

**PROPOSAL: THE EFFECT OF LANGUAGE ON ECONOMIC BEHAVIOR:
SURVEYS, EXPERIMENTS, AND ECONOMETRIC ANALYSIS.**

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Help with two projects on the relationship between linguistic structure and economic decision making, specifically in the area of intertemporal choice.

Background: Languages differ widely in whether or not they require speakers to grammatically mark the futurity of events. Preliminary evidence suggests that this has large effects on people's intertemporal choices: languages which grammatically distinguish between present and future events appear to lead their speakers to take fewer future-oriented actions. You can see a preliminary working paper on this evidence here:

<http://faculty.som.yale.edu/keithchen/papers/LanguageWorkingPaper.pdf>

This summer, join one (or both) of two ongoing projects expanding on this work. One project involves working with me and a graduate student from linguistics to gather, merge, and analyze large linguistic and economic data sets. Knowing your way around Stata will help, but a lot of work will be done using searches on Google Books, Google Scholar, and corpuses like the Corpus of Contemporary American English. The other project involves helping to design and collect experimental data that investigates similar questions using randomized linguistic primes. Both projects will reward students willing to work with a considerable amount of independence.