

# **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.

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Contributions for the next issue are very welcome – email: [S.R.James@ex.ac.uk](mailto:S.R.James@ex.ac.uk)

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**Please visit SABE at our WEB site: <http://www.usask.ca/economics/SABE/>  
Note that the address is case sensitive.**

## **SABE Election**

If you use e-mail and you are on SABE's member list, you should have by now received the SABE ballot. Hopefully, you have already voted or will do so by April 1, 2003.

This is the first such SABE election, and it was a long time coming. Since the SABE Board gave the go ahead this past summer, Gary Lynne and I have had to confront a variety of difficulties (missing e-mail addresses, hard to contact people, insufficient nominations, etc.) and have had to make implementation decisions without any precedents to guide us. We don't believe we have done a perfect job, but striving for perfection would have taken even longer. Hopefully, we will learn from this experience, and the election process will work better the next time. Please note flaws in the system and inform us about these.

Morris Altman is the sole candidate for President. No one was nominated for President-elect so we will deal with that next year. For the two-year Board terms, there are 10 candidates, 5 current Board members and 5 nominees; 8 will be elected. For the four-year Board term, there are also 10 candidates, 8 current Board members and 2 nominees; 8 will be elected. Several current Board members declined to seek election to a new term.

Any SABE member is eligible to vote. If you do not have an e-mail address or SABE does not have your e-mail address, contact Gary Lynne, SABE Secretary, to arrange to vote. Gary's e-mail address is [glynne1@unl.edu](mailto:glynne1@unl.edu). His work address is Department of Agricultural Economics and School of Natural Resource Sciences, 103B Filley, University of Nebraska-Lincoln, Lincoln, NE 68583-0922; his telephone number is 402 472-8281.

It would be really good if a high percentage of members vote.

John Tomer

## SABE 2003

SABE 2003 will be held at the Cal Neva Resort on the north shore of Lake Tahoe, NV, USA July 28-31. You still have time to meet the April 30<sup>th</sup> deadline for submitting a presentation proposal. See the Call for Papers for on the SABE Web site at <http://www.usask.ca/economics/SABE/>, or simply send an abstract of your proposed presentation to

Mark Pingle  
SABE 2003 Organizer  
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*Details of the Conference and a registration form appear at the end of the Newsletter.*

## SABE 2004

The conference is being organized by Bijou Yang Lester, Drexel University and will take place at Sheraton University City in West Philadelphia - July 15-18, 2004. Tentative Schedule:

- July 15: Registration in the evening 5-7pm.
- July 16: Invited talk in the early morning, three slots for parallel sessions (plus poster sessions) in the rest of the day. **Boat ride and dinner in the evening.**
- July 17: Invited talk in the early morning, three slots for parallel sessions (plus poster sessions) in the rest of the day. Gala dinner in the evening.
- July 18: Four slots for parallel sessions.

We welcome individual papers and organized sessions.

Dr. David Laibson, Professor of Economics, at Harvard University to be our keynote speaker. The talk will be held at 8-9:30am, July 16, 2004. The title of the talk will be "Benign Paternalism."

#### Abstract

Decision-makers tend to blindly accept default options. In this paper, we analyze the reasons that defaults are so powerful and show how to calculate optimal defaults in a world of procrastinating agents. We also identify an overlooked but practical alternative to defaults. We analyze the benefits of requiring people to make decisions for themselves, thereby eliminating reliance on defaults. We then analyze an example of this "active decision" approach with regard to 401(k) enrollment. Active decisions generate 401(k) participation rates that are up to 25 percentage points higher than those under a regime with the standard default of non-enrollment. Requiring employees to make an active 401(k) election also raises average saving rates and asset accumulation with no increase in the rate of attrition from the 401(k) plan.

## **Behavioral Economics at the 2003 ASSA Meetings**

Hugh Schwartz

Behavioral Economics was represented at the 2003 ASSA Meetings to a greater extent than in previous annual meetings. Three panels focused squarely on the area and another half dozen, probably more, featured one or more papers on behavioral economics and behavioral finance.

