

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

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

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Granada SABE Conference July 12-15, 2012

The SABE Conference 2012 will be held in July 12-15 in Granada, Spain. The Organizing Committee (University of Granada) will be very pleased to welcome many SABE members. The website is: <http://www.sabegranada.com/> which contains further information about the conference hotel, how to get there and links to information about the area.

If you need any further information in advance, feel free to contact the local organizing committee: info@granadaworkshop.com. The chairperson of the local committee is Natalia Jimenez (natjj@ugr.es)

The program will include the following social events:

- July 12nd: Opening Lecture and welcome reception
- July 14th: Conference Dinner
- July 15th: Alhambra Guided Visit

The visit to the Alhambra Palace is planned at the afternoon, 18.30hrs under Patronato de la Alhambra confirmation. This takes around three hours.

The conference will feature the following keynote speakers:

- Herbert Simon Lecturer: James Andreoni –University of California San Diego, USA.
- Rosemarie Nagel – ICREA, Universitat Pompeu Fabra, BGSE, Spain.
- Jordi Brands - Universitat Autònoma de Barcelona, Spain.
- Oscar Volij- Ben-Gurion University of the Negev, Israel.

PROGRAM

Thursday, July 12

The student workshop is scheduled for July 12th (morning and evening sessions). Any interested person should contact to Alexis icf-research@hse.ru

18.00 Registration

19.00 Keynote Speaker I (Herbert Simon Lecture)

James Andreoni, UC San Diego

“TBA”

20.30 Welcome Reception

Friday, July 13

9.15-10.15 Special Lectures I

William Neilson, University of Tennessee

“Analogy-Based Expected Utility”

Coralio Ballester, University of Alicante

“Random-Walk-Based Segregation Measures”

10.15 Break

10.30- 11.30 Keynote Speaker II

Rosemarie Nagel, ICREA, Universitat Pompeu Fabra, BGSE

“Just by Guessing in the Lab, Field, fMRI Machine, and Survey: Level of Reasoning, Parallelism-Mixture Models, mPFC-ACC Activity, and Policy Change”

12.00-13.20 Parallel Sessions (13M)

Incentives I (13Ma)

Juan Miguel Benito, Universidad Pública de Navarra

“Incentives to Give-Up Resource Exploitation and Avoid the Tragedy of the Commons”

Mikel Berdud, Universidad Pública de Navarra

“Incentives Beyond the Money and Motivational Capital N Health Care Organizations”

Katharina Hilken, Vrije Universiteit Brussel Fwo Flanders

“Strategic Framing In Contracts - Contracts Under Hidden Action”

Chair: Olivier Armantier, NY Fed

“Framing of Incentives and Effort Provision”

Cognition and Economic Behaviour I (13Mb)

Angela Ambrosino, University of Turin-Gregory Mitchell” s

“Cognitive Legal Theory: New Chances to Modern Law and Economics“

Larissa Batrancea, Babes-Bolyai University, Cluj-Napoca, Romania

“Tax Compliance from Attitude to Behavior: A Validation of the Slippery Slope Model”

Chair: Ritxar Arlegi, Universidad Pública de Navarra

“A Theory of Choice Under Internal Conflict”

Experimental Game Theory I (13Mc)

Holger Rau, University of Düsseldorf

“The Disposition Effect In Individual and Team Investments: Experimental Evidence

Chair: Avishalom Tor, Notre Dame Law School

“The N-Effect in Social Preferences and Strategic Interaction”

Fairness, Reciprocity and Cooperation I (13Md)

Yohei Mitani, Norwegian University of Life Sciences

“Anonymity Versus Mechanism In Voluntary Contributions: An Experimental Evidence”

Paloma Úbeda, Universidad del País Vasco

“Language and Conflict: An Experiment on Cultural Identity and Cooperation”

Kirsten Rohde, Erasmus School of Economics

“Risk and Inequality in a Social Decision Making Experiment”

Serge Blonder, University of Angers

“The fair price of apples: weights or unit?”

Chair: Annika Mueller, Harvard University

“In the Public Eye - Distributional Choices in Rural Malawi under Complete and Incomplete Information”

Uncertain and inter-temporal choices I (13Me)

Moritz Lueck, University of Hamburg

“Information Aggregation with Endogenous Ordering”

Agata Maida, University of the studies of Milano

“Happiness And Well Being: Do They Depend from Measurement Scales and Different Attitude to Risk? The Case of Piamonte (Italy)”

Virginia Rosales, Universidad de Granada

“Digit Ratio and Academic Performance: More Evidence”

Chair: Josefa Tomas, University of Alicante

“Myopic Loss Aversion Under Ignorance. Does it Make a Difference?”

