

THE SABE NEWSLETTER

THE SOCIETY FOR THE ADVANCEMENT OF BEHAVIORAL ECONOMICS

Statement of Purpose

SABE is an association of scholars who are committed to rigorous economic analysis and are interested in learning how other disciplines – for example, psychology, sociology, anthropology, history, political science, and biology - further our understanding of economic behavior. An important function of SABE is to serve as a forum for research which may not find either comprehension or acceptance in conventional economics societies. SABE also aims at facilitating communication between economists and scholars trained in related disciplines. Website: www.sabeonline.org A new SABE website is nearly finished that will better facilitate the growth of SABE.

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Contributions for the next issue are very welcome – email: srjames@ex.ac.uk

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Contributions for the SABE Newsletter

I should like to emphasise the invitation on the front page for more contributions to the Newsletter. They would be very welcome and can be sent to me at srjames@ex.ac.uk. Possibilities include new books, book reviews, details of relevant conferences or anything else that might be of behavioral interest.

Simon James

SABE Website

The SABE website has been overhauled so it can manage the SABE membership, advertise upcoming SABE events, collect SABE annual dues online for those who have not attended a conference during the year, allow those who find the SABE on the web to register their interest, and more.

You can go to <http://sabeonline.org/> to examine the site and upcoming events.

Please add a link to this website on your personal website so the ranking of the SABE site in an internet search will increase.

Future Conference Plans

After some recent discussions and thanks to the willingness of several people to organize SABE, IAREP and SABE-IAREP-ICABEEP conferences, the following is the plan for our conferences in the coming years:

2011: IAREP-SABE-ICABEEP conference in Exeter (July 12-16). Organizer: Stephen Lea.

2012: SABE conference in Granada, Spain (date to be determined). Organizers: Pablo Brañas Garza and Nikolaos Georgantzís.

IAREP conference in Wroclaw, Poland (September 5-8). Organizer: Tomasz Zaleskiewicz.

2013: SABE-IAREP-ICABEEP conference in Atlanta (July). Organizers: Shabnam Mousavi and Reza Kheirandish.

2014: SABE conference in Reno (date to be determined). Organizer: Mark Pingle.
IAREP-ICAP conference in Paris (July). Organizer: Christine Roland Lévy.

The plan for 2013 still requires a formal approval of IAREP, and the plans for 2014 are more tentative.

Louis Lévy-Garboua and Ofer Azar

SABE Conference in San Diego 2010

Many thanks to Shoshana Grossbard and Roger Franz for organizing such an excellent and enjoyable conference at San Diego State University in August 2010.

Abstracts of the papers presented are available on the conference website: <http://sabe2010.org/home>

SABE/IAREP/ICABEEP Conference in Cologne 2010

Many thanks to Detlef Fetchenhauer and Julia Pradel for all their hard work and success with the conference in Cologne in September 2010.

Cologne 2010 Student Paper Competition

Results from Cologne 2010 of the Best Papers

Christine Roland-Lévy

This year, for the Cologne IAREP/SABE/ICABEEP conference, which took place in September 2010, thanks to all participants, we have received twelve very good papers for the Best Student Paper Competition. The papers came from students from eight different countries (Austria, Germany, Hungary, India, Israel, Norway, The Netherlands, USA), from both economic psychology and behavioral economics.

The prize committee was composed of the following four members:

Professor Christine Roland-Lévy (Chair of the committee)
Professor Louis Lévy-Garboua (President of SABE)
Professor Erich Kirchler (Editor of the Journal of Economic Psychology)
and Christopher Kogler.

Based both on the evaluation of the quality of the research and the overall written paper, as well as the oral presentation during the conference.

Four winners were selected for the high quality of their work. They are the following:

1st place: Shaul Shalvi, with a paper entitled “*Justified Ethicality: Observing Desired Counterfactuals Modifies Ethical Perceptions and Behavior.*”

2nd place: Sebastian Kruegel, with a paper entitled “*Overweighting Private Information: Three Different Measures, One Bias?*”

3rd place: Wing Shing Lee on “*Effects of Cognitive Reappraisal, Emotional Intelligence, Neuroticism, and Betrayal Experience on the Disposition to Trust*”, and Amos Schurr on “*Is that the answer you had in mind? The effect of perspective on unethical behavior*”, both papers being of equal quality.

Prize committee members and the 2010 competition winner: Shaul Shalvi



Thanks to Elsevier Scientific, the publisher of the Journal of Economic Psychology and of the Journal of Socio-Economics, who sponsors the prizes, they received a year's subscription to both these journals. In addition, Shaul Shalvi received 1,000 €.

In the name of the prize committee, we congratulate you all.

