

Propositions

Attached to the thesis

Essays on Intrinsic Motivation of Students and Workers

Max van Lent

Erasmus universiteit Rotterdam

27 October 2017

I

Goal setting increases students' performance, but only if the goals are set by students themselves.

(Chapter 2)

II

Although the stereotypical Dutch university student is unmotivated and lazy, a large majority of students do aspire to perform better than just passing their courses.

(Chapter 2)

III

Exerting effort in a public service job is an imperfect substitute for donating money to charitable organizations.

(Chapter 3)

IV

Studying workers' altruistic preferences by analyzing only their behavior outside the workplace can be misleading.

(Chapter 3 and 4)

V

Examining workers' volunteering behavior is informative of their altruistic preferences but mainly so at the end of workers' career.

(Chapter 4)

VI

Incorporating goal setting in the standard curriculum at universities will increase student performance, but does not necessarily increase students' well-being.

VII

The trend that in order to publish a field experiment in a prestigious journal one needs to uncover the mechanisms that drive the results, may in the end lead us to understand the world less well.

VIII

Most of the research field that is now called Behavioral Economics will disappear; instead, models incorporating behavioral components will become the standard in all fields.

IX

Not finding evidence for a theory using one dataset, should not lead one to directly reject the theory in the social sciences.

X

Sometimes results that are not statistically significant are more important than results that are statistically significant.

XI

In order to obtain a Ph.D. in Economics it is much more important to be creative and to be able to deal well with setbacks and failures, than to have a strong background in Economics.