



MAHiZ

Date: _____

FEEDBACK

Thanks for playing our serious board game! This form is to describe the experience you had playing the game and collect some data for our research project.

1. Did you find it:

- | | | | | | | |
|--------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------|
| Too short | <input type="checkbox"/> | Too Long |
| Easy to Learn | <input type="checkbox"/> | Confusing |
| Well Balanced | <input type="checkbox"/> | Unbalanced |
| Meaningful Choices | <input type="checkbox"/> | One Strategy |
| Enjoyable Theme | <input type="checkbox"/> | Dull Theme |
| Fun | <input type="checkbox"/> | Boring |

2. Did you learn something new?

Yes: No: Maybe:

3. The **MoHub Framework** describe six theories on human decision-making in natural resource management models, based on their description found in the back of the page, please rank the following theories on scale of 1 to 6 with 1 being "very good description of my game strategy" and 6 being "not my game strategy".

- Homo economicus**
- Bounded Rationality**
- Theory of Planned Behavior**
- Habitual/ Reinforcement learning**
- Descriptive Norm**
- Prospect Theory**

4. Did you change strategies during the game?

Yes: No: Maybe:

Why and When?

5. Comments and Suggestions: (e.g. What did you like? What did you dislike? What would you change?)

Thank you so much for your time and thoughts!

MoHuB Framework for Mapping and Comparing Behavioural Theories

Theory	Description	Key assumptions
Homo Economicus	Rational choice theory.	<ul style="list-style-type: none"> • Self-interested utility maximization. • Goal-oriented. • Stable and transitive preferences. • Perfect knowledge. • Unlimited cognitive capacity for calculating outcomes of all possible behavioural options.
Bounded Rationality	Rationality is limited by available information and cognitive capacity.	<ul style="list-style-type: none"> • Goal-oriented, self-interested. • May have cognitive limitations, incomplete or uncertain information about the world, and limited time. • The behaviour choice can be realized through maximizing utility, reaching an aspiration level (satisficing) or following a heuristic (Gigerenzer and Selten, 2001).
Theory of Planned Behavior	Behaviour is mediated by intentions and perceived behavioural control. Intentions are based on behavioural beliefs (attitudes), normative beliefs (subjective norm), and control beliefs (perceived behavioural control).	<ul style="list-style-type: none"> • Attitudes are aggregated beliefs about the strength of the effect of the and their normative value. • Subjective norms are aggregates of the beliefs of approval/disapproval of the behaviour by important individuals or groups and the motivation to comply with important others • Perceived behavioural controls are aggregates of the beliefs about a control factor (e.g., money) and the perceived power of the control factor (e.g., is money important).
Habitual/ Reinforcement learning	Habit - "is a behaviour we do often, almost without thinking" (Graybiel, 2008, p. 359) Reinforcement learning is an approach to representing habitual behaviour	<ul style="list-style-type: none"> • Behaviour is initially deliberate and goal directed. If new behaviour is rewarded, the chances increase that it will be repeated. • Repeatedly obtaining satisfactory rewards reinforces the behaviour. • The selection of behaviour will be automatic as long as needs are satisfied. • The actor will stop automatic behaviour and deliberate about alternative behaviours if need satisfaction drops below a critical level. If the reward devalues or disappears habitual behaviour persists at first, but will go extinct after longer absence of reward.
Descriptive Norm	Social norms are the key element affecting decision-making. Descriptive norms: influence of perceiving what other people do Injunctive norms: a person's perception about socially acceptable behaviour (Cialdini et al., 1990).	<ul style="list-style-type: none"> • Observing the behaviour of others can have an impact on a person's behaviour. • Observation can take place in an almost subconscious manner, during which the observed behaviour becomes more salient for selection. Or the observation can be more deliberately processed, such that other people's behaviour serves as a cue in deciding the proper action to take in a particular situation.
Prospect Theory	Introduces important aspects from cognitive psychology to the rational actor model, specifically with respect to how people's willingness to seek or avoid risk influences their decisions.	<ul style="list-style-type: none"> • Actors bias a rational decision because the context (social or physical setting of a decision situation) shapes their aversion to risk. • Actors have a degree of risk aversion, whereby actors bias decisions towards avoiding loss over chancing a gain (Hastie and Dawes, 2001). • When the stakes are small, actors tend to "gamble" and seek more risk (Lefebvre et al., 2010).