IAREP / SABE / ICABEEP Conference in Exeter July 12-16 2011

By the invitation of the University of Exeter, the **2011 ICABEEP/IAREP/SABE conference** will be held at the university's main (Streatham) campus, about 1 km north of the centre of the city of Exeter, in the beautiful county of Devon, south-west England. When it is fully developed, the website will give you all the details you need and enable you to register for the conference, submit your paper, and find out more information about what you can do during the conference, and also possibilities for further visits before or after.

Website: <http://2011.iarep.org/>

SABE Session at the ASSA Meetings in Denver January 6-9, 2011

Gary Charness, of the University of California Santa Barbara, has agreed to organize the SABE session at the January 2011 ASSA Meetings in Denver. Gary is a seasoned experimentalist who, in the process of exploring a wide variety of behavioural issues using experimental tools, has developed a large number of contacts in the community of good scholars doing behavioural and experimental economics. If you are attending the ASSA Meetings in Denver, do look for the SABE session that Gary organizes and he has an exciting tentative session planned. Hope you plan to attend.

Session Title: Self-control, Self-confidence, and Self-deception

Session Chair: Gary Charness

1) Aldo Rustichini, presenting "Self-confidence, Social Signaling, and Bayesian Updating" (with Gary Charness and Jeroen van de Ven)

Discussant: Uri Gneezy

2) Gary Charness, presenting "Field and Online Experiments on Procrastination and Willpower" (with Nicholas Burger and John Lynham)

Discussant: Zack Grossman

3) Ulrike Malmendier, presenting "Managerial Beliefs and Corporate Financial Policies" (with Geoff Tate and John Yan)

Discussant: Stefano dellaVigna

4) Dan Houser, presenting "Temptation and Commitment in the Laboratory" (with Daniel Schunk, Joachim Winter, and Erte Xiao)

Discussant: Stephan Meier

SABE Sessions at the Eastern Economic Association in New York, February 25 -27, 2011

SABE Session I: Organizer/Chair: Bijou Yang Lester, Drexel University

Theme: “Belief and Labor Protection, Incentives and Commitments, and Differential Information and Incomplete Markets”

1. “Culturally-based beliefs and labor market institution”

Fabio D’Orlando, University of Cassino, fabiodorlando@libero.it

Francesco Ferrante, University of Cassino, f.ferrante@caspur.it

Gabriele Ruiu, University of Cassino, redgabriel21@libero.it

2. “Incentives and Commitments for Exercise: Evidence from a Field Experiment at an On-site Corporate Fitness Center”

Heather Royer, University of California, Santa Barbara, royer@econ.ucsb.edu

Mark Stehr, Drexel University, stehr@drexel.edu

Justin Sydnor, University of Wisconsin, jsydnor@bus.wisc.edu

3. “Differential Information Economies and Incomplete Markets”

Kira Pronin, Drexel University, kira_pronin@yahoo.com

Discussants:

Mark Stehr, Drexel University, stehr@drexel.edu

Kira Pronin, Drexel University, kira_pronin@yahoo.com

Francesco Ferrante, University of Cassino, f.ferrante@caspur.it

SABE Session II: Organizer/Chair: Bijou Yang Lester, Drexel University

Theme: “Hidden Costs of Minimum Contributions, Bias in Reservation-Wages Determination, and Investors with Too Many Options?”

1. “Is There a Hidden Cost of Imposing a Minimum Contribution Level to a Public Good?”

Martin Kocher, University of East Anglia, martin.kocher@lrz.uni-muenchen.de

Peter Martinsson, University of Gothenburg Peter.Martinsson@economics.gu.se Xianghong Wang, Renmin University of China, shwang06g@gmail.com

2. “Experimental Evidence of Bias in the Setting of Reservation Wages”

David Comerford, Duke University, david.comerford@ucd.ie

3. “Investors With Too Many Options?”

Daniel Dorn, Drexel University, dd79@drexel.edu

Discussants:

David Comerford, Duke University, david.comerford@ucd.ie

Daniel Dorn, Drexel University, dd79@drexel.edu

Xianghong Wang, Renmin University of China, shwang06g@gmail.com

Western Economics Association International (WEAI) Annual Conference, San Diego, June 29 – July 3, 2011

Participate through the Society for the Advancement of Behavioral Economics (SABE)

Author: Homa Zarghamee

The 2011 Western Economics Association International Annual Conference will be in San Diego, June 29-July 3, 2011.

There is a lot of interest for behavioral economists this year. As noted in the Conference's Call for Participants, highlights include:

- WEAI Presidential Address by **Paul A. David, Stanford University**
- Keynote Address by **Andrew J. Oswald, University of Warwick**, on "The Economics of Happiness"
- President-Elect Featured Session by **Michael McBride, University of California, Irvine**, "The Economics of Happiness"
- President-Elect Featured Session by **Diane J. Macunovich, University of Redlands**, "Economic Demography"

Last year, the Society for the Advancement of Behavioral Economics (SABE) had two special sessions: "Happiness and Happiness Inequality" and "Topics in Behavioral Economics."

