

## The Agony of Choice. The Social Conditions and Consequences of Rational Decision-Making

International Workshop at the Carl von Ossietzky - University of Oldenburg,  
May 22<sup>nd</sup> to May 23<sup>rd</sup> 2014

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## THURSDAY, MAY 22<sup>nd</sup> (12:00-20:00)

11:30 Coffee and tea

**12:00-12:20 Welcome (Silja Samerski and Anna Henkel)**

**12:20-14:20 Conceptualizing and Addressing People as Decision-makers**

12:20-12:40: Sebastian Haus:

**Autonomous Self-segulation in Risk-situations. The German HIV/AIDS-Discourse and the Concept of the Decision-maker in the 1980s**

12:40-13:00 Jacob Reilley, Melanie Messer:

**Patients as Decision-makers: Quality Competition between Hospitals and the Dissemination of Rationality**

13:20-13:40: Silja Samerski:

**Programmed Autonomy. The Call for Informed Decision-making.**

13:40 – 14:20 Discussion

14:20-15:00 Coffee break

**15:00-16:10 Practices of Rational Decision-making**

15:00-15:20 Janna Vogl:

***NGOs in a South Indian City: Choices and Hierarchies***

15:20-15:40 Arthur Bueno

***Passions of the Homo Oeconomicus: Rationality and Emotions in Everyday Economic Action***

15:40-16:10 Discussion

**16:10-17:20 Social Consequences of Rational Decision-making**

16:10-16:30 Uwe Schimank:

***Coping as a Sub-incrementalist Decision-making. The Middle Classes' Agony of Today***

16:30-16:50 Anna Henkel:

**Decision-making and Responsibilization**

16:50-17:20 Discussion

**18:00 Key-note lecture: Sonja M. Amadae:**

***Inventing the Neoliberal Subject: Nuclear Deterrence, Game Theory, and Neoliberal Political Economy***

## FRIDAY, MAY 23<sup>rd</sup> (9:30-17:00)

### 9:30-11:10 Reshaping Rationality: Historical Perspectives

9:30-9:50 Philip Hoffmann-Rehnitz:

***„I can calculate the movement of the stars, but not the madness of men“ (I. Newton). “Speculation”, “Crisis” and the borderlines of rationality in the economic discourse of (late) modernity – the example of the “South Sea Bubble”***

9:50-10:10 Sajay Samuel:

***Tenseless Choices***

10:10-10:30 Barbara Duden:

***Doing and refraining from doing under uncertainty. The example of historically conveyed preceptions of pregnant women***

10:30-11:10 Discussion

11:10-11:30 Coffee break

### 11:30-13:10 Performative Economics. (How) Does Economics Construct Reality?

11:30-11:50 Jan Sparsam:

***What does it mean to say that economics performs (formal) rationality? A critique of Callon’s understanding of economization***

11:50-12:10 Ivan Boldyrev and Ekaterina Svetlova

***Some Challenges for Performativity Analysis: An Example of Risk Communication in Investment Advisor Services***

12:10-12:30 Juliane Böhme

***Framing in laboratory experiments. Production and Understanding***

12:30-13:10 Discussion

13:10 -14:10 Lunch break

### 14:10 – 15:20: Social Theoretical Perspectives on Decisionmakers

14:10-14:30: Jonas Barth:

***Economical subjectification, agent based criticism and the possibility of social change***

14:30-14:50 Dieter Bögenhold:

***Bounded Rationality and Decision Making: Thoughts from a Sociological Perspective***

14:50-15:20: Discussion

## 15:20-16:30 Alternative Concepts of Economic Agents

15:20-15:40 Michael Florian:

***The Paradoxes of Choice: Trust and Rationality in the Making of Entrepreneurs***

15:40-16:00: Birger P. Priddat:

***Relativierung von rational choice: ‚anders‘ statt ‚besser‘. Über Spektren ökonomischen Verhaltens***

16:00-16:30 Discussion

## 16:30-17:00 Conclusions (Anna Henkel and Silja Samerski)