## Contents

## Contributors ix

Introduction: Rational Choice Social Research
Rafael Wittek, Tom A. B. Snijders, and Victor Nee

### Part I: Rationality and Decision-making

- 1 Rationality, Social Preferences, and Strategic Decision-making from a Behavioral Economics Perspective 33 Simon Gächter
- 2 Social Rationality, Self-Regulation, and Well-Being: The Regulatory Significance of Needs, Goals, and the Self 72 Siegwart Lindenberg
- 3 Rational Choice Research on Social Dilemmas: Embeddedness Effects on Trust 113

Vincent Buskens and Werner Raub

4 Modeling Collective Decision-making 151
Frans N. Stokman, Jelle Van der Knoop, and Reinier C. H. Van Oosten

# Part II: Networks and Inequality

- 5 Social Exchange, Power, and Inequality in Networks Karen S. Cook and Coye Cheshire
- 6 Social Capital 220 Henk Flap and Beate Völker
- 7 Network Dynamics 252 Tom A. B. Snijders

The second	TTT			1	- 1	
Part	111:	Com	munities a	ınd '	0.0	hesion

8 Rational Choice Research in Criminology: A Multi-Level Framework 283

322

Ross L. Matsueda

9 Secularization: Theoretical Controversies Generating

Empirical Research

Nan Dirk De Graaf

10 Assimilation as Rational Action in Contexts Defined by Institutions

and Boundaries 355

Victor Nee and Richard Alba

# Part IV: States and Conflicts

11 Terrorism and the State 381
Ignacio Sánchez-Cuenca

12 Choosing War: State Decisions to Initiate and End Wars and Observe the Peace Afterward 411

James D. Morrow

13 Rational Choice Approaches to State-Making

Edgar Kiser and Erin Powers

443

# Part V: Markets and Organizations

14 Market Design and Market Failure 473 Carlos Cañón, Guido Friebel, and Paul Seabright

15 Organizational Governance 513 Nicolai J. Foss and Peter G. Klein

16 Rational Choice and Organizational Change 556 Rafael Wittek and Arjen Van Witteloostuijn

Index 589