2012 International ESA Conference

Program

June 21st – June 24th 2012

New York University

Sponsored in part by the C.V. Starr Center for Applied Economics
Getting to New York University

NYU’s primary campus is located in downtown Manhattan’s Greenwich Village. The Economics Department is a stone’s throw from Washington Square Park. The conference will be held within a 3 block radius. Please refer to the maps below for general location information, as well as specific location information for the conference days.

The closest subway stations, which are all a five minute walk away from where the conference will run are:

8th Street, NYU (N,R);
Astor Place (4,5,6);
W4th Street (C,D,E,F,M).

Locations by day: (See Map on page 3)

Thursday Evening – The Torch Club (18 Waverly Place)

Friday Morning: NYU SKIRBALL CENTER

Friday Breakfast, Plenary Sessions, Registration, Refreshments – NYU Skirball Center (cnr Washington Square Sth and LaGaurdia Place)

Friday sessions - Bobst Library (70 Washington Square South)

Saturday & Sunday Breakfast, Registration & refreshments - Silver Center (31 Washington Place)

Saturday & Sunday sessions - Waverly Building (24-26 Waverly Place, accessible through Silver Center)

Where to Eat for lunch?
Please refer to Page 6 for Restaurant suggestions in the surrounding area.
Where we are in Manhattan

Areas of University where Conference is held
Locations of all University buildings being used for conference, Thursday 21st – Sunday 24th June 2012

1) Torch Club (18 Waverly Place) – Thursday welcome reception & registration

2) Skirball Center (cnr Washington Square Sth and LaGuardia Place) – Friday Breakfast, Plenary Sessions, Registration, Refreshments

3) Bobst Library (70 Washington Square South) – Friday sessions

4) Silver Center (31 Washington Place) – Saturday & Sunday Breakfast, Registration & refreshments

5) Waverly Building (24-26 Waverly Place, accessible through Silver Center) Saturday & Sunday sessions
Friday Night Dinner, Lady Windridge Yacht

The Lady Windridge Yacht will be docked at the Chelsea Piers, on Pier 59 (by the West Side Highway, between 17th & 19th St). You will need to arrive at **7:00pm**. The best options to get there from the University are:

**Taxi** – You can hail a cab, and if traffic is not bad, you should be there in 15-20 minutes. If you arrive by cab, tell them to enter the Pier by 24th St, and drive you down to Pier 59.

**Walk** – It is about a 30 min walk from the University to Pier 59. You will have to cross over the busy West Side Highway to get to the Pier Entrance (which is in line with 18th St).

**Subway** – There are no subway stops close by to the West Side Highway. The closest would be 14th St & 8th Ave (A,C,E lines) and from there is it approximately a 15 minute walk.

The Lady Windridge will be on the North Side of the Golf Range.

A = NYU Bobst Library
B = Pier 59, Chelsea Piers
Suggestions for places to have lunch

There are a few streets within a five/ten minute walk from the conference locations that will offer you a large range of lunch options. Here are a few, but there are many more:

**University Place between Waverly and 14th St**
- Knickerbocker Bar & Grill
- Jack Bistro
- El Cantinero Mexican
- Grey Dog
- Saigon Market, Vietnamese
- Ramen Takumi
- Tortaria
- Japonica
- Sausage Inc
- Stromboli Pizzeria
- Nanoosh Mediterranean Hummus Bar

**East 8th St between University Place & Broadway**
- Moms Cooking
- Cafétasia
- Pops of Brooklyn
- Chipotle
- Silverspoon
- Burger Creations
- Cosi
- Au Bon Pain

**McDougal St btw 3rd & Bleecker**
- La Lanterna
- Café Reggio
- Mamouns Falafel
- Olive Tree Café & Bar
- Macaroni Macaroni
- Saigon Shack Vietnamese Kitchen
- Thelewala Indian Cart Food
- The Kati Roll Company
- The Hummus Place
- Ciao Restaurant Wine Bar

**LaGuardia btw Bleecker & 3rd St**
- Favela Cubana
- Bareburger
- La Margarita
- Marumi
2012 International ESA Conference
June 21-24, 2012, New York University

Program Overview

Thursday 21st June 2012

6:30pm – 8:30pm - Welcome Reception & Registration at the Torch Club, New York University
18 Waverly Place, New York, NY 10003

Friday 22nd June 2012

8:00am – 8:30am – Registration & Breakfast will take place at Skirball Center lobby & reception area, 566 LaGuardia Place (corner of Washington Sq. South & LaGuardia Place) New York, NY10012

8:30am – 10:30am - Plenary Session - Skirball Auditorium

Sessions will run in Bobst Library on the Lower Level

11:00am – 12:40pm - Talks
12:50pm - 1.50pm - Executive Meeting (ESA Officers/Executive Committee only) Room 624, 19 West 4th Street
12:40pm – 2:00pm - Lunch options for conference attendees can be found in Page 6 of this program
2:00pm – 3:40pm - Talks
3:40pm – 4:00pm - Afternoon Refreshments in Skirball Center in the reception area by the auditorium
4:00pm – 5:40pm - Talks

7:15pm Boarding – 10:30pm - Conference dinner on board The Lady Windridge Yacht, Pier 59, Chelsea Piers
(SEE MAPS in this Program)

Saturday 23rd June 2012

8:00am – 8:30am – Registration & Breakfast will take place in the Silverstein Lounge, Silver Center (31 Washington Place)

Sessions will run in the Waverly Building (accessible from the Silver Center) on the 3rd, 4th, & 5th Floors

