



JuWiLi II

TF Behavioral Economics

Research overview for the semi-public event on 11 July 2025
by Axel Sonntag

What is Behavioral Economics?

Neoclassical Economics

Assumption: Individuals act rationally

→ Law and Economics analyzes the law based on these assumptions

Behavioral Economics

Observation: Individuals are subject to a variety of biases

- Bounded willpower: heuristics
- Bounded rationality: intertemporal choice
- Bounded self-interest: social preferences

→ *Behavioral Law and Economics suggests to modify the economic assumptions or to make use of de-biasing/nudging tools*

Research Question

“Which behavioral factors need to be considered to create the best client experience when settling consensual divorces in a notary setting?”

- ✓ Effectiveness in terms of efficient proceedings with good outcomes for both parties
- ✓ Professionalism and client-orientation
- ✓ Welcoming, save and comfortable environment

Behavioral Survey

among notaries in JuWiLi II member states

Perceptions

- Trustworthiness
- Competency
- Reliability
- Commitment

Notaries' set-up

- Transparency
- Timing of first contact in divorce proceedings
- Current Service Offering

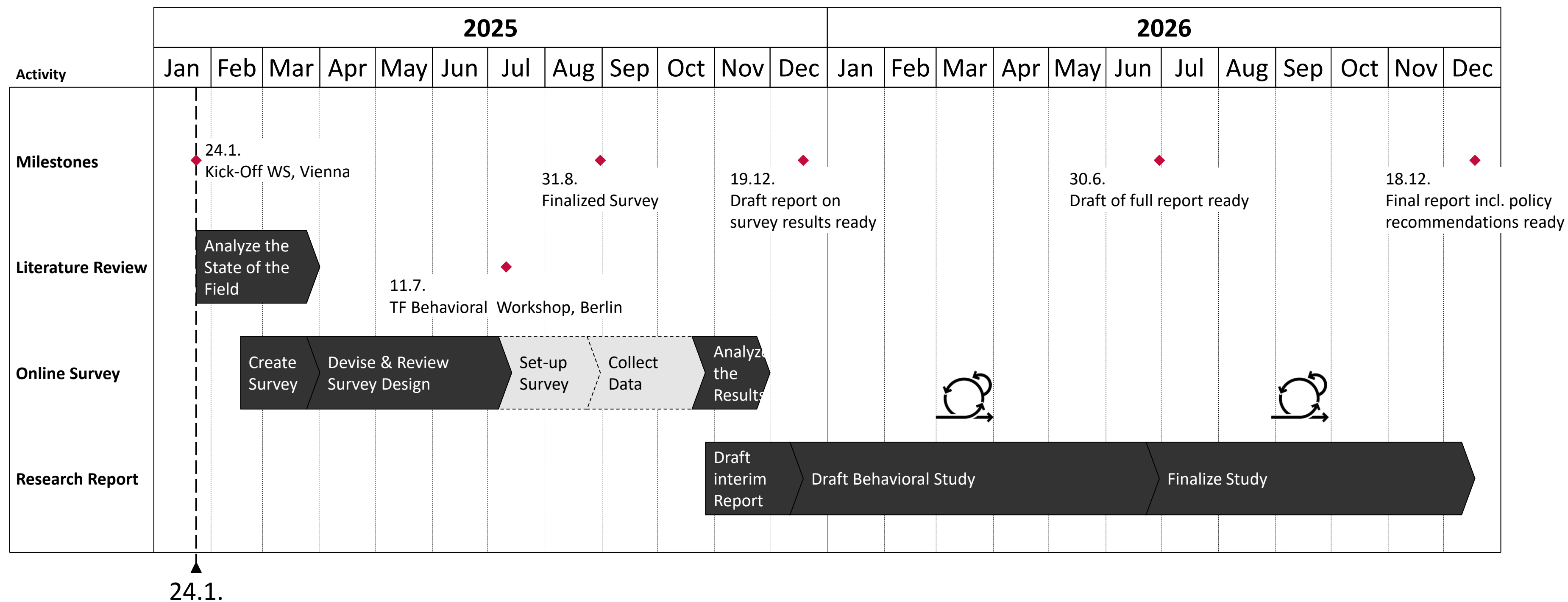
Behavioral insights

- Expected impact of behavioral interventions
- Perceived informedness about behavioral factors
- Training in behavioral insights

Other factors

- Office setting
- Pro-active communication about services
- Demographics

Proposed Timeline





JUSTICE
WITHOUT
LITIGATION