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Vote-Buying and Reciprocity

by Frederico S. Finan, Laura Schechter
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Abstract:

While vote-buying is common, little is known about how politicians determine who to target. We argue that vote-buying can be sustained by an internalized norm of reciprocity. Receiving money engenders feelings of obligation. Combining survey data on vote-buying with an experiment-based measure of reciprocity, we show that politicians target reciprocal individuals. Overall, our findings highlight the importance of social preferences in determining political behavior.

Text: See [Discussion Paper No. 5965](#)



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