

Advance praise for my book
“Experiments in Economics: Playing Fair with Money”

This is an excellent volume on experiments in economics, demonstrating that expectations for fair outcomes and trust are major driving forces behind economic behavior. Chaudhuri explains themes such as price discrimination, gift exchanges and public goods, neatly including their roles in economic behavior. The many clear examples make the book accessible to a wide audience. I expect this book to find a prominent place in many economic libraries.

Ernst Fehr, Professor of Economics, Director of the Institute for Empirical Research in Economics and Director of the University Research Priority Program on the Foundations of Human Social Behavior, University of Zurich
Affiliated Faculty Member of the Department of Economics at MIT

Despite the great interest in experimental and behavioral economics over the past 20 years there is still a dearth of books that one can use to teach from and which can be used by laymen to learn what is going on in this rapidly changing field. Ananish Chadhuri has written a wonderful book which is motivated by real world experiences yet closely tied to the state of the art research in experimental and behavioral problems. Dealing with problems of trust, fairness, social coordination, public goods and social dilemmas Chaudhuri takes the reader on a wonderful adventure from which he or she will certainly benefit. I highly recommend this book.

Andrew Schotter, Professor of Economics and Director, Center for Experimental Social Science, New York University

With lucid prose and a wonderful set of examples, Ananish Chaudhuri brings important results in experimental economics to life, linking concepts such as trust, fairness and reciprocity to our everyday actions. At the same time, *Experiments in Economics* introduces the reader to the science, with engaging accounts of how economists use experiments to get answers to key questions in strategic decision making.

Gary Bolton, Professor of Business Economics & Executive Programs Faculty Fellow, Smeal College of Business, Pennsylvania State University

Are people fair-minded and helpful or selfish in the end? Why and whom do people trust? Why do people engage in community work? Why do people obey social norms and conventions? Not long ago these questions, which are at the heart of social life, were deemed outside the realm of economics. The advent of experimental economics and the interchange with the behavioural sciences has changed this picture entirely. Experimental economists – including the author of this highly interesting book – have produced many important insights that help turning economics from a “dismal science” to one that has a realistic understanding about what motivates people in their economic and social life. Professor Chaudhuri is to be praised for having written a highly readable and informative account of one of the most exciting developments in the social sciences.

Simon Gaechter, Professor of the Psychology of Economic Decision Making, University of Nottingham

Chaudhuri has written an extremely readable introduction to experimental economics. This is perfect for advanced undergrads or graduate students who want to learn about state of the art research without being smothered by technical details.

David J. Cooper, Professor of Economics, Florida State University

Ananish Chaudhuri has produced a masterful guide to the experimental literature on behavioral economics. Full of interesting real world examples, this exceptionally well-written book is accessible to non specialists. Yet, it nonetheless provides important insights into the scientific methodology of experimental economics, e.g., just how its practitioners go about designing experiments to elucidate the roles that abstract concepts such as fairness, trust, and reciprocity play in explaining human interactions. Regardless of whether one is a behavioralist, experimentalist, or "traditionalist," this is must reading.

*John C. Panzar - Professor of Economics, University of Auckland and Louis W. Menk
Professor (Emeritus), Northwestern University*