13.20-15.00 Lunch

15.00-16.00 Special Lectures II

Ofer Azar, Ben-Gurion University of the Negev

“Relative Thinking With Substitute Goods: Does It Exist With Real Choices?”

Louis Levy-Garboua, Paris 1 Pantheon-Sorbonne

“Information and Repeated Decisions from Experience Under Risk: An Inquiry Into Bounded Rationality”

16.00-16.30 Coffee Break

16.30-18.10 Parallel Sessions (13T)

Fairness, Reciprocity and Cooperation II (13Ta)

Luca Andriani Birkbeck, College University of London

“Tax Morale and Pro-Social Behaviour: Evidence from a Palestinian Survey”

Sascha Behnk UniversitatJaume I

“An Experimental Study on Subsequent Disclosure in Investor-Consultant Relationships”

Yohanes Eko Riyanto, Nanyang Technological University

“Frame Dependent Preferences for Cooperation: Reward and Punishment in the Prisoner's Dilemma Game”

Chair: Giuseppe Attanasi, Universite Paris 1 Pantheon Sorbonne

“The Behavioral Effects of Social Ties”

Culture, Conflict and Leadership (13Tb)

Alexis Belianin, NRU - Higher School Of Economics

“Corruption and Cooperation Among the Russian Police: An Experimental Study”

Anna Shaleva, University of Alicante

“How Does External Conflict Impact Social Trust? Evidence From the 9/11 Attacks As a Natural Experiment”

Friedrich Heinemann, Zew Mannheim

“Understanding Public Debt Preferences”

GiuseppinaAutiero, University of Salerno

“The Role of Personal and Social Identities in Schooling Choices”

Chair: Heike Hennig-Schmidt, University of Bonn

“Cultural Biases in Bilateral Trust Among Israelis, Palestinians, and Germans”

Beliefs formation and Elicitation /Household Economics (13Tc)

Eli Spiegelman Vanier College/Uqam,

“Bayesian Self-Deception”

Ricardo Serrano-Padial, University of Wisconsin-Madison

“A Case for Belief Heterogeneity In Asset Markets: The Long shot Bias”

Marie Briguglio, University of Malta

“Kerbside Enthusiasm: The Determinants of Voluntary Waste Separation Effort By Households In Malta”

Cristina Vilaplana Prieto , Universidad de Murcia

“Why do Older Parents Provide Economic Support to Adult Children?”

Chair: Olivia Ekert –Jaffe, INED, Paris

“Single Mothers Have a Leisure Premium”

Uncertain and inter-temporal choices II (13Td)

Brishti Guha , Singapore Management University

“Gambling on Genes: Ambiguity Aversion Explains Investment in Sisters’ children”

Youenn Loheac, Esc Bretagne Brest

“Time and Teams: An Experimental Study about Group Inter-Temporal Choice

Francisco Santos, ISPA - Instituto Universitário

“The Influence of Cognitive Factors on the Temporal Orientation of Money: The Obsession with Liquidity”

Najmeh Rezaei, Utrech University

“Menu pricing with referent-dependent variables”

Chair: Hela Maafi, Paris School of Economics

“Preference Reversals and Range Effects”

Field Experiments I (13Te)

Mohamed El-Komi, Durham University

“Bank-Insured Rosca for Microfinance: Experimental Evidence in Poor Egyptian Villages”

Filippos Exadaktylos University of Granada

“On the Use of Students & Volunteers to Measure Social Preferences”

Paul Goddard, University of Lincoln

“Bias for Proximity and Gender in the Voting Patterns of Contestants in the TV Quiz-Show „The Weakest Link“ ”

Marta Maras, Bocconi University

“Making the Headlines: Evidence From a Donation Field Experiment”

Chair: Hugh Schwartz, University of the Republic, Uruguay

“Laboratory Experiments, Field Experiments and Behavioral Economics”

Emotions (13Tf)

Jeremy Celse, LESSAC - Groupe Esc Dijon Bourgogne

“Damaging The Perfect Image of Athletes: How Sport Promotes Envy”