8:30am – 10:10am - Talks
10:10am – 10:30am - Morning Refreshments in the Silverstein Lounge
10:30am – 12:10pm - Talks
12:10pm – 1:30pm - Lunch options for conference attendees can be found in Page 6 of this program
1:30pm – 3:10pm - Talks
3:10pm – 3:30pm - Afternoon Refreshments in the Silverstein Lounge
3:30pm-4:55pm – Talks
5:00pm – 5:30pm - General Membership Meeting, Hemmerdinger Hall, Silver Center

Sunday 24th June 2012

8:30am – 9:00am – Registration & Breakfast will take place in the Silverstein Lounge, Silver Center (31 Washington Place)

Sessions will run in the Waverly Building (accessible from the Silver Center) on the 3rd, 4th, & 5th Floors

9:00am – 10:40am - Talks
10:40am – 11:00am - Morning Refreshments in the Silverstein Lounge
11:00am – 12:40pm - Talks
Thursday, June 21st, 6:30 pm – 8:30pm

Welcome Reception & Registration— Torch Club, New York University
18 Waverly Place, New York, NY 10003

Friday, June 22 2012

Registration, Breakfast and Plenary Sessions will take place at NYU Skirball Center
566 LaGuardia Place (corner of Washington Sq. South & LaGuardia Place) New York, NY10012

8:00am – 8:30am - Registration and Breakfast

Plenary Sessions

8:30am-8:35am – Welcome address, Professor Andrew Schotter

8:35am-9:30am - Charles Manski, “Measuring Expectations to Assist Inference on Decision Processes”

9:35am-10:30am - Dean Karlan, “Random Thoughts on, for, against and from Randomness: Testing Theories with an Eye towards Policies”

Chair: Guillaume Frechette
All talks will be held in Bobst Library and refreshments throughout the day can be found at Skirball Center in the reception area.

Friday, June 22, 11:00am – 12:40pm

Please note that the last presenter of each session is the chair for that session.

Session 1, Public Goods 1, Room: Bobst LL143
- Brock Stoddard, “Sharing a Voluntarily Provided Common-Property Resource: An Experimental Examination”
- Stephan Schosser, “The Public Loss Game - An Experimental Study of Public Bads”

Session 2, Games 1, Room: Bobst LL142
- John Cadigan, “Trust but Verify: An Indefinitely Repeated Trust Game with Stochastic Costs”
- Daniel Dittmer, “Simultaneous Ultimata: Responder Induced Competition”

Session 3, IO 1, Room: Bobst LL140
- Christian Thoeni, “Collusive Relationships and Targeted Punishment: Number Effects in Cournot Oligopolies”
- Ori Weisel, “Price competition between teams with heterogeneous incentive schemes”
- Luis Manuel Schultz, “Do buyer groups facilitate collusion?”
- Rene Levinsky, “Efficiency and gains from trade in an electronic call auction with insider trading - An experimental analysis”

Session 4, Finance 1, Room: Bobst LL150
- Tibor Neugebauer, “Forecasting of security prices by application of valuation models”
- Doron Sonsino, “Has the Perception of Stock Return Volatility Turned (more) Realistic Past the Crisis?”
- Charles Noussair, “Cash balances and dividend processes in markets with constant fundamental values”

Session 5, Political Economy 1, Room: Bobst LL138
- Marina Agranov, “What Makes Voters Turn Out: The Effects of Polls and Beliefs”
- SunTak Kim, “Information Acquisition and Voting Mechanisms: Theory and Evidence”
- Emanuel Vespa, “Hypothetical Thinking and Information Extraction: Strategic Voting in the Laboratory”
- Rebecca Morton, “Ethical versus Selfish Motivations and Turnout in Small and Large Electorates”

Session 6, Neuroeconomics, Room: Bobst LL139
- Ryan Webb, “Neural Random Utility”
- Arno Riedl, “Social Reference Point Shifts and Reciprocity: Behavior and Brain Evidence”

Session 7, Games 2, Room: Bobst LL146
- Penelope Hernandez, “On the Communication Efficiency: An Experiment”
- Ryan Kendall, “Strategic Behavior in an Open and Sequential Vote: An Experimental Test of a Bounded Rationality Model”
- Subhasish Dugar, “When Does Cheap-Talk (Fail to) Increase Efficient Coordination?”
Session 8, Anomalies 1, Room: Bobst LL149
- Stephanie Heger, “We Should Totally Open a Restaurant: A Taxonomy of Optimism and Overconfidence”
- David Nils Danz, “I do it by myself as I knew it all along.’ On hindsight bias and delegation.”
- Peter Moffatt, “Estimation Of The House Money Effect Using Hurdle Models”
- David Eil, “Believing and Achieving: the effect of confidence on performance”

Session 9, Conflict & Identity 1, Room: Bobst LL151
- Friederike Mengel, “Identity, Homophily and In-Group Bias”
- Bernd Irlenbusch, “Personal values and moral motivation: disentangling moral integrity and moral hypocrisy”
- Roman Sheremeta, “Facing Your Opponents: Social Identification and Information Feedback in Contests”

Session 10, Labor 1, Room: Bobst LL147
- Patrick Martin, “Outsourcing in an Incomplete-Contract Labor Market”
- David Huffman, “Implicit Contracts, Unemployment, and Labor Market Segmentation”
- Sebastian Fehrler, “Pro-Social Missions and Worker Motivation: An Experimental Study”
- Charles Bellemare, “Measuring Ratchet Effects within a Firm: Evidence from a Field Experiment varying Contractual Commitment”

Session 11, Trust 1, Room: Bobst LL141
- Huseyn Ismayilov, “Solicited and Voluntary Promises”
- Bastiaan Oud, “Facial cues and trust-related behavior”
- Jan Potters, “Disclosing Advisors’ Interests Helps nor Hurts”

