaving Segment | 4th International Conference on Transportation Information and Safety | 0 | Engineering; Transportation | N | driver behavior; behavioural theory of multi-lane traffic flow; weaving segments |  |  |  |  |  |  |  |
| 31 | Wenger, Michael J.; Ingvalson, Erin M.; Rhoten, Stephanie E. | 2017 | The Continuing Evolution of Systems Factorial Theory: Connecting Theory with Behavioral and Neural Data | Book chapter | 0 | Psychology | N | CUMULATIVE DISTRIBUTION-FUNCTIONS; RESPONSE-TIME DISTRIBUTIONS; STOCHASTIC PERT NETWORKS; MENTAL PROCESSES; INDIVIDUAL-DIFFERENCES; PROCESSING EFFICIENCY; SELECTIVE INFLUENCE; SERIAL PROCESSES; VISUAL-SEARCH; PARALLEL |  |  |  |  |  |  |  |
| 32 | Hamman, S. T.; Hopkinson, K. M.; McCarty, L. A. | 2017 | APPLYING BEHAVIORAL GAME THEORY TO CYBER-PHYSICAL SYSTEMS PROTECTION PLANNING | CYBER-PHYSICAL SYSTEMS: FOUNDATIONS, PRINCIPLES AND APPLICATIONS | 0 | Computer Science; Mathematics | N |  |  |  |  |  |  | Behavioral game theory |  |
| 33 | Rainear, Adam M.; Christensen, John L. | 2017 | Protection Motivation Theory as an Explanatory Framework for Proenvironmental Behavioral Intentions | COMMUNICATION RESEARCH REPORTS | 0 | Communication | Y | Behavioral Intentions; Proenvironmental; Protection Motivation Theory; Risk Perception | Empirical | Online survey | Mainly quant | Regression | 607 | Protection motivation theory | PMT (Rogers, 1975) is used to explain risk-reduction behaviors or intentions to perform protective behaviors. The model incorporates individual and social factors involved in the cognitive decision-making process. The balance of two main processes, threat appraisal and coping appraisal, are considered when an individual is making a determination to engage in a risk-reducing behavior. The threat appraisal process results in an evaluation of the existing risk’s danger and includes two primary constructs: severity and vulnerability. |
| 34 | Kiriakidis, Stavros | 2017 | Perceived Behavioural Control in the Theory of Planned Behaviour: Variability of Conceptualization and Operationalization and Implications for Measurement | STRATEGIC INNOVATIVE MARKETING Book Series | 0 | Business & Economics | N | Theory of planned behaviour; Perceived behavioural control (PBC) |  |  |  |  |  |  |  |
| 35 | Berlilana; Hariguna, Taqwa; Nurfaizah | 2017 | Understanding of Public Behavioral Intent to Use e-Government Service: An Extended of Unified Theory of Acceptance Use of Technology and Information System Quality | Book Series: Procedia Computer Science | 0 | Business & Economics; Communication; Information Science & Library Science | N | e-Government; ISQ; UTAUT Model |  |  |  |  |  |  |  |
| 36 | Fahrenberg, Uli; Legay, Axel | 2017 | A Linear-Time-Branching-Time Spectrum of Behavioral Specification Theories | Book Series: Lecture Notes in Computer Science | 0 | Computer Science | Y | MODAL TRANSITION-SYSTEMS; COMMUNICATING SEQUENTIAL PROCESSES; SEMANTICS | Theoretical |  |  |  |  | Behavioral specification theories | In recent years, behavioral specification theories have seen some popularity [1,3,4,7,10–12,21,22,24,29]. Here, the specification formalism is an extension of the modeling formalism, so that specifications have an operational interpretation and models are verified by comparing their operational behavior against the specification’s behavior. Popular examples of such specification theories are modal transition systems [3,11,21], disjunctive modal transition systems [7,10,24], and acceptance specifications [12, 29]. Also, relations to contracts and interfaces have been exposed [4, 28], as have extensions for real-time and quantitative specifications and for models with data [5, 6, 8, 13, 14]. |
| 37 | Herfeld, Catherine | 2017 | Between mathematical formalism, normative choice rules, and the behavioural sciences: The emergence of rational choice theories in the late 1940s and early 1950s | EUROPEAN JOURNAL OF THE HISTORY OF ECONOMIC THOUGHT | 0 | Business & Economics; Social Sciences - Other Topics | Y | History of rational choice theories; Cowles Commission; behavioral sciences movement; history of economics and psychology | Theoretical |  |  |  |  | Rational choice theory | Given the various roles that rational choice theories were expected to play, not all mathematical economists categorically rejected psychological results but rather displayed an ambiguous attitude towards research on human behaviour undertaken in psychology and other behavioural sciences. While they did not make a serious effort to integrate psychological findings into their formulation of behavioural principles until the early 1950s, some mathematical economists such as Marschak repeatedly referred to the need to ultimately draw upon psychological research to justify their behavioural principles. Furthermore, some admitted that economics would eventually have to study actual behaviour to explain and predict individual decision-making. Several representatives of the profession in principle agreed that economics should eventually be considered a behavioural science, and even wanted to fuse the axiomatic method with behavioural choice theories to bridge the gap between the various roles those theories played and the tension he faced. As such, the separation between mathematical economics and other behavioural sciences was not as clear-cut as often argued. |
| 38 | JUNG, LEE MIN | 2017 | The effect of emotional response with selection factors on behavioral intentions in the airline industry: From the perspective of expectancy-disconfirmation theory | International Journal of Tourism and Hospitality Research | 0 | Social Sciences - Other Topics (provided by Clarivate Analytics) | N | Airline selection factors; Emotional response; Behavioral intentions; Expectancy-disconfirmation theory |  |  |  |  |  | Expectancy-disconfirmation theory |  |
| 39 | Kim, Ji-Hyun | 2017 | A Study on Comics Library User's Behavioral Intention Based on the Extended Theory of Planned Behavior | Journal of the Korean Society for Information Management | 0 | Information Science & Library Science (provided by Clarivate Analytics) | N | comics library; the extended theory of planned behavior; service quality; likeability; comics |  |  |  |  |  | Theory of planned behavior |  |
| 40 | Kiriakidis, Stavros | 2017 | Perceived Behavioural Control in the Theory of Planned Behaviour: Variability of Conceptualization and Operationalization and Implications for Measurement | Book Series: Springer Proceedings in Business and Economics | 0 | Business & Economics | N | Theory of planned behaviour; Perceived behavioural control (PBC) |  |  |  |  |  | Theory of planned behavior |  |
| 41 | Shokohyar, Sajjad; Tavallaee, Rohollah; Shobeiri, Solmaz Hosein | 2017 | The Human Factors Affecting the Acceptance of Business Intelligence Using the Behavioral Model of Reasoned Action Theory | 2017 9TH INTERNATIONAL CONFERENCE ON INFORMATION AND KNOWLEDGE TECHNOLOGY | 0 | Computer Science; Engineering | N | Business intelligence; information technology acceptance models; the model of reasoned action; human factors |  |  |  |  |  | Reasoned Action Theory |  |
| 42 | Wang, Lei | 2017 | Discussion on the Borrowing of Behavioral Science Theory for Ideological and Political Education Methods | Book Series: Advances in Social Science Education and Humanities Research | 0 | Arts & Humanities - Other Topics; Social Sciences - Other Topics | N | behavior science; ideological and political education; need; incentive; motivation |  |  |  |  |  |  |  |
| 43 | Wenger, Michael J.; Ingvalson, Erin M.; Rhoten, Stephanie E. | 2017 | The Continuing Evolution of Systems Factorial Theory: Connecting Theory with Behavioral and Neural Data | Book chapter: SYSTEMS FACTORIAL TECHNOLOGY: A THEORY DRIVEN METHODOLOGY FOR THE IDENTIFICATION OF PERCEPTUAL AND COGNITIVE MECHANISMS | 0 | Psychology | N | CUMULATIVE DISTRIBUTION-FUNCTIONS; RESPONSE-TIME DISTRIBUTIONS; STOCHASTIC PERT NETWORKS; MENTAL PROCESSES; INDIVIDUAL-DIFFERENCES; PROCESSING EFFICIENCY; SELECTIVE INFLUENCE; SERIAL PROCESSES; VISUAL-SEARCH; PARALLEL |  |  |  |  |  |  |  |
| 44 | Gay, S; Ravara, A | 2017 | Behavioural Types: From Theory to Tools | Book Series: River Publishers Series in Automation Control and Robotics | 0 | Automation & Control Systems; Computer Science | N |  |  |  |  |  |  |  |  |
| 45 | Ajmone Marsan, G.; Bellomo, N.; Gibelli, L. | 2016 | Stochastic evolutionary differential games toward a systems theory of behavioral social dynamics | MATHEMATICAL MODELS & METHODS IN APPLIED SCIENCES | 31 | Mathematics | Y | Kinetic theory; active particles; stochastic differential games; evolution; learning; social systems; economy | Theoretical |  |  |  |  | Evolutionary game theory | Evolutionary game theory deals with entire population of players, all programmed to use the same strategy (or type of behavior). Strategies with higher payoff will spread within the population (this can be achieved by learning, by copying or inheriting strategies, or even by infection). The payoffs depend on the actions of the co-players and hence on the frequencies of the strategies within the population. Since these frequencies change according to the payoffs, this leads to a feedback loop. The dynamics of this feedback loop is the object of evolutionary game theory. |
| 46 | Chen, Mei-Fang | 2016 | Extending the theory of planned behavior model to explain people's energy savings and carbon reduction behavioral intentions to mitigate climate change in Taiwan-moral obligation matters | JOURNAL OF CLEANER PRODUCTION | 13 | Science & Technology - Other Topics; Engineering; Environmental Sciences & Ecology | N | Climate change; Theory of planned behavior (TPB); Moral obligation; Energy savings and carbon reduction; Behavioral intentions | Empirical | Questionnaire | Mainly quant | Correlation matrix, path coefficients | 728 | Theory of planned behaviour |  |
| 47 | Turel, Ofir; Bechara, Antoine | 2016 | A Triadic Reflective-Impulsive-Interoceptive Awareness Model of General and Impulsive Information System Use: Behavioral Tests of Neuro-Cognitive Theory | FRONTIERS IN PSYCHOLOGY | 11 | Psychology | Y | problematic information technology use; planned behavior; satisfaction; impulsive behavior; temptation; reflective-impulsive model; dual-systems; interoceptive awareness | Empirical | Survey on social networking site users | Mainly quant | Structural equation modeling | 300 and 369 | Neuro-cognitive theory | Behavioral and neurocognitive research regarding this tripartite model of human behavior is scarce. This study seeks to partially bridge this gap and behaviorally test a reflective-impulsive-interoceptive awareness model (RIIAM) of human behavior. We do so in the context of social networking sites (SNS) given their growing potential to facilitate problematic and addictive behaviors (Turel et al., 2014; Turel, 2015b; Turel and Bechara, 2016). |
| 48 | Bridoux, Flore; Stoelhorst, J. W. | 2016 | STAKEHOLDER RELATIONSHIPS AND SOCIAL WELFARE: A BEHAVIORAL THEORY OF CONTRIBUTIONS TO JOINT VALUE CREATION | ACADEMY OF MANAGEMENT REVIEW | 11 | Business & Economics | Y |  | Theoretical |  |  |  |  | Relational models theory | In this article we build on relational models theory (Fiske, 1991, 1992, 2004, 2012; Haslam, 2004) to develop a stakeholder theory of individual stakeholders’ contributions to joint value creation. In doing so we share the view that a crucial contribution of firms to social welfare is overcoming the team production problem. However, in theorizing about how firms can foster stakeholders’ contributions to joint value creation, we take a rather different view of the problem than is typical in economic theory. |
| 49 | Hew, Teck-Soon; Kadir, Sharifah Latifah Syed Abdul | 2016 | Behavioural intention in cloud-based VLE: An extension to Channel Expansion Theory | COMPUTERS IN HUMAN BEHAVIOR | 9 | Psychology | Y | Cloud-based virtual learning environment (c-VLE); Channel Expansion Theory; Cloud computing; Interactivity; Content design; Instructional effectiveness | Empirical | Survey on teachers | Mainly quant | Convergent and discriminant validity | 624 | Channel expansion theory | CET (Carlson & Zmud, 1999) is a union of the media richness, situational factor, social presence and social influence theories. The theory stresses that media richness is an important criterion in media choice and usage. It theorizes that experiences in knowledge-building may affect media richness perception. The theory’s central premise assumes that users’ relevant experiences are key determinants which affect perception of channel’s richness. These experiences are vital as it enables communicators to “develop associated knowledge bases that may be used to more effectively both encode and decode rich messages on a channel” (Carlson & Zmud, 1999, p. 155). Generally, there are four kinds of experiences in knowledge-building. These include experience with the channel, organizational context, communication partner and topic. |
