

## 8. Literatur

- Adams, J.S. (1963). Toward an Understanding of Inequity. *Journal of Abnormal and Social Psychology*, 67, 422-436.
- Adams, J.S. (1965). Inequity in social exchange. In L. Berkowitz (ed.): *Advances in Experimental Social Psychology* (Vol.2). New York: Academic Press.
- Altmann, J.(2003). *Volkswirtschaftslehre*. Einführende Theorie mit praktischen Bezügen. Stuttgart: Lucius & Lucius/UTB.
- Austin, W., Walster, E. & Utne, M.K. (1976). Equity and the law: The effect of a harmdoer's „suffering in the act“ on liking and assigned punishment. In L. Berkowitz & Walster, E. (Eds.). *Advances in Experimental Social Psychology* (Vol. 9). New York: Academic Press, 163-190.
- Babcock, L, Wang, X. & Loewenstein, G. (1996). Choosing the Wrong Pond: Social Comparisons in Negotiations that Reflect a Self-Serving Bias. *The Quarterly journal of Economics*,111, 1 ff.
- Bales, R.F. (1955). Adaptive and integrative changes as source of strain in social systems. In A.P. Hare, Borgatta, E.F. & Bales, R.F. (Eds.). *Small groups: Studies in social interaction*. New York: Knopf, 127-131.
- Bandura, A. (1971). Vicarious and self reinforcement Processes. In Glaser, R. (Hrsg.). *The nature of reinforcement*. New York: Academic Press.
- Blau, P.M. (1964). *Exchange and Power in Social Life*. New York: Wiley.
- Blount, S. (1995). When social outcomes aren't fair: The effect of causal attribution on preferences. *Organizational Behavior and Human Decision Processes* 63: 131-143.
- Bohnet, I. & Frey, B.S. (1996). Beyond anonymity in dictator games. In Roland- Lévy, C. (ed.). *Social and Economic Representations*. Conference proceedings for the 21<sup>st</sup> IAREP Annual Colloquium, Université René Descartes Paris V, France, 74-86.

- Bolton, G.E. & Zwick, R. (1995). Anonymity versus punishment in ultimatum bargaining. *Games and Economic Behavior*, 10, 95-121.
- Bowles, S. (2004). *Microeconomics: Behavior, Institution and Evolutions*. Princeton: New Jersey.
- Bruner, J.S. & Goodman, C.D.(1947). Value and need as organizing factors in perception. *Journal of Abnormal and Social Psychology*, 42, 33-44.
- Camerer, C.F. (2003). *Behavioral Game Theory. Experiments in Strategic Interactions*. Princeton: New Jersey.
- Camerer, C.F. & Fehr, E. (2006). When does „Economic Man“ Dominate Social Behavior?. *Science*, 311, 47-52.
- Cameron, L. A. (1999). Rising the stakes in the ultimatum game: Experimental evidence from Indonesia. *Economic Inquiry*, 27, 47 ff.
- Cohen, J. (1988). *Statistical power analyses for the behavioral science* (2<sup>nd</sup> ed.). Hillsdale, NJ: Erlbaum.
- Coleman, J.(1990). *Foundations of Social theory*. Cambridge, MA.: Harvard University Press.
- Cook, K.S. (ed).(1987). *Social exchange Theory*. Beverly Hills, C.A.: Sage.
- Cosmides, L. & Tooby, J. (1992). Cognitive adaption for social exchange. In J.H. Barkow, Cosmides, L. & Tooby, J. (Eds.). *The adapted mind*. Oxford: Oxford University Press.
- De Dreu, C.K.W., Lualhati, J.C & McCrusher, C.M. (1994). Effects of gain-loss frames on satisfaction with self-other outcome differences. *European Journal of Social Psychology*, 24, 497-510.