Session 12, Risk & Ambiguity 1, Room: Bobst LL145
- Xavier Gassmann, “A Structural Estimation of French Farmers’ Risk and Ambiguity Preferences in domain of gain and loss.”
- Jeffrey Butler, “The role of intuition and reasoning in driving aversion to risk and ambiguity”
- Laetitia Placido, “Ambiguity and compound risk attitudes: an experiment”

12:50pm – 1:50pm
Executive Meeting (ESA Officers/Executive Committee only) Room 624, 19 West 4th Street

Friday, June 22, 2:00pm – 3:40pm

Session 1, Auctions 1, Room: Bobst LL138
- Tim Salmon, “Procurement Auctions with Renegotiation and Wealth Constraints”
- Jeffrey Carpenter, “Bucket Auctions for Charity: A field trial”
- Rajiv Sarin, “Asymmetric Information in Contests: Theory and Experiments”

Session 2, Learning 1, Room: Bobst LL147
- Tatsuyoshi Saijo, “Can Spiteful Behavior Survive?: An Evolutionary Dynamics Approach”
- Yuanji Wen, “Learning to Use Private Information: Reexamining the Asymmetric-Information Game in the Laboratory”
- Ronald Peeters, “Cognitive hierarchies in adaptive play”

Session 3, Networks 1, Room: Bobst LL141
- Tingting Ding, “Networks in School Choice: An Experiment Study”
- Boris van Leeuwen, “Stars Need Benefits: An Experiment on Network Formation”
- Rong Rong, “Promoting Star Networks with Homogeneous Agents”
- Amnon Rapoport, “Distributed Choices in Networks: Routing Splittable Flow”
Session 4, Markets, Room: Bobst LL140
- Bjorn Bartling, “Externalities, Fairness and Consumer Information in Markets”
- Wilfred Amaldoss, “Pricing Prototypical Products”
- Thomas Stockl, “How insiders shape a market - Evidence from experimental limit order markets.”

Session 5, Games 3, Room: Bobst LL149
- Stephanie Wang, “Strategies and Beliefs in a Location Game”
- Andrea Isoni, “Preference and Belief Imprecision in Games”
- Isabel Trevino, “Is reaction time predictive of choice? An experimental study of threshold strategies”
- Kyle Hyndman, “Beliefs and (In)Stability in Normal-Form Games”

Session 6, Dishonesty & Corruption 1, Room: Bobst LL146
- Utteeyo Dasgupta, “Letting the Briber Go Free: An Experiment on Mitigating Harassment Bribes”
- Fabio Landini, “Unethical Minds: A Profile of Cheating Behavior”
- Jeroen van de Ven, “Buying lies: The effects of interaction and context on the ability to detect deceit”
- Marco Piovesan, “The risk of contagion. An experiment on conformity to unethical behavior”

Session 7, Labor 2, Room: Bobst LL142
- Christine Harbring, “Performance Appraisals in Germany and China - A Lab Experiment”
- Francisco Galarza, “Labor Market Discrimination in Lima, Peru: Evidence from a Field Experiment”
- Christina Fong, “An Experiment in Hiring Discrimination via Online Social Networks”
- Emmanuel Peterle, “A New Experimental Evidence of Statistical Discrimination”

Session 8, Risk & Ambiguity 2, Room: Bobst LL150
- Yaroslav Rosokha, “Learning Under Ambiguity - An Experiment”
- Pietro Ortoleva, “Multidimensional Ellsberg”
- Yoram Halevy, “Learning to be Probabilistically Sophisticated”

Session 9, Conflict & Identity 2, Room: Bobst LL143
- Matthias Greiff, “The Importance of Knowing Your Own Reputation”
- Stefan Penczynski, “A model of boundedly rational team decision making”

Session 10, Principal Agent 1, Room: Bobst LL151
- Florian Lindner, “Reward, punishment, or both? An experimental investigation of three tournament mechanisms”
- Mathias Erlei, “Bounded Rationality in Principal-Agent Relationships”
- Marco Kleine, “Communication and Trust in Principal-Team Relationships: Experimental Evidence”
- Judd Kessler, “Finding the Hidden Costs of Control”

Session 11, Social Preferences 1, Room: Bobst LL145
- Natalia Montinari, “Does Reciprocity Foster Mediocrity?”
- Leif Brandes, “Do immaterial transfers induce reciprocity? An experiment on information provision and effort choice”
- Vittorio Pelligrino, “Reciprocating Kindness: An Experimental investigation”
- Jana Vyrostekova, “Parental altruism: Evidence from field experiments in Tanzania”

Session 12, Public Goods 2, Room: Bobst LL139
- Mark Isaac, “Yeast”
Friday, June 22, 4:00pm – 5:40pm

Session 1, Risk & Ambiguity 3, Room: Bobst LL142
- Rei Sayag, “The Cost of Information and Its Use: An Experiment”
- Frederik Witte, “Selling Prices of ‘Self-Made’ Ambiguous Assets”
- Anisa Shyti, “Entrepreneurial choice under ambiguity and the overconfidence bias.”
- Ferdinand Vieider, “Stake effects on ambiguity attitudes for gains and losses”

Session 2, Cooperation 1, Room: Bobst LL147
- Florian Hett, “Determinants of participation, effort and success in group contests: Evidence from combined field and lab data”
- Michael McBride, “The Emergence of Cooperation in an Adversarial Game: Experimental Evidence”
- Siddharth Suri, “Cooperation and Assortativity with Endogenous Partner Selection”
- Thomas Buser, “Competitive bastards? - On the link between competition and cooperation”

Session 3, Games 4, Room: Bobst LL150
- Alistair Wilson, “Communication With Multiple Senders and Multiple Dimensions: An Experiment”
- Chloe Tergiman, “The Effect of Negotiations on Bargaining in Legislatures”
- Brit Grosskopf, “Reputation and Advice: Political Correctness in the Laboratory”

Session 4, Social Preferences 2, Room: Bobst LL149
- Gregory DeAngelo, “Social Behavior Toward Risk and Inequality”
- Julia Stauf, “Risk taking in a social context”
- Peter Kriss, “Turning a Blind Eye, but Not the Other Cheek”
- Joshua Miller, “Why Blame?”

