

Marlies Klemisch-Ahlert

Bargaining in Economic and Ethical Environments

An Experimental Study and
Normative Solution Concepts



Springer

Contents

Chapter 1

Introduction	1
---------------------	----------

Part I

An Experimental Study on Bargaining Behavior

Chapter 2

Motivation and Design of the Study	9
---	----------

2.1 Motivation	9
----------------	---

2.2 Design of the Study	12
-------------------------	----

2.3 Data	19
----------	----

Chapter 3

Monotonicity Results	23
-----------------------------	-----------

3.1 Introduction	23
------------------	----

3.2 Rank Regression Analysis	25
------------------------------	----

3.3 Monotonicity in Payoff Ratios of the Agreements	29
---	----

3.4 Monotonicity in Planned Bargaining Goals	37
--	----

Chapter 4

Norms in Economic and Ethical Environments	45
---	-----------

4.1 Introduction	45
------------------	----

4.2 Strong Pareto Optimality in Payoffs or Envy?	46
--	----

4.3 Environments with Contributions	53
-------------------------------------	----

4.4 Environments with Payments to Indigents	64
---	----

Part II**Normative Bargaining Theories
on Economic and Ethical Environments****Chapter 5****Roemer's Bargaining Theory on Economic Environments 73****Chapter 6****Bargaining Solutions with Goals 82**

6.1 Introduction 82

6.2 Economic Situations and Goals 84

6.3 Bargaining Solutions 88

6.4 A Characterization of the Proportional Solution by a
Monotonicity Axiom 926.5 A Characterization of the Proportional Solution by a
Concession Axiom 94

6.6 Goal Functions and Proportional Solutions 98

6.7 An Outlook on a Bargaining Theory on Ethical and
Economic Environments 105**Chapter 7****An Axiomatic Characterization of the
Normalized Utilitarian Bargaining Solution 108**

7.1 Introduction 108

7.2 Definitions and Notations 109

7.3 Axioms 111

7.4 Result 114

7.5 Concluding Remarks 118

Chapter 8	
Bargaining When Redistribution is Possible	120
8.1 Introduction	120
8.2 Notations, Definitions and Axioms	122
8.3 Solutions	129
8.4 A Characterization of the Generalized Kalai–Smorodinsky Solution on D^n	132
8.5 A Characterization of the Generalized Kalai–Smorodinsky Solution on D_0^n	133
8.6 A Characterization of the Generalized Kalai–Smorodinsky Solution on D_0^2	135
8.7 Concluding Remarks	135
Chapter 9	
A Combination of Part I and Part II	137
Notations	143
Appendix	144