"Behavioral Economics, Public Policy and Paternalism," featured a paper by Cass Sunstein and Thaler, a second by James Choi, David Laibson, Brigitte Madrian and Andrew Metrick, and a third by Matthew Rabin, winner of the most recent Clark medal. The second paper will be the theme of the talk that Laibson will give to the 2004 Meeting of SABE and IAREP in Philadelphia.

A particularly stimulating session was "Views of Economics from Neighboring Social Sciences, with Larry Bartels and Henry Brady presenting the view from Political Science, Daniel Kahneman from Psychology and Joel Podolny from Sociology. Laibson was one of the three discussants.

The third session was on Neuroeconomics. This exciting new subfield featured a paper by George Loewenstein and Colin Camerer, one by Antonio Rangel and Douglas Bernheim, another by John Dickhaut, Aldo Rustichini, Jose Pardo and Kip Smith, and a fourth by Jonathan Choe

Among the other panels touching on our area were the following: Behavioral Public Economics (which included a paper by Ernst Fehr), Behavioral Finance (with Andrei Shleifer as a discussant), Behavioral Finance and Real Estate, Asset Choice in Retirement Accounts (with

Richard Thaler as a discussant), Economics of Pensions and Retirement Saving (with a paper by Madrian, Choi, Laibson and Metrick), Economics and the Family: Papers in Honor of Leslie Whittington (with Shoshana Grossbard-Schechtman as a discussant), and Law and Economics: Alternative Economic Approaches to Legal and Regulatory Issues (with two papers by Morris Altman, one as a joint author). And there doubtless were a number of other references to behavioral economics in papers presented at other sessions.

In addition, SABE sponsored another Poster Session, the participants to which will be noted in the next issue, along with the topics of their presentations."

## **IAREP 2003 conference in New Zealand**

Psychology and Economics

Monday 1 – Thursday 4 September 2003

Christchurch, New Zealand

Incorporating the Australasian Psychology and Economics Group Conference

Full details can be found on the web site for the conference at the following address:

<http://events.lincoln.ac.nz/iarep/default.htm>

The final date for receiving abstracts will be 30 April 2003. However, to enable you to sort out arrangements earlier than this, we shall be approving papers for presentation after January 1, 2003. So if you want early confirmation, please send us an abstract early and we shall do our best to get back to you within four weeks after submission.

Abstracts should be submitted to Tom Keenan by email ([t.keenan@psyc.canterbury.ac.nz](mailto:t.keenan@psyc.canterbury.ac.nz)) or complete the on-line form on the conference website.

# IAREP 2005 CONFERENCE IN PRAGUE

## PRELIMINARY ANNOUNCEMENT

The Jubilee IAREP Congress, the 30<sup>th</sup>, will be held in Praha, Czechia, on the site of the oldest University in Central Europe: Charles University (founded in 1348). The organiser will be Karel Riegel, Institute of Psychology, Faculty of Arts and Humanities

The main theme will cover all aspects of rationality: from pure rational thinking, through bounded rationality, to the non-rational - or irrational - so well described by the writer Franz Kafka, who was a citizen of Prague and clerk of an assurance agency. The transition of economies was not like a walk through a rosarium (as in beautiful Bath for example), but rather more like a laboratory of economic thought. Independent variables were not only the euphoria that came from new freedoms, but also naivete and inexperience on the one hand and legal and moral deficits on the other. The resulting profound changes brought not only the standard, functioning market economy, but also emotions, depressions, disenchantment and, even a sense of absurdity. Underestimation, in the same way as overestimation of market possibilities, leads as a rule to a whole family of economic consequences like bankruptcy, corruption, unemployment, and its psychological co-(Johny) walkers: distrust (of currency, or stocks and shares for example), dissocialization (not only children, but adults too), an increase in the proportion of risky and hazardous behaviors (such as gambling etc). So there is a wide range of general and specific research problems to be approached from theoretical, methodological and applied perspectives, and members of IAREP are invited to address these.

Another aim of the congress is to contribute to ways of solving the problems emerging in practice. For that reason, some of the thematic sessions will be focused on specific topics. There will be an 'Internet Conference' on the web as a special forum for those who will not be able to join the meeting in person.