Session 5, Labor 3, Room: Bobst LL140
- Alec Sproten, “Age differences in the reaction to incentives do older people avoid competition?”
- Karina Gose, “Efficiency Wages Survive Multiple Sources of Income Inequality”
- Natalia Jimenez Jimenez, “Increasing employees’ work-related stability in the lab”
- Peter Werner, “Are efficiency wages equality wages? Exogenously induced fairness norms in working environments”

Session 6, Public Goods 3, Room: Bobst LL151
- Haoran He, “Session size and its effect on identity building: Evidence from a public good experiment”
- Christian Stahr, “What Can We really learn from Public Good Experiments”
- Peter Kulasza, “Introducing the Drag-Along Property to the Public Good Index with A Priori Unions”

Session 7, IO 2, Room: Bobst LL138
- Klaus Burgmeier, “Multiplayer Coordination and Competition in a Vertically Differentiated Market”
- Jens Grosser, “Patents versus subsidies”
- Andrea Robbett, “Firm Competition and the Evolution of Compensating Wage Differentials”
- David Cooper, “Centralized vs. Decentralized Management: An Experimental Study”

Session 8, Finance 2, Room: Bobst LL139
- Simeon Schudy, “How to stop the disposition effect? The effects of stop loss and take gain orders”
- Ciril Bosch-Rosa, “That's How We Roll (under high volatility)”
- Todd Kaplan, “An Experiment on the Causes of Bank Run Contagions”

Session 9, Dishonesty & Corruption 2, Room: Bobst LL146
- Alexander Smith, “Optimism on the Honesty Game”
- Xiangdong Qin, “Do smart people cheat less? An experimental study”
- Lilia Zhurakhovska, “Harm on an Innocent Outsider as a Lubricant of Cooperation An Experiment”
Session 10, Charitable Giving 1, Room: Bobst LL141
- Daniel Wood, “The effect of effectiveness: Donor response to aid effectiveness in a direct mail fundraising experiment”
- Marta Maras, “Making the Headlines: Evidence from a Donation Field Experiment”
- Danyang Li, “Opt-in or Opt-out? Testing the Organ Donor Registration System in the Lab”
- Robert Slonim, “Registering to donate: A laboratory experiment”

Session 11, Conflict & Identity 3, Room: Bobst LL145
- Vessela Daskalova, “Social Identity, Coordination, and Discrimination: An Experiment”
- Ze'ev Shtudiner, “Are Good-Looking People More Employable?”
- Lei Mao, “Losing Face: An Experiment on Self-Image and Image Reciprocity”
- Jana Friedrichsen, “Who cares for social image? Interactions between intrinsic motivation and social image concerns”

Session 12, Anomalies 2, Room: Bobst LL143
- Aparna Anand, “Asymmetric Dominance Effect in the Financial Decision Making - An Experimental Study.”
- Anmol Ratan, “Mistakes, Closure and Endowment Effect in Laboratory Experiments”
- Sean Muller, “Buridan’s Ass in the Lab? A cautionary note on endowment effect experiments.”
- Thomas Epper, “Reference Dependence or Asset Integration? A Test of Competing Hypotheses for Choice under Risk”

Friday Dinner on board the Lady Windridge Yacht. Please be at Chelsea Piers dock, Pier 59 (refer to Map in this program) ready to board the yacht no later than 7:15pm. You will need to have your ticket, which is issued to you during registration, to board the boat. The boat will dock back for people to depart at 10:30pm.
Saturday, June 23rd 2012

All talks will be held in the Waverly Building and refreshments throughout the day can be found in the Silverstein Lounge.

8:00am – 8:30am – Breakfast & Registration – Silverstein Lounge

Saturday, June 23, 8:30am-10:10am

Session 1, Social Preferences 3, Room: Waverly 566A
- Hong Qu, “Peer influences on honesty: the role of social norm and social preference”
- Benjamin Ho, “Relative Culpability in Contingent Valuation and Laboratory Experiments of Willingness to Pay to Reduce Negative Externalities”

Session 2, Incentives 1, Room: Waverly 435
- Nadja Kairies, “How to improve patient care? An analysis of pure and mixed incentive schemes for physicians”
- Anya Savikhin, “White Milk or Chocolate? A Field Experiment on the Impact of Prompts and Incentives on Student Lunchroom Choices”
- Sally Sadoff, “Using Behavioral Economic to Increase the Efficacy of Teacher Incentives”

Session 3, Institutions, Room: Waverly 370
- Astrid Hopfensitz, “Public Good Contributions Among Coffee Farmers In Costa Rica: Cooperativists And Private Dealers”
- Angelina Christie, “Financing and Signaling Under Asymmetric Information”
- Mihoko Tegawa, “Choice of Institutions: Experimental Approach in Fishery Management”

Session 4, Public Goods 4, Room: Waverly 569
- Robert Veszteg, “Public-Good Games and the Balinese”
- Johannes Lohse, “What can we learn from laboratory public good games about climate change mitigation: Evidence from an artefactual field experiment”
- B.Kelsey Jack, “Local leadership and the provision of public goods: A field-laboratory experiment in Bolivia”

