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"Exposure to Ideology and Distributional Preferences"

We study the effects of exposure to ideology on distributional preferences in the context of dictator games with varying prices of giving. We exploit a natural experiment—random assignment to first-year instructors at the Yale Law School-order to distinguish the effects of exposure from self-selection. Subjects exposed to instructors that emphasize economics show greater weight on efficiency (emphasizing greater total payouts) than equality (reducing differences in payouts) relative to subjects exposed to humanist instructors; subjects taught by economists also make more selfish allocations (greater indexical weight on self).