As the Prague meeting represents IAREP's 30<sup>th</sup> year, the congress presents an opportunity both to recapitulate and evaluate all that has already been achieved in the field of economic psychology, as well as outlining perspectives for future development. Depending on the demand, the organiser will prepare some pre-congress workshops, a programme for accompanying persons, social events (such as a visit to Karlovy Vary, a boat cruise on Vltava River, a guided tour of ancient Prague, a University promotion ceremony and so on) as well as some post-congress tours.

For delegates the Panorama Hotel, located 15 minutes drive from airport, will be available. It is a 15 minute walk from Prague Castle (president Havel will not unfortunately be there) and a 20 minute tram-ride from the Centre. There are all the necessary congress facilities along with an excellent kitchen, accomodation, sauna, swimming pool and fitness centre.

The best time for a meeting in Prague is the beginning of July – i.e. summer time, but without the higher temperatures and showers that are typical of later summer. We look forward to welcoming you all in Prague in 2005!

For details of other events, go to the IAREP web site at <http://www.ex.ac.uk/IAREP/>

## **The Journal of Socio-Economics**

The Journal of Socio-Economics (Elsevier) welcomes submissions from scholars producing work related to behavioral economics, psychological economics, experimental economics, institutional economics, and law and economics. Both theoretical and empirical papers are welcomed. The JSE is a widely distributed, peer reviewed journal with a long historical association with SABE.

For more information on the JSE please click on to:

<http://www.elsevier.com/homepage/sae/econworld/econbase/soceco/frame.htm>

## **Shoshana Grossbard-Shechtman**

Shoshana is pleased to report that the first issue of her new journal has been published. For details of the first issue and to learn more about the Review of Economics of the Household, see [kluweronline.com](http://kluweronline.com).

Also, her book *Marriage and the Economy* is due to appear with Cambridge University Press, in March or April.

## In Memoriam

### Dick Hessing, 1943-2003

On New Years Day 2003 Dick J. Hessing passed away, at the age of 59. Dick served as professor in Law and Psychology at the Faculty of Law, Erasmus University Rotterdam, for over 30 years. Having been trained as a social psychologist at Leiden University, he obtained his Ph.D. there on a treatise on the *Willingness to donate organs after death*. He developed an attitude-behaviour model in that booklet, in which he merged elements of the classical Fishbein-Azjen theory, social dilemma research and the rational choice model topics that have kept recurring in all of his work. These three topics led him to become interested in economic psychology, and starting in 1985 at the Linz conference, he became an active member of IAREP, contributing at least one paper at almost every IAREP conference until the Bath Conference in 2001. Dick Hessing was a very prolific researcher, and he published 180 articles, chapters, and books in law and psychology, economic psychology and criminology, 75 of them in English. Important topics in his work have been the legislation of organ donation, fiscal compliance, punishment, biopsychology of crime. Passing his important contributions in the law and psychology field and his work as a teacher and research manager, I will here try to sketch Hessing's record as a researcher in economic psychology.

The first thing to be said about Dick Hessing as a researcher is that he relished team work. He was at his best as the inspirer of a group of researchers. Based on his fabulous knowledge of the literature, he was a continuous source of wild and bold ideas that he sketched to his collaborators, in order to give them the opportunity to criticise and when necessary reject them. The next day he was back with a fresh set of suggestions. His enthusiasm, sometimes over-enthusiasm, was only restrained by his nice habit of knowing how to combine hard working with lots of fun. Many a researcher will remember Dick not only for his scientific contributions, but also as the man who always made time, even during the busiest and most intense research efforts, for a pause with a drink, well, after all, a few drinks, and some good stories. In this way he was brilliant in getting the best out of a team, stimulating all participants alike, whether they were starting students or merited professors. If anything, Hessing was a research team leader. It is not by chance that *all* of the publications listed below are featuring at least two to even up to 12 authors. And Dick was very generous in recognising other peoples' contributions. You could not have disagreement with Dick about sequencing of authors on a publication, except for denying him the right to be the last in the row.