- Deutsch, M. (1973). *The resolution of conflict*. London: Yale University Press.
- Deutsch, M. (1975). Equity, Equality, and need: What determines which value will be used as the basis of distributive justice? *Journal of Social Issues*, 31, 137-149.
- Deutsch, M. (1985). *Distributive Justice*. New Haven: Yale University Press.
- Eckel, C. & Grossman, P. (1996). Altruism in anonymous dictator games. *Games and Economic Behavior*, 16, 181-191.
- Feger, H. (1984). Ressourcentheorie sozialer Beziehungen. In: Albert, D. (Hrsg.): *Bericht über den 34. Kongreß der Deutschen Gesellschaft für Psychologie in Wien 1984*. Göttingen: Hogrefe Verlag für Psychologie, S. 480-482.
- Feger, H. (1997). Social distribution principles: A formal analysis of short- and long-term effects. *Methods of Psychological Research*. Verfügbar unter: <http://www.hsp.de/mpr>.
- Feger, H. und Hecker, U. v. (1998). Reciprocity as an Interaction principle. In: Dowling, C., Roberts, F. & Theuns, P. (eds.): *Recent Progress in Mathematical Psychology*. Hillsdale: Erlbaum, 285-309.
- Feger, H. (2005). *Sozialer Austausch*. Manuskript in Vorbereitung. Freie Universität Berlin.
- Fehr, E. (2004). Don't Lose Your Reputation. *Nature*, 432, 449 ff.
- Fehr, E. & Falk, A. (2002). Psychological Foundations of Incentives. *European Economic Review*, 46, 687 ff.
- Fehr, E. & Fischbacher, U. (2003). The Nature of Human Altruism. *Nature*, 425, 785 ff.
- Fehr, E. & Rockenbach, B. (2004). Human altruism: economic, neural, and evolutionary perspectives. *Current Opinion in Neurobiology*, 14, 784 ff.
- Flament, C. & Apfelbaum, E. 1966. Elementary processes of communication and structuration in a small group. *Journal of Experimental Social Psychology* 2, 376-386.

- Foa, E.B. and Foa, U.G. (1976). Resource theory of social exchange. In: J.W. Thibaut, J.T. Spence & R. C. Carson, (eds.): *Contemporary Topics in Social Psychology*. Morristown, N. J. : General Learning Press, 99-131.
- Foa, U.G. (1993). Interpersonal and economic resources. In U.G. Foa, J. Jr. Converse, K. Y. Törnblom & E.B. Foa (Eds.) *Resource theory. Explorations and applications* ( pp. 13-30). San Diego: Academic Press.
- Forsythe, T., Horowitz, J.L., Savin, N.E. & Sefton, M. (1994). Fairness in simple bargaining experiments. *Games and Economic Behavior*, 6, 347-369.
- Frey, D. & Irle, M. (Hrsg.)(1993). *Theorien der Sozialpsychologie Band II: Gruppen- und Lerntheorien*. Bern: Huber.
- Frey, B.& Meier, S. (2004). Social Comparisons and Pro-Social Behavior: Testing „Conditional Cooperation“ in a Field Experiment. *American Economic Review*, 94, 1717 ff.
- Felser, G. (2001). *Werbe- und Kommunikationspsychologie* (2.Aufl.). Berlin: Spektrum.
- Gigerenzer, G. & Selten, R. (Hrsg.)(2002). *Bounded Rationality. The Adaptive Toolbox*, Cambridge, Mass.
- Gouldner, A.W.(1960). The Norm of Reciprocity: A Preliminary Statement. *American Sociological Review*, 25, 161 ff.
- Greenberg, J & Cohen, R.L.(Eds.)(1982). *Equity and Justice in Social Behavior*. New York: Academic Press.
- Güth, W., Schmittberger, R. & Schwarze, B. (1982). An experimental analysis of ultimatum bargaining. *Journal of Economic Behavior and Organisation*, 3, 367-388.
- Haley, K. & Fessler, D.M.T.(2005). Nobody's Watching? Subtle Cues Affect Generosity in an Anonymous Economic Game. *Evolution and Human Behaviour*, 26, 245 ff.