| 50 | Jafarkarirni, Hosein; Saadatdoost, Robab; Sim, Alex Tze Hiang; et al. | 2016 | Behavioral intention in social networking sites ethical dilemmas: An extended model based On Theory of Planned Behavior | COMPUTERS IN HUMAN BEHAVIOR | 8 | Psychology | Y | Ethical behavior; Theory of Planned Behavior; Social networking sites; Computer ethics | Empirical | Scenario-based questionnaire | Mainly quant | Fornell–Larcker criterion analysis | 441 | Theory of planned behaviour | TPB suggests that Attitude, Subjective Norms (SN) and Perceived Behavioral Control (PBC) are good predictors of intention and consequently of behavior. The TPB claims that the performance of deliberate intentional behaviors could be predicted with high accuracy from intentions and perceptions of behavioral control (Ajzen, 1991). |
| 51 | Rahman, Imran; Reynolds, Dennis | 2016 | Predicting green hotel behavioral intentions using a theory of environmental commitment and sacrifice for the environment | INTERNATIONAL JOURNAL OF HOSPITALITY MANAGEMENT | 7 | Social Sciences - Other Topics | Y | Environmental; Green hotels; SEM; Values; Willingness to sacrifice; Commitment | Empirical | Survey | Mainly quant | Structural equation modeling | 373 | Environmental values theory, interdependence theory, theory of planned behaviour | The Schwartz Theory of Human Values defines values as, “desirable, transsituational goals, varying in importance, that [serve] as guiding principles in people’s lives” (Schwartz, 1992). Values are considered important because they may affect various beliefs, attitudes, and behaviors simultaneously (Rohan, 2000; Rokeach, 1973). Various studies have attempted to identify values that provide a basis for environmental attitudes and behavior (e.g.,Karp, 1996; McCarty and Shrum, 1994; Stern et al., 1999). Environmental values play a primary role in pro-environmental behavior: values affect people’s beliefs, which then influence personal norms that lead to pro-environmental behaviors (Reser and Bentrupperbäumer, 2005; Stern, 2000). Similarly, Ajzen’s (1991) Theory of Planned Behavior posits that (environmental) beliefs shape attitudes toward behavior, which is then translated into behavioral intention. |
| 52 | Hau, Yong Sauk; Kang, Minhyung | 2016 | Extending lead user theory to users' innovation-related knowledge sharing in the online user community: The mediating roles of social capital and perceived behavioral control | INTERNATIONAL JOURNAL OF INFORMATION MANAGEMENT | 5 | Information Science & Library Science | Y | Lead userness; Innovation-related knowledge sharing; Online user community; Social capital; Perceived behavioral control | Empirical | Online survey advertised | Mainly quant | Correlation matrix, common method bias test | 140 | Lead user theory, social capital theory, social cognitive theory | Lead user theory (Von Hippel, 1986) posits that lead users can be used as a source of innovative and commercially attractive products or services (Franke et al., 2006; Von Hippel, 2005) and are distinguished from other users through the lead userness which are lead users’ two distinct characteristics: (1) being ahead of the market trend and (2) high benefits from innovation. Social capital is a formative construct (Hau, Kim, Lee, & Kim, 2013) composed of relational, structural, and cognitive dimensions (Nahapiet & Ghoshal, 1998) that can be represented by social trust, social ties, and shared goals, respectively (Chow & Chan, 2008). Therefore, this study addresses social capital as a formative construct composed of social trust, social ties, and shared goals in the research model.  According to social cognitive theory (Bandura, 1977, 1986), a user’s perceived behavioral control in their innovation-related knowledge sharing can play a significant role in his or her actual knowledge sharing behavior. Perceived behavioral control indicates an individual’s perception of the level of easiness or difficulty in performing a target behavior. |
| 53 | Fu, Libi; Song, Weiguo; Lo, Siuming | 2016 | A fuzzy-theory-based behavioral model for studying pedestrian evacuation from a single-exit room | PHYSICS LETTERS A | 4 | Physics | Y | Fuzzy theory; Pedestrian; Evacuation dynamics; Model | Theoretical | Simulation model |  |  |  | fuzzy theory | In this paper, a discrete evacuation model defined on the cellular space is proposed according to the fuzzy theory which is able to describe imprecise and subjective information. Pedestrians' percept information and various characteristics are regarded as fuzzy input. Then fuzzy inference systems with rule bases, which resemble human reasoning, are established to obtain fuzzy output that decides pedestrians' movement direction. |
| 54 | Nehme, Eileen K.; Perez, Adriana; Ranjit, Nalini; et al. | 2016 | Behavioral theory and transportation cycling research: Application of Diffusion of Innovations | JOURNAL OF TRANSPORT & HEALTH | 2 | Public, Environmental & Occupational Health; Transportation | Y | Transportation cycling; Theory; Diffusion of Innovations; Measurement | Empirical | Online survey of employees | Mainly quant | Distribution | 803 | Diffusion of innovations theory | DOI seeks to explain the process by which an idea or practice – an innovation – spreads in a social system over time (Rogers, 2003). According to DOI theory, an innovation can be a practice that potential adopters in a social system are aware of, but have either not yet formed an attitude towards, or have not yet adopted or rejected for themselves (Rogers, 2003). |
| 55 | Ambak, Kamarudin; Kasvar, Kanesh Kumar; Daniel, Basil David; et al. | 2016 | Behavioral Intention to Use Public Transport Based on Theory of Planned Behavior | 3rd International Conference on Civil and Environmental Engineering for Sustainability (IConCEES) | 2 | Engineering; Materials Science | Y |  | Empirical | Questionnaire | Mainly quant | Descriptive stat, correlation, regression | 20 | Theory of planned behaviour | The theory proposes a model which can measure how human actions are guided. It predicts the occurrence of a particular behaviour, provided that behaviour is intentional. The theory of planned behaviour (TPB) in Figure 1 was developed by Icek Ajzen in 1985 [5]. The theory of planned behaviour is an extension of the theory of reasoned action [6]. The model is out lined in the next figure and represents the three variables which the theory suggests will predict the intention to perform behaviour. The intentions are the precursors of behaviour. There are three main components of TPB namely subjective norms, attitude and perceived behavioural control. |
| 56 | Khashanah, Khaldoun; Alsulaiman, Talal | 2016 | Network theory and behavioral finance in a heterogeneous market environment | COMPLEXITY | 2 | Mathematics; Science & Technology - Other Topics | Y | artificial stock market; agent-based simulation; investor behavior; financial networks; meta-model; calibration; validation; sensitivity analysis | Empirical | S&P500 data for daily closing prices and returns for the period 2010 to 2014 | Mainly quant | ANOVA, calibration | Big data | Neural networks theory | Tversky and Kahneman [4] confronted the risk aversion assumption based on Prospect Theory, wherein experiments showed that individuals have a tendency to emphasize losses more than profits and are thus more loss- averse than risk-averse. As the emergence of Prospect Theory, numerous behavioral biases have been addressed. This article combines these ideas in a financial behavioral network using an ABM. An agent decision may be influenced by many behavioral factors including how an agent is impacted by other agent decisions. The interactions between agents are represented through financial- social networks. Artificial Neural Network Agents: ANN provides an approximation method that is inspired by the biological neural network. It is one of the most popular supervised learning methods in financial forecasting for approximating an adaptive trading strategy. The general structure of the ANN consists of an input layer that contains ten nodes, a hidden layer with ten nodes and output layers that represent the predicted return. |
| 57 | LaPlaca, Peter; da Silva, Rui Vinhas | 2016 | B2B: A Paradigm Shift from Economic Exchange to Behavioral Theory: A Quest for Better Explanations and Predictions | PSYCHOLOGY & MARKETING | 2 | Business & Economics; Psychology | Y | INDUSTRIAL MARKETING-MANAGEMENT; GLOBAL SUPPLIER RELATIONSHIPS; TO-BUSINESS BRANDS; RESEARCH AGENDA; RELATIONSHIP QUALITY; NETWORK DYNAMICS; INNOVATION; MODEL; SERVICES; CONTEXT | Theoretical |  |  |  |  | Behavioural theory (relationship-based marketing) | For example, according to behavioral theory, the driving forces and stimuli for individual members engaged in relationships are their individual goals and needs (economic as well as noneconomic). The behavioral concepts of conflict, cooperation, and coordination between channel members have been scrutinized since the 1960s, in a body of established research into organizational dynamics (Mallen, 1978). The behavioral concepts of power, commitment, interdependency, and conflict have long been developed by social science researchers, including Emerson (1962) and Stern (1969) who incorporated the concepts in the study of marketing channels. |
| 58 | Westaby, James D.; Woods, Naomi; Pfaff, Danielle L. | 2016 | Extending dynamic network theory to group and social interaction analysis: Uncovering key behavioral elements, cycles, and emergent states | ORGANIZATIONAL PSYCHOLOGY REVIEW | 1 | Psychology; Business & Economics | Y | climate fragments; climate summations; group dynamics; multilevel theory; negation-prevention behavior; social influence; striving-support behavior | Theoretical |  |  |  |  | Dynamic network theory | Dynamic network theory states that a finite set of eight social network role behaviors are needed to explain key goal pursuit and behavioral processes in social networks: (a) goal striving, (b) system supporting, (c) goal preventing, (d) supportive resisting, (e) system negating, (f ) system reacting, (g) interacting, and (h) observing (Westaby, 2012; Westaby et al., 2014).1 The theory postulates that individual-level judgment and decision-making processes influence the enactment of these social network roles, which in turn impact goal achievement, performance, learning, as well as other dynamic outcomes, such as the network rippling of emotions, in a wide variety of social and organizational contexts. |
| 59 | Lin, Shyh-ming | 2016 | Reducing students' carbon footprints using personal carbon footprint management system based on environmental behavioural theory and persuasive technology | ENVIRONMENTAL EDUCATION RESEARCH | 1 | Education & Educational Research; Environmental Sciences & Ecology | Y | environmental education; educational technology; carbon footprint reduction; behavioural change | Empirical | Survey using a user interface of carbon footprint report | Mainly quant | T-test, correlation test | 66 | Theory of reasoned action, theory of planned behaviour | Extra factors had been taken into consideration when TRA was applied in the studies of environmental behaviours. For instance, Bang et al. (2010) investigated the relation of each of the three consumer variables (concern for the environment, knowledge about renewable energy and beliefs about salient consequences of using renewable energy) to their attitude towards purchasing renewable energy. Gotcha and Hall (2004) examined the correlations among children’s environmental attitude, SN, age, gender, BI and behaviour in their nature-based activities. To extend TRA, Ajzen in 1985 proposed TPB model to elucidate how behavioural attitude, behavioural SN and perceived behavioural control (PBC) affect BI, in which PBC is a tool to measure the perceived ease or difficulty while performing a specific behaviour (Ajzen 1991). |
| 60 | Westaby, James D.; Woods, Naomi; Pfaff, Danielle L. | 2016 | Extending dynamic network theory to group and social interaction analysis: Uncovering key behavioral elements, cycles, and emergent states | ORGANIZATIONAL PSYCHOLOGY REVIEW | 1 | Psychology; Business & Economics | Y | climate fragments; climate summations; group dynamics; multilevel theory; negation-prevention behavior; social influence; striving-support behavior | Theoretical |  |  |  |  | Dynamic network theory | Dynamic network theory states that a finite set of eight social network role behaviors are needed to explain key goal pursuit and behavioral processes in social networks: (a) goal striving, (b) system supporting, (c) goal preventing, (d) supportive resisting, (e) system negating, (f ) system reacting, (g) interacting, and (h) observing (Westaby, 2012; Westaby et al., 2014).1 The theory postulates that individual-level judgment and decision making processes influence the enactment of these social network roles, which in turn impact goal achievement, performance, learning, as well as other dynamic outcomes, such as the network rippling of emotions, in a wide variety of social and organizational contexts. In this paper, we use and extend the social network role concept to portray fundamental behavioral elements underlying group and social interactions. |
