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The framing of decision situations

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The Framing of Decision Situations

**Automatic Goal Selection
and
Rational Goal Pursuit**

RIJKSUNIVERSITEIT GRONINGEN

THE FRAMING OF DECISION SITUATIONS
AUTOMATIC GOAL SELECTION AND
RATIONAL GOAL PURSUIT

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Acknowledgments

When I moved from Berlin to Groningen for conducting the research reported in this book, more changed for me than just the location of residence. As a mathematician-by-training, I moved into the social sciences – a decision that was accompanied with an acute sense of loss during my literature study. Proper definitions and soundness of argumentation seemed not to be a prerequisite for, but already an achievement of a publication. Then there was this language thing. Colleagues from Scandinavia and Eastern Europe warned me that they had lost their ability to speak German during their stay in The Netherlands. Luckily, it never got that far in my case. And, last but not least, there was the birth of our first son during my first year as a Ph.D. student, which had the so-far largest impact ever on my life arrangements.

Consequently, on the path towards completion of this book, there were many people whose assistance was needed and whose support, solicited or unsolicited, helped me withstand. I am happy that here, I can take the opportunity to express my gratitude to those without whom this dissertation would not have been possible.

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