Dick's important work in economic psychology started with research into tax evasion, social security fraud and rule compliance in general. The attitude-behaviour model already present in his dissertation developed in what later became to be called the WHE-model, in which non-compliance was modelled in terms of, on the one hand, personality traits, and on the other hand, attitudes and norms. It was published as Dick's first contribution to the *Journal of Economic Psychology*. Inherent in this work is a careful consideration of the quality of measurement instruments, and a shrewd criticism of self-report measures, published in what Dick



himself perhaps thought to be his best publication, in *JPSP*, which to Dick's joy hit the front page of the *New York Times*. As a natural corollary to criticism of compliance measures, a search for better measurement was undertaken, which resulted in work on simulation methods, together with Paul Webley, Henry Robben and others. Dick organised two International Workshops on *Simulation Methods in Tax Research* in Rotterdam, workshops that, apart for becoming famous for the non-scientific part of the program, also resulted in an international co-operation for a comparative research project. This phase of his work culminated in a book published at *Cambridge University Press* and a IAREP Workshop at Rotterdam, resulting in a special issue *Economic Psychological Perspectives on Taxation* of the *Journal of Economic Psychology*. Dick served as associate editor for *JoEP* from 1991-1995, and served as Visiting Fellow of the British Psychological Society, visiting Universities at Bath, Exeter and Oxford in 1992-1993.

The WHE-model states that non-compliance is partly governed by personality characteristics, and in further work Hessing concentrated on the relevance of egoism in this respect. Dick's team developed a simple and reliable egoism scale, published in *Psychology, Crime and Law*. Again at an international workshop, at Bergen aan Zee, the Netherlands, the explanatory power of egoism for rule transgression was explored, from red light jumping until dogs fouling the pavement, and from tax evasion until public drunkenness. Also the relation with the concept of low self control was explored, and Dick's work generally evolved closer to criminology, while he tried to incorporate personality characteristics in standard criminological rational choice and deterrence theory. Again simulation methods re-occurred, in a Ph.D. project supervised by Dick, resulting in a series of papers on modelling rule transgressing within the context of an artificial computer-simulated environment.

Dick Hessing's early death has halted a very fruitful research program that in the end would have produced an interesting integration of economic psychological insights into criminology, and I am sure many of those he has inspired will go on along the way he has charted for us, stimulated by the example he has set. But researching without Dick is so much less fun.

Henk Elffers

[A complete list of Dick Hessing's publications will appear in one of the 2003 issues of the Dutch Law and Behaviour Journal "Recht der Werkelijkheid".]

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## BOOKS OF INTEREST

Morris Altman, *Human Agency and Material Welfare: Revisions in Microeconomics and their Implications for Public Policy*, Boston, Dordrecht, London: Kluwer Academic Publishers, 1996.

Morris Altman, *Worker Satisfaction and Economic Performance: Microfoundations of Success and Failure*. Armonk, NY: M.E. Sharpe.

Gerrit Antonides, *Psychology in Economics and Business*, Dordrecht: Kluwer, 1991.

J.L. Baxter, *Behavioral Foundations of Economics*, Marmillan Press/St Martin's Press, 1993.

Kenneth Button, ed., *The Collected Essays of Harvey Liebenstein*, 2 Vols. New York University Press, 1989.

Young Back Choi, *Paradigms and Conventions: Uncertainty, Decision Making and Entrepreneurship*, Ann Arbor: University of Michigan Press, 1993.

Richard Cyert and James G. March, *A Behavioral Theory of the Firm*, 2<sup>nd</sup> ed. Cambridge, Mass: Blackwell Business, 1992.

Peter E. Earl, *Behavioral Economics*, Edward Elgar Publishing, 1998.

Roger S. Frantz, *X-Efficiency: Theory, Evidence and Applications*, Boston: Kluwer, 1988.

Roger S. Frantz, Hardinger Singh and James Gerber, eds, *Behavioral Decision Making: Handbook of Behavioral Economics*, Greenwich: JAI Press, 1991.

Bruno S. Frey, *Economics as a Science of Human Behavior: Towards a New Social Science Paradigm*, Boston, Dordrecht and London: Kluwer, 1992.

