

Abstract

In this paper, we show the influence of agenda setting on voting outcome in the context of distributive politics. We first show the basic model and illustrated how agenda setting affects the voting outcome when voters are sophisticated in the sense of Farquharson (1969). We find that nearly the half rounds were consistent with sophisticated voting given sufficient monetary incentive. Regarding individual behaviors, we find that participants' risk attitudes and ability for backward induction do not affect the likelihood for sophisticated voting. However, we also find that the more the participants are capable of backward induction, the more likely they are to understand the power of agenda setting, and that the more risk averse the participants are, the more they are willing to pay for agenda setting.

Keywords: Agenda Setting, Sophisticated Voting, Laboratory Experiment