Tarek Jaber-Lopez, Universidad Jaume I

“Blowing The Whistle: An Experiment on the Emotional Consequences of Corruption

Gustav Lundberg, Duquesne University

“The Influence of Emotion on Giving”

Maria Ruiz Martos, Universidad Jaume I

“Music and Behaviour: An Experimental Economics Approach”

Chair: David Pascual-Ezama, Universidad Complutense de Madrid

“Instability Markets, Investment and Emotions”

Saturday, July 14

9.15-10.15 Special Lectures III

Juan D. Moreno-Ternero, Universidad Pablo de Olavide

“A New Axiomatic Approach to the Evaluation of Population Health”

Michael Pickhardt, Brandenburg University of Technology

“Income Tax Evasion Dynamics: Evidence from An Agent-Based Econophysics Model”

10.15 Break

10.30- 11.30 Keynote Speaker III

Jordi Brandts, Universidad Autónoma de Barcelona

“TBA”

12.00-13.20 Parallel Sessions (14M)

Economic Theory (14Ma)

Fehmi Bouguezzi, University of Carthage

“Licensing in Two Asymmetric Spatial Models with an Outsider Patent Holder”

Atom Vardanyan, Armenian State University Of Economics

“A Normative Approach To Economic Rationality Criteria”

Chair: Karen Khachatryan, Stockholm School of Economics

“Overconfidence, Imperfect Competition, and Evolution”

Cognition and Economic Behaviour II (14Mb)

Markus Fels, University of Bonn

“Product Lines, Product Design, and Limited Attention”

Sabine Hugelschafer, University of Konstanz

“The Influence of the Deliberative and Implemental Mindset on Biases in Judgment and Decision Making”

Jacob L. Orquin, Aarhus University

“What You See Is What You Buy: How Saliency and Surface Size of Packaging Elements Affect Attention and Choice”

Chair: Federico Guerrero, University of Nevada Reno

“Does Success Make You Greedy? An Examination of the Impact of Greed on Asset Allocation Decisions”

Experimental Game Theory II (14Mc)

Joakim Ahlberg, Örebro Universitet

“Multi-Unit Common Value Auctions: An Experimental Comparison Between the Static and the Dynamic Uniform Auction”

Armenak Antinyan, University of Venice

“Loss and Altruism: Mutually Exclusive or Exclusively Mutual? Evidence from Loss-Framed Dictator Games”

Volker Benndorf, Heinrich-Heine-University Duesseldorf

“Privacy Concerns and Unraveling in a Lemons Market: An Experiment”

Chair: Luca Corazzini, University of Padua

“Elections and Deceptions”

Growth & Trade (14Md)

Hamid Hosseini, Kings College

“Utilizing Behavioral Economics to Explain and Model Global Trade”

Pellegrino Manfra, The City University New York

“Determinants of Foreign Direct Investment to Eastern and Central European Countries”

Hussein Zeaiter, Lebanese American University (Lau)

“Corruption and Economic Development: Mixed Countries Method”

Chair: Timonen Paivi, National Consumer Research Centre

“Consumer Behaviour in European Market - Trust as Part of Market Performance Indicator”

Generosity and Dictator Giving (14Me)

Julia Blasch, ETH Zurich

“Retail Demand for Voluntary Carbon Offsets - A Choice Experiment Among Swiss Consumers”

Sandro Casal, University of Trento

“Would You Mind If I Get More? An Experimental Study of The Envy Game”

Yohanes Eko Riyanto, Nanyang Technological University

“Category Plan In Charitable Giving: An Experimental Analysis”

Chair: Levent Neyse, Universidad de Granada

“Biological Roots of Giving”

Labour Economics (14Mf)

Nathan Carroll, Universidad de Alicante

“Understanding How Status amongst Peers Affects Performance: A Golfing Natural Experiment”

Vanessa Mertins, University of Trier

“Non-Monetary Awards within Team-Based Compensation: Incentive Effects Vs. Group Selection Effects”

Alvaro Novo, Banco de Portugal

“The Impact of the Minimum Wage on Low-Wage Earners: Employment and Match Evidence”

Chair: Francisco Lagos, Universidad de Granada

“Delegating the Wage Choice in A Multiworker Setting: An Experimental Analysis”

13.20-15.00 Lunch

15.00-16.00 Special Lectures IV

Morris Altman, Victoria University of Wellington

“Oligarchs, Sustainable Rational Inefficiency, and Market Failure”

Gerrit Antonides, Wageningen University

“Time Orientation and Household Financial Management”

16.00-16.30 Coffee Break

16.30-18.10 Parallel Sessions (14T)

Cognition and Economic Behaviour III (14Ta)

Stefania Sitzia, University of East Anglia

“Price Lower and Then Higher or Price Higher and Then Lower?”