| 61 | Lujja, Sulaiman; Mohammad, Mustafa Omar; Hassan, Rusni | 2016 | Modelling public behavioral intention to adopt Islamic banking in Uganda: The theory of reasoned action | INTERNATIONAL JOURNAL OF ISLAMIC AND MIDDLE EASTERN FINANCE AND MANAGEMENT | 1 | Business & Economics | Y | Structural equation modelling; Uganda; Islamic banking; Theory of reasoned action | Empirical | Questionnaire | Mainly quant | Structural equation modeling | 327 | Theory of reasoned action | Ajzen and Fishbein (1980) observed that the TRA establishes three determinants of human behaviour, i.e. behavioural intention and its antecedents, namely, attitudes towards the behaviour and subjective norms. |
| 62 | Prosman, Ernst-Jan; Scholten, Kirstin; Power, Damien | 2016 | Dealing with defaulting suppliers using behavioral based governance methods: an agency theory perspective | SUPPLY CHAIN MANAGEMENT-AN INTERNATIONAL JOURNAL | 1 | Business & Economics | Y | Agents; Theories; Supplier management | Empirical | Semi-structured interviews | Mainly qual | Factor analysis based on quotes | 20 | Agency theory | Past research has shown that Agency Theory gives guidance on how to deal with defaulting suppliers (Zsidisin et al., 2004; Ketchen and Hult, 2007), while overcoming shortcomings of Transaction Costs Theory, e.g. not being able to explain supply chain relationship dynamics (Fayezi et al., 2012). Agency Theory is concerned with circumventing problems arising in an agency relationship, which we define as a contract under which the principle (the buyer) engages the agent (the supplier) to perform some service on their behalf (Jensen and Meckling, 1976). Suppliers attempting to maximize their own position (self-interested behavior) give rise to agency problems on account of goal incongruence between the buyer and the supplier (Fama and Jensen, 1983; Jensen and Meckling, 1976). At the same time, bounded rationality makes it impossible for a buyer to cover every possible default of suppliers in a contract. |
| 63 | Zhang, Meng Jiao; Lee, Seung Sin | 2016 | A Study on Behavioral Intention for Financial Retirement Preparation to Apply Theory of Planned Behavior: Focusing on Consumers in their 20s and 30s | J. of Korean Home Management Association | 0 | Life Sciences & Biomedicine - Other Topics (provided by Clarivate Analytics) | N | behavioral intention for financial retirement preparation; financial education; understanding of finance; behavioral attitude; subjective norm; perceived behavioral control |  |  |  |  |  |  |  |
| 64 | Zhang, Lu; Tenkasi, Ramkrishnan V.; Guo, Qing; et al. | 2016 | Behavioral change in buying low carbon farm products in China: An application of the theory of planned behavior | JOURNAL OF RENEWABLE AND SUSTAINABLE ENERGY | 0 | Science & Technology - Other Topics; Energy & Fuels | N | TECHNOLOGY ACCEPTANCE MODEL; REASONED ACTION; MERE EXPOSURE; CONDOM USE; PURCHASING BEHAVIOR; SELF-REGULATION; GROUP NORMS; INTENTIONS; ATTITUDES; INTERVENTIONS |  |  |  |  |  |  |  |
| 65 | Lu, Hsipeng; Lee, Hsin-I | 2016 | Case study on four patterns of knowledge conversion: behavioural competency and social learning theory perspectives | KNOWLEDGE MANAGEMENT RESEARCH & PRACTICE | 0 | Information Science & Library Science; Business & Economics | Y | knowledge conversion; social practice; social learning; behavioural competency; organization learning | Empirical | Case studies | Mainly qual | Discourse analysis | ? | Social learning theory | Acquired behaviours, unlike innate behaviours, are the result of continuous interactions between man and his environment in a social learning process (Bandura, 1977) and share the same pattern of knowledge conversion being used for the organization. |
| 66 | Camerer, Colin F. | 2016 | Behavioral game theory: Psychological limits on strategic cognition (Keynote address) | INTERNATIONAL JOURNAL OF PSYCHOLOGY | 0 | Psychology | Y |  |  |  |  |  |  | Behavioral game theory |  |
| 67 | Zhuo, Hua; Wei, Song | 2016 | Dynamic Research on Technological Innovation and Strategic Selections in Cluster Enterprises: Based on Behavioral Theory | International Conference on Strategic Management (ICSM 2016) | 0 | Social Sciences - Other Topics | N | innovation; behavioral theory; cluster effect |  |  |  |  |  | Cluster theory |  |
| 68 | Borisov, Boris G.; Lueg, Rainer | 2016 | The Tournament Phenomenon Beyond Agency Theory: Behavioral Economic Experiment | JOURNAL OF PORTFOLIO MANAGEMENT | 0 | Business & Economics | Y | MUTUAL FUND INDUSTRY; PROSPECT-THEORY; INCENTIVE FEES; RISK | Empirical | 8 participants x 10 rounds = 80 data points using an online interface | Mainly quant | Regression | 80 | Agency theory, prospect theory | Agency theory predicts that tournaments take place at the end of the year when managers compete for ranks. However, Clare and Motson [2009] are surprised by a weakening tournament phenomenon toward the end of the year, when it should be the opposite. Prospect theory claims that decision making under risk is subject to three characteristics, specifically: 1) decision makers are risk averse against outcomes that are above their reference point, 2) decision makers are risk seeking for outcomes below their reference point, and 3) losses are felt stronger than gains of equal size (loss aversion) (Tversky and Kahneman [1992]). Based on these characteristics of individual decision making under risk, Shefrin and Statman [1985] extend the theory to investors’ sequential decision- making within a wider theoretical framework. According to the authors, investors who have accumulated a paper loss due to previous decisions tend to subsequently decide to keep their losing positions in the hope that they may turn favorably and break even (disposition effect). |
| 69 | Pfiffelmann, Marie; Roger, Tristan; Bourachnikova, Olga | 2016 | When Behavioral Portfolio Theory meets Markowitz theory | ECONOMIC MODELLING | 0 | Business & Economics | Y | Behavioral Portfolio Theory; Mean Variance Theory; Portfolio optimization; Decision making |  | Daily stock prices of 1,452 U.S. stocks | Mainly quant | Risk aversion coefficient | 1,452 | Behavioural portfolio theory | The Behavioral Portfolio Theory (BPT) developed by Shefrin and Statman (2000) is based on Roy's (1952) concept of the safety-first approach. This approach implies that the investor's portfolio risk is not measured by the variance, but rather by the probability of ruin. Ruin is considered to occur when the investor's final wealth W falls below the subsistence level. The idea underlying Roy's (1952) concept is that investors aim to minimize the probability of ruin. Telser (1955) extends Roy's (1952) concept by introducing the idea of an acceptable level for the probability of ruin. |
| 70 | Baden, Denise; Prasad, Swarna | 2016 | Applying Behavioural Theory to the Challenge of Sustainable Development: Using Hairdressers as Diffusers of More Sustainable Hair-Care Practices | JOURNAL OF BUSINESS ETHICS | 0 | Business & Economics; Social Sciences - Other Topics | Y | Behaviour change; Diffusion; Hairdressers; Practice theory; Pro-environmental behaviour; Social networks; Social norms; Sustainable lifestyle |  |  |  |  |  | theory of planned behaviour, practice theory | Practice theory thus helps to explain why greater awareness of environmental issues has not yet translated into more sustainable practices and can give rise to pes- simism about the efficacy of many interventions designed to create more positive attitudes regarding sustainable consumption. However, In terms of the former, the Theory of Planned Behaviour posits that behavioural intentions are predicted by attitudes, which in turn are influenced by knowledge, beliefs and awareness. |
| 71 | Cinar, Gokhan; Isin, Ferruh; Hushmat, Adnan | 2016 | Economic Crisis and Managers' Behavior: Planned Behavioral Theory Approach | Conference: International conference on Business and Economics (ICBE2016) | 0 | Business & Economics | N | Planned Behavioral Theory; Structural Equation Models; Economic Crisis; Foreign Trading Firms |  |  |  |  |  |  |  |
| 72 | Janssen, Marco A. | 2016 | IMPACT OF DIVERSE BEHAVIORAL THEORIES ON ENVIRONMENTAL MANAGEMENT: EXPLORATIONS WITH DAISYWORLD | Book Series: Winter Simulation Conference Proceedings | 0 | Computer Science | N |  |  |  |  |  |  |  |  |
| 73 | Lim,, Hui-Rang | 2016 | The Study of Behavioral Intention of Environmental Friendly agricultural Products choice in Consumer by Using Theory of Planned Behavior | Journal of Foodservice Management | 0 | Social Sciences - Other Topics (provided by Clarivate Analytics) | N | Theory of planned behavior(TPB); Environmental friendly agricultural products; Purchase intention. |  |  |  |  |  | Theory of planned behaviour |  |
| 74 | Shimizu, Katsuhiko | 2016 | HOW DO ORGANIZATIONS LEARN FROM THE FAILURE OF AN ACQUISITION ATTEMPT? Toward a Behavioral Learning Theory | Book Series: Research in Behavioral Strategy | 0 | Psychology; Business & Economics | N | PERFORMANCE; MERGERS; INTEGRATION; EXPERIENCE; MECHANISMS; MODERATORS; STRATEGIES; PREMIUMS; SUCCESS; AGENDA |  |  |  |  |  |  |  |
| 75 | Sobin, C. C.; Deepak, S. | 2016 | Analyzing Behavioral Selfishness in Opportunistic Environment using Game Theory | Book Series: Annual IEEE India Conference | 0 | Psychology; Business & Economics | N | PERFORMANCE; MERGERS; INTEGRATION; EXPERIENCE; MECHANISMS; MODERATORS; STRATEGIES; PREMIUMS; SUCCESS; AGENDA |  |  |  |  |  |  |  |
| 76 | Vishwanath, Arun; Harrison, Brynne; Ng, Yu Jie | 2016 | Understanding How Social-Behavioural Science Theory Can Explain the Design of Software Websites | Book Series: Proceedings of the Annual Hawaii International Conference on System Sciences | 0 | Computer Science; Engineering | N | DECISION-SUPPORT |  |  |  |  |  |  |  |
| 77 | Yang, Wan | 2016 | Survey on Behavioral Finance Theory | Book Series: Advances in Social Science Education and Humanities Research | 0 | Business & Economics; Education & Educational Research | N | Behavioral Finance; History of development; Prospect Theory |  |  |  |  |  | Prospect theory |  |
| 78 | Lim,, Hui-Rang | 2016 | The Study of Behavioral Intention of Environmental Friendly agricultural Products choice in Consumer by Using Theory of Planned Behavior | Journal of Foodservice Management | 0 | Social Sciences - Other Topics (provided by Clarivate Analytics) | N | Theory of planned behavior (TPB); Environmental friendly agricultural products; Purchase intention. |  |  |  |  |  | Theory of planned behaviour |  |
| 79 | Nikkhoo, Mohammad; Menhaj, Mohammad Bagher | 2016 | Extendable Behavioral Cognitive Architecture Based on Dynamic Field Theory | 2016 4TH INTERNATIONAL CONFERENCE ON CONTROL, INSTRUMENTATION, AND AUTOMATION (ICCIA) | 0 | Automation & Control Systems; Engineering; Instruments & Instrumentation | N | cognitive science; cognitive robotic; swarming behaviour |  |  |  |  |  | Dynamic Field Theory |  |
| 80 | Abdukadirov, S | 2016 | Nudge Theory in Action: Behavioral Design in Policy and Markets | Book Series: Palgrave Advances in Behavioral Economics | 0 | Business & Economics; Public Administration | N |  |  |  |  |  |  | Nudge theory |  |
| 81 | Kim, Chan-Souk | 2016 | Combination of ‘Econ’ and ‘Nudge’: The Applicability of Concepts and Theories of Behavioral Economics in Communication Effect Researches | Communication Theories | 0 | Telecommunications (provided by Clarivate Analytics) | N | Behavioral economics; Communication; Heuristic; Frame; Prospect theory; Judgement and decision-making |  |  |  |  |  | Nudge theory |  |
| 82 | Cho, Yunkyoung | 2016 | Predictors of Behavioral Intention toward Cyberbullying: Based on the Theory of Planned Behavior | Korean Journal of Journalism & Communication Studies | 0 | Telecommunications (provided by Clarivate Analytics) | N | cyberbullying; subjective norm; perceived behavior control; the theory of planned behavior |  |  |  |  |  | Theory of planned behavior |  |
| 83 | Bellomo, Nicola; Gibelli, Livio | 2015 | Toward a mathematical theory of behavioral-social dynamics for pedestrian crowds | MATHEMATICAL MODELS & METHODS IN APPLIED SCIENCES | 36 | Mathematics | Y | Scaling; kinetic theory; active particles; crowd dynamics; pedestrian segregation | Theoretical | Survey on hairdressers and customers | Mainly qual | Survey results in % and analysis based on quotes | 41 and 776 | kinetic theory, stochastic game theory | The paper aims at presenting a unified approach, to modeling and simulation, based on theoretical tools of the kinetic theory and stochastic games, which, according to the authors’ bias, offer an appropriate framework to capture the greatest part of the complexity features of the systems under consideration. Classical methods of the kinetic theory for molecular fluids cannot be straightforwardly applied. Indeed, mass conservation can be claimed in the case of self-propelled particles, but not conservation of momentum and energy. The modeling involves several technical difficulties whose understanding is a necessary preliminary step to develop a successful approach. |