- Handgraaf, M.J.J., van Dijk, E.V. & De Cremer, D. (2003). Social Utility in Ultimatum bargaining. *Social Justice Research*, Vol.16, No.3, 263-283.
- Hays, W.L. & Winkler, R.L. (1970). *Statistics: Probability, Inference and Decision*. Holt: R & W.
- Henrich, J., Boyd, R., Bowles, S. Camerer, C., Fehr, E., Gintis, H. & McElreath, R. (2004). Overview and Synthesis. In J. Henrich et al (Hrsg.): *Foundations of Human Sociality. Economic Experiments and Ethnographic Evidence from Fifteen Small-Scale Societies*. Oxford.
- Herkner, W. (1991). *Lehrbuch Sozialpsychologie* (5. korrigierte und stark erweiterte Auflage). Bern: Huber.
- Hoffman, E., McCabe, K.A, Shachat, K.& Smith, V.L. (1994). Preferences, Property Rights, and Anonymity in Bargaining Games. *Games and Economic Behavior*, 7, 346 ff.
- Hoffman, E., McCabe, K.A. & Smith, V. L. (1996). On expectations and the monetary stakes in ultimatum games. *International Journal of Game Theory*, 25, 289-301.
- Hoffman, E., McCabe, K.A. & Smith, V.L (1996b). Social distance and other-regarding behavior in dictator game. *American Economic Review*, 86, 653-660.
- Homans, G.C. (1961). *Social Behavior- Its Elementary Forms*. New York: Harcourt, Brace & World.
- Homans, G.C.(1972). *Theorie der sozialen Gruppe*. Opladen: Westdeutscher Verlag GmbH.
- Irle, M. (1975). *Lehrbuch der Sozialpsychologie*. Göttingen: Hogrefe.
- Kahneman, D, Knetsch, J.L. & Thaler, R.H. (1986). Fairness and the assumptions of economics. *Journal of Business*, 59, 285-300.
- Kelley, H.H. & Thibaut, J.W. (1978). *Interpersonal Relations: A Theory of Interdependence*. New York: Wiley.

- Kirchler, E., Fehr, E. & Evans, R.(1996). Social exchange in the labor market: reciprocity and trust versus egoistic money maximization. *Journal of Economic Psychology*, 17, 313-341.
- Konow, J.(2005). Blind Spots: The Effect of Information and Stakes on Fairness Biases and Dispersion. *Social Justice Research*, 18, No.4, 349-390.
- Kropf, B. (1977). *Zum Einfluss der Partnerbeziehung auf die Aufteilung von gemeinsamen Gewinnen und Verlusten*. Graz: Phil. Diss.
- Kurzban, R. & Houser, D.(2001) Individual Differences in Cooperation in a circular public goods game. *European Journal of Personality*, 15, 37 ff.
- Lane, I.M. & Messé, L.A. (1971). Equity and the distribution of rewards. *Journal of Personality and Social Psychology*, 20, 1-17.
- Lerner, M.J. (1977). The justice motive. Some hypothesis as to its origins and forms. *Journal of Personality*, 45, 1-52.
- Lerner, M.J. & Lerner, S.C.(Eds.)(1981).*The justice motive in social behaviour*. New York: Plenum Press.
- Leventhal, G.S. (1976a). The distribution of rewards and resources in groups and organizations. In L. Berkowitz & Walster, E. (Eds.). *Advances in Experimental Social Psychology* (Vol.9). New York: Academic Press, 92-133.
- Leventhal, G.S. & Lane, D.W. (1970): Sex, age and equity behavior. *Journal of Personality and Social Psychology*, 15, 312-316.
- Leventhal, G.S., Michaels, J.W. & Sanford, C. (1972). Inequity and interpersonal conflict: reward allocation and secrecy about reward as methods of preventing conflict. *Journal of Personality and Social Psychology*, 23, 88-102.
- Leventhal, G.S., Popp, A.L. & Sawyer, L. (1973). Equity or equality in children's allocation of reward to other persons? *Child Development*, 44, 753-763.

