

James C. Cox, “Trust, Fear, Reciprocity, and Altruism: *Theory and Experiment*”

Abstract: This presentation includes discussion of central topics in my research program on social preferences, including:

- (a) Experimental designs that discriminate among alternative motivations, including unconditional altruism, positive reciprocity, trust (in positive reciprocity), negative reciprocity, and fear (of negative reciprocity);
- (b) Effects of social status, social distance, and relative payoff on reciprocal behavior;
- (c) Experimental designs that provide direct tests of alternative models of social preferences;
- (d) Models of other-regarding preferences that are and are not conditional on others’ revealed intentions and relative status.