| 84 | Pepper, Alexander; Gore, Julie | 2015 | Behavioral Agency Theory: New Foundations for Theorizing About Executive Compensation | JOURNAL OF MANAGEMENT | 23 | Business & Economics; Psychology | Y | agency theory; behavioral theory; compensation; bonuses and benefits; motivation; top management teams | Theoretical |  |  |  |  | Behavioral Agency Theory | behavioral agency theory places agent performance at the center of the agency model, arguing that the interests of shareholders and their agents are most likely to be aligned if executives are motivated to perform to the best of their abilities. |
| 85 | Locke, Edwin A. | 2015 | Theory Building, Replication, and Behavioral Priming: Where Do We Need to Go From Here? | PERSPECTIVES ON PSYCHOLOGICAL SCIENCE | 19 | Psychology | Y | goal setting; self-efficacy; priming | Theoretical |  |  |  |  | goal setting; self-efficacy; priming | Goal-setting theory has its base in biology, given that the actions of living organisms are goal directed (unconsciously and/or consciously), rather than in cybernetic engineering as with control theory (Locke & Latham, 2013). It should be noted that social-cognitive theory (Bandura, 1986), especially the part relating to self-efficacy (Bandura, 1997), was developed inductively in a similar manner to goal setting theory. Self-efficacy (domain-specific confidence) was actually discovered by accident in the process of an experiment designed to cure snake phobias among volunteer subjects. I believe it can succeed if the inductive method is used and if the focus is on replication with variation. Key tasks will include identifying moderators and mediators, resolving contradictory findings, establishing the logical relationship between what is primed and the outcome, and clarifying the role of the conscious mind. |
| 86 | Mancha, Ruben M.; Yoder, Carol Y. | 2015 | Cultural antecedents of green behavioral intent: An environmental theory of planned behavior | JOURNAL OF ENVIRONMENTAL PSYCHOLOGY | 11 | Environmental Sciences & Ecology; Psychology | Y | Theory of planned behavior; Self-construal; Preservation; Environment | Empirical | Survey | Mainly quant | Path coefficient | 162 and 144 | Theory of planned behavior | According to the theory of planned behavior (TPB), intent or readiness to act is the most proximal determinant of behavior. In this model an individual's behavioral intention is influenced by behavioral, normative, and control beliefs (Fishbein&Ajzen,1975; Ajzen,1991; Ajzen & Fishbein, 2005). Behavioral |
| 87 | Ho, Shirley S.; Liao, Youqing; Rosenthal, Sonny | 2015 | Applying the Theory of Planned Behavior and Media Dependency Theory: Predictors of Public Pro-environmental Behavioral Intentions in Singapore | ENVIRONMENTAL COMMUNICATION-A JOURNAL OF NATURE AND CULTURE | 10 | Communication; Environmental Sciences & Ecology | Y | interpersonal communication; Internet; media attention; pro-environmental behavior; theory of planned behavior; media dependency | Empirical | Survey | Mainly quant | Regression | 1168 | theory of planned behavior, media dependency theory | This study applies the theory of planned behavior (TPB; Ajzen, 1991) and media dependency theory (MDT; Ball-Rokeach & DeFleur, 1976)—which considers how attitudes, social norms, and PBC, as well as media use and dependency, influence behavioral intentions. MDT assumes that people will rely more on the mass media for information under certain conditions, such as the ready availability of alternative information sources (Ball-Rokeach & DeFleur, 1976; Loges, 1994). Such dependence on the media has been shown to predict changes in people’s attitudes and behaviors (Lowrey, 2004). |
| 88 | Woodside, Arch G. | 2015 | The general theory of behavioral pricing: Applying complexity theory to explicate heterogeneity and achieve high-predictive validity | INDUSTRIAL MARKETING MANAGEMENT | 5 | Business & Economics | Y | Behavioral; Configuration; Empiricism; Pricing; Theory | Theoretical |  |  |  |  | theory of behavioural pricing, complexity theory | The major tenets of complexity theory include the proposition that multiple paths lead to the same outcome/price, that is, “equifinality” occurs—alternative asymmetric combinations of indicators (i.e., algorithms) are sufficient but no one combination is necessary for predicting the occurrence of a specific pricing decision.  The three major objectives of the general theory include capturing heterogeneity of pricing decisions by marketers and responses to pricing decisions by customers; building isomorphic models of information-in-use within real-life contexts—of marketing and customer organizations participating in price-setting and price-responding (customer price-responses include evaluating, negotiating, and accepting/rejecting proposal and specific price-points of a vendor); and achieving high predictive validity (accuracy) that includes highly accurate predictions via heuristics-in-use by the vendors and the customers in deciding issues relating to setting and accepting/rejecting products/services for different price-points. |
| 89 | Duxbury, Darren | 2015 | Behavioral finance: insights from experiments: theory and financial markets | REVIEW OF BEHAVIORAL FINANCE | 5 | Business & Economics | Y | Experimental economics; Equity premium; Experimental finance; Herd behaviour; Portfolio theory | Theoretical |  |  |  |  | Portfolio theory | Many of the key variables of interest in behavioral models are unobservable to researchers examining data from naturally occurring financial markets, hence such empirical studies adopt proxies to capture or measure the effect of many variables of theoretical importance. For example, in the context of portfolio decisions, Baltussen and Post (2011) note that challenges arise when analyzing real-life investment portfolios. An evaluation of the merit of an investor’s portfolio decisions, requires knowledge of their risk preferences, which assets they considered and their expectations about them. Such data is largely unobservable, and so difficult to measure or control, in studies of real-life data, but can be controlled and manipulated directly in experimental studies. |
| 90 | Camerer, Colin F.; Ho, Teck-Hua; Chong, Juin Kuan | 2015 | A psychological approach to strategic thinking in games | CURRENT OPINION IN BEHAVIORAL SCIENCES | 3 | Behavioral Sciences | Y |  | Theoretical |  |  |  |  | Behavioural game theory, cognitive hierarchy theory | Behavioral game theory not only extends equilibrium analysis, it also generates psychologically plausible predictions by relaxing two central assumptions: (1) players always choose a utility-maximizing strategy, and (2) players correctly forecast what other players will do. The CH approach keeps (1) but relaxes (2), allowing variation in guessing, because of which systematic, non- equilibrium behavior can occur. Precision is maintained by a strategic thinking hierarchy where higher-level thinkers understand what lower-level thinkers are likely to do (see Box 1). Level-1 |
| 91 | Sharma, Leigh; Markon, Kristian E.; Clark, Lee Anna | 2014 | Toward a Theory of Distinct Types of "Impulsive" Behaviors: A Meta-Analysis of Self-Report and Behavioral Measures | PSYCHOLOGICAL BULLETIN | 116 | Psychology | Y | Impulsivity; disinhibition; meta-analysis; trait-behavior link | Empirical | Journal review | Mainly quant | Factor analysis | 433 | Theory of Distinct Types of "Impulsive" Behaviors | Assuming that such methodological problems can be solved, we are brought back to our initial question of whether we should be seeking a theory of impulsivity or seeking to explain the diversity of impulsive behaviors; that is, whether (and if so, how) we can conceptualize impulsivity as a unitary characteristic or whether, instead, we need to differentiate among distinct psychological differences in impulses and the behaviors they lead to. However, assuming that such methodological problems can be solved also raises a third possibility: That we can develop an integrated model that accounts for both the commonalities among and differences between seemingly diverse types of impulsive behavior. |
| 92 | van Riper, Carena J.; Kyle, Gerard T. | 2014 | Understanding the internal processes of behavioral engagement in a national park: A latent variable path analysis of the value-belief-norm theory | JOURNAL OF ENVIRONMENTAL PSYCHOLOGY | 31 | Environmental Sciences & Ecology; Psychology | Y | Pro-environmental behavior; Public land management; Structural equation modeling | Empirical | Offline survey | Mainly quant | Latent variable path analysis | 359 | value-belief-norm theory | the VBN theory (Stern et al., 1999) hypothesizes that reported behavior is shaped by personal norms. Although norm construction is learned from social interaction, decisions about whether or not to engage are processed at the individual level on the bases of cognition and affect. Sanctions from other people also influence personal norms by generating temporary feelings of moral obligation that reinforce sources of pressure external to the individual (Cialdini, 2003; Heberlein, 1977). Consequently, conformity with a particular personal norm can be supported by pride, security, or self-esteem, whereas rejection of that norm may result in responses such as guilt and worry (Schwartz, 1973). |
| 93 | Koszegi, Botond | 2014 | Behavioral Contract Theory | JOURNAL OF ECONOMIC LITERATURE | 25 | Business & Economics | Y |  | Theoretical |  |  |  |  | Behavioural contract theory | These theories are (i) loss aversion— whereby an individual evaluates economic outcomes relative to reference points, and weights losses more heavily than similar sized gains; (ii) present bias—whereby an individual weights an earlier relative to a delayed outcome more heavily when the earlier outcome is in the present; (iii) inequity aversion—whereby people in a social situation dislike advantageous and especially disadvantageous inequality in material outcomes; and (iv) overconfidence—whereby a person displays unrealistically positive beliefs regarding her ability or prospects. |
| 94 | Alessandri, Todd M.; Pattit, Jason M. | 2014 | Drivers of R&D investment: The interaction of behavioral theory and managerial incentives | JOURNAL OF BUSINESS RESEARCH | 13 | Business & Economics | N | R&D investment; Behavioral theory; Agency theory; Managerial incentives |  |  |  |  |  |  |  |
| 95 | Zolait, Ali Hussein Saleh | 2014 | The nature and components of perceived behavioural control as an element of theory of planned behaviour | BEHAVIOUR & INFORMATION TECHNOLOGY | 11 | Computer Science; Engineering | Y | Internet banking; theory of planned behaviour; control-belief components; self-efficacy; facilitating conditions | Empirical | Questionnaire | Mainly quant | Factor analysis, regression | 369 | Theory of planned behaviour | Perceived behavioural control (PBC) is the third determinant of intention added to the theory of reasoned action (TRA) model by Ajzen (1991). The concept of PBC was added to TRA to explain conditions where individuals do not have complete control over their behaviour. PBC, according to Ajzen, refers to people’s perception of the ease or difficulty of performing the behaviour in question. Similarly, Mathieson’s (1991) definition of PBC is ‘the individual’s perception of his/her control over performance of the behaviour’. This definition includes the individual’s perception of the presence or absence of requisite resources and opportunities (Ajzen and Madden 1986) to engage in a particular behaviour. |
| 96 | Forward, S. E. | 2014 | Exploring people's willingness to bike using a combination of the theory of planned behavioural and the transtheoretical model | EUROPEAN REVIEW OF APPLIED PSYCHOLOGY-REVUE EUROPEENNE DE PSYCHOLOGIE APPLIQUEE | 5 | Psychology | Y | Modal choice; Cycling; Theory of planned behaviour; Attitudes; Subjective norms; Perceived behavioural control; Descriptive norms; Habits; Transtheoretical model | Empirical | Questionnaire | Mainly quant | Factor analysis | 414 | Theory of planned behaviour | The theory of planned behaviour (TPB) predicts that a person’s behaviour is a function of behavioural intention, which in turn is a function of attitudes, subjective norms and perceived behavioural control (Ajzen, 1991). These constructs, also described as global or direct measures, are determined by three belief-based, or indirect measures, namely: behavioural beliefs, normative beliefs and control beliefs. The differences between global measures and belief-based measures has been described as follows: “the global measure focuses directly on the concept in question, the belief-based measure focus on the presumed determinants from which the concept can be inferred” (Ajzen & Driver, 1991, p. 188). |