- Liebig, S. (2004). Empirische Gerechtigkeitsforschung. Überblick über aktuelle Modelle der psychologischen und soziologischen Gerechtigkeitsforschung. *ISGF- Arbeitsbericht 41*. Verfügbar unter: <http://www2.hu-berlin.de/isgf/empgf.pdf>.
- List, A. & Cherry, T. L. (2000). Learning to Accept in Ultimatum Games: Evidence from a Experimental Design that Generates Low Offers. *Experimental Economics*, 3, 11-29.
- Loewenstein, G.F., Thomson, L. & Bazerman, M.H. (1989). Social utility and decision making in interpersonal contexts. *Journal of Personality and Social Psychology*, 57, 426-441.
- Luce, R.D. & Raiffa, H. (1957). *Games and decision*. New York: Wiley.
- Magen, S.(2005). *Fairness, Eigennutz und die Rolle des Rechts. Eine Analyse auf Grundlage der Verhaltensökonomik*. Max Planck Institute for Research on Collective Goods. verfügbar unter: <http://mpp-rdg.mpg.de>.
- Mathcad (2001) Professional. MathSoft Inc.
- Messick, D. M. & Sentis, K. P.(1985). Estimatin social and nonsocial utility functions from ordinal data. *European Journal of Social Psychology*, 15, 389-399.
- McAdams, R.H.(1997) The Origins, Development, and Regulation of Norms. *Michigan Law Review*, 96, 338 ff.
- McCallum, B.T. (1989). *Monetary Economics: Theory and Policy*. New York: Mcmillan.
- Mikula, G. (1974b). Individuelle Entscheidungen und Gruppenentscheidungen über die Aufteilung über die Aufteilung gemeinsam erzielter Gewinne: Einen Untersuchung zum Einfluss der sozialen Verantwortung. *Psychologische Beiträge*, 16, 338-364.
- Mikula, G. (1974c). *Gewinnhöhe, Gewinnerwartung und die Aufteilung gemeinsam erzielter Gewinne*. Graz: Berichte aus dem Institut für Psychologie der Universität Graz.
- Mikula, G. (1975). *Studies on reward allocation in dynamic groups*. Graz: Bericht aus dem Institut der Universität Graz.

- Mikula, G. (Hrsg.)(1980). *Gerechtigkeit und soziale Interaktion*. Bern: Huber.
- Mikula, G. (2002). Gerecht oder ungerecht: Eine Skizze der sozialpsychologischen Gerechtigkeitsforschung. In M. Held, G. Kubon- Gilke & R Sturn (Hrsg.): *Normative und institutionelle Grundfragen der Ökonomik (Jahrbuch 1). Gerechtigkeit als Voraussetzung für effektives Wirtschaften*. Marburg: Metropolis Verlag.
- Mikula, G. & Schwinger, T. (1973). Sympathie zum Partner und Bedürfnis nach sozialer Anerkennung als Determinanten der Aufteilung gemeinsam erzielter Gewinne. *Psychologische Beiträge*, 15, 396-407.
- Mikula, G. & Schwinger, T. (1978). Intermember relations an reward allocation. In H. Brandstädter, Davis, J.H. & Schuler, H. (Eds.). *Dynamics of group decisions*. Beverly Hill: Sage, 229-250.
- Mishkin, F.S. (2004). *The economics of money, banking, and financial markets* (7. international ed.). Pearson Addison-Wesley: Boston.
- Neumann, J. & Morgenstern, O. (1944). *Theory of Economic Behavior* (2nd ed.). Princeton: Princeton University Press.
- Pachtmann, D. (2001). *Verteilen von Geldressourcen*. Unveröffentlichte Diplomarbeit. Studiengang Psychologie der Freien Universität Berlin.
- Pruitt, D.G., & Kimmel, M.J. (1977). Twenty years of experimental gaming: Critique, synthesis, and suggestions for the future. *Annual Review of Psychology*, 28, 363-392.
- Rege, M. & Telle, K. (2004). The Impact of social Approval and Framing on Cooperation in Public Good Situations. *Journal of Public Economics*, 88, 1625 ff.
- Reis, J. & Gruzen, H.T. (1976). On mediating equity, equality and self-interest: The role of representation in social exchange. *Journal of Experimental Social Psychology*, 12, 487-503.
- Ross, M. & Sicoly, F.(1979). Egocentric Biases in Availability and Attribution. *Journal of Personality and Social Psychology*, 37, 322 ff.