Daniel Friedman and Shyam Saunders, *Experimental Economics: A Primer for Economists*, New York: Cambridge University Press, 1994.

Benjamin Gilad and Stanley Kaish, eds., *Handbook of Behavioral Economics*, 2 vols. Greenwich: JAI Press, 1986.

Shoshana Grossbard-Shechtman, *On the Economics of Marriage: A Theory of Marriage, Labor, and Divorce*. Boulder, Colorado: Westview Press, 1992.

Charles Hampden-Turner and Alphons Trumpenaars, *Seven Ways of Wealth Creation*. New York: Doubleday, 1993.

Daniel Kahneman, Paul Slovic and Amos Tversky, eds, *Judgement Under Uncertainty: Heuristics and Biases*, Cambridge; Cambridge University Press, 1982.

Simon James, ed., *Taxation: Critical Perspectives on the World Economy*. Four volumes, London and New York, Routledge, 2002.

Simon James and Christopher Nobes, *The Economics of Taxation, Principles, Policy and Practice*, 7<sup>th</sup> ed., revised, Prentice Hall, 2002.

Bill Jordon, Simon James, Helen Kay and Marcus Redley, *Trapped in Poverty: Labour Market Decisions in Low Income Households*. London: Routledge, 1992.

Bill Jordan, Marcus Redley and Simon James, *Putting the Family First: Selves, Decisions and Citizenship*, University College London Press, 1994.

Robert Kuttner, *The Economic Illusion: False Choices Between Prosperity and Social Justice*. Philadelphia: University of Pennsylvania Press, 1987.

Stephen E.G. Lea, Paul Webley and Brian M. Young, eds., *New Directions in Economic Psychology: Theory, Experiment and Application*. United Kingdom: Edward Elgar Publishing, 1992.

Tony Lawson, *Economics and Reality*, London and New York, Routledge, 1997.

Harvey Leibenstein, *Inside the Firm: The Inefficiencies of Hierarchy*. Cambridge, Mass: Harvard University Press, 1987.

David Lester & Bijou Yang, *The Economy and Suicide: Economic Perspectives on Suicide*, Commack, NY: Nova Science Publishers, 1997.

David Lester & Bijou Yang, *Suicide and Homicide in the 20th Century: Changes Over Time*, Commack, NY: Nova Science Publishers, 1998.

Alan Lewis, Paul Webley and Adrian Furnham, *The New Economic Mind: The Social Psychology of Economic Behaviour*. New York and London: Prentice Hall, 1995.

George Lowenstein and Jon Elster, eds, *Choice over Time*, New York: Russell Sage Foundation, 1992.

Shlomo Maital and Sharon Maital, eds., *Economics and Psychology*. United Kingdom: Edward Elgar Publishing, 1993.

Shlomo Maital, *Executive Economics: Ten Essential Tools for Managers*. New York: The Free Press, 1994.

Roger McCain, *A Framework for Cognitive Economics*, New York: Praeger, 1992.

Marvin E. Rozen, *The Economics of Organizational Choice: Workers, Jobs, Labor Markets, and Implicit Contracting*. Ann Arbor: University of Michigan Press, 1991.

Hersh Shefrin, *Beyond Greed and Fear; Understanding Behavioral Finance and the Psychology of Investing*, Boston: Harvard Business School Press, 2000.

Robert J. Shiller, *Irrational Exuberance. With a New Preface by the Author*, Princeton University Press, 2001.

Andrei Schleifer, *Inefficient Markets: An Introduction to Behavioral Finance*, Oxford University Press, 2000.

Hugh Schwartz, *Rationality Gone Awry? Decision Making Inconsistent with Economic and Financial Theory*, Praeger, 2000.

Herbert A. Simon, *Administrative Behavior: A Study of Decision-Making Processes in Administrative Organizations*, The Free Press, 1997.

Richard H. Thaler, *The Winner's Curse: Paradoxes and Anomalies of Economic Life*. New York: The Free Press, 1992.

Richard H. Thaler, ed., *Advances in Behavioral Finance*, New York: Russell Sage Foundation, 1993.

