

"Real life" is actually much more complicated than that...

- Risk aversion
- Expected monetary value vs. Expected utility (nonlinear)
- "Value" is subjective--What are the goals?
- Game paradoxes--the prisoner's dilemma
- Large payoffs (losses) are disproportionately weighted
- Allais Paradox
- "sure thing" effect
- Nontransitivity & the "salami technique"
- Framing effect



Dealing with Other People.