

Index

- accountability, 98, 113, 117–118, 197, 268
- algorithmic
 - biases, 180
 - capabilities, 170
 - enforcement, 178
 - management, 166
 - policing, 180
 - predictions, 19
 - regulation, 167, 179, 184
- altruism, 142, 161
- approach
 - “advise-and-persuade,” 84
 - “fairness through awareness,” 170
 - “no one policy fits all,” 112
 - “nudge plus,” 25, 88, 108, 124
 - “one-size-fits-all,” 25, 62, 164
- Aronson, Ori, 141, 166, 170
- auditing tools, 101, 209
- Australia, 57, 199, 209, 218, 220, 237
- authority, 1, 52, 54–55, 57, 83–84, 102, 104, 130, 150, 152–153, 162, 195, 218, 248, 251, 267
- autonomy, 2, 16, 23, 33, 59, 69, 90, 99, 103, 118, 120, 129, 136, 167, 173, 178, 185, 187, 226, 256, 268–269
- Balliet, Daniel, 112, 159
- Barak-Corren, Netta, 80, 82, 134
- behavior
 - beyond compliance, 21, 57
 - pro-environmental, 62, 229–230, 234, 240, 244–245, 249
 - pro-social, 70, 78–79, 145–146
 - unethical, 10, 76, 101, 127, 132, 139, 175, 205
- behavioral
 - economics, 38, 67, 78, 87, 89, 140, 193, 201, 260, 262
 - ethics, 5, 10–11, 22, 89, 111
 - interventions, 59, 88, 96, 207
- belief in science, 63–64, 72, 75
- Bernstein, Lisa, 14, 97
- Besley, Timothy, 197
- Bicchieri, Cristina, 45–46
- big data, 142, 167, 171, 174–176, 178–179
- Braithwaite, John, 115
- Braithwaite, Valerie, 22, 56, 84, 218
- brazen liars, 135
- capital punishment, 99
- carbon tax, 236
- cashless economy, 20
- China, 235, 238
 - social credit system, 165, 172–173
- choice architecture, 24, 108
- civic
 - culture, 197
 - duties, ix, 64, 105, 267
 - engagement, xiii, 146, 148, 268
- climate crisis, 233
- Coase theorem, 98
- coercion, 3, 12, 15–16, 23–24, 31, 51, 54, 56, 80, 93–94, 96–97, 99, 106, 120, 123, 147, 171, 197, 226, 228, 236, 247, 253–254
- cognitive deliberation, 82
- cognitive dissonance, 65, 70, 86–87, 107, 110
- community-based compliance norms, 173
- community-based governance, 122, 267, 270
- conditional cooperators, 48, 122–123, 125, 127, 129, 136, 142, 253–254, 269
- conscience, 49
- consent, 51
- Cooter, Robert, 31, 47, 85
- core beliefs, 45
- corporate law, 81
- corruption, 77, 151, 236
- COVID-19 pandemic, 2, 4, 63, 171, 187, 193, 203, 227–228, 233, 249
- compliance, 192
- regulations, 145, 187–188, 192, 203