John F. Tomer, *Organizational Capital: The Path to Higher Productivity and Well-Being*. New York, Praeger, 1987.

John F. Tomer *The Human Firm: A Socio-Economic Analysis of Its Behavior and Potential in a New Economic Age*, New York: Routledge, 1999.

Karl-Erik Warneryd, *The Psychology of Saving: A Study on Economic Psychology*, Edward Elgar, 1999.

Karl –Erik Warneryd, *Stock Market Psychology: How People Value and Trade Stocks*, Edward Elgar, 2001.

Klaus Weiermair and Mark Perlman, eds., *Studies in Economic Rationality: X-Efficiency Examined and Extolled*. Ann Arbor: University of Michigan Press, 1990.



## SABE 2003 Tentative Conference Program

Behavioral Economics: What is the Next Step?

Monday, July 28 – Thursday, July 31  
Cal-Neva Resort, Lake Tahoe, Nevada, USA

### Monday, July 28

3:00 PM-11:00 PM Check-In (Cal-Neva Resort)

### Tuesday, July 29

7:00-8:30 Continental Breakfast and Check-In (Showroom)  
8:30-9:00 Introductions  
9:00-10:00 Featured Speaker: Professor Robert Frank (Showroom)  
*“Departures from Rational Choice Without Regret”*  
10:00-10:15 Break  
10:15-11:45 Early Morning Sessions  
11:45-1:15 Lunch  
1:15-2:45 Early Afternoon Sessions  
2:45-3:00 Break  
3:00-4:30 Late Afternoon Sessions  
4:30-5:30 SABE Business meeting

### Wednesday, July 30

7:30-8:30 Continental Breakfast (Nevada Room and California Room)  
8:30-10:00 Early Morning Sessions  
10:00-10:15 Break  
10:15-11:45 Late Morning Sessions  
11:45-1:15 Lunch  
1:15-6:30 Free Time (Enjoy the beauty of the lake, hike, swim, catamaran  
ride, jet ski, play golf, water ski, parasail)  
6:30-9:00 Optional Tahoe Gal Dinner Cruise

### Thursday, July 31

7:30-8:30 Continental Breakfast (Nevada Room and California Room)  
8:30-10:00 Early Morning Sessions  
10:00-10:15 Break  
10:15-11:45 Late Morning Sessions  
11:45-1:15 Lunch  
1:15-2:45 Early Afternoon Sessions  
2:45-3:00 Break  
3:00-4:30 Late Afternoon Sessions  
4:30-6:00 Break  
6:00-7:00 Dinner (Kings Beach Conference Center)  
7:00-8:00 Featured Speaker: Professor Richard Day *“Behavioral Economics: Its  
Implications for Macroeconomic Theory, Modeling, and Policy.”* (Kings  
Beach Conference Center)  
8:00-8:15 Conference Wrap Up (Kings Beach Conference Center)

**Hotel Information**  
**SABE 2003**

**Conference Location:** Conference sessions will be held at the Cal-Neva Resort, which is located on the North Shore of Lake Tahoe on the California and Nevada border, USA. Most conference attendees will want to book flights to the Reno Tahoe International Airport, which is located 35 miles to the northeast in Reno, Nevada. The



Cal-Neva is about a 2 hour drive from Sacramento California, and about a 4 hour drive from San Francisco, CA.

**Conference Hotel Address:** Cal-Neva Resort, Lake Tahoe, Nevada, USA  
2 Stateline Road

PO Box 368  
Crystal Bay, NV  
Phone: (775) 832-400 or toll free at (800) CAL-NEVA  
Fax: (775) 831-9007



Conference attendees are encouraged to stay at the conference hotel. Alternative lodging on the Lake Tahoe Rim will tend to be either more expensive or not as nice. Alternatives will also tend to require that you have a car, as the distances to the Cal-Neva Resort from most anywhere else are farther than you will want to walk.