Session 5, Labor 4, Room: Waverly 429
- Fanzheng Yang, “With or without siblings: sorting by information feedback mechanism in experimental Chinese labor market”
- Daniel Chen, “The Wages of Pay Cuts”
- Patricio Dalton, “Does the Unemployment Benefit Program affect Workers Productivity? Evidence from a Field Experiment in Colombia”
- Marina Schroeder, “Counterproductive Work Behaviour: An Experimental Study”

Session 6, Games 5, Room: Waverly 567
- Pablo Hernandez, “Leaders Are Made: The Role of Circumstance in Taking the Initiative”
- Olivier Bochet, “Splitting an Uncertain Natural Resource: Evidence on Risk-Taking Behavior”
- Timm Teubner, “The 2-person risk-game”
- Hector Solaz, “Preference Stability across Games”
Session 7, Cognition, Room: Waverly 433
- John Smith, “Cognitive Load and Strategic Sophistication”
- Adam Sanjurjo, “A Model of Memory Load that Explains Important Unexplained Patterns in Search Behavior”
- Tibor Besedes, “Designing a Sequential Choice Architecture to Reduce Choice Overload”
- Daniel Martin, “The Drop Out Effect”

Session 8, Peer Effects 1, Room: Waverly 431
- Francesco Falucchi, “Information and Over-dissipation in Rent-Seeking Contests”
- Stephan Meier, “Incentives and Group Identity”
- Roel van Veldhuizen, “Peer Effects without Reflection”

Session 9, Charitable Giving 2, Room: Waverly 369
- Doru Cojoc, “Dishonesty and Charitable Behavior”
- David Reinstein, “Giving and Probability”
- Olivier Armantier, “Rob Peter to Pay Paul. Are Charitable Contributions Substitutes?”

Session 10, Anomalies 3, Room: Waverly 366
- Ryan Oprea, “Reference Dependence and the Momentum Effect: Theory and Experiment”
- Sigrid Suetens, “Measuring nonlinear and heterogeneous guilt aversion”
- Helga Fehr-Duda, “Temporal Stability of Discounting Behavior”
- Arthur Schram, “Commitment aversion”

Session 11, Finance 3, Room: Waverly 570
- Janet Jiang, “Eliminating Laboratory Asset Bubbles by Paying Interest on Cash”
- David Stark, “Price Bubbles Are Caused By Diffusion of Behavioral Norms”
- Michael Kirchler, “Waiting for the Greater Fool - Trader Inflow and Heterogeneous Information in Experimental Asset Markets”
- Sean Collins, “Bubbles in Experimental Markets with Purely Speculative Assets”

Saturday, June 23, 10:30am-12:10pm

Session 1, Labor 5, Room: Waverly 566B
- Brittany Teahan, “Unemployment Insurance, Search Intensity and Match Quality: An Experimental Study”
- Jenny Kragl, “The (Dis)Incentive Effect of Relative Pay Comparison: Experimental Evidence”

Session 2, Public Goods 5, Waverly Room: 569
- Jia Liu, “Opt-In vs Opt-Out in Voluntary Contribution Game: Do Default Options Make a Difference?”
- Eline van der Heijden, “Punishment and leadership in a voluntary contribution experiment”
- Zhixin Dai, “Intermittent Sanctions and Cooperation in a Public Good Game”

Session 3, Methodology 1, Waverly Room: 433
- Salar Jahedi, “A Case for the Use of Perception Measures”
- Antonio Filippin, “The Bomb Risk Elicitation Task”
- Paul Healy, “Incentives in Experiments: A Theoretical Analysis”
Session 4, Gender 1, Room: Waverly 431
- Basit Zafar, “Gender Discrimination and Social Identity: Experimental Evidence from Urban Pakistan”
- Carmen Thoma, "Do Women Have More Shame than Men? An Experiment on Self-Assessment and the Shame of Overestimating Oneself."
- David Masclet, “Gender Differences in (Non) Competitive Environments: A New Experimental Evidence.”
- Mary Rigdon, “The Role of Social Information in Negotiations.”

Session 5, Social Preferences 4, Room: Waverly 435
- Stefan Palan, “Endogenous Evolution of Society: A Public Goods Experiment”
- Magnus Rodin, "Is It How You Look or Speak That Matters? - An Experimental Study Exploring the Mechanisms of Ethnic Discrimination"
- Jingping Li, “Crowding-out Effects in Social Preferences”
- Fangfang Tan, “Who approves punishment? A comparison of groups and individuals in social dilemmas”

Session 6, Coordination, Room: Waverly 369
- Anthony Kwasnica, “Coordination in the Presence of Background Uncertainty”
- Nikos Nikiforakis, “Coordination in Games with Third-Party Externalities”
- Dietmar Fehr, "Power of Sunspots: An experimental analysis”
- Roberto Weber, “Managing Credibility”

Session 7, Learning 2, Room: Waverly 366
- John Duffy, “Learning, Forecasting and Optimizing: An Experimental Study”
- Kathleen Rodenburg, “Bayesian and Reinforcement Learning: An Experimental Comparison”
- Daniel Friedman, "Rock-Paper-Scissors as a Population Game”

Session 8, IO 3, Room: Waverly 566A
- Scott Ogawa, “Separately Identifying the Screening, Signaling, and Sunk-Cost Effects of Price”
- Fangzhou Zhang, “Using Clock Auction to Reallocate Round-trip Routes: An Experimental Study”
- Lucas Rentscher, "What Drives Over-Expenditure of Effort in Contests? An Experimental Investigation”
- Cary Deck, “Why We Can't Pay for Express Checkout: An Experiment on Queue Price Discrimination”

