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# Le Paradoxe Du Cafeacute

**Benoit Daviron, Stefano Ponte**



## **Le Paradoxe Du Café:**

LE PARADOXE DU CAFÉ STEFANO PONTE; BENOIT DAVIRON., **Le paradoxe du café** Benoit Daviron, Stefano Ponte, 2007-11-28 Alors que de nouveaux modes de consommation mergent sous la forme de cafés durables et que le café devient une boisson la mode avec la multiplication de bars spécialisés les producteurs perdent une part de plus en plus du prix final Ce paradoxe existe parce que le café vendu par les producteurs agricoles est de plus en plus différent du café acheté par les consommateurs Ce ne sont guère des attributs matériels que les consommateurs achètent un prix élevé mais des symboles et des services personnalisés Pour améliorer leur situation les producteurs doivent tenter de contrôler une partie de ces attributs immatériels sous la forme par exemple de labels et d'indications graphiques Le Paradoxe D'Allais Philippe Mongin, 2013 De tous les problèmes connus par la théorie de la décision le paradoxe d'Allais est peut-être celui qui aura suscité l'intérêt le plus persistant La théorie y a consacré assez de travaux techniques remarquables pour qu'il soit désormais possible l'histoire et la philosophie des sciences de l'examiner réflexivement Dans sa partie historique l'article restitue le contexte d'apparition du paradoxe le colloque de Paris en 1952 auquel assistaient les principaux théoriciens de la décision du moment L'axiomatique de von Neumann et Morgenstern en 1947 leur avait donné des raisons nouvelles d'approuver l'hypothèse de l'utilité attendue et le contre-exemple d'Allais visait précisément branler leur conviction Les questions de la controverse étaient de type normatif mais elles se perdirent quand le paradoxe d'Allais gagna tardivement la circulation dans des travaux des années 1980 qui le traitaient comme une simple réfutation empirique Ils en firent l'enjeu de théories de l'utilité non espérée qu'ils développaient de même sous le seul angle empirique Dans sa partie philosophique l'article cherche à valuer ce déplacement d'interprétation D'un certain côté les théoriciens de la décision firent bien de libérer leur travail expérimental des complications du normatif car ils parvinrent ainsi à des résultats clairs l'hypothèse de l'utilité espérée était empiriquement réfutée la responsabilité principale en revenait à l'axiome d'indépendance de von Neumann Morgenstern et l'étape suivante était de transformer adéquatement cet axiome D'un autre côté ils eurent tort de négliger un trait fondamental de leur domaine les comportements observés ne sont informatifs que si les agents sont prêts à les assumer de manière réfléchie c'est-à-dire leur prêter une certaine valeur normative D'après la reconstruction proposée ici Allais ne voulait faire porter les expériences de choix que sur des sujets rationnels ou bien sélectionner au départ ou bien révéler comme tels par l'expérience L'article développe ces intuitions en revenant aux travaux des années 1970 aujourd'hui très peu connus qui sous l'influence d'Allais proposent des traductions expérimentales de la rationalité et il invite finalement la théorie de la décision à diversifier ses méthodes en s'inspirant de ces tentatives originales Few problems in decision theory have raised more persisting interest than the Allais paradox It appears that sufficiently many brilliant works have addressed it from within decision theory proper for history and philosophy of science now to enter stage In its historical side the paper recounts the paradox as it arose i.e. in 1952 at a Paris conference attended by the main decision theorists of the time They had drawn renewed confidence in expected utility theory EUT from

the way von Neumann and Morgenstern had axiomatized it in 1947 and Allais devised his puzzle precisely to shaken their confidence The issues between the two camps were normative but they became lost in the developments of the 1980s that belatedly brought fame to the Allais paradox These works restricted the paradox to be a straightforward empirical refutation turning it into a stake of also exclusively empirically oriented non EU theories In its philosophical vein the paper tries to evaluate this shift of interpretation To an extent decision theorists were right because their experimental work was thus freed from a major complication and amenable to illuminating results EUT was empirically refuted the independence axiom of von Neumann and Morgenstern was the main culprit and the next theoretical stage was to modify this axiom appropriately However they were also wrong in not addressing an essential feature of their field i e that observed behaviour is informative only if agents are prepared to endorse it reflectingly i e to endow it with some normative value As reconstructed here Allais meant to reserve choice experiments to rational subjects who were either selected at the outset or identified as such by the experimental results The paper tries to flesh out Allais s intuitions by turning to by now little known works of the 1970s which under his influence provided experimental renderings of rationality and it eventually suggests that decision theory might diversify its methods by taking inspiration from these original attempts

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