**Conference Hotel Rates:** Special rates have been negotiated with the Cal-Neva for conference attendees.

Lakeview Tower Room (View of Lake from room): \$139/night, plus tax  
Tahoe Inn Room (No view of Lake from room and not as nice): \$99/night, plus tax

**Making a Hotel Reservation for the Conference:** To reserve a room at the conference hotel at the special rate, call (800) 225-6382 by June 28, 2003. Let them know you are a SABE 2003 conference participant. You will have to either provide a credit card number as guarantee or submit a first night's deposit. Check in time is 3:00PM and check out time is Noon.

## **Ground Transportation Information SABE 2003**

**Where to Book your Flight:** Conference sessions will be held at the Cal-Neva Resort, which is located on the North Shore of Lake Tahoe on the California and Nevada border, USA. Most conference attendees will want to book flights to the Reno Tahoe International Airport, which is located 35 miles to the northeast in Reno, Nevada. The Cal-Neva is about a 2 hour drive from Sacramento California, and about a 4 hour drive from San Francisco, CA. So, these later destinations are options for those who would like to rent a car and don't mind driving.

**Getting to and from the Airport:** There is no convenient public transportation from the Reno Tahoe International Airport to Lake Tahoe, and the Cal-Neva Resort does not run a shuttle service. Cab fare is expensive because of the distance. (I have been told that the one-way cab fare between the Reno Tahoe International Airport and the Cal-Neva Resort is about \$100.) Given this situation, the conference organizers have made arrangements to provide fee-for-service transportation for conference attendees who indicate an interest on their registration forms. Of course, renting a car is an alternative for those flying in for the conference.

**If You Desire Significant Ground Transportation Freedom:** Most "North Shore" points of interest around Lake Tahoe are within 15 miles of the Cal-Neva Resort. However, few points of interest are with a reasonable walking distance of the Cal-Neva. The "South Shore," with its larger casinos and big name entertainment, is located on the opposite side of the Lake, about a 45 minute drive from the Cal-Neva. A drive all the way around the Lake takes a couple of hours. If you desire to have the freedom to visit points on the Lake at your choosing, you will want access to a car during your stay. The following auto rental companies should be able to set you up with a car that you can pick up and drop off at the Reno Tahoe International Airport:

Alamo (800) 327-9633    Avis (800) 831-2847    Budget (800) 527-7000  
Dollar (800) 800-4000    Enterprise (800) 736-8222    Hertz (800) 654-3131  
National (800) 227-7368    Resort (800) 289-5343    Thrifty (800) 847-4389

**If You Choose to be Served by a Conference Shuttle:** The conference organizers will rent and staff a number of vehicles, depending upon the interest of conference attendees. The fee for service fares will be set at approximate break even prices, and the drivers will work for tips. With some coordination, we expect to be able to shuttle attendees to and from the airport, as well as to and from other points of interest at quite reasonable fares. (For example, a \$20 round trip airport shuttle fee should be possible if there is enough interest. Similarly, attendees will be able to catch rides to various North Shore locations during lunch time and in the evenings for nominal fees.) If you would like to be served by a conference shuttle, indicate your interest by checking the appropriate box on the conference registration form.

**Tentative Featured Speaker Dinner Menu**

**SABE 2003**

July 31, 2003

6:00PM-8:30PM

**Kings Beach Conference Center**

*"A Touch of Basque"*

Basques came to the western United States from their native areas in Spain and France, primarily to herd sheep. A large number of descendants from the original émigrés still call Nevada home and contribute to the state's cultural diversity with their cuisine and customs. Conference attendees and guests will be able to partake any or all of the items listed below, selected to provide "A Touch of (the) Basque" culture that still permeates Northern Nevada

**Appetizers:**

Spinach Dip with Basque Shepherd Bread and Crudités  
Assortment of French and Spanish Cheeses from the Basque Region  
Assortment of Olives and Vegetables from the Basque Region

**Salads Bar and Accompaniments:**

Assorted Greens with Tomato, Cucumber, Peppers, Artichokes, and Pickled Vegetables  
Freshly Shredded Parmesan Cheese, Crumbled Feta Cheese  
Pine Nuts, Almonds, Walnuts and Assorted Rolls

Available Salad Dressings:

