
Probabilities








| Example: Human Rationality? |  |
| :---: | :---: |
| - Famous example of Allais (1953) <br> - A: [0.8, \$4k; 0.2, \$0] ط <br> - B: [1.0, \$3k; 0.0, \$0] <br> - C: [0.2, \$4k; 0.8, \$0] <br> - D: [0.25, \$3k; 0.75, \$0] <br> - Most people prefer $B>A, C>D$ <br> - But if $\mathrm{U}(\$ 0)=0$, then <br> - $\mathrm{B}>\mathrm{A} \rightarrow \mathrm{U}(\$ 3 \mathrm{k})>0.8 \mathrm{U}(\$ 4 \mathrm{k})$ <br> - $\mathrm{C}>\mathrm{D} \rightarrow 0.8 \mathrm{U}(\$ 4 \mathrm{k})>\mathrm{U}(\$ 3 \mathrm{k})$ |  |



| Kahneman \& Tversky |  |  |
| :--- | :--- | :---: |
| Choose between |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| Option C |  |  |
| : $33 \%$ | $\$ 2500$ |  |
| : $67 \%$ | 0 |  |


|  | Kahneman \& Tversky |
| :---: | :---: |
| Choose between |  |
| Option A | Option B |
| - 33\% \$2500 | - 100\% \$2400 |
| - 66\% $\$ 2400$ |  |
| - 01\% 0 | -66\% chance of \$2400 from both options |
| [18] | [82]* |
| Option C | Option D |
| - 33\% \$2500 | - 34\% \$2400 |
| - 67\% | - 66\% 0 |
| [83]* | [17] |



