



Einladung zum Gastvortrag aus der Vortragsreihe:  
„Arbeits-, Organisations- und Wirtschaftspsychologie“

von

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## „Greed in Economic Psychology“

Greed is the insatiable desire for more. It is a chronic longing for more, and as such a strong economic motivator. People differ in how greedy they are, and we created a 7-item measure to assess individual differences in dispositional greed (Seuntjens, Zeelenberg, Van de Ven & Breugelmans, 2015). In this talk I will discuss what greed is and what greed does by reviewing the rich conceptual and scarce empirical research on this prototypical economic psychological construct. Amongst others, I will consider our studies on how greed relates to working and consumption, on how greed affects financial behavior, how greed relates to FOMO, and how differences in greediness are associated with economics education.

Freitag, 18.05.2018; 16:00

Aula am Uni Campus

Spitalgasse 2, 1090 Wien

Univ. Prof. Dr. Erich Kirchler