- crowding in, 73
 cultural dimensions, 3, 27, 145, 155, 163, 172
 cultural trust, 158–159
- Dan-Cohen, Meir, 81
 Deci, Edward, 33, 69
 delinquent behavior, 37
 democracy, 88, 146, 148, 151
 demographic factors, 128, 241
 demographic groups, 68, 185, 191, 204
 descriptive norms, 45
 deterrence, 6, 9, 25, 35–36, 55, 59, 66, 78, 84,
 99–100, 104, 106, 120, 137, 161, 189,
 208–209, 211, 217–220, 249
 differentiated trust, 165, 168, 170–171
 discrimination, xxiii, 83, 111, 170–171, 179
 anti-discrimination law, 82
 employment, 24
 minority, 82
 dishonesty, 10, 109–110, 126, 129–130
 distributive justice, 48, 125
 diversity, 164, 250
 cultural, 208, 236
 ethnic, 151
 social, 15
- education, 18, 28, 88, 114, 131, 158, 163, 183, 191,
 204, 234, 241, 268
 enforcement, social, 136, 160
 enforcement costs, 7, 20, 100, 103, 142, 211, 269
 environmental
 motivation, 51, 242
 policy, xiii, 228, 242
 regulation, xiv, 30, 52, 57, 136, 225–231, 236, 238,
 240–243, 245–246
 taxes, xiii, 104
 equity, 172, 180
 ethical blind spots, 100–102, 120, 174
 ethicality, 21
 bounded, 174–175, 179
 intrinsic, 85
 expressive law, 43–44, 79, 83
 external interventions, 66, 230, 243, 247
 extrinsic motivation, 33, 35, 43, 53, 55, 62, 64–65,
 68, 74–75, 125, 201, 217, 248
- Falk, Armin, 77, 81
 fare dodging, 40
 fear appeals, 189
 fear-based rhetoric, 2, 4
 Fehr, Ernst, 77, 254
 Feld, Lars P., 48, 81, 214, 224
 Fine, Adam, 40, 58, 99
 fines, 19, 37–38, 79, 103, 109, 126, 131, 135, 182,
 213, 244
- foreign income, 218
 free choice, 9, 36
 free-riding, 10, 123, 136, 226
 Frey, Bruno S., 77–78. *See also* Feld, Lars P.
- Gallup World Poll, 155
 gender, 131–132, 154–155, 183
 gentle reminders, 192, 196
 Germany, 150, 217, 237
 Gidron, Noam. *See* Barak-Corren, Netta
Good People, The Law of, 10, 134, 140, 263
 Good Samaritan laws, 76
 government rhetoric, 189
 government trustworthiness, 92
 Green Pass Systems, 190, 192
 group identity, 45, 47
 guilt, 8–9, 28, 34, 49, 94, 132, 212
- habit formation, 28, 58–59, 63, 65, 86–87, 107,
 241, 255, 266
 health regulation, 8, 189
 healthcare policy, xxii
 heterogeneity, 44, 122–123, 125, 141, 211, 215,
 254, 264
 compliance, 130–131, 140, 142, 269
 culture, 163, 236
 honesty, 126–127, 129–130
 intrinsic motivations, 74
 population, 4, 94, 106, 142
 risk of, 141
 HEXACO personality model, 133
 high and low-order preferences, 85
 Hofstede, Geert, 114, 149–151, 155, 157, 163, 172
- i-frame, 243
 immigration, 29, 178
 immorality, 84
 incentives, 4–6, 14–15, 20, 25, 31, 36–37, 64–65, 69,
 72–73, 77, 79, 86, 91, 104–105, 109, 120, 137,
 147, 159, 190–192, 198, 204, 208, 217, 236, 239,
 241, 243, 245, 266
 behavioral, 172, 242
 community, 193
 economic, 78, 206, 217, 238, 240
 external, 50, 74–76, 90, 230
 extrinsic, 68, 77
 financial, 123, 190–191, 193, 201, 230, 239, 241
 intrinsic, 243
 market, 227, 240
 monetary, 191, 193
 nonfinancial, 239
 positive, 16, 172, 199
 positive and negative, 38–40, 199, 240–241
 public health, 193
 traditional, 105