| 97 | Hoffmann, Holger; Soellner, Matthias | 2013 | Incorporating behavioral trust theory into system development for ubiquitous applications | PERSONAL AND UBIQUITOUS COMPUTING | 9 | Computer Science; Telecommunications | Y | Trust support; Uncertainty; Antecedent; Design elements; Sociotechnical system; Evaluation | Theoretical |  |  |  |  | behavioral trust theory | While early research on trust in behavioral sciences often focused on trust relationships between people or organizations—especially in the management community (e.g., [12, 13])—researchers within the IS and HCI community began studying trust relationships between people and technology (e.g., [4, 14]). Regarding the development of ubiquitous systems, the work on trust in automation by Lee and See [4] is the most promising theory, as they define automation as ‘‘technology that actively selects data, transforms information, makes decisions or controls processes.’’ This definition is easily applicable to ubiquitous systems, since these systems in most cases will conduct several of the listed actions to fulfill their purpose and support their user. Consequently, we adapt the understanding of trust in automation by Lee and See [4] and define trust as the belief ‘‘that an agent will help achieve an individual’s goal in a situation characterized by uncertainty and vulnerability.’’ |
| 98 | Wang, Zhaohua; Zhang, Bin; Li, Guo | 2014 | Determinants of energy-saving behavioral intention among residents in Beijing: Extending the theory of planned behavior | JOURNAL OF RENEWABLE AND SUSTAINABLE ENERGY | 7 | Science & Technology - Other Topics; Energy & Fuels | N | WILLINGNESS-TO-PAY; ENVIRONMENTAL KNOWLEDGE; UNIVERSITY-STUDENTS; PUBLIC ACCEPTANCE; CHINA; CONSUMPTION; EDUCATION; MODEL; CONSERVATION; ATTITUDES |  |  |  |  |  | Theory of planned behaviour |  |
| 99 | Greaves, Martin; Zibarras, Lara D.; Stride, Chris | 2013 | Using the theory of planned behavior to explore environmental behavioral intentions in the workplace | JOURNAL OF ENVIRONMENTAL PSYCHOLOGY | 81 | Environmental Sciences & Ecology; Psychology | Y | Pro-environmental behavior; Theory of planned behavior; Antecedent beliefs; Individual behavior change | Empirical | Workshop, interview, questionnaire | Mainly quant | Correlation, path analysis | 449 | Theory of planned behavior | According to the TPB, the main antecedent of an individual's behavior is their intention toward the behavior; and in turn an individual's behavioral intention is determined by three constructs. |
| 100 | Westphal, James D.; Zajac, Edward J. | 2013 | A Behavioral Theory of Corporate Governance: Explicating the Mechanisms of Socially Situated and Socially Constituted Agency | ACADEMY OF MANAGEMENT ANNALS | 62 | Business & Economics | N | INTERPERSONAL INFLUENCE BEHAVIOR; IMPRESSION MANAGEMENT SUPPORT; PLURALISTIC IGNORANCE; INTERLOCKING DIRECTORATES; NETWORK TIES; SYMBOLIC MANAGEMENT; BOARD APPOINTMENTS; CEO COMPENSATION; FIRM PERFORMANCE; STAKEHOLDER PRESSURES |  |  |  |  |  |  |  |
| 101 | Webb, Dave; Soutar, Geoffrey N.; Mazzarol, Tim; et al. | 2013 | Self-determination theory and consumer behavioural change: Evidence from a household energy-saving behaviour study | JOURNAL OF ENVIRONMENTAL PSYCHOLOGY | 27 | Environmental Sciences & Ecology; Psychology | Y | Theory of planned behaviour (TPB); Model of goal-directed behaviour (MGB); Intentions; Self-determination theory (SDT); Autonomous motivation; Energy-saving | Empirical | Online survey | Mainly quant | Structural path estimates | 1514 | Theory of planned behaviour (TPB); Self-determination theory | SDT is a psychological needs-based motivational theory (Sheldon, Ryan, Deci & Kasser, 2003) based on Deci and Ryan’s (1985) self-determined behavioural regulations continuum, which is represented by intrinsic, extrinsic and motivation dimensions. According to SDT, intrinsically motivated people have the highest level of self-determination; undertaking behaviours for reasons of interest and inherent satisfaction (Ryan & Deci, 2000). |
| 102 | Claudy, Marius C.; Peterson, Mark; O'Driscoll, Aidan | 2013 | Understanding the Attitude-Behavior Gap for Renewable Energy Systems Using Behavioral Reasoning Theory | JOURNAL OF MACROMARKETING | 25 | Business & Economics | Y | renewable energy; diffusion of innovation; attitude-behavior gap; behavioral reasoning theory; sustainability; macromarketing | Empirical | Telephone survey | Mainly quant | Confirmatory factor analysis | 254 | Behavioral Reasoning Theory | BRT distinguishes between reasons for and against performing a behavior, and thus allows evaluating how consumers’ reasoning affects the relationship between values, attitudes and adoption intentions towards renewable energies (e.g. Westaby 2005; Westaby, Probst, and Lee 2010). |
| 103 | Castanier, Carole; Deroche, Thomas; Woodman, Tim | 2013 | Theory of planned behaviour and road violations: The moderating influence of perceived behavioural control | TRANSPORTATION RESEARCH PART F-TRAFFIC PSYCHOLOGY AND BEHAVIOUR | 23 | Psychology; Transportation | Y | Road safety; Risky driving behaviours; Theory of planned behaviour; Interaction framework | Empirical | Survey | Mainly quant | Correlations, regression | 280 | Theory of planned behaviour | The theory of planned behaviour (TPB) is a parsimonious model of behaviour-specific cognitive determinants (Ajzen, 1988, 1991). Central to the TPB is the idea that any behaviour is determined by behavioural intentions, which are a function of three independent constructs: attitude, subjective norm, and perceived behavioural control. Attitude refers to the evaluative reactions of a person, favourable or unfavourable, towards engaging in the target behaviour. Subjective norm reflects individuals’ perceived expectation that significant others (e.g., peers) want them to approach or avoid the given behaviour (approval or disapproval of the behaviour). Perceived behavioural control (PBC) was added to the initial theories of reasoned action (Ajzen & Fishbein, 1980; Fishbein & Ajzen, 1975) and pertains to the extent to which a person perceives personal capacities and perceives constraints regarding the target behaviour. According to Ajzen (1991), beyond its influence on intention, PBC is also held to determine behaviour directly. |
| 104 | Cristea, Mioara; Paran, Francoise; Delhomme, Patricia | 2013 | Extending the theory of planned behavior: The role of behavioral options and additional factors in predicting speed behavior | TRANSPORTATION RESEARCH PART F-TRAFFIC PSYCHOLOGY AND BEHAVIOUR | 16 | Psychology; Transportation | Y | Extended TPB; Behavioral options; Young drivers; Speed; Road safety | Empirical | Computerized questionnaires at interviews in respondents' homes | Mainly quant | Descriptive statistics, correlation, prediction | 1192 | theory of planned behavior | According to the TPB, behavioral intention represents one of the most important predictors for behavior and has been frequently investigated in empirical studies (Abraham, Sheeran, & Johnston, 1998). Attitudes, social norms, and perceived behavioral control moderate the relationship between intention and behavior (Ajzen and Madden, 1986; Sheeran et al., 2003). |
| 105 | Gonzalez, Cleotilde | 2013 | The boundaries of instance-based learning theory for explaining decisions from experience | DECISION MAKING: NEURAL AND BEHAVIOURAL APPROACHES | 8 | Behavioral Sciences; Neurosciences & Neurology | Y | decisions from experience; learning; instance-based learning theory; cognitive models; IBL model; repeated choice; sampling; risk | Theoretical |  |  |  |  | Prospect theory, instance-based learning theory | Although prospect theory (Kahneman & Tversky, 1979) has been a prominent model to explain human-choice behavior in descriptive choices, a comprehensive model that can explain decisions from experience has not yet been found. In fact, a challenge in understanding the cognitive processes involved in making decisions from experience is the proliferation of highly task-specific cognitive models that often predict behavior in a particular task, but fail to also explain behavior even in closely related tasks (see discussions in Gonzalez & Dutt, 2011; Lejarraga, Dutt, & Gonzalez, 2012). Instance-Based Learning Theory (IBLT) was developed to explain human decision-making behavior in dynamic tasks (Gonzalez et al., 2003). In dynamic tasks, individuals make repeated decisions attempting to maximize gains over the long run (Edwards, 1961; 1962; Rapoport, 1975). According to Edwards (1962), dynamic decision tasks are characterized by decision conditions that change spontaneously and with time, inaction, and as a result of previous decisions. |
| 106 | Zhu, Shanjiang; Du, Longyuan; Zhang, Lei | 2013 | Rationing and pricing strategies for congestion mitigation: Behavioral theory, econometric model, and application in Beijing | TRANSPORTATION RESEARCH PART B-METHODOLOGICAL | 6 | Business & Economics; Engineering; Operations Research & Management Science; Transportation | Y | Rationing; Vehicle ownership; Vehicle usage; Welfare analysis | Empirical | Calibration | Mainly quant | Policy analysis | 2010 census data of Beijing | Indirect utility approach | This study follows the indirect utility approach initiated by Dubin & McFadden (1984) in their study about residential electric appliance holdings and consumption because of its solid foundation in consumer behavior theory. Hausman (1985) developed similar framework in his work on wages and labour force participation. This approach was first introduced to the field of transportation by Mannering & Winston (1985) (an early version was presented at the 1982 Winter Meeting of the Econometric Society) in their seminal work on household vehicle ownership and utilization. They also extended this approach from static to dynamic models and addressed several econometric issues in model estimation. |
| 107 | Augier, Mie | 2013 | The early evolution of the foundations for behavioral organization theory and strategy | EUROPEAN MANAGEMENT JOURNAL | 5 | Business & Economics | N | Organization theory; Strategy; History of management; Behavioral organization theory; James March; Herbert Simon |  |  |  |  |  | behavioral organization theory |  |
| 108 | Hoijtink, H | 2012 | Informative Hypotheses: Theory and Practice for Behavioral and Social Scientists | Book | 27 | Mathematical Methods In Social Sciences; Mathematics | N |  |  |  |  |  |  |  |  |
| 109 | Yzer, Marco | 2012 | Perceived Behavioral Control in Reasoned Action Theory: A Dual-Aspect Interpretation | ANNALS OF THE AMERICAN ACADEMY OF POLITICAL AND SOCIAL SCIENCE | 26 | Government & Law; Social Sciences - Other Topics | Y | perceived behavioral control; reasoned action theory; perceived capacity; perceived autonomy | Empirical | Survey | Mainly quant | Regression | 200 | Reasoned Action Theory | In reasoned action theory, intention is a function of attitude, perceived norm, and perceived behavioral control, such that the more one feels favorable toward performing a particular behavior, expects normative support, and believes that one can perform the behavior, the stronger one's intention is to engage in the behavior. The hypothesized association between perceived behavioral control and intention has been tested in hundreds of studies. It has received considerable empirical support from meta-analyses of studies across different behavioral domains (Armitage and Conner 2001) as well as specific domains such as health screening (Cooke and French 2008) and condom use. |
| 110 | Kelly, JT | 2012 | Framing Democracy: A Behavioral Approach to Democratic Theory | Book | 13 | Government & Law; Social Sciences - Other Topics | Y | CONDORCET-JURY-THEOREM; STATIST QUO BIAS; SOCIAL CHOICE THEORY; DECISION-MAKING; PUBLIC-OPINION; LOSS AVERSION; ACCESSIBILITY EXPERIENCES; DELIBERATIVE DEMOCRACY; INDIVIDUAL-DIFFERENCES; RATIONAL CHOICE |  |  |  |  |  | Behavioural democratic theory, Social choice theory | Social choice theory seeks to understand democratic government in terms of the relationship that obtains between individual preferences and government policies within societies that carry out regular elections. |
| 111 | Ghaffarzadegan, Navid; Andersen, David F. | 2012 | MODELING BEHAVIORAL COMPLEXITIES OF WARNING ISSUANCE FOR DOMESTIC SECURITY: A SIMULATION APPROACH TO DEVELOP PUBLIC MANAGEMENTTHEORIES | INTERNATIONAL PUBLIC MANAGEMENT JOURNAL | 12 | Public Administration | Y | TERRORIST ATTACK; RISK-MANAGEMENT; ELECTRIC-POWER; LOS-ANGELES; SYSTEM; IMPACTS; THREATS; IF | Theoretical |  |  |  |  | Signal detection theory | Signal detection theory divides events into two categories: the ones we want to detect (positive events) and others (negative events). In terms of security, we are interested in differentiating the times that we will be attacked (positive events) from the times we will not be attacked (negative events). A perfect detection leads to proper warning decisions. |