Luca Stanca, University of Milan Bicocca

“Asymmetric Perception of Gains Vs Non-Losses And Losses Vs Non-Gains: The Causal Role of Regulatory Focus”

Loussanne C. Barros, Universidade Federal de Minas Gerais

“Money and attitudes: a scale validation in the Brazilian context”

Chair: John Smith, Rutgers-Camden

“Cognitive Load and Strategic Sophistication”

Economics of Time Use and Tax Evasion (14Tb)

Cecile Bazart, LAMETA

“Fairness, Vertical Or Horizontal Inequity And Taxpayer Compliance”

Olivia Ekert-Jaffe, INED, Paris

“How Much Time Is „Left Over“ for Oneself After Domestic and Wage Work? A Comparison Between Dual-Earner Childless Couples and Couples With Children in France and The Uk”

John Cullis, University of Bath

“Do Poachers Make Harsh Gamekeepers? Attitudes to Tax Evasion And Benefit Fraud”

Chair: Marc Willinger, LAMETA

“Tax Evasion: Presumption of Guilt Versus Presumption of Innocence”

Fairness, Reciprocity and Cooperation III (14Tc)

Jonathan Schulz, University of Lausanne

“Collective Action in Norm Enforcement - The Role of Communication”

Lars Schwettmann, Martin-Luther-University Halle-Wittenberg

“My, Your and Our Payoff: Motives When Choosing Allocations”

Giuseppe Danese, CEEL, University of Trento

“Reciprocity, Exchange and Redistribution. An experimental Investigation”

Antonios Proestakis, European Commission, Joint Research Center, Institute for Health and Consumer Protection

“Prize Incentives in Public Good Games. An experimental study in Athens”

Chair: Shinji Teraji, Yamaguchi University

“A Theory of Compliance: Reputation and Punishment”

Experimental Game Theory III (14Td)

Guillaume Hollard, Paris School of Economics

“Do level-0 players really exist? Evidence from experimental games involving step reasoning”

Niall Ohiggins, Università Di Salerno

“Second Mover Advantage and Bertrand Dynamic Competition: An Experiment”

Stefan Penczynski, University of Mannheim

“A Level-K Model of Social Learning”

Ori Weisel, Max Planck Institute of Economics

“Framing Effects in The Inter-Group Prisoner” s Dilemma”

Chair: Krista Jabs Saral, Webster University Geneva

“Multi-Object Auctions With Asymmetric Bidders and Resale: An Experimental Analysis”

Field Experiments II (14Te)

Masahiro Shoji, Seijo University

“Guilt Aversion and Peer Information in Crime: Evidence from Experiment and Survey Data in a Developing Country”

Yossef Tobol, Jerusalem College of Technology (JCT)

“Heuristics in Cognitive Reasoning: A Field Experiment among Israeli Students”

Chair: Martijn Van Den Assem, Erasmus University Rotterdam

“Standing United or Falling Divided? High Stakes Bargaining in a TV Game Show”

Banking and Financial Markets (14Tf)

Doron Kliger, University of Haifa

“Red Light, Green Light: Color Priming in Financial Decisions”

Triki Mohamed Bilel, University of Tunis El Manar

“Financial Liberalization and Banking Crisis: A Spatial Panel Model”

Ovidiu Stoica, AlexandruIoanCuza University of LASI

“An Examination of the Calendar Anomalies on The Romanian Stock Market”

Seong-Min Yoon, Pusan National University

“Weather Effects on Hong Kong and Shenzhen Stock Market Returns”

Chair: Eduardo Maqui, Universidad de Granada

“Trust in Banks: Evidence for the Spanish Financial Crisis”

Gender Economics (14Tg)

Noemi Berlin, Paris 1, Paris School of Economics

“Gender Differences in the Reference Group Neglect: An Experimental Test”

Zhuoqiong Chen, Peking University Hsbc Business School

“Tiger Women of Chinese Universities: An All-Pay Auction Experiment on Gender Signaling of Desire to Win”

Kamila Sharifullina, National Research University - Higher School of Economics

“Gender Differences in Risk Preferences of Children and Adults”