- Rusbult, C.E. (1980). Commitment and Satisfaction in Romantic Associations: A Test of the Investment Model. *Journal of Experimental Social Psychology*, 2, pp. 172-186.
- Sampson, E.E. (1975). On justice as equality. *Journal of Social Issues*, 31, 45-64.
- Sanfey, A.G., Rilling, J.K., Aronson, J.A., Nystrom, L.E. & Cohen, J.D. (2003). The Neural Basis of Economic Decision-Making in the Ultimatum Game. *Science*, 300, 1755 ff.
- Schwinger, T. (1980). Gerechte- Güter- Verteilung: Entscheidungen zwischen drei Prinzipien. In G. Mikula (Hrsg.): *Gerechtigkeit und soziale Interaktion*. Bern: Huber, 107-140.
- Shapiro, E.G. (1975). The effect of expectations of future interactions in reward allocation in dyads: Equity or equality. *Journal of Personality and Social Psychology*, 31, 873-880.
- Sigmund, K. (2001). *The social life of automata*. Manuscript in preparation.
- Singer, T., Kiebel, S.J., Winston, J.S., Dolan, R.J.& Frith, C.D. (2004). Brain Responses to the Acquired Moral Status and Faces. *Neuron*, 41, 653 ff.
- Slonim, R. & Roth A.E. (1998). Learning in High Stakes Ultimatum Games: An Experiment in the Slovak Republic. *Economica*, 66, 569 ff.
- Smith, V.L. (2003). Constructivist and Ecological Rationality in Economic. *American Economic Review*, 93, 465-508.
- Sobel, J. (2005). Interdependent Preferences and Reciprocity. *Journal of Economic Literature*, 43, 392-436.
- Stegbauer, C. (2002). *Reziprozität. Einführung in soziale Formen der Gerechtigkeit*. Wiesbaden: Westdeutscher Verlag.
- Strodtbeck, F.L., Simon, R.I. & Hawkins, C. (1965). Social status in jury deliberations. In I.D. Steiner & Fishbein, M. (Eds.). *Current studies in Social Psychology*. New York: Holt, Rinehart & Winston.

- Tetlock, P.E. (2002). Social Functionalist Frameworks for Judgment and Choice: Intuitive Politicians, Theologians, and Prosecutors. *Psychological Review*, 109, 451 ff.
- Thibaut, J.W. & Kelley, H.H. (1959). *The Social Psychology of Groups*. New York: Wiley.
- Törnblom, K.Y. (1992). The social psychology of distributive justice. In K. Scherer (Ed.), *Justice: Interdisciplinary perspectives* (pp.175-236). Cambridge: Cambridge University Press.
- Trivers, R.L. (1971). The evolution of reciprocal altruism. *The Quarterly Review of Biology*, 46, 35-57.
- Uray, H. (1976). Leistungsverursachung, Verantwortungszuschreibung und Gewinnaufteilung. *Zeitschrift für Sozialpsychologie*, 7, 69-80.
- Van Dijk, E & Vermunt, R. (2000). Strategy and fairness in social decision making: Sometimes it pays to be powerless. *Journal of Experimental Social Psychology*, 36, 1-25.
- Van Lange, P.A.M. & De Dreu, C.K.W. (2002). Soziale Interaktion: Kooperation und Wettbewerb. In W. Stroebe, K. Jonas & M Newstone ( Hrsg.). *Sozialpsychologie. Eine Einführung*. Berlin: Springer.
- Varian, H.K.(1999). *Grundzüge der Mikroökonomik* (4.Aufl.).München: Oldenbourg.
- Walster, E., Walster, G.W. & Berscheid, E. (1978). *Equity: Theory and Research*. Boston: Allyn and Bacon.
- Walster, E, Utne, M.K. & Traupman, J. (1977). Equity- Theorie und intime Sozialbeziehungen. In G. Mikula & W. Stroebe (Eds.). *Sympathie, Freundschaft und Ehe. Psychologische Grundlagen zwischenmenschlicher Beziehungen*. Bern: Huber, 193-220.
- Webster's new colligate dictionary. (1989). Springfield, Mass.: Marriam-Webster.
- Wedekind, C. & Milinski, M. (2000). Cooperation though image scoring in humans. *Science*, 288, 850-852.

Wiggins, J.A. (1966). Status differentiation, external consequences, and alternative reward distribution. *Sociometry*, 29, 89-103.