

---

# On the Roots of the Intrinsic Value of Decision Rights: Evidence from France and Japan

Benoît Tarrowx\*<sup>†1</sup>, Nobuyuki Hanaki\*<sup>‡2</sup>, and João Ferreira\*<sup>§3</sup>

<sup>1</sup>University of Rennes 1 and CREM – Centre de recherche en économie et management – Rennes, France

<sup>2</sup>Université Côte d’Azur et GREDEG – Université de Nice Sophia-Antipolis – Nice, France

<sup>3</sup>AMSE – Aix-Marseille Université - AMU – Marseille, France

## Abstract

In a recent experiment, Bartling et al. (2014, EMCA) found that Swiss individuals attach an economically meaningful intrinsic value to make a decision by themselves rather than delegating it to another person. We refine their analysis in order to disentangle how much of such value stems from (i) a preference for independence from others, (ii) a desire for power, or (iii) other motives such as a preference for self-reliance, and conduct a cross-cultural comparison between France and Japan. Our findings suggest that (i) Japanese and French individuals intrinsically value decision rights beyond their instrumental benefit, that (ii) self-reliance is the main rationale behind this intrinsic value in both France and Japan, that (iii) independence is differently valued in the two countries, and that (iv) power is not a motivation in neither of the countries. These results bring new insights into the roots of the preference for being in control, which can be relevant for institutional design.

**Keywords:** Decision right, Independence, Self, reliance, Power, Culture

---

\*Speaker

<sup>†</sup>Corresponding author: benoit.tarrowx@univ-rennes1.fr

<sup>‡</sup>Corresponding author: nobuyuki.hanaki@unice.fr

<sup>§</sup>Corresponding author: joaovarandaz@gmail.com