9th Nordic Conference on Behavioral and Experimental Economics

Aarhus University, 26-27 September 2014

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Programme

Thursday, September 25

19.00: Informal gathering at the Restaurant Globen Flakket
Åboulevarden 18, 8000 Aarhus C
(This event is at own expense)

Friday, September 26

08.30-09.00: Registration, Department of Economics, Fuglesangs Allé 4,
8210 Aarhus V, building M room M-207, at the 2nd floor

*The last speaker of each session will serve as the chair.*
SESSION 1: 09.00-10.20

Room M-208: Charitable giving
» An investigation into the effect of solicitation mechanisms on the dynamics of giving (Morten Raun Mørbak)
» Defaults and donations - Evidence from a large-scale field experiment (Steffen Altmann)
» Indirect reciprocity and charitable giving - Evidence from a field experiment (Manusch Khadjavi)
» Now or never! The effect of deadlines on charitable giving: Evidence from a field experiment (Christina Gravert)

Room M-213: Endowments, defaults and frames
» Exchange asymmetries for bads? Experimental evidence (Markus Dertwinkel-Kalt)
» Evaluation of three nudges in the financial markets (Ellen Nyhus)
» How framing guides the decision making process (Adrian Hillenbrand)
» Defaults and responsibility (Sebastian Fest)

Room M-214: Incentives
» Incentives and creativity in groups (Sigve Tjøtta)
» Incentives, team task allocation and job satisfaction: A field experiment (Michiel Souverijn)
» Perform now?! - The effect of imposed payment schemes on workers’ performance (Benedikt Vogt)
» Tetris isn’t just a game - what a classic can teach us on the determinants of performance (Julien Senn)

Room M-215: Ranking
» Risk taking and social ranking: An evolutionary theory and experimental evidence (Andreas Friedl)
» Does relative grading help male students? Evidence from a field experiment in the classroom (Eszter Czibor)
» Bias in social ladder perception: the role of personality traits (Barbara Cavasso)

10.20-10.40: Coffee break (M-207)
SESSION 2: 10.40-12.00

Room M-208: Environment and leadership
- Cooperating on environmental goods: Infinite play, uncertain damages, and learning (Andreas Nicklisch)
- Climate leadership by conditional commitments (Leif Helland)
- What are leaders bad for (Gönül Doğan)

Room M-213: Industrial organization
- The effect of firm-specific information on the competitiveness of oligopoly markets when communication is present (Francisco Gomez Martinez)
- Strategic disclosure of demand information by duopolists: Theory and experiment (Andreas Pollak)
- Insurance and competition in markets for credence goods – An experimental investigation (Florian Spitzer)
- Do we see monopoly or duopoly? The influence of perception on entry deterrence (Ed Webb)

Room M-214: Theory and experiments
- On the salience-based level-k model (Irenaeus Wolff)
- Collective action with biased beliefs (Andreas Madum)
- Relation specific investment in structured bargaining (Alice Ciccone)

M-215: Prices and payment mechanisms
- Do consumers pay more using debit cards than cash? An experiment (Emma Runemark)
- Generalization of price information based on reference price elicitation format (Anne Odile Peschel)
- Price reactions when consumers are concerned about pro-social reputation (Lars Gårn Hansen)
- Food labeling for human beings. The role of cognitive limits in the Guideline Daily Amount vs. Traffic Light debate (Paolo Crosetto)
12.00-13.00: Lunch (M-207)
13.00-14.15: Plenary talk (M2)
   Speaker: Professor Antonio Rangel
   California Institute of Technology
14.15-14.40: Coffee break (M-207)
SESSION 3: 14.40-16.00

**Room M-208: Public goods I**
- Explaining success rates at providing threshold public goods: An approach based on impulse balance theory (Anna Stepanova)
- Voting and transfer payments in a threshold public goods game (Christian Feige)
- A multi-activity approach to public-good contributions (Claes Ek)
- Exploration in partnerships (Topi Miettinen)

**Room M-213: Actions and markets**
- Likelihood of winning and overbidding in first price auctions (Antonio Filippin)
- The winner’s curse: Contingent reasoning & belief formation (Christian Koch)
- Information and coordination frictions in experimental posted other markets (Leif Helland)
- Strategic behavior and social outcomes in a bottleneck - queue: Experimental evidence (Alexander Sebald)

**Room M-214: Self control**
- Because of you I did not give up – How role models affect perseverance (Leonie Gerhards)
- Self-control and bubbles in experimental asset markets (David Schindler)
- Games with possibly naive hyperbolic discounters (Dominic Hauck)
- Packaging of sin goods – Commitment or exploitation? (Julia Nafziger)

**Room M-215: Coordination**
- To steal or not to steal: Values and Coordination (Deborah Kistler)
- Spill-overs from coordination to cooperation – Positive evidence for the interdependence hypothesis from the lab? (Hannes Rusch)
- Should I stay or should I go? Bandwagons in the lab (Knut-Eric Joslin)

16.00-16.20: Coffee break (M-207)
SESSION 4: 16.20-17.40

Room M-208: Finance

- Individual preferences over risk and portfolio choice (Erik Wengström)
- Learning behaviour of individual investors: Evidence from a financial betting market (Tomás Ó Briain)
- Detecting animal spirits - Evidence from the Swedish horse racing data (Matti Koivuranta)
- Investment heuristics and wealth (Thomas A. Stephens)

