

# Contents

Preface — VII

## Part I: Foundations

Ben Jann and Wojtek Przepiorka

**Introduction — 3**

Werner Raub and Thomas Voss

**Micro-Macro Models in Sociology: Antecedents of Coleman's Diagram — 11**

## Part II: Institutions

Rolf Ziegler

**The Kula Ring of Bronislaw Malinowski: Simulating the Co-Evolution of an Economic and Ceremonial Exchange System — 39**

Manuel Eisner, Aja Louise Murray, Denis Ribeaud, Margit Averdijk, and  
Jean-Louis van Gelder

**From the Savannah to the Magistrate's Court — 61**

Siegwart Lindenberg

**The Dependence of Human Cognitive and Motivational Processes on Institutional Systems — 85**

Ulrich Mueller

**Social Dilemmas and Solutions in Immunizations — 107**

## Part III: Social Norms

Karl-Dieter Opp

**When Do People Follow Norms and When Do They Pursue Their Interests? — 119**

Peter Preisendörfer

**Personal Exposure to Unfavorable Environmental Conditions: Does it Stimulate Environmental Activism? — 143**

Christiane Gross, Monika Jungbauer-Gans, and Natascha Nisic  
**Cooperation and Career Chances in Science — 165**

Katrin Auspurg and Thomas Hinz  
**Social Dilemmas in Science: Detecting Misconduct and Finding Institutional Solutions — 189**

Ulf Liebe and Andreas Tutić  
**The Interplay of Social Status and Reciprocity — 215**

## **Part IV: Peer-Sanctioning**

Heiko Rauhut and Fabian Winter  
**Types of Normative Conflicts and the Effectiveness of Punishment — 239**

Ben Jann and Elisabeth Coutts  
**Social Status and Peer-Punishment: Findings from Two Road Traffic Field Experiments — 259**

Andreas Flache, Dieko Bakker, Michael Mäs, and Jacob Dijkstra  
**The Double Edge of Counter-Sanctions. Is Peer Sanctioning Robust to Counter-Punishment but Vulnerable to Counter-Reward? — 279**

Fabian Winter and Axel Franzen  
**Diffusion of Responsibility in Norm Enforcement — 303**

Nynke van Miltenburg, Vincent Buskens, and Werner Raub  
**Endogenous Peer Punishment Institutions in Prisoner's Dilemmas: The Role of Noise — 327**

## **Part V: Trust and Trustworthiness**

Margit E. Oswald and Corina T. Ulshöfer  
**Cooperation and Distrust – a Contradiction? — 357**

Wojtek Przepiorka and Joël Berger  
**Signaling Theory Evolving: Signals and Signs of Trustworthiness in Social Exchange — 373**

Manuela Vieth and Jeroen Weesie  
**Trust and Promises as Friendly Advances — 393**

Chris Snijders, Marcin Bober, and Uwe Matzat  
**Online Reputation in eBay Auctions: Damaging and Rebuilding Trustworthiness  
Through Feedback Comments from Buyers and Sellers — 421**

## **Part VI: Game Theory**

Heinrich H. Nax, Ryan O. Murphy, and Dirk Helbing  
**Nash Dynamics, Meritocratic Matching, and Cooperation — 447**

Friedel Bolle  
**A Note on the Strategic Determination of the Required Number of Volunteers — 471**

Thomas Gautschi  
**Is No News Bad News? A Hostage Trust Game with Incomplete Information and  
Fairness Considerations of the Trustee — 481**

## **Part VII: Experimental Methods**

Hartmut Esser  
**When Prediction Fails — 505**

Marc Höglinger and Stefan Wehrli  
**Measuring Social Preferences on Amazon Mechanical Turk — 527**

Roger Berger and Bastian Baumeister  
**Repetition Effects in Laboratory Experiments — 547**

**Notes on the Editors and Contributors — 567**