| 112 | Line, Tilly; Chatterjee, Kiron; Lyons, Glenn | 2012 | Applying behavioural theories to studying the influence of climate change on young people's future travel intentions | TRANSPORTATION RESEARCH PART D-TRANSPORT AND ENVIRONMENT | 11 | Environmental Sciences & Ecology; Transportation | Y | Young people's trips; Juvenile travel behaviour; Travel demand analysis | Empirical | Focus group interview | Mainly qual | Implications based on quotations | 12 | theory of planned behaviour | The importance of attitudes and behavioural beliefs are also illustrated in the theory of planned behaviour (Ajzen, 1991; Ajzen and Fishbein, 2000), arguably one of the most influential theories used in transport behaviour studies. Although the theory of interpersonal behaviour (Triandis, 1980), and self identity theory, can be used to illustrate how an individual views themselves in relationship to others (Stryker and Burke, 2000) and how transport behaviour intentions may be influenced by ‘‘social factors’’ including ‘subjective norms’, ‘roles’ and ‘self-concept’ (Jackson, 2005), the results also emphasise image and identity as important social factors. |
| 113 | Chung, Yi-Shih; Wong, Jinn-Tsai | 2012 | Beyond general behavioral theories: Structural discrepancy in young motorcyclist's risky driving behavior and its policy implications | ACCIDENT ANALYSIS AND PREVENTION | 8 | Engineering; Public, Environmental & Occupational Health; Social Sciences - Other Topics; Transportation | Y | Motorcyclist; Risky behavior; Structural discrepancy; Structural equation modeling; Demographic factor | Empirical | Questionnaire | Mainly quant | Structural equation modeling | 683 | theory of planned behavior | More recently, researchers have begun to examine the “causal structures” of various driving behaviors and investigate the relationships between affecting factors based on developed behavioral theories (Nelson et al., 2009; Vance et al., 2006; Wong et al., 2010b). For example, the theory of planned behavior proposes that attitudes (the degree to which performance of the behavior is positively or negatively valued), subjective norms (the perceived social pressure to engage or not engage in a behavior), and perceived behavioral control (people’s perceptions of their ability to perform a given behavior) are important predictors of behavior through the intention to perform this behavior (Ajzen, 1991). This theory has been widely used to explain risky driving behaviors such as speeding (Elliott and Thomson, 2010), drunk driving (Chan et al., 2010a), and dialing and driving (Walsh et al., 2008). |
| 114 | Spencer, J. P.; Barich, K.; Goldberg, J.; et al. | 2012 | Behavioral dynamics and neural grounding of a dynamic field theory of multi-object tracking | JOURNAL OF INTEGRATIVE NEUROSCIENCE | 7 | Neurosciences & Neurology | Y | Attention; working memory; object tracking; dynamical systems; neural networks; electroencephalography | Empirical | Simulation | Mainly quant (?) | Pattern analysis | 24 | Dynamic Field Theory | This theory specifies how activation in working memory is sustained by a network of neurons during short-term delays, how perceptual and memory processes are linked together from moment-to-moment when individual locations must be held in memory, and how working memory and long-term spatial memory are integrated. |
| 115 | Scott-Phillips, Thomas C.; Dickins, Thomas E.; West, Stuart A. | 2011 | Evolutionary Theory and the Ultimate-Proximate Distinction in the Human Behavioral Sciences | PERSPECTIVES ON PSYCHOLOGICAL SCIENCE | 112 | Psychology | Y | evolution; ultimate-proximate; cooperation; culture; epigenetics | Theoretical |  |  |  |  | Evolutionary Theory | The difference between proximate and ultimate explanations of behavior is central to evolutionary explanation (Mayr, 1963; Tinbergen, 1963). Ultimate explanations are concerned with the fitness consequences of a trait or behavior and whether it is (or is not) selected. In contrast, proximate explanations are concerned with the mechanisms that underpin the trait or behavior—that is, how it works. |
| 116 | Elie-Dit-Cosaque, Christophe; Pallud, Jesie; Kalika, Michel | 2011 | The Influence of Individual, Contextual, and Social Factors on Perceived Behavioral Control of Information Technology: A Field Theory Approach | JOURNAL OF MANAGEMENT INFORMATION SYSTEMS | 17 | Computer Science; Information Science & Library Science; Business & Economics | Y | autonomy; computer anxiety; control over IT; demand-control model; field theory; managerial support; perceived behavioral control; personal innovativeness with IT; work environment; work overload | Empirical | Survey | Mainly quant | Variance analysis | 1,129 | Field theory | This theory suggests that individual behavior is a function of internal forces (pertaining to the person) and external forces (from the social environment). Together, these interdependent forces shape how an individual envisages a situation and constructs a response to it. |
| 117 | Hands, D. Wade | 2011 | BACK TO THE ORDINALIST REVOLUTION: BEHAVIORAL ECONOMIC CONCERNS IN EARLY MODERN CONSUMER CHOICE THEORY | METROECONOMICA | 10 | Business & Economics | Y | INDIFFERENCE CURVES; EXPERIENCED UTILITY; LOSS AVERSION; PURE THEORY; PSYCHOLOGY; PREFERENCES; ANOMALIES; DECISION; DEMAND |  |  |  |  |  | Consumer choice theory | The ordinalist revolution initiated the ‘escape from psychology’ (Giocoli, 2003) that eventually led to ordinal utility theory and revealed preference theory becoming standard for the analysis of risk-free consumer choice (demand theory) and von Neumann-Morgenstern expected utility theory becoming the standard framework for the analysis of risky choice. This paper will argue, contrary to the interpretation in this recent retrospective literature, that theoretical work on consumer choice theory during the early years of the ordinalist revolution in fact addressed some of the same issues discussed in contemporary behavioral economics: particularly endowment effects, reference dependence, irreversibility of preferences and related anomalies. |
| 118 | Westaby, James D.; Probst, Tahira M.; Lee, Barbara C. | 2010 | Leadership decision-making: A behavioral reasoning theory analysis | LEADERSHIP QUARTERLY | 26 | Psychology; Business & Economics | Y | Leadership decision-making; Behavioral intention theories; Network motivation; Dynamic network theory; Bayesian inference; Evidence-based reasoning; Network rippling of emotions; The reason-counterargument process | Empirical | Mailing survey | Mainly quant | Descriptive statistics, intercorrelations | 678 | Behavioral reasoning theory | Behavioral reasoning theory is related to traditional behavioral intention theories, such as the theory of planned behavior (Ajzen, 1991). The theory of planned behavior states that intentions are directly related to behavior and that intentions are strongly influenced by people's attitudes, subjective norms, and perceived control. Behavioral intention theories have received support in numerous contexts (Van Hooft et al., 2004; Sheppard et al., 1988) and are widely applied in the social sciences (Greve, 2001). However, behavioral reasoning theory (Westaby, 2005) posits that a more complete understanding of human decision-making and behavior should include individuals' context-specific reasons for and against the given behavior. |
| 119 | Amodio, David M. | 2010 | CAN NEUROSCIENCE ADVANCE SOCIAL PSYCHOLOGICAL THEORY? SOCIAL NEUROSCIENCE FOR THE BEHAVIORAL SOCIAL PSYCHOLOGIST | SOCIAL COGNITION | 21 | Psychology | Y |  | Theoretical |  |  |  |  | SOCIAL PSYCHOLOGICAL THEORY | Social psychology seeks to understand the mind and behavior in the context of social and situational factors. Although the approaches and specific questions have changed over the years, contemporary social psychology is especially interested in the mechanisms of the individual’s mind. Traditional behavioral approaches— particularly those developed in the social-cognitive tradition, such as computerized reaction-time tasks—are designed to make inferences about the structure and function of these underlying cognitive mechanisms. Although much has been learned to date using behavior-based methods, neuroscience offers new tools and an anatomical guide for exploring the mind. |
| 120 | Ward, Jeffrey T.; Gibson, Chris L.; Boman, John; et al. | 2010 | ASSESSING THE VALIDITY OF THE RETROSPECTIVEBEHAVIORAL SELF-CONTROL SCALE Is the General Theory of Crime Stronger Than the Evidence Suggests? | CRIMINAL JUSTICE AND BEHAVIOR | 20 | Psychology; Criminology & Penology | Y | self-control theory; Retrospective Behavioral Self-Control Scale; Rasch measurement | Empirical | Questionnaire | Mainly quant | Regression | 319 | self-control theory | Self-control, defined as “the tendency to avoid acts whose long term costs exceed their momentary advantages” (Hirschi & Gottfredson, 1994, p. 3), is argued to be the single “most important individual-difference cause of crime and delinquency” (Gottfredson, 2006, p. 83). Although a plethora of studies demonstrate a consistent link between low self-control and criminal behavior (Pratt & Cullen, 2000), some have argued that the evidence garnered in support of self-control theory is suspect (Marcus, 2004). |
| 121 | Bishop, Clark P.; Shumway, C. Richard; Wandschneider, Philip R. | 2010 | Agent Heterogeneity in Adoption of Anaerobic Digestion Technology: Integrating Economic, Diffusion, and Behavioral Innovation Theories | LAND ECONOMICS | 15 | Business & Economics; Environmental Sciences & Ecology | N | CONSERVATION PRACTICES; DECISION-MAKING; NEUROECONOMICS; FARMERS; POLICY |  |  |  |  |  | Behavioral Innovation Theories |  |
| 122 | Alm, James | 2010 | TESTING BEHAVIORAL PUBLIC ECONOMICS THEORIES IN THE LABORATORY | NATIONAL TAX JOURNAL | 13 | Business & Economics | Y | experimental methods; behavioral economics | Theoretical |  |  |  |  | Prospect theory | Many modeling approaches have as their starting point “prospect theory” (Kahneman and Tversky, 1979), but much recent work incorporates many other approaches. See Camerer and Lowenstein (2004), McCaffery and Slemrod (2006), Wilkinson (2007), and Angner and Loewenstein (2010) for detailed discussions. |
| 123 | Luce, R. Duncan | 2010 | Behavioral assumptions for a class of utility theories: A program of experiments | JOURNAL OF RISK AND UNCERTAINTY | 12 | Business & Economics | N | Gambles; Joint receipt; p-Additive representation; Risk types; Uncertain alternatives | Theoretical |  |  |  |  | Utility theory | This riskless aspect of utility seems functionally to have been declared to be outside the scope of utility theory even though behavioral axiomatizations of uncertain alternatives result in a utility function over riskless alternatives which are now taken for granted. |
| 124 | De Canniere, Marie Helene; De Pelsmacker, Patrick; Geuens, Maggie | 2009 | Relationship Quality and the Theory of Planned Behavior models of behavioral intentions and purchase behavior | JOURNAL OF BUSINESS RESEARCH | 65 | Business & Economics | Y | Relationship Quality Model; Theory of Planned Behavior; Customer-firm relationship; Intention; Behavior | Empirical | Questionnaire at shops | Mainly quant | Regression | 266 | Theory of Planned Behavior | An alternative approach to predicting intentions and behavior that is widely used in consumer behavior research is the Theory of Planned Behavior (Ajzen, 1991; Ajzen, 2002). It postulates three conceptually independent determinants of intention: attitude towards the behavior, subjective norm, and perceived behavioral control (Ajzen, 1991; Ajzen, 2002; Armitage and Connor, 2001; Ouelette and Wood, 1998). |
| 125 | Lee, Ming-Chi | 2009 | Understanding the behavioural intention to play online games: An extension of the theory of planned behaviour | ONLINE INFORMATION REVIEW | 51 | Computer Science; Information Science & Library Science | N | Video games; Behaviour; Social interaction |  |  |  |  |  | theory of planned behaviour |  |
| 126 | Morton, A.; Fasolo, B. | 2009 | Behavioural decision theory for multi-criteria decision analysis: a guided tour | JOURNAL OF THE OPERATIONAL RESEARCH SOCIETY | 27 | Business & Economics; Operations Research & Management Science | Y | decision analysis; multi-criteria decision analysis; behavioural decision theory; psychology; decision biases; experiments; problem structuring | Theoretical |  |  |  |  | Behavioural decision theory | the two fields of BDT and decision analysis (DA) share common origins. Over recent years they have however increasingly grown apart, and our aim is to highlight and recast the connections between BDT and DA, in particular MCDA. |
| 127 | Gintis, H | 2009 | Bounds of Reason: Game Theory and the Unification of the Behavioral Sciences | Book | 23 | Psychology | Y |  | Theoretical |  |  |  |  | Game Theory | Game theory is multiplayer decision theory where the choices of each player affect the payoffs to other players, and the players take this into account in their choice behavior. |