Chair: Fernanda Brollo, University of Alicante

“What Happens When a Woman Wins a Close Election? Evidence from Brazil”

20.30 Conference Dinner

Sunday, July 15

9.15-10.15 Special Lectures V

John Tomer, Manhattan College

“Stemming the Tide of Obesity: What Needs to Happen”

Enrique Fatás, University of East Anglia

“Sacrifice”

10.15 Break

10.30- 11.30 Keynote Speaker IV

Oscar Volij, Ben-Gurion University of the Negev

“TBA”

12.00-13.20 Parallel Sessions (15M)

Cognition and Economic Behaviour IV (15Ma)

Yun Pu, Southwestern University of Finance and Economics

“Pre-Holiday and Pre-Weekend Effects: China’s Evidence on Stock Market Anomaly”

Kavitha Ranganathan, National Institute of Securities Markets

“Measuring Risk Attitudes - An Experimental Approach”

Van Den Assem, Erasmus University Rotterdam

“Risky Choice in The Limelight”

Chair: Melanie Parravano, University East Anglia

“On the Cognitive Foundations of Mixed Strategy Equilibrium Failure in the Lab”

Experimental Game Theory IV (15Mb)

Daniel Cracau, University of Magdeburg Cournot

“Meets Bertrand: An Experimental Study of A Simultaneous Price-Quantity Game

Xavier Del Pozo Somoza, Universidad de Alicante

“An Experiment on Supply Function Competition

Francesco Fallucchi, University of Nottingham

“Information and Over-Dissipation in Rent-Seeking Contests”

Chair: Ciril Bosch, UC Santa Cruz

“That’s How We Roll (Under High Volatility)”

Health Economics (15Mc)

Maria De Paola, Calabria

“More Apples Less Chips? School Fruit Schemes and Junk Food Consumption”

Henry Saffer, National Bureau of Economic Research

“Neuroeconomics and Alcohol Control Policy”

Chair: Hendrik Schmitz, University of Duisburg-Essen

“In Absolute or Relative Terms? How Framing Prices Affects the Consumer Price Sensitivity of Health Plan Choice”

Incentives II/Uncertain and inter-temporal choices III (15Md)

Oleg Shchetinin, Gothenburg University

“Motivated Agents With Career Concerns: Signalling Skills and Organizational Involvement”

Alec Sproten, University of Heidelberg

“Age Differences In The Reaction To Incentives – Do Older People Avoid Competition?”

Charlotte Phelps, Temple University

“Preferences for a Marriage Partner: A Predictor of Wealth”

Chair: Laetitia Placido, Paris 1 & Paris School of Economics, CNRS

“Ambiguity and Compound Risk Attitudes: An Experiment”

Labour Economics and Management (15Me)

Luis Santos-Pinto, University of Lausanne

“Labor Market Signaling And Self-Confidence: Wage Compression And The Gender Pay Gap”

Caroline Wozny, University of Paderborn

“Training In Europe – Are Inequalities Of Opportunities Equal Across Different Countries?”

Brice Corgnet, Chapman University

“Real Effort, Real Leisure And Real-Time Supervision: Incentives and Peer Pressure in Virtual Organizations”

Chair: Roberto Hernan Gonzalez, Universidad de Granada & Chapman University

“Firing Threats in Virtual Organizations: Incentives Effects and Impression Management”

13.20-15.00 Lunch

15.00-16.20 Parallel Sessions (15T)

Incentives III (15Ta)

Emanuela Lezzi, University of East Anglia

“Motivation And Emotions: Effects of Anxiety on Agents” Performance”

Alexander Pepper, London School of Economics and Political Science

“Developing a Behavioral Agency Theory – New Micro-Foundations for Theorizing About Executive Compensation”

Tommaso Reggiani, TSE & U. Bologna

“How Unjust! An Experimental Investigation of Supervisors” Evaluation Errors and Agents’ Incentives”

Chair: Haydee Lugo, Universidad Complutense de Madrid

“An Impure Public Good Model With Lotteries In Large Groups”

Matching and Networks (15Tb)

Paolo Giordani, Luiss "Guido Carli" University

“Strategic Complementarities in the Process of Innovation: Theory and Evidence”

Dunia Lopez Pintado, Pablo de Olavide

“Diffusion and Contagion in Networks With Heterogeneous Agents”

Sherif Salem Queen Mary, University of London

“On The Possibility of Manipulation in Two-Sided Matching”

Chair: Elena Molis, Universidad de Granada

“Experimental results on the Roommate Problem”

Fairness, Reciprocity and Cooperation IV (15Tc)

Michalis Drouvelis, University of Birmingham

“Endogenous Public Goods Institutions: Who Likes To Punish?”

