

VU Research Portal

Incomplete Information in Social Interactions

Vuolevi, J.H.K.

2011

document version

Publisher's PDF, also known as Version of record

[Link to publication in VU Research Portal](#)

citation for published version (APA)

Vuolevi, J. H. K. (2011). *Incomplete Information in Social Interactions*. [PhD-Thesis – Research external, graduation internal, Vrije Universiteit Amsterdam].

General rights

Copyright and moral rights for the publications made accessible in the public portal are retained by the authors and/or other copyright owners and it is a condition of accessing publications that users recognise and abide by the legal requirements associated with these rights.

- Users may download and print one copy of any publication from the public portal for the purpose of private study or research.
- You may not further distribute the material or use it for any profit-making activity or commercial gain
- You may freely distribute the URL identifying the publication in the public portal

Take down policy

If you believe that this document breaches copyright please contact us providing details, and we will remove access to the work immediately and investigate your claim.

E-mail address:

vuresearchportal.ub@vu.nl

Contents

Chapter 1: Introduction	7
Basic Principles in Social Interactions	7
Social Interactions Beyond Self-interest	11
Incomplete Information in Social Interactions	14
The Present Dissertation	20
Chapter 2: Self-Other Differences in Outcome Allocations: We Think that Others Are Less Fair	23
Experiment 2.1	24
Experiment 2.2	26
General Discussion	28
Chapter 3: Beyond the Information Given: The Power of a Belief in Self-Interest	31
Experiment 3.1	32
Experiment 3.2	35
Experiment 3.3	36
General Discussion	39
Chapter 4: Detrimental Effects of Incomplete Information on Cooperation	43
Experiment 4.1	45
Experiment 4.2	48
General Discussion	52
Concluding Remarks	54
Chapter 5: When Generosity Is Hard to Communicate: The Asymmetric Role of Incompleteness of Information on Cooperation	55
Experiment 5.1	61
Experiment 5.2	66
General Discussion	71
Chapter 6: General Discussion	77
Summary of the Empirical Findings	78
Conditional Cooperation Revisited	80
Implications and Contributions	82
Limitations and Suggestions for Future Research	85
Concluding Remarks	87
References	88
Nederlandse Samenvatting (Summary in Dutch)	95
Acknowledgments	97
Curriculum Vitae	99