| 128 | Reitz, Jeffrey G. | 2009 | Assessing Multiculturalism as a Behavioural Theory | MULTICULTURALISM AND SOCIAL COHESION | 13 | Ethnic Studies; Social Sciences - Other Topics | N |  |  |  |  |  |  | Multiculturalism as a Behavioural Theory |  |
| 129 | Schunk, Daniel | 2009 | Behavioral heterogeneity in dynamic search situations: Theory and experimental evidence | JOURNAL OF ECONOMIC DYNAMICS & CONTROL | 10 | Business & Economics | Y | Dynamic choice; Behavioral heterogeneity; Reference points; Individual differences; Loss aversion | Theoretical |  |  |  |  | Expected utility theory | Search models that are based on expected utility theory (henceforth: EU-theory) assume that subjects evaluate the next search step as a pure lottery (cf. lottery I). In contrast, the new rp-model assumes that subjects evaluate the next search step as a mixed lottery (cf. lottery II). Therefore, the answer to the search model question allows for subdividing the subject sample into two groups: subjects behaving in a manner consistent with an EU-based model and subjects behaving in a manner consistent with a model in which subjects set utility reference points. |
| 130 | Michie, Susan; Johnston, Marie; Francis, Jill; et al. | 2008 | From theory to intervention: Mapping theoretically derived behavioural determinants to behaviour change techniques | APPLIED PSYCHOLOGY-AN INTERNATIONAL REVIEW | 490 | Psychology | Y | PLANNED BEHAVIOR; HEALTH; PROGRAMS; DESIGN; TRIAL | Theoretical |  |  |  |  | Theory of Planned Behaviour, Social Cognitive Theory, Operant Learning Theory | A notable exception is Social Cognitive Theory (Bandura, 1997) which specifies how to change the main causal determinant of behaviour, namely self-efficacy, using four techniques: mastery experiences, modelling or vicarious experience, persuasion, and giving physiologically compatible experiences. By contrast, a systematic review of the use of the Theory of Planned Behaviour (Ajzen,1991) in interventions concluded that the theory was rarely used to design the intervention and was more frequently used as a background to understand the behaviour and to develop measures (Hardeman, Johnston, Johnston, Bonetti, Wareham, & Kinmonth, 2002). |
| 131 | Gino, Francesca; Pisano, Gary | 2008 | Toward a Theory of Behavioral Operations | M&SOM-MANUFACTURING & SERVICE OPERATIONS MANAGEMENT | 144 | Business & Economics; Operations Research & Management Science | N | behavioral operations; decision making; beer game; system dynamics; cognitive biases |  |  |  |  |  | Theory of Behavioral Operations |  |
| 132 | Matsushima, Hitoshi | 2008 | Behavioral aspects of implementation theory | ECONOMICS LETTERS | 17 | Business & Economics | Y | behavioral economics; implementation theory; white lie aversion; detail-freeness; possibility theorem | Theoretical |  |  |  |  | implementation theory |  |
| 133 | Martinez-Moyano, Ignacio J.; Rich, Eliot; Conrad, Stephen; et al. | 2008 | A behavioral theory of insider-threat risks: A system dynamics approach | ACM TRANSACTIONS ON MODELING AND COMPUTER SIMULATION | 16 | Computer Science; Mathematics | Y | insider threat; risk; system dynamics modeling; behavioral theory; signal detection theory; judgment and decision making; policy analysis; security modeling | Empirical | Computer simulation | Mainly quant | Correlation | 104 weeks of transaction screening | Signal Detection Theory | SDT separates accuracy of judgment, represented by d’ (the distance between the means of the two distributions4), from the decision threshold, typically measured by β, the likelihood ratio at the threshold value. Many descriptive studies have used SDT to measure the accuracy of judgments made by decision makers (e.g., physicians and weather forecasters). These studies use SDT as a measurement model rather than as a theory of behavior. Another group of studies has empirically examined SDT as a behavioral theory. |
| 134 | Kiriakidis, Stavros P. | 2008 | Application of the theory of planned behavior to recidivism: The role of personal norm in predicting behavioral intentions of re-offending | JOURNAL OF APPLIED SOCIAL PSYCHOLOGY | 13 | Psychology | Y |  | Empirical | Questionnaire | Mainly quant | Regression | 152 | theory of planned behavior | The TPB postulates that intentions are the most immediate antecedents of any behavior that is under voluntary control, and are assumed to capture the motivational influences on behavior. Intentions are, in turn, determined by three conceptually independent predictors. The first is attitude toward the behavior, a personal factor, and refers to the degree to which a person has a favorable or unfavorable evaluation of the behavior. The second determinant is subjective norm, a social factor, which is perceived social pressure from significant referents to perform the behavior, and the actors’ motivation to comply with the referents. The TPB includes a third determinant of intention and behavior, perceived behavioral control (PBC), which refers to the perceived ease or difficulty of performing the behavior. |
| 135 | Shimizu, Katsuhiko | 2007 | Prospect theory, behavioral theory, and the threat-rigidity thesis: Combinative effects on organizational decisions to divest formerly acquired units | ACADEMY OF MANAGEMENT JOURNAL | 91 | Business & Economics | Y | RISK-RETURN PARADOX; STRATEGIC MANAGEMENT; CORPORATE-STRATEGY; DECLINING FIRMS; CAUSAL MODEL; PERFORMANCE; UNCERTAINTY; FAILURE; INERTIA; REORIENTATION | Empirical | Merger and Corporate Transaction Database | Mainly quant | Correlation | 1544 | Prospect theory | The key pre mises1 of prospect theory include the notions that (1) alternatives are framed as either gains or losses in comparison to a reference point, (2) the utility function is an S-shaped curve, concave for gains and convex for losses, suggesting losses loom larger than corresponding gains, (3) individuals show tendencies toward risk aversion when facing gains and toward risk seeking when facing losses (that is, probable losses are preferred to sure losses), and (4) lower probabilities are over weighted and higher probabilities are underweighted (Rieger & Wang, 2006; Tversky & Kahneman, 1992; Wakker, 2003) |
| 136 | Fiedler, Klaus | 2007 | Construal level theory as an integrative framework for behavioral decision-making research and consumer psychology | JOURNAL OF CONSUMER PSYCHOLOGY | 47 | Business & Economics; Psychology | Y |  | Theoretical |  |  |  |  | Construal level theory | granting the status of CLT as a leading contemporary theory, with rich implications and applications in consumer science, I concentrate on recent phenomena in judgment and decision making for which CLT provides an implicit account. Specifically, CLT affords an integrative framework for understanding a whole variety of preference reversals-a major challenge for students of consumer behavior |
| 137 | Shachaf, Pnina; Hara, Noriko | 2007 | Behavioral complexity theory of media selection: a proposed theory for global virtual teams | JOURNAL OF INFORMATION SCIENCE | 19 | Computer Science; Information Science & Library Science | Y | media selection; channel selection; teams; virtual teams; global virtual teams; behavioral complexity theory | Empirical | Interview | Mainly qual | Implications based on quotations | 41 | Behavioural complexity theory | We argue that BCT better explains the process of global virtual team members’ media selection. This theory is composed of two elements: (1) repertoire of channels and (2) flexibility of individuals. According to the BCT, media selection is a process of excluding channels from the repertoire of media channels. Multiple |
| 138 | Schultz, W | 2006 | Behavioral theories and the neurophysiology of reward | ANNUAL REVIEW OF PSYCHOLOGY | 800 | Psychology | Y | learning theory; conditioning; microeconomics; utility theory; uncertainty | Theoretical |  |  |  |  | learning theory, utility theory | General learning theory suggests that Pavlovian associations of reward-predicting stimuli in instrumental tasks relate either to explicit CSs or to contexts. The neural correlates of behavioral associations with explicit stimuli may not only involve the phasic responses to CSs described above but also activations at other task epochs. Further neural correlates of Pavlovian conditioning may consist of the sustained activations that occur during the different task periods preceding movements or rewards (Figure 10), which are only sensitive to reward parameters and not to the types of behavioral reactions necessary to obtain the rewards.  microeconomic utility theory has defined basic reward parameters, such as magnitude, probability, expected value, expected utility, and variance, that can be used for neurobiological experiments searching for neural correlates of decision making under uncertainty. |
| 139 | Dynarski, Susan M.; Scott-Clayton, Judith E. | 2006 | The cost of complexity in federal student aid: Lessons from optimal tax theory and behavioral economics | NATIONAL TAX JOURNAL | 60 | Business & Economics | Y | INCOME-TAX; COLLEGE ATTENDANCE; FINANCIAL-AID; PARTICIPATION; ENFORCEMENT | Empirical | Survey | Mainly quant | Regression | 17,064 | Optimal tax theory, Time Inconsistency, Loss Aversion, Default Behavior, Identity Salience | People are poor at committing to behaviors that require present sacrifice in pursuit of future returns (O’Donoghue and Rabin, 1999). This characterizes a broad range of behaviors, including saving for retirement, exercise, and schooling. People may plan to get up early to exercise, but hit the snooze button when the alarm goes off. Nobel Laureates Daniel Kahneman and Amos Tversky (2000) show that people are loss averse: they avoid worthwhile bets because “losses weigh more heavily than gains.” That is, a dollar lost decreases utility more than a dollar gained increases it. Economists and psychologists have found that individuals’ decisions are strongly influenced by their “default” course of action (Samuelson and Zeckhauser, 1988). An influential study examined retirement saving at a large financial firm (Madrian and Shea, 2001). At this firm, 401(k) participation required that new employees check a box on a form; the consequence of not checking that box was not participating in the 401(k). That is, the default option was nonparticipation. A program may discourage participation through the self-identification it triggers in people. The food stamp application process, for example, “cues negative identities and can induce guilt and alienation,” thereby discouraging take-up (Bertrand, Mullainathan, and Shafir, 2004). |
| 140 | Kalsher, MJ; Williams, KJ | 2006 | Behavioral compliance: Theory, methodology, and results | HANDBOOK OF WARNINGS | 18 | Science & Technology - Other Topics | N |  |  |  |  |  |  | Behavioural compliance theory |  |
| 141 | Tsang, Eric W. K. | 2006 | Behavioral assumptions and theory development: The case of transaction cost economics | STRATEGIC MANAGEMENT JOURNAL | 49 | Business & Economics | Y | critical realism; behavioral assumption; organization theory; transaction cost economics; structural model; reduced model | Theoretical |  |  |  |  | transaction cost economics | I use Williamson's version of TCE as an example to illustrate my arguments for four main rea sons. First, TCE is one of the leading perspectives in management and organizational studies (David and Han, 2004), has received an increasing amount of attention from a broad range of audiences (Rindfleisch and Heide, 1997), and has emerged as a major paradigm in the academic literature (Hill, 1990). Second, there have been numerous empirical tests on various aspects of the theory. This set of studies offers a solid picture of how researchers have dealt with the behavioral assumptions of TCE. Moreover, there are some comprehensive reviews of these studies (e.g., Boerner and Macher, 2003; David and Han, 2004; Rindfleisch and Heide, 1997; Shelanski and Klein, 1995). This rich TCE literature, both theoretical and empirical, facilitates the illustration of my arguments. Third, one of its key behavioral assumptions, opportunism, has been a subject of controversy (Hodgson, 2004; Williamson, 1993). The extent of empirical support that TCE has received is also a controversial issue (David and Han, 2004). This article contributes to these debates from a fresh angle. Last but not least, focusing on one example, instead of several, enables me to demonstrate my arguments fully yet concisely. |
| 142 | Kraft, P; Rise, J; Sutton, S; et al. | 2005 | Perceived difficulty in the theory of planned behaviour: Perceived behavioural control or affective attitude? | BRITISH JOURNAL OF SOCIAL PSYCHOLOGY | 99 | Psychology | Y | SELF-EFFICACY; LONGITUDINAL ANALYSIS; EXERCISE BEHAVIOR; COEFFICIENT-ALPHA; INTENTIONS; HEALTH; DISTINCTION; BELIEFS; CHOICE; LOCUS | Empirical | Survey | Mainly quant | Correlation, regression | 232 | theory of planned behaviour | Ajzen (1985, p. 36) has described the difference between the TRA and TPB in this way: ‘the two theories are identical when the subjective probability of success and the degree of control of internal and external factors reach their maximum values: When subjective probabilities of success and actual control are less than perfect, however, we enter the domain of Planned Behavior. |
