



Call for manuscripts

“Applications of Reference Dependence”

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Human beings tend to evaluate values and other properties against some reference point. This observation is important to a better understanding of how workers react to incentives, the ways judges evaluate the severity of unethical behavior, how Olympic medalists value their achievements, etc. Reference-dependent preferences are one of the building blocks of Prospect Theory (Tversky & Kahneman, 1979). Previous research has documented how systematic manipulations of the reference can change judgments and decision making.

For this special issue, we call for papers that can provide a better understanding of applications of reference dependence in a variety of domains such as work motivation, financial decisions, consumer behavior, behavioral ethics, and others.

We encourage submissions that fall broadly into one of the following areas, but submissions on related topics will also be considered:

- (1) Theoretical formulations of reference-dependence
- (2) Uses of reference points to increase motivation
- (3) Interactions between reference points and other types of economic incentives
- (4) Personal characteristics that make individuals more likely to be affected by reference points
- (5) Reference points and their relationship to normative or biased behavior.

Anyone with an interest in the issues detailed above is encouraged to submit a full paper to this special issue. You can submit your article in the journal’s regular submission page and then click on the option "SI: Reference dependence ".

The deadline for manuscript submission is: January 31, 2021