Pierre Garrouste, University Nice - Sophia Antipolis

“Are „Regard By Others” and „Regard For Others” Complements Or Substitutes? An Experimental Investigation in An Ultimatum Game.”

Susanne Mayer, Vienna University of Economics and Business

“Leadership in Collective Actions: The Role of Positive Productivity Spillovers”

Chair: Luis Miller, Universidad del País Vasco

“Individual Notions of Distributive Justice and Relative Economic Status”

Uncertain and inter-temporal choices IV (15Td)

Michela Coppola, Max-Planck-Institut for Social Law and Social Policy

“Risk Attitude Or Risk Attitudes? A Confirmatory Factor Analysis of A Multitrait-Multimethod Matrix”

Kadir Atalay, University of Sydney

“Savings and Prize-Linked Savings Accounts”

Natalia Destefano, University of Sao Paulo (USP)

“Psychophysical Effects of Perception In Intertemporal and Probabilistic Decision Making”

Chair: Joaquim Silvestre, University of California, Davis

“You Want to Elicit Risk Preferences for Lists? Watch Out!”

Management (15Te)

Joaquin Gomez-Minambres, Chapman University

“Goal Setting And Incentives:Critical Evidence From A Real-Effort And Real-Leisure Experiment”

Simon James, University of Exeter Business School

“How Behavioural is The UK Government” s Behavioural Insight Team?”

Sofia Kosheleva, St.Petersburg State University

“Managers` Attitude in Managing The Innovation Activity of the Companies”

Chair: Laura Gomez-Ruiz, Pablo Olavide University

“Improving Team Cooperation in Multiperiod Settings: The Effect of Performance Reports”

Behavioral approaches (15Tf)

Diogo Ferreira, Universidade Federal de Sergipe

“A Behaviouristic Account of Symbolic Motivations in Behavioural Economics”

Imen Khemiri, University of Manar

“Poverty, Development Aid and Altruism”

Ester Jeunon, PUCMG/Faculdades Pedro Leopoldo

“Relatives, Business and Property in a Family Company: A Case Study in Brazil”

Chair: Francisco C. Ribeiro, Faculdade de Tecnologia de Sorocaba

“Economic Aspects of Omnipotence”

16.45 Alhambra Guided Visit

Granada Conference Workshop for Graduate Students

In accordance with the decision of its Assembly in July 2011, SABE is holding a workshop for the PhD students and recent graduates to be held in connection with its Granada conference. The aim of the workshop is to provide an expert advice and feedback to young researchers in the field of behavioural and experimental economics, with special emphasis on problem statement, embedding into the literature and publication strategies. This year's workshop will bring together an excellent panel of resource persons, comprising Rosemarie Nagel, Jordi Brandts, Jim Andreoni, Oscar Volij, Gerrit Antonides, Morris Altman, Louis Levy-Garboua, and about 15 young researchers. We are grateful for the work that Alexis Belianen has put into organizing the workshop.

Full texts of the papers are to be submitted by 11 June for review by the resource persons. The workshop itself will take place in the morning of July 12.

The presenters and their papers are:

Luca Andriani, Birkbeck College, University of London
'Tax morale and pro-social behaviour: evidence from a Palestinian survey'

Armenak Antinyan, University of Venice
'Loss and other-regarding preferences: Mutually exclusive or exclusively mutual? Evidence from loss-framed dictator game'

Noemi Berlin, Paris 1, Paris School of Economics
'Gender differences in the reference group neglect: an experimental test'

Julia Blasch, ETH Zurich
'Retail demand for voluntary carbon offsets – a choice experiment among Swiss consumers'

Marie Briguglio, University of Malta
'Kerbside enthusiasm – the determinants of voluntary recycling behaviour in Malta'

Nathan Carroll, Universidad de Alicante
'Understanding how status amongst peers affects performance: a golfing natural experiment'

Sandro Casal, University of Trento
'Social esteem versus social stigma – an experimental approach to tax compliance'

Daniel Cracau, University of Magdeburg
'Judo economics in the lab'

Francesco Fallucchi, University of Nottingham
'Information and over-dissipation in rent-seeking contests'

Markus Fels, University of Bonn
'Product lines, product design and limited attention'

Joaquin Gomez-Minambres, Chapman University
'The role of (negative) emotions in self-control'

Hong Hann Lin, Peking University HSBC Business School
'Deserving altruism: type preferences in the laboratory'

Vanessa Mertins, University of Trier
'Non-monetary awards within team-based compensation: incentive effects vs. group selection effects.'