This year, with your help, we can have a greater presence at the conference.

If you would like to present a paper or organize a session in the field of behavioral economics then please send me an email at hzarghamee@scu.edu by January 15, 2011. The email should include the following information:

- To submit a paper: the paper title, list of authors (with affiliations), and abstract.
- To propose a session: session title, paper titles, authors (with affiliations), and abstracts.

ICABEEP (The International Confederation for the Advancement of Behavioral Economics and Economic Psychology) news and call for workshop proposals

On behalf of the ICABEEP Executive Committee, I am happy to announce the following Call for Proposals.

In the joint IAREP/SABE/ICABEEP conference in Cologne, IAREP and SABE decided to dedicate up to 4000 Euros together to sponsor workshops that will take place until December 2011. Most likely each workshop that will be chosen to be funded will receive 1000-2000 Euros. IAREP or SABE members who are interested in organizing such a workshop should submit their proposals to Ofer Azar (e-mail: azar@som.bgu.ac.il) by December 15, 2010. If the amount of 4000 Euros will not be exhausted in this round of proposals, a new deadline for more proposals will be announced.

I want to take this opportunity to thank the members of the former ICABEEP Executive Committee. The Committee spent the first year as a IAREP-SABE committee for increased cooperation between IAREP and SABE, and prepared the proposals that were accepted in Halifax in 2009 and established ICABEEP. During the last year, the committee served as ICABEEP Executive Committee and handled the various issues related to ICABEEP activities. I wish to thank Morris Altman, Gerrit Antonides, David Leiser, Louis Lévy-Garboua, Alan Lewis, and Rob Ranyard for serving on this committee.

I also want to welcome and wish good luck in their new position to the incoming ICABEEP Executive Committee, and thank them for volunteering to serve on this committee. The new committee members are Gerrit Antonides, Louis Lévy-Garboua, Charlotte Phelps, Vera Rita, Gideon Yaniv, and myself. This committee will serve until October 2012.

The ICABEEP homepage was recently updated and can be accessed at <http://www.iarep.org/ICABEEP.htm> .

Ofer Azar

John Tomer at the Max Planck Institute

John Tomer was a visiting researcher at the Max Planck Institute for Economics in Jena, Germany this summer for two months. During that time he completed writing a paper entitled “What Causes Obesity? And Why Has It Increased So Much? An Alternative View”. For a number of recent weeks, this paper has been on the Social Science Research Network’s top 10 download list in the health economics category. The paper has recently been submitted to a journal. During his time in Germany, Tomer visited with his son and daughter-in-law who are studying for Master’s degrees in Leipzig, Germany

The Journal of Socio-Economics

The mission of the Journal of Socio-Economics is to promote interdisciplinary dialogue about economic processes, institutions and policies. The core disciplines of interest to the journal are those belonging to the social sciences. But other sciences and the humanities are relevant and welcome. Biology, history and philosophy are of particular interest. The journal is interested in pure theory, empirical studies, policy analyses and literature reviews. The JSE is a widely distributed, peer reviewed journal with a long historical association with SABE. For further information see:

http://www.elsevier.com/wps/find/journaldescription.cws_home/620175/description#description

SABE Country Representatives

Information about events or developments in each country would be very welcome for the next Newsletter.

The current SABE Country Representatives are:

Australia: Gigi (Jennifer) Foster; University of South Australia

Brazil: Flavia Possas and Bruno Vio

Canada: Sonja Novkovic; Saint Mary's University

China: David Ong; Peking University HSBC School of Business; University Town

China: Shirley Wang; School of Economics; Renmin University of China; Beijing

Germany: Christian Cordes; Max Plank Institute

Israel: Ofer Azar; Ben Gurion University of the Negev

Italy: Francesco Scacciati; Univerisita di Torino

Poland : Ewa Gucwa-Lesney; University of Warsaw

Russia: Alexis Belianen; Higher School of Economics

Taiwan: Shu-Heng Chen

Uruguay: Hugh Schwartz

US (Western Region) Homa Zarghamee; Santa Clara University

US (Eastern Region) Bijou Yang Lester; Drexel University

US (Southern Region) Shabnam Mousavi; Georgia State University

US (AAEA-IBES Coordination) Gary Lynne; Univ of Nebraska

Venezuela: Klaus Jaffe; Universidad Simón Bolívar

SABE Officers and Board

Officers: Louis Lévy-Garboua President
Ofar Azar President-elect
John Tomer, Executive Director
Bijou Yang Lester, Treasurer
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