Session 9, Cooperation 2, Room: Waverly 567
- Frederic Schneider, “Long-Term Commitment and Cooperation”
- Erte Xiao, "Justification and Cooperation”
- Arthur Schneider, "Personality Traits and Behavior: The Role of Conscientiousness and Agreeableness in Competitive Social Dilemma Situations”

Session 10, Games 6, Room: Waverly 370
- Andrew Kloosterman, “Complementary Institutions and Economic Development: An Experimental Study”
- Marco Mantovani, “Limited backward induction”
- Katerina Sherstyuk, "Inter-Generational Games with Dynamic Externalities”
- Matthew Embrey, "Strategic commitment and cooperation in experimental games of strategic complements and substitutes”

Session 11, Dishonesty & Corruption 3, Room: Waverly 570
- Menusch Khadjavi, "Rational and Emotional Motivation of Crime - How Deterrence Policy Affects Criminal Behavior”
- Valeria Maggian, “Lying aversion and social preferences in children”
- Jingnan Chen, “Broken Promises and Hidden Partnerships”
**Session 12, Physiology, Personality & Behavior, Room: Waverly 429**
- Sebastien Massoni, “Insurance, beliefs and affects: using psychophysic paradigm to explain insurance behaviors facing catastrophic risk”
- Judith Trarbach, “Do people have a preference for increasing or decreasing pain? An experimental comparison of psychological and economic measures in health related decision making”
- Julia Muller, “What can the Big Five Personality Factors Contribute to Explain Small-Scale Economic Behavior?”
- Andrew McGee, “Whoever you want me to be: Personality and Incentives”

**Saturday, June 23, 1:30pm-3:10pm**

**Session 1, Methodology 2, Room: Waverly 369**
- Agnieszka Tymula, “Flexible valuations for consumer goods as measured by the Becker-DeGroot-Marschak mechanism”
- Sabine Kroger, “Effects of design and sample size on the detection of social preferences in the field”
- Michal Krawczyk, “Testing game theory without the social preference confound”
- Tim Cason, “Mistakes and Game Form Recognition: Challenges to Theories of Revealed Preference and Framing”

**Session 2, Principal Agent 2, Room: Waverly 570**
- Stefan Trautmann, “Financial agency: The role of ex-ante and ex-post accountability”
- Josepa Miquel Florensa, “When to pay more: status and culture in Principal-Agent interactions”
- Tommaso Reggiani, “Severity vs. Leniency Errors in Performance Appraisal - A Real Effort Experiment”

**Session 3, Gender 2, Room: Waverly 366**
- Noemi Berlin, “Gender differences in the reference group neglect: An experimental test”
- Rosemarie Nagel, “The ESA Executive Committee Composition Guessing Game and Proclamation of the Winners”
- Lise Vesterlund, “Breaking the glass ceiling with 3no2: Gender differences in doing favors”

**Session 4, Social Preferences 5, Room: Waverly 370**
- Jianying Qiu, “The Effect of Expectation on the Third Party’s Decision: An Experimental Study”
- Ong Qiyan, “The Value of Voice”
- Shuguang Jiang, “Fairness, Cooperation and Productivity”
- Frederic Moisan, “The Effects of Social Ties in a Coordination Game”

**Session 5, Games 7, Room: Waverly 435**
- Vai-Lam Mui, “Identity, Bounded Rationality, and Coordination in the Inter-Group Prisoner’s Dilemma”
- Daniele Nosenzo, “The Use and Effectiveness of Discretionary Sanctions and Rewards in the Inspection Game”
- Ismael Rodriguez-Lara, “Carry a big stick or no stick at all: A trust game with endogenous punishment”
- Enrique Fatas, “Sacrifice”

**Session 6, Public Goods 6, Room: Waverly 566A**
- Noah Myung, “Competition and Public Goods of the Ultimatum Game”
- Susanne Mayer, “Positive Productivity Spillovers and their Effect on Voluntary Leadership in Teams”
- Michalis Drouvelis, “Group Identity and Leading-by-Example”

**Session 7, Risk & Ambiguity 4, Room: Waverly 569**
- Elena Cettolin, “Risk Taking and Risk Sharing - Does Accountability Matter?”
- Franziska Tausch, “Risk Sharing and Adverse Selection”
- Marc Willinger, “Are People Risk-Vulnerable?”
- Morten Lau, “Asset Integration and Attitudes to Risk: Theory and Evidence”
Session 8, Auctions 2, Room: Waverly 566B
- Michael Caldara, “Bidding Behavior in Pay-to-Bid Auctions”
- Tracy Liu, “Crowdsourcing with All-Pay Auctions: a Field Experiment on Taskcn”
- Erik Kimbrough, “Opportunity Cost and Overbidding in 2nd Price Auctions”

Session 9, Social Preferences 6, Room: Waverly 433
- Paul Smeets, “Strategic and Intrinsic Pro-Social Behavior of Individual Investors”
- Ernesto Reuben, “On Rational Cooperation”

Session 10, Finance 4, Room: Waverly 429
- Juergen Huber, “Price adjustment processes in experimental asset markets with distinct fundamental value regimes.”
- Arthur Zillante, “Priming and Asset Markets”
- Daniel Kleinlercher, “Bonuses for traders distort prices of assets.”
- Stefan Traub, “Attention and Revealed Preference in a Portfolio Choice Experiment”

Session 11, Games 8, Room: Waverly 567
- Lora Todorova, “A simple questionnaire can change everything: are strategy choices in coordination games stable?”
- Leif Helland, “The Ongoing Quest for QWERTY”
- Donald Dale, “Testing the CNBC Effect: Behavioral Impact of Public Information”

Session 12, Social Preferences 7, Room: Waverly 431
- Marie-Claire Villeval, “Moral Hypocrisy, Power, and Social Preferences”
- Jannis Liedtke, “Moral Courage In The Laboratory”
- John Hamman, “Restoring Fairness in Hierarchies”

