DOES UNCERTAINTY BREED GREED?
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**Introduction**
Uncertainty plays a prominent role in decision-making. Krekels (2015) speculates that greed ultimately is rooted in uncertainty about access to future resources and that being greedy might have been evolutionary beneficial. Dispositional greed has been shown to predict economic behavior (Seuntjens et. al., 2015). This study examines the question:

**Does uncertainty make people rely more on their greedy inclinations when making economic decisions?**

**Method**
- Amazon’s Mechanical Turk ($N = 450$)
- Dispositional Greed Scale (Seuntjens et. al., 2015)
- Dictators in a 10-token dictator game
- Three conditions:
  1. Certainty: $1 per token
  2. Certainty: $2 per token
  3. Uncertainty: $1 or $2 per token
- 10 dyads were paid accordingly

**Results**
1. The more greedy individuals were, the more tokens they kept ($\beta = 0.25$, $t(449) = 2.42$, $p = 0.016$).
2. There was no significant effect of uncertainty on tokens kept by the dictator ($\beta = -0.02$, $t(449) = -0.08$ and $p = 0.934$).
3. There was no significant interaction effect of uncertainty and dispositional greed on tokens kept by the dictator ($\beta = -0.18$, $t(449) = -0.7$ and $p = 0.482$).

**Discussion**
In sum, replicating Seuntjens et. al. (2015), one’s level of dispositional greed predicts one’s economic behavior. Introducing uncertainty, on the other hand, does not seem to effect people’s financial choices and does not make people rely more on their natural tendencies to behave greedy.

In hindsight, the difference between receiving $1 per token or $2 per token might not have been big enough to induce a feeling of uncertainty. Future research should make this difference more salient and check the effect of the uncertainty manipulation.

**References**

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