Freshly Prepared Blue Cheese, Ranch, Thousand Island and Basque Garlic Vinaigrette

**Hot Accompaniments:**

Roasted Garlic Mashed Potatoes with Melted Cheese  
Barbequed Basque Shepherd Beans

**Entrees:**

Grilled Salmon with Maple, Garlic and Pepper Glaze  
Roast Leg of Lamb with Red Wine Marinade  
Grilled Tri-Tip

**Wine**

A red selection and a white selection

**Dessert:**

Assortment of Cakes  
Fresh Fruit Platter

**No Host Bar**

A no host bar will also be available so that you may purchase drinks of your choice



### **Optional Tahoe Gal Dinner Cruise SABE 2003**

**The Tahoe Gal:** The Tahoe Gal is replica of a 19<sup>th</sup> Century paddlewheel boat. It sails (launches) out of Tahoe City, which is on the Northwest side of Lake Tahoe, about a 15 minute drive from the Cal-Neva. Lake Tahoe is known for being one of the clearest Lakes in the world. Economists might be interested to know that there are very strict regulations (on development, construction, and use of the Lake) aimed at protecting the clarity of the Lake, but the measurements over time indicate that the Lake is becoming less clear. Nonetheless, Lake Tahoe is a natural wonder, and there is nothing quite like getting out on it. The dinner cruise is about 3 hours in length.



**Cruise Price:** The price of the cruise itself is \$21, and this includes tax. If you want to go on the cruise, the conference organizers will reserve you a spot. The conference organizers will also reserve a place on the cruise for any guests you would like to

take with you. To reserve a place on the optional dinner cruise for yourself and any guests, include on your registration form a \$21 fee in the appropriate slot for each reservation you would like.

**The Dinner:** Because the cruise is a dinner cruise, you will be required to buy dinner. (Thus, the entire cruise experience will cost you more than \$21.) There are a number of entrees offered, and the prices range from \$18 to \$24 per dinner. A gratuity is also expected. If you go on the cruise, you will pay for your dinner and gratuity on the boat. A bar will also be available on the boat where you can purchase drinks as you so choose.

**SABE 2003: CONFERENCE REGISTRATION FORM**

**Personal Information:**

Name: \_\_\_\_\_  
Last First Middle Initial

Institutional Affiliation \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Phone \_\_\_\_\_ FAX \_\_\_\_\_ E-Mail \_\_\_\_\_

**Fees:** (Includes SABE membership renewal for participant and Featured Speaker Dinner for participant)

Early regular registration (Prior to May 1, 2003) \$150 \_\_\_\_\_

Early student registration (Prior to May 1, 2003) 100 \_\_\_\_\_

Late regular registration: (After April 30, 2003) \$175 \_\_\_\_\_

Late student registration: (After April 30, 2003) \$125 \_\_\_\_\_

Optional Tahoe Gal Dinner Cruise (Wednesday, July 28) \$21/person \_\_\_\_\_

Featured Speaker Dinner guest \$30/person (Thursday, July 28) \_\_\_\_\_

Total Fees \_\_\_\_\_

**Ground Transportation Preference:** (Ground Transportation Information for details)

- I will rent a car or arrange for my own transportation while at the conference.
- I would like to be contacted about receiving service from a conference shuttle.

**Payment Method:** You may pay by (1) credit card or (2) check or money order. Please select the payment method you desire. If you desire to pay by credit card, then please provide your credit card number, signature, and date in the spaces provided.

- Please debit my credit card for the amount shown on the Total Fees line.

\_\_\_\_\_  
Credit Card Number Authorizing Signature Date

- I am enclosing a check or money order payable to "SABE 2003" for the amount shown on the Total Fees line.

**Where to Send Registration Form and Payment:** If paying by credit card, please email this form to Mark Pingle at [pingle@unr.edu](mailto:pingle@unr.edu). If paying by check or money order, please mail this registration form with payment to:

Mark Pingle, SABE 2003, Department of Economics, University of Nevada, Reno, Nevada 89557

**Registration Acknowledgment:** Receipt of fees will be acknowledged by e-mail (unless a FAX or regular mail acknowledgement is specifically requested).