Saturday, June 23, 3:30pm-4:55pm

Session 1, Risk & Ambiguity 5, Room: Waverly 370
- Theodora Dupont-Courtade, “Decisions and beliefs on the insurance market in presence of risk, imprecision and conflict”
- Daniel Nedelescu, “Alpha-Final Offer Arbitration and Risk Preferences”
- Carsten Schmidt, “Double or Nothing”

Session 2, Privacy, Room: Waverly 566A
- Verena Utikal, “Information Acquisition under (Im)perfect Data Privacy”
- Caterina Giannetti, “Disclosure of personal information under risk of privacy shocks”
- Volker Benndorf, “Privacy Concerns and Unraveling in a Lemons Market: An Experiment”

Session 3, Networks 2, Room: Waverly 433
- Zeynep Gurguc, “Conflict Networks: An Experiment”
- Delia Baldassarri, “Cooperative Networks: Altruism, Group Solidarity, and Reciprocity in Ugandan Producer Organizations”
- Aurelie Dariel, “Social networks in a labor market with adverse selection: An experiment”
Session 4, Finance 5, Room: Waverly 567
- Sascha Fullbrunn, “An experimental consideration of strong ambiguity in call markets and double auction markets”
- Wolfgang Luhan, “Rational Inattentiveness in a Forecasting Experiment”

Session 5, Games 9, Room: Waverly 435
- Steven Bosworth, “The role of higher-order beliefs in trust and coordination”
- Wenting Zhou, “Walking through the Fog: experimental insights”

Session 6, Social Preferences 8, Room: Waverly 431
- Simon Halliday, “Don’t Take What Isn’t yours”
- Eike Benjamin Kroll, “Tax Compliance and Income Origination in the Laboratory: Do Windfall Gains Corrupt Pro-Social Behavior?”
- J.Philipp Reiss, “Measuring the distribution of spitefulness”

Session 7, Methodology 3, Room: Waverly 369
- Daniel Fragiadakis, “Identifying Predictable Players”
- Doug Norton, “The Restart Effect as a Focal Point”
- Julian Romero, “Predictive Repeated Game Theory: Measures and Experiments”

Session 8, Incentives 2, Room: Waverly 366
- Ellen Green, “An Experimental Study Of Payment Mechanisms In A Multiple Principal Agent Setting”
- Jeannette Brosig-Koch, “How effective are pay-for-performance incentives? An experimental comparison of incentive schemes for physicians”
- Ananish Chaudhuri, “Incentives, Information and Psychological Competition in a Real Effort Task”

5:00pm – 5:30pm
General Membership Meeting, Hemmerdinger Hall, Silver Center, 31 Washington Place

Sunday, June 24th 2012

All talks will be held in the Waverly Building and refreshments throughout the day can be found in the Silverstein Lounge.

8:30am – 9:00am – Breakfast – Silverstein Lounge

Sunday, June 24, 9:00am-10:40am

Session 1, Emotions, Room: Waverly 435
- Philipp Astor, “Emotion Regulation and the Disposition Effect”
- Marc Adam, “Bidding against the machine: Emotions in electronic markets”
- Shosh Shahrabani, “Does moving from war zone change emotions and risk perceptions? A field study of Israeli students”

Session 2, Anomalies 4, Room: Waverly 433
- Mattia Nardotto, “Nudging with Information: a Randomized Field Experiment on Reminders and Feedback”
- Thomas de Haan, “Willpower Depletion and Framing effects”
- Stefania Sitzia, “Complexity and Smart Nudges with Inattentive Consumers”
Session 3, Cooperation 3, Room: Waverly 370
- Marianne Lumeau, “Should feedback be public in trust game?”
- Alexander Vostroknutov, “Rule Following and Reciprocity in Common Pool Resource Games”
- Sheen Levine, “Personal Values Explain Differences in Cooperation across Individuals and Societies”

Session 4, Finance 6, Room: Waverly 570
- Ralf Bergheim, “Fair value accounting and investment behavior. Are nonprofessional investors naive?”
- Martin Fochmann, “Biased Effects of Taxes and Subsidies on Portfolio Choices”
- Elena Pikulina, “Bonus Schemes and Trading Activity”

Session 5, Games 10, Room: Waverly 566A
- Wang Zhijian, “Test the principle of maximum entropy in constant sum 2x2 game: Evidence in experimental economics”
- Daniel Cracau, “What to do without Cournot or Bertrand? An experimental study of mixed strategy equilibria in simultaneous price-quantity games”
- Giuseppe Attanasi, “An experiment on resource and welfare division through a modified trust game”
- Jona Linde, “Multi-round minority game strategy experiment”

Session 6, Labor 6, Room: Waverly 429
- Thorsten Chmura, “Gift exchange with migrant workers and students in China”
- Angelino Viceisza, “To remit, or not to remit: that is the question. A remittance field experiment”
- Peter McGee, “From Rival to Boss: Promotions with Continued Interaction”
- Li Hao, “Preferences of Migrants: A Field Experiment in China”

Session 7, Political Economy 2, Room: Waverly 366
- Shakun Datta Mago, “Sequential versus Simultaneous Election Contests: An Experimental Study”
- Nicolaas Vriend, “Political motivations and electoral competition: Equilibrium analysis and experimental evidence”
- Neil Buckley, “An Experimental Investigation of the Political Economy of Mixed Systems of Finance”
- Dirk Engelmann, “Choosing how to choose: efficiency concerns and constitutional choice”