Room M-213: Public goods II

- Simple mechanisms in public goods games –Voting on minimum provision levels (Emil Persson)
- Can we manage first impressions in cooperation problems? An experiment (Michael Kurschilgen)
- How much does cooperation decay? An experimental study of a repeated public good game among ordinary citizens (Toke Reinholt Fosgaard)
- An introduction to a novel real effort task with applications (Lingbo Huang)

Room M-214: Theory

- Persuasion with reference cues and elaboration costs (Ennio Bilancini)
- Incomplete contracting, renegotiation, and expectation-based loss aversion (Fabian Herweg)
- The timing of negotiations: Bargaining, incomplete agreements and the focusing effect (Heiko Karle)
- Commitment and welfare (T. Scott Findley)

M-215: Gender and risk

- How stress affects willingness to compete across genders (Lubomír Cingl)
- Gender and institutions (Eva Ranehill)
- Paying with self-chosen goals: Incentives and gender (Victor H. Gonzalez)
- Risk aversion over time: Experimental evidence (Sahra Sakha)

18.30: Conference Dinner at Godsbanen - Spiselaugt
Saturday, September 27

SESSION 5: 9.00-10.20

Room M-208: Education
- Non-cognitive skills and school performance (Eva Feron)
- Trust, trustworthiness and selection into the financial industry (Heiner Schumacher)
- The impact of affirmative action policies on incentives (Juliana Silva Goncalves)
- Time preferences, study effort, and academic performance (Arjan Non)

Room M-213: Health and industrial organization
- Understanding the determinants of life satisfaction: a survey experiment (Luca Corrazini)
- Buying goods of unknown value - An experiment (Katharina Momsen)
- Limited attention and the demand for health insurance (Markus Fels)
- Professional norms and physician behavior: homo oeconomicus or homo hippocraticus? (Iris Kesternich)

Room M-214: Social preferences I
- Beware of popular kids bearing gifts: A framed field experiment (Marco Piovesan)
- Invariance of equilibrium to the strategy method of elicitation and implications for social preferences (Martin Schonger)
- Children’s cooperation and discrimination in a bilingual province (Philipp Lergetporer)
- The Number of Irrational Choices Increased During a Bad Mood: Multiple Switching in Inter-temporary Questions (Shohei Yamamoto)

M-215: Self-image concerns
- Pay-what-you-want pricing schemes: A self-image model under uncertainty (Goytom Abraha Kahsay)
- Bracelets of pride and guilt? An experimental test of self-signaling in charitable giving (Joël van der Weele)
- Distributional preference types and ego depletion (Regine Oexl)
- Bribing the self (Roel van Veldhuizen)

10.20-10.40: Coffee break (M-207)
SESSION 6: 10.40-12.00

Room M-208: Entrepreneurs and leaders
- Are entrepreneurs more prosocial than others? (Hakan Holm)
- Risk, uncertainty and entrepreneurship: Evidence from a large lab-in-the-field experiment (Martin Koudstaal)
- On the stability of preferences: Repercussions of entrepreneurship on risk attitudes (Walter Hyll)
- The benefits of external control (Franziska Tausch)

Room M-213: Social preferences II
- Fairness, one’s source of income, and others’ decisions (Quazi Shahriar)
- Informing consumers with social attitudes (Nick Vikander)
- Social value orientation and expectations (Matthias Greiff)
- The cold hand (Daniel L. Chen)

Room M-214: Law and economics
- An experimental study of jury voting behavior (Katri Sieberg)
- Do judges care about reputation? Experimental evidence from judges in Tajikistan (Michelle Brock)
- Judicial error and cooperation (Thomas Markussen)
- When chasing the offender hurts the victim: Insider trading legislation and the risk of collateral damage (Thomas Stoeckl)

M-215: Cheating
- Individual and group cheating behaviour: A field Experiment with adolescents (Václav Korbel)
- Societal differences in dishonesty (Jonathan Schulz)
- How does possibility of deception affect competition? A close-up on gender and competition (Kinga Posadzy)
- Peer effects in cheating on task performance (Mario Mechtel)

12.00-13.00: Lunch (M-207)
13.00-14.15: Plenary Talk (M2)
   Speaker: Professor David Laibson, Harvard University
Map of Venue
Fuglesangs Allé 4

Conference rooms:
Building M (2628) M207, M208, M213, M214, M215 and auditorium M2

Main entrance
Building A, 2620
Conference dinner

On the evening of Friday 26 September we will have a conference dinner at:

Godsbanen (Spiselauget)
Skovgaardsgade 3,
DK-8000 Aarhus C
Thursday evening

On the evening of Thursday 25 September we will have dinner by Aarhus river at:

Globen Flakket
Åboulevarden 18
8000 Aarhus C
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Practical information

**Wireless network access**
There will be a temporary username and password at the back of your name tag to access the wireless network AUWLAN at the conference venue. Participants from Aarhus University can use their usual username and password.

**Getting to and from the conference venue**
To travel between Fuglesangs Allé and the city centre, you can take bus 3A, which leaves every 10 minutes from Banegårdspladsen/Park Alle (the city center - by the city hall) as well as from Fuglesangs Allé.

**Registration desk**
The registration desk is placed in room M-207.

**Good to know**
To order a taxi you can call (+45) 89 48 48 48.
In case of emergency, please call 112.
In case of acute illness, please call the emergency doctor service at (+45) 70 11 31 31.
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