BEPP 220: BEHAVIORAL ECONOMICS, MARKETS, AND PUBLIC POLICY

University of Pennsylvania The Wharton School

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Behavioral economics applies insights from psychology to the study of economic phenomena. This course will take the possibility of deviations from rational, self-interested behavior as a starting point, and explore two main questions: What does behavioral economics imply for public policy? What does behavioral economics imply for firms’ behavior in markets?

Both governments and firms have to set policy in a world of behavioral agents. This course will present the standard economic approaches to these policy problems and explore how optimal policy is altered when individuals act in behavioral ways.

The majority of the class focuses on the role of behavioral economics in determining whether and how government should intervene in markets — including what policy makers should do to address market failures, combat poverty and inequality, and raise revenue (i.e., “Behavioral Public Finance”). The next few lectures will explore how firms price and produce in a market with behavioral agents and will examine whether the market can succeed at eliminating behavioral biases. The remaining lectures will explore specific policy questions, allowing us to debate optimal policy solutions while hearing from academics and policy makers operating in a world of behavioral agents.

Reading: Most classes will require readings to be done in advance (usually articles from newspapers; sometimes chapters of the text, executive summaries of policy reports, short research articles, or excerpts from longer research articles).

Grading: Grades will come from four sources:

First exam  20%
Second exam  30%
Homework  30%
Class participation  20%

The exams will cover material from Sessions 1-13 (first exam) and all Sessions (second exam). Homework will include problems and policy analysis.

Any evidence of cheating is sent immediately to the Dean.
**Class Participation:** You must come to class prepared. All reading must be completed before class, and you should be ready to discuss the economic concepts and applications when you arrive. Successful participation in class will reflect positively on your class participation grade, as will regular attendance and on-time arrival.

**Prerequisites:** This course has no formal prerequisites but an understanding of the principles of consumer and producer optimization will be helpful.

**Optional Text:**
*Policy and Choice*
Chapter 2: Psychology and Economics
Chapter 3: Behavioral Economics and Public Finance

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**Course Outline**

*Part 1: Foundational Concepts with Behavioral Agents*

**Session 1: Course Introduction (1/20)**
1. Overview of the course
2. What is behavioral economics?

**Session 2: Welfare Economics (1/25)**
1. Utility
2. The Pareto frontier
3. The first and second welfare theorems and their assumptions

**Session 3: Market Power (1/27)**
1. Price taking
2. Natural monopolies
3. Other sources of market power

**Session 4: Externalities, Internalities, and Public Goods (2/1)**
1. Externalities
2. Internalities
3. Public goods

   Article: “Lessons on road congestion from Oregon, Singapore and London” Robert Wright, Financial Times, 12/8/2017
   Article: “Deleting Facebook Won’t Fix the Problem” Anand Giridharadas, New York Times, 1/10/2019
Session 5: Asymmetric Information (2/3)
1. Moral hazard
2. Adverse selection

   Article: “No Tuition, but You Pay a Percentage of Your Income (if You Find a Job)” Andrew Ross Sorkin, New York Times, 1/8/2019

Session 6: Inequality and Redistribution (2/8)
1. Marginal utility of income
2. Welfare weights
3. Altruism and social preferences

   Article: “Rethinking Redistribution” Jeffrey A. Miron, National Affairs, Winter 2011
   Article: “Big Government Is Back Thanks to Trump” Noah Smith, Bloomberg, 6/15/2018

Part 2: Government Policy Making in a World of Behavioral Agents

**First homework due at noon on 2/10**

Session 7: Taxation I (2/10)
1. Efficiency costs of taxation
2. Tax burden
3. Optimal taxation

   Article: “After $238M condo sale, calls for pied-à-terre tax are renewed” Amy Plitt, Curbed, 2/1/2019

Session 8: Taxation II (2/15)
1. Tax salience
2. Tax aversion and framing
3. Tax compliance and avoidance

   Article: “The ‘tax aversion’ effect is real, and can sway our opinion on anything” Stian Reimers, The Conversation, 5/11/2016.
Session 9: Pigouvian Taxation and the Coase Theorem (2/17)
1. Pigouvian taxation
2. Coase theorem and transaction costs
3. Endowment effects


Session 10: Forced Savings (2/22)
1. Permanent income hypothesis
2. Quasi-hyperbolic discounting

   Article: “You Tell People To Save-- Why Don’t They Do It?” Teresa Ghilarducci, Forbes, 2/14/2018

Session 11: Regulation (2/24)
1. Solving adverse selection

   Article: “Fur and fury at 40,000 feet as more people bring animals on planes” Karin Brulliard, Washington Post, 2/21/2018.

**Second homework due at noon on 3/1**

Session 12: Licensing, Bans, and Mandates (3/1)
1. Occupational licensing
2. Bans and mandates


Session 13: Review Session (3/3)

Session 14: First Exam (3/8)
Part 3: Firm Behavior in a World of Behavioral Agents

Session 15: Pricing to Biased Consumers I (3/15)
1. Quasi-hyperbolic consumers

Session 16: Pricing to Biased Consumers II (3/17)
1. Commitment devices
2. Overconfident consumers
3. Shrouded attributes


Session 17: Behavioral Workers and Managers I (3/22)
1. Social forces

Article: “How rubber chickens and wind-up teeth can motivate workers” Kathryn Vasel, CNN Business, 2/28/2019

Session 18: Behavioral Workers and Managers II (3/24)
1. Pay inequity
2. Gift exchange
3. Control

Article: “If Workers Slack Off, the Wristband Will Know. (And Amazon Has a Patent for It.)” Ceylan Yeginsu, New York Times, 2/1/2018

Session 19: Consumer Outrage and Repugnance (3/29)
1. Consumer outrage
2. Repugnance

**Part 4: Applications**

Note: These lectures are organized around a central question, include a guest speaker, and involve a combination of debate and discussion as we use the tools developed in the previous lectures to pursue optimal policy design.

**Session 20:** TBA (3/31) [Guest speaker, TBA]

**Third homework due by noon on 4/5**

**Session 21:** TBA (4/5) [Guest speaker, TBA]

**Session 22:** TBA (4/7) [Guest speaker, TBA]

**Session 23:** TBA (4/12) [Guest speaker, TBA]

**Session 24:** TBA (4/14) [Guest speaker, TBA]

**Group projects due by midnight on Sunday 4/18**

**Session 25:** Group Project Presentations (4/19)

**Session 26:** Group Project Presentations (4/21)

**Session 27:** Review Session (4/26)

**Session 28:** Second Exam (4/28)