Yun Pu, Southwestern University of Finance and Economics
'Pre-holiday and pre-weekend effects: China's evidence on stock market anomaly'

Lucia Marchegiani
'Performance appraisal errors and effort provision motivation'

Wroclaw IAREP conference September 5-8, 2012

The venue is the Department of Economic Psychology of the Warsaw School of Social Sciences and Humanities in Wroclaw (Poland). The conference will be held in Wroclaw - one of the most beautiful cities in Poland (with a great marketplace and a wonderful cathedral). Kahneman lecture will be delivered by Kathleen D. Vohs (University of Minnesota), and other invited speakers are: Helga Dittmar (University of Sussex, United Kingdom), Stephen Lea (University of Exeter, United Kingdom), Boguslaw Pawlowski (University of Wroclaw, Poland).

The local conference organizers are: Tomasz Zaleskiewicz, Agata Gasiorowska, Anna Helka and Jakub Traczyk.

More information about the conference can be found on www.iarep2012.org, and about the city - on <http://www.wroclaw-info.pl/it/view/id/235/lang/EN>.

Atlanta SABE/IAREP/ICABEEP Conference July 2013

The next biannual joint conference for SABE/IAREP/ICABEEP will meet in metro Atlanta during the last week of July 2013. These meetings bring together hundreds of scholars from across the world and disciplines. Our host is the Clayton State University (www.clayton.edu/about). A call for papers and sessions, and specifics on dates, housing, etc. will be announced soon. Stay tuned! We look forward to seeing you in Atlanta.

Meanwhile, we invite you to send us your thoughts, suggestions and the way in which you would want to engage in the organization of this conference. Please let us know if you want to organize session(s), and inform us of *potential tracks* that you find interesting and worthy of being specified and formed under the general theme of this conference. We would like to receive your ideas about the *general theme* as well.

Conference organizers,
Reza Kheirandish: rkheiran@clayton.edu
Shabnam Mousavi: shabnam@jhu.edu

Reno-Tahoe: SABE Conference 2014

Plan to attend SABE 2014, which will be held in the Reno-Tahoe area. Lake Tahoe, which is on the border of Nevada and California, is the number one outdoor tourist destination in the world. So, if you have not yet visited the area, attending the conference may provide a significant non-professional benefit. However, the conference promises to be professionally valuable also. Stay informed as plans for SABE 2014 at Reno-Tahoe develop.

SABE Sessions at EEA2012

The 38th Eastern Economic Association Annual Conference was held at Boston Park Plaza Hotel, Boston, MA, on March 9-11, 2012

SABE Session I: Organizer: Bijou Yang Lester, Drexel University
Chair: Charlotte D. Phelps, Temple University

Theme: “Foraging and Marriage, Institutions and Culturally-Based Prior Beliefs in Entrepreneurship, and Heterogeneity in Bounded Rationality”

1. “Foraging in the Marriage Market?”

Donald Hantula, Temple University, hantula@temple.edu

Charlotte D. Phelps, Temple University, cdphelps@temple.edu

2. “Entrepreneurship: How Important Are Institutions and Culturally-Based Prior Beliefs?”

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

Gabriele Ruiu, University of Cassino, gabrieleruiu@gmail.com

3. “Heterogeneity in Boundedly Rational Traders? Results from Double Auction Experiments”

Shu-Heng Chen, National Chengchi University, Taiwan, chen.shuheng@gmail.com

Chung-Ching Ta, Tunghai University, Taiwan, chungching.tai@gmail.com

Lee-Xieng Yang, National Chengchi University, Taiwan, lxyang@gmail.com

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

Ofer Azar

On behalf of the ICABEEP Executive Committee, I am happy to report some recent news about IAREP-SABE-ICABEEP sponsored activities. The sponsorship of these activities was made possible due to the decision of IAREP and SABE to allocate money for such joint activities, and I hope that this fruitful cooperation will continue and the General Assemblies of IAREP and SABE will continue to provide annual funding for joint activities.