Session 8, Social Preferences 9, Room: Waverly 431
- Xiaoye Li, “Time is Money: A Natural Field Experiment on How a Non-Monetary Timely Feedback System Motivates Volunteers”
- Andreas Staffeldt, “Paying Respect or Paying Money”
- Joshua Foster, “Social Preferences and Effort Provision”
- Giovanni Ponti, “Social Preferences, Risk Preferences and the Hexagon Condition”

Session 9, Risk & Ambiguity 6, Room: Waverly 569
- Jeroen Nieboer, “Risk taking in groups: experimental evidence on the role of communication and consultation”
- Hernan Bejarano, “The Effects of Strategic Risk Aversion and Risk Perceptions on Participation in New Markets”
- Benjamin Roth, “Counseling vs. Scoring: How personal interaction affects the assessment of risk preferences”
- Pallab Mozumder, “Status, Risk, and Catching Up”

Session 10, Decision Theory, Room: Waverly 567
- Sandra Ludwig, “A violation of the monotonicity axiom”

Session 11, Gender 3, Room: Waverly 369
- Karen Khachatriyan, “Gender Differences in Preferences at a Young Age? Experimental Evidence from Armenia”
- David Ong, “Tiger Women: An All-Pay Auction Experiment on Gender Signaling of Desire to Win”
- Seda Ertac, “Gender, Information and Self-Selection into Leadership in Group Decision-Making”
- Christina Rott, “The impact of advice on selection into competition”
Sunday, June 24, 11:00am-12:40pm

Session 1, Finance 7, Room: Waverly 366
- Galib Rustamov, “Behavioral Response to Non-price Interventions and Delivery Methods”
- Sera Linardi, “Financial behavior of the homeless population: a field experiment”

Session 2, Trust 2, Room: Waverly 431
- Xiaofei (Sophia) Pan, “Promoting Trust with Outgroups”
- Diana Gaspari, “An experimental study of allocation procedures and their effect on trust”
- Maoliang Ye, “Does Gradualism Build Trust? Evidence from A Multi-round Trust Game”
- Markus Sass, “The Dynamics of Social Preferences in Repeated Trust Game Experiments”

Session 3, Bargaining, Room: Waverly 435
- Fabian Paetzel, “Dynamic Effects of Redistribution: A Real-effort Experiment”
- Steven Schwartz, “Voluntary Disclosure and Perceptions of Fairness”
- Thomas Neumann, “Bargaining power does not matter when sharing losses. Experimental evidence of fairness in the Nash bargaining game”
- Sander Onderstal, “Power and the Privilege of Clarity: An Analysis of Bargaining Power and Information Transmission”

Session 4, Risk & Ambiguity 7, Room: Waverly 570
- Songfa Zhong, “Separating Intertemporal Substitution and Risk Aversion: an Experimental Study”
- Ola Andersson, “Risk-taking on Behalf of Others”
- Marco Della Seta, “Willingness to Wait under Risk and Ambiguity: Theory and Experiment”
- Stephen Cheung, “Discounting the risky future”

Session 5, Social Preferences 10, Room: Waverly 433
- Pedro Robalo, “Altruism, Group Identity and Political Participation: An Experiment”
- Sherry Li, “Group Identity and Partnership”
- Sudeep Bhatia, “The Impact of Group Membership on Preferences for Equality and Efficiency”
- Steven Gazzillo, “Emergence of Risk Sharing in a Stochastic Environment”

Session 6, Games 11, Room: Waverly 569
- Brian Kluger, “Experimental Evidence On The Robustness Of Signal Jamming Equilibria”
- Paan Jindapon, “Media Effects in Persuasive Communication”
- Adam Zylbersztejn, “Coordination with Communication under Oath”

Session 7, Public Goods 7, Room: Waverly 369
- Caleb Cox, “Favorable Selection and Excludable Public Goods with Interdependent Values”
- Joachim Weimann, “Experiments on Public Debt”
- Sven Fischer, “Decentralized vs. Centralized Punishment”
- David Hugh-Jones, “Reciprocity towards Groups in a Public Goods Game”

Session 8, Dishonesty & Corruption 4, Room: Waverly 429
- Reuben Kline, “Meritocracy, Inequality and Corruption: an Experimental Study”
- Anouar El Haji, “Consumer noncompliance with intellectual property rights”
- Maria Recalde, “Dishonesty, tolerance, and social information”
- Jan Philipp Wilhelm, “Commission and Omission in Tournaments”
Session 9, Cooperation 4, Room: Waverly 567
- Qian Weng, “Endowment heterogeneity, identity, punishment and cooperation: Evidence from a public good experiment”
- Silvia Graetz, “Facing a Dilemma: Cooperation and Beauty”
- Johannes Ziesecke, “How and when can economic skills enhance cooperation?”
- Antonio Alonso, “On the role of anonymity for peer punishment and cooperation”

Session 10, Peer Effects 2, Room: Waverly 566A
- Yvonne Kohnle, “How Feedback and Peer Pressure Affect Self-Control at the Gym”
- Fernanda Leon, “Peer Effects on Ideologies: Evidence from Classroom Random Assignments in College”
- Anastasia Danilov, “The dark side of team identity: Experimental evidence from financial service professionals”
- Avner Ben-Ner, “Team composition/diversity and performance: A (soccer) field study”

Session 11, Anomalies 5, Room: Waverly 370
- Hong Chao, “Reference Point and Risk Attitude: An Experimental Study”
- Leandro Carvalho, “I won't start my diet on Monday: The Effects of Increasing Awareness about Self-Control Problems on Savings”
- Kim Kaivanto, “Alternation Bias and Reduction in St. Petersburg Gambles: An Experimental Investigation”
- Gaurav Sood, “’Certain Gains’ in Understanding of Prospect Theory: Impact of Cognitive Ability, and How the Problem is Described”