- institutions, 3, 11–12, 23, 33, 54, 89–90, 98, 111, 151, 164, 176, 214, 234, 250–251, 256, 258, 265
 trust in, 55, 84, 92–93, 113–114, 118, 151, 162, 185, 207, 213, 216, 225
- internalization, xi, xv, 25, 31, 35, 44–45, 49, 61–63, 68, 72–73, 78, 86, 88, 107, 167, 254, 256, 266
- internalized compliance, 35, 62–63, 65, 71–73, 105
- interpersonal trust, 13, 112, 114, 144, 151, 157, 159, 197
- intrinsic motivation, sustainability of, 258, 266
- Israel, 18, 71, 80, 82, 117, 134, 147, 229
- Kahneman, Daniel. *See* prospect theory
- Kaplan, Yotam, 88, 100, 111, 141, 173
- Kirchler, Erich, 94, 97, 211, 213, 218, 264
- legal
 interventions, 83
 obligations, 145–146, 226
 system, 34, 97, 130, 147, 150, 157, 197, 200, 255–256
- legislation, 42, 54, 65, 241, 258, 270
- legitimacy, 49, 50, 54–55, 61, 64, 66, 74, 79, 82, 90, 96, 104, 106, 116, 121, 137, 178–179, 200, 251, 258, 263–264, 269
- Levi, Margaret, 51–52, 61, 105, 116
- Levi-Faur, David, 112, 116
- Lewinsohn-Zamir, Daphna, 42, 83, 86–87, 110
- Lobel, Orly, 77, 141, 166, 170–171
- locus of control, 233, 244
- loss aversion, 38, 201
- Lowenstein, George, 170
- low-level crimes, 40
- majority nationalism, 82
- Maman, Libby, 112, 116, 161
- mask-wearing, 94, 194–196, 249, 262
- McAdams, Richard, 44
- Milkman, Katherine, 15, 28, 58, 86, 95, 107, 255
- minorities, 25, 82, 177
- monetary interventions, 68
- monitoring, 4, 14, 27–28, 64, 94, 117, 121, 135–136, 166, 172–173, 179, 186, 205–206, 210–211, 226, 235, 243, 248, 258, 260, 262, 264, 271
 compliance, 244
 environmental, 181
 external, 119, 208
 horizontal, 209, 212
 intrusive, 269
 mechanisms, 119, 123, 250, 258, 267
 monitoring-free regulation, 24
 predictive, 176
 societal, 235
 technological, 19, 165–166, 168, 184–185, 268
- moral
 awareness, 89–90, 111, 129
 conviction, 64, 137–138, 142
 disengagement, 40, 129, 132
 obligation, 49, 154, 260
 reasoning, 28, 40, 68, 132, 138, 142
 Murphy, Kristina, 55–56
- Nadler, Janice, 44, 147
- Netflix, 17, 106
- Netherlands, 150, 159, 209
- noncoerced compliance, xii, 72–73
- Nordic countries, 29, 114, 147, 151, 163
 Nordic model, The, 163–164, 172
- nudges, 4–5, 15, 23–25, 28, 30, 42
 behavioral, 16
 ethical, 110, 175, 207
 honesty nudges, 109
 “save more tomorrow,” 107
 system 1, 6, 108
 technological, 165, 184
- obedience, 131, 152, 250
- obligation to obey the law, 6, 40–41, 59, 130
- OECD, 115, 146, 155
- over-justification effect, 68–69, 71, 78–79, 90
- paradigm
 “bad man theory of law,” 256
 “die-under-cup,” 47
 “fine-is-a-price,” 38, 67, 78–79
 “motivational postures,” 22, 56–57, 218–219
 “order without law,” 12–13, 97–99, 120
 “responsive regulation,” 5, 25, 27, 57, 99, 117, 247, 249
 “self-regulation,” 6, 16, 20, 26–27, 64, 93, 112, 116–117, 162, 258
 “watchful trust,” 258, 263–264
- Pareto self-improvement, 85–86
- paternalism, 23–24, 256
- Pe’er, Eyal, 70, 109, 126, 135
- personality types, 68
- personalized law, 176–177
- plastic bag tax, 241
- Plato, 33, 255
- pledges, 109–110, 117, 126, 135, 207
 ethical, 109
 honesty, 77
- polarization, 131, 161–162, 199
- police legitimacy, 34
- policy
 implementation, 64, 116, 136, 153, 231, 241
 sustainability, 195, 211
- political ideology, 212, 230
- political orientation, 6, 131