| 143 | Hagger, MS; Chatzisarantis, NLD | 2005 | First- and higher-order models of attitudes, normative influence, and perceived behavioural control in the theory of planned behaviour | BRITISH JOURNAL OF SOCIAL PSYCHOLOGY | 92 | Psychology | Y | PHYSICAL-ACTIVITY INTENTIONS; GLOBAL SELF-ESTEEM; REASONED ACTION; SUBJECTIVE NORMS; GROUP IDENTIFICATION; PREDICTIVE-VALIDITY; FIT INDEXES; EFFICACY; DISTINCTION; VARIABLES | Empirical | Survey | Mainly quant | Factor correlations | 523 | theory of planned behaviour | The theory of planned behaviour (TPB; Ajzen, 1991) is an important social cognitive model that aims to explain variance in volitional behaviours (Armitage & Conner, 2001; Conner & Armitage, 1998). The theory hypothesizes that an individual's overtly stated intention to act is the most proximal predictor of behaviour. Intention is hypothesized to mediate the influence of three sets of personal, social, and control‐related judgments on the target behaviour. |
| 144 | Westaby, JD | 2005 | Behavioral reasoning theory: Identifying new linkages underlying intentions and behavior | ORGANIZATIONAL BEHAVIOR AND HUMAN DECISION PROCESSES | 75 | Psychology; Business & Economics | Y | beliefs; reasons; attitudes; intentions; behavior | Empirical | Survey | Mainly quant | ANOVA | 211 | Behavioral reasoning theory | The theory proposes that reasons serve as important linkages between beliefs, global motives (e.g., attitudes, subjective norms, and perceived control), intentions, and behavior. An underlying theoretical assumption in this framework states that reasons impact global motives and intentions, because they help individuals justify and defend their actions. |
| 145 | Do Valle, PO | 2005 | Combining behavioral theories to predict recycling involvement | ENVIRONMENT AND BEHAVIOR | 56 | Environmental Sciences & Ecology; Psychology | Y | recycling behavior; behavioral theories; structural equation-modeling | Empirical | Survey | Mainly quant | structural equation-modeling | 2,093 | theory of planned behavior, model of altruistic behavior | The TOPB has its foundation in theory of reasoned action (TRA; Ajzen & Fishbein, 1975), which is based on two general premises. The first states that individuals act rationally and, therefore, use and process available information before acting. Once this intention has been established, the individual is expected to behave accordingly. The second premise states that intentions are determined by attitude toward the specific behavior and subjective norms. Although this theory has demonstrated an impressive predictive value in numerous applications on social and behavioral sciences, it has been criticized especially because it assumes that the target behavior is based exclusively on an individual’s volitional control—that is, the individual has all the conditions to perform the task in question. According to Schwartz’s (1977) model of altruistic behavior, behavior is explained in terms of the interrelationship among four main constructs: personal norms, social norms, awareness of consequences, and ascription of responsibility. The model’s central idea is that the influence of social norms on the individual behavior is not direct. Instead, it is mediated by personal norms of altruistic behavior. Taking the recycling framework as reference, personal norms reflect the idea that the individual should recycle because he or she feels that it is the right thing to do. |
| 146 | Maguire, LA; Albright, EA | 2005 | Can behavioral decision theory explain risk-averse fire management decisions? | FOREST ECOLOGY AND MANAGEMENT | 39 | Forestry | Y | adaptive management; decision analysis; fire management; prescribed burn; risk preferences; uncertainty | Theoretical |  |  |  |  | Regret theory | Bell (1982) has proposed ‘‘regret theory’’ to explain why people appear to often choose alternatives on the basis of minimizing the potential for loss rather than maximizing the expected net value of gains and losses. In this kind of decision-making (minimizing regrets, rather than maximizing expected value), decision makers focus on the random events that have the worst outcomes (e.g., the escape of a prescribed fire), to the exclusion of the other events that are possible, thus assuming that the worst will occur with certainty. |
| 147 | Barnes-Holmes, D; Staunton, C; Whelan, R; et al. | 2005 | Derived stimulus relations, semantic priming, and event-related potentials: Testing a behavioral theory of semantic networks | JOURNAL OF THE EXPERIMENTAL ANALYSIS OF BEHAVIOR | 36 | Psychology; Behavioral Sciences | N | derived equivalence relations; semantic priming; event-related potentials; humans; adults |  |  |  |  |  | behavioral theory of semantic networks |  |
| 148 | Ilchmann, A; Mehrmann, V | 2005 | A behavioral approach to time-varying linear systems. Part 1: General theory | SIAM JOURNAL ON CONTROL AND OPTIMIZATION | 18 | Automation & Control Systems; Mathematics | N | time-varying linear systems; behavioral approach; controllability; observability; autonomous system; adjoint system; latent variables |  |  |  |  |  |  |  |
| 149 | Schultz, W | 2004 | Neural coding of basic reward terms of animal learning theory, game theory, microeconomics and behavioural ecology | CURRENT OPINION IN NEUROBIOLOGY | 307 | Neurosciences & Neurology | N | PRIMATE ORBITOFRONTAL CORTEX; TONICALLY ACTIVE NEURONS; DORSOLATERAL PREFRONTAL CORTEX; NIGRA PARS RETICULATA; SACCADIC EYE-MOVEMENT; DOPAMINE NEURONS; MOTIVATIONAL CONTROL; PARIETAL CORTEX; CAUDATE-NUCLEUS; EXPECTED REWARD |  |  |  |  |  | animal learning theory, game theory |  |
| 150 | Sheeran, P; Trafimow, D; Armitage, CJ | 2003 | Predicting behaviour from perceived behavioural control: Tests of the accuracy assumption of the theory of planned behaviour | BRITISH JOURNAL OF SOCIAL PSYCHOLOGY | 109 | Psychology | Y | REASONED ACTION; SELF-EFFICACY; CONDOM USE; INTENTIONS; ILLUSION; METAANALYSIS; HEALTH; PSYCHOLOGY; ATTITUDES; WELL | Empirical | Survey | Mainly quant | Regression | 172 | perceived behavioural control, theory of planned behaviour | PBC is the person’s perception of the extent to which performing a behaviour is under her control and typically is measured by ratings of the ease versus difficulty of performing the behaviour (e.g. ’ For me to do X would be easy/difficult’). The revised model–the theory of planned behaviour–proposed that PBC was an additional predictor of intention alongside attitude and subjective norm and that, in certain circumstances, PBC could also directly predict behaviour (over and above the effects of intentions). |
| 151 | Ostrom, E | 2003 | Toward a behavioral theory linking trust, reciprocity, and reputation | Book | 76 | Social Sciences - Other Topics; Psychology | N |  |  |  |  |  |  | trust, reciprocity, and reputation |  |
| 152 | Ajzen, I | 2002 | Perceived behavioral control, self-efficacy, locus of control, and the theory of planned behavior | JOURNAL OF APPLIED SOCIAL PSYCHOLOGY | 1437 | Psychology | Y |  | Theoretical |  |  |  |  | Perceived behavioral control, self-efficacy, locus of control, and the theory of planned behavior | Conceptual and methodological ambiguities surrounding the concept of perceived behavioral control are clarified. It is shown that perceived control over performance of a behavior, though comprised of separable components that reflect beliefs about self-efficacy and about controllability, can nevertheless be considered a unitary latent variable in a hierarchical factor model. It is further argued that there is no necessary correspondence between self-efficacy and internal control factors, or between controllability and external control factors. Self-efficacy and controllability can reflect internal as well as external factors and the extent to which they reflect one or the other is an empirical question. Finally, a case is made that measures of perceived behavioral control need to incorporate self-efficacy as well as controllability items that are carefully selected to ensure high internal consistency. |
| 153 | Daganzo, CF | 2002 | A behavioral theory of multi-lane traffic flow. Part I: Long homogeneous freeway sections | TRANSPORTATION RESEARCH PART B-METHODOLOGICAL | 147 | Business & Economics; Engineering; Operations Research & Management Science; Transportation | Y | traffic dynamics; driver psychology; lane-changing; unexplained traffic phenomena | Theoretical |  |  |  |  | theory of driver behaviour | Empirical freeway traffic flow data have accumulated for almost 50 years. While some of this evidence supports certain theories under particular conditions, it is fair to say that to date no theory explains all that is observed, and that some puzzles remain unsolved. Fortunately, new observations obtained with recently developed ways of processing data contain fresh clues that should make it easier to come up with a theory that puts all the pieces of the puzzle together. This paper is an effort in this direction; it presents a theory of traffic dynamics for homogeneous freeways that is qualitatively consistent with all the empirical observations (old and new) known to this author. The sequel extends the theory to capture the effects of on-ramps. |
| 154 | Daganzo, CF | 2002 | A behavioral theory of multi-lane traffic flow. Part II: Merges and the onset of congestion | TRANSPORTATION RESEARCH PART B-METHODOLOGICAL | 55 | Business & Economics; Engineering; Operations Research & Management Science; Transportation | Y |  | Theoretical |  |  |  |  | theory of driver behaviour | The theory in this paper and its companion is promising because it is qualitatively consistent with all the observed phenomena listed at the beginning of part I. This is not enough, however. Since the model was developed so as to be consistent with previously known facts, it is only providing a “post-prediction”. The theory would pass a more meaningful test if it were to make some new predictions that turned out to be true. Some of these predictions have been mentioned in Section 4. Other investigators can make additional ones, perhaps aided with the detailed calculation procedure introduced in part I. New experimental evidence should then either put the theory on a firmer foundation or falsify it. |
| 155 | Blanton, H; Stuart, AE; VandenEijnden, RJJM | 2001 | An introduction to deviance-regulation theory: The effect of behavioral norms on message framing | PERSONALITY AND SOCIAL PSYCHOLOGY BULLETIN | 36 | Psychology | Y |  | Empirical | Survey | Mainly quant | mediation analysis | 124 | deviance-regulation theory | The authors introduce a social judgment framework they term deviance-regulation theory. This theory proposes that people self-regulate more on the basis of the perceived social consequences of deviating from behavioral norms than on the basis of the perceived social consequences of conforming to behavioral norms. The implications of this model were explored in the context of persuasive health communication. Four studies demonstrated that health communication had its greatest effects on behavioral intention and behavioral willingness when it associated images with deviant behavioral alternatives. Thus, when participants believed their peers made healthy decisions, they were most influenced by negatively framed communication that emphasized the undesirable attributes of people who made unhealthy decisions. In contrast, when they believed their peers made unhealthy decisions, they were most influenced by positively framed communication that emphasized the desirable attributes of people who made healthy decisions. |
| 156 | Scott, RE | 2000 | The limits of behavioral theories of law and social norms | VIRGINIA LAW REVIEW | 80 | Government & Law | Y | COGNITIVE ILLUSIONS; MARKET MANIPULATION; FREQUENCY FORMATS; RATIONAL CHOICE; DEFAULT RULES; SELF-CONTROL; ECONOMICS; PREFERENCE; JUDGMENT; UNCERTAINTY | Theoretical |  |  |  |  | social norms | Legal rules and social norms are overlapping, independent influences on human behavior. At the broadest level of generality, legal rules and social norms are complements as well as substitutes. Thus, for example, disfavored behavior constrained by norms may not require additional legal sanction. There are also important differences between law and norms. Law compels by direct coercion. Norms compel by shame and shunning and, thus, the threat of isolation from one's peers is the key to the potency of normative enforcement. Along another dimension, the meaning of law is precise; the meaning of norms is fuzzy. See e.g., Paul H. Robinson & John M. Darley, Justice, Liability and Blame 16, 65 (1995). These differences imply that sometimes law and norms function antagonistically. |