- pollution
 - corporate, xii, 244
 - environmental, 232, 234–235
 - tax, 236
- Posner, Eric. *See* signaling, model of
- Power Distance, 150, 152–153, 163
- preference change, 63, 88
- procedural fairness, 50, 53–54, 59, 269
- procedural justice, xxii, 34, 40–41, 49–54, 56, 59, 62, 72, 79, 105, 137, 141, 207, 258
- prosocial motivation, 66, 76
- prospect theory, 38–39
- public
 - cooperation, xvi, 2, 4, 7, 51, 137, 189–190, 197, 211, 259
 - goods, 48, 122–123, 148, 159, 254
 - health, ix, xi, 30, 124, 154, 186–187, 189–190, 195–196, 199, 202–204, 234, 248, 262
 - smoking, 14, 42, 63
 - transportation, 19, 23, 47, 52, 226
- Putnam, Robert D., 29, 148
- racial biases, 180
- Ranchordás, Sofia, 177–178
- reactance theory, 71, 82–83, 134
- reason-based motivation, 42–43
- reason-based trust, 97, 212
- reason-giving, 53, 83–84
- reciprocity, xi, 197, 221–222, 252
- recycling, 4, 58, 62, 67, 104, 228–229, 231–232
- reflective thinking, 88
- regulation, command-and-control, 64, 87, 93, 99, 110, 150, 164–165, 186, 224, 226, 247, 249, 251–252, 259–260, 263
- regulatory
 - design, 116–117, 120, 173, 213–214, 248–249, 272
 - development, 92
 - dilemmas, 93, 99, 114, 123, 252
 - implementation, xxii, 68, 92, 111, 167, 172, 182, 236, 271–272
 - interventions, 4–5, 28, 68, 73, 76–77, 92–93, 96, 107, 114, 232, 241, 243, 246, 250
 - tailored regulation, 174–175
 - toolbox, 22, 87
- religion, 28, 83–84, 134, 146, 265–267
- resilience, 2, 8, 26, 90, 204
- Robson, Shelli, 80
- rule
 - framing, 119
 - internalization, xxii
 - of law, 8, 87, 121, 125, 143–144, 148
 - orientation scale, 40–41
 - rule-adherence behavior, 79
 - rule-breaking, 40, 84
 - violation, 10, 40
- self-determination theory, 33, 57, 62
- self-perception, 24, 71, 128, 130
- self-related crowding out, 71
- s-frame. *See* i-frame; Lowenstein, George
- shadow economy, 215
- signaling, model of, 44, 46, 66–67, 77, 79
- social
 - capital, xi, xxii, 13, 28–30, 142, 148, 162–163, 173, 188, 252, 271
 - cohesion, xi, 15, 156–157, 163, 248, 255, 269
 - disapproval, 45, 84
 - distancing, 154, 186, 195
 - psychology, 89
 - punishment, 45, 135–136, 142, 148, 160
 - status, 77, 85
 - stigmatization, 38
- social value orientation, 132–133, 142
- social-related crowding out, 71
- societies
 - collectivist, 145, 154–155
 - high- and low-trust, 112–113, 159–160, 164
 - individualistic, 145, 154–155, 164
 - polarized, 162
 - Western, 82, 195
- solidarity, 5, 15–16, 29, 43, 67, 158, 187, 189–190, 195, 197, 233, 251–252, 268
- spillover effects, 82, 93, 229, 247
- spontaneous compliance, 17, 118
- System 1 thinking, 83
- System 2 thinking, 83
- tax
 - evasion, 62, 102–103, 123, 156, 168–169, 205, 207–208, 213, 215, 217–218, 220, 222, 224, 227
 - justice, 213
 - morale, 51, 62, 103, 156, 206, 215–218, 222, 224–225
 - morality, 62, 223
 - Tax Reform Act, The, 216
- technology
 - interventions, 99, 185
 - surveillance, 169, 181
 - technological enforcement, 167, 170
- Teichman, Doron, 38
- temporal dimensions, 68, 271
- therapeutic jurisprudence, 8, 26–27
- trade secrets, 134, 136, 200
- traffic laws, 11, 42
- transparency, 24, 102, 117–118, 123, 144, 172, 181–182, 184, 206, 214, 251, 258, 268–269
- transportation behavior, 232, 239
- trust
 - culture, 151–152
 - in science, 56, 63, 67, 198, 233–234

- trust-based compliance, 170
trust-based regulation, xiii, xxii, 93–94, 106, 115,
120, 123, 135, 149, 166, 227, 247–248, 250, 252,
263, 268–269
Tversky, Amos. *See* prospect theory
Tyler, Tom, 50, 54, 61, 79, 105, 137, 140, 161

ultra-Orthodox, 80
unethicality, 4, 11, 22, 26, 127, 179, 205
United States, 148, 157, 159, 178, 191, 193

vaccine uptake, 189–191, 198
Van Lange, Paul, 112, 159
van Rooij, Benjamin, 58, 99, 130

virtue signaling, 70–71, 90
Vlaev, Ivo, 193, 201
voluntarism, 19, 39, 160–161
voluntary compliance, sustainability of, 93, 142,
227, 250, 271
voter registration, 40

Wenzel, Michael, 211, 220
wrongdoing, 89, 101, 111, 174, 176
overestimating, 126

Yom Kippur, 134
Zamir, Eyal, 34