A couple of such jointly-sponsored workshops have been organized recently. On March 23, 2012, a workshop on "Youth Worklessness: Bridging Academic Research and Policy Practice" took place in the University of Greenwich, UK, organized by Riccardo De Vita, Gabriella Cagliesi and Denise Hawkes. A few weeks later, in early May, the Bay Area Behavioral and Experimental Economics Workshop was organized in Santa Clara University in California, by John Ifcher and Homa Zarghamee.

Several additional joint activities are scheduled to take place in the next few months. In early July a summer school on theories in environmental and economic psychology will be held in Aarhus, Denmark. In October, the "Ambiguity in the Economy and in Economics" workshop will be organized in Nijmegen, The Netherlands, and in November, the international scientific conference "Economic psychology in the modern world" will be held in Moscow.

For 2013, we have plans for a joint IAREP-SABE-ICABEEP conference in Atlanta, organized by Shabnam Mousavi and Reza Kheirandish.

You can find additional information about ICABEEP and its activities at

http://www.iarep.org/ICABEEP_activities.htm and <http://www.iarep.org/ICABEEP.htm> . I hope that you will find interest in these activities.

I want to thank the other members of ICABEEP Executive Committee (Gerrit Antonides, Vera Rita de Mello Ferreira, Louis Lévy-Garboua, Charlotte Phelps and Gideon Yaniv) for their help in general and in particular in reviewing the proposals we received for funding.

Reports from Country Representatives

Report from Brazil contributed by:

Country Representatives: Bruno Vio and Flavia Possas

Since 2006, Brazilian economists, psychologists and other professionals meet every month to discuss the advances in behavioural economics and economic psychology. The meetings take place in São Paulo, always on the first Monday and Wednesday of the month. The study group agenda for 2012 includes a discussion of Richard Thaler and Cass Sunstein book *Nudge*, and how it can be applied to the Brazilian financial system, and a debate over Kahneman's new book, *Thinking, Fast and Slow*. For more information, please contact brnvio@gmail.com

Report from Germany contributed by:
Country Representative: Christian Cordes

The Theory of Multinational Enterprises (MNEs) – A Behaviorally Inspired Research Agenda

Christian Cordes

University of Bremen

Our research focus on MNEs

Starting from our previous work on *evolving business cultures* and *organizational change* (see below for some articles in this field), we apply formal models of, for example, cultural learning and organizational competition, to better understand phenomena in the field of Multinational Enterprises (MNEs). Currently, our research agenda covers the following topics:

- By applying *models of cultural evolution*, we research corporate cultures at different levels of analysis and relate our findings to MNEs. On a firm-level, organizations evolve idiosyncratic firm cultures that are influenced by organizational size, learning and socialization dynamics based on, for example, role models such as the entrepreneur, and general settings at the national or regional level. MNEs that comprise organizational subunits stemming from different countries or regions thus face several challenges: while enjoying scale- and transaction cost-related advantages, they might face increased transaction costs due to *cultural distance* between their constituent parts. This is a tradeoff MNEs have to resolve. One way to do so would be to increase cultural homogeneity within the MNE through the governance of ongoing socialization processes. This might, however, come at a cost: a certain degree of cultural variety may enrich organizational creativity and enhance employees' motivation. Our approach offers some new insights into these issues.
- Organizational developments of the kind described above *coevolve with the firm's business environment*, which is another aspect of our formal modeling endeavors. Nascent, turbulent market environments require another kind of corporate culture than more mature business environments with a higher share of routine tasks. This observation affects the relative competitiveness of MNEs as compared to specialized, small manufactures and influences their organizational structure and managerial strategy.
- In any case, our analysis of evolving business cultures in MNEs is based on a *naturalistic approach* that provides a behaviorally enriched theory of the firm. It draws on insights from other disciplines, such as psychology, anthropology, and sociology among others. Furthermore, it is argued that one reason why firms exist is because they are suitable organizations within which cooperative corporate cultures based on human social predispositions can evolve. Formal models then show how the biased transmission of cultural contents via social learning processes within the firm influence employees' behavior and the performance of the firm. These thoughts include MNEs as conglomerates of organizational divisions with idiosyncratic cultures and as coordinated, cooperative networks.
- For further details on the work of the research group on processes of transnationalization, especially MNEs, at the Center for Transnational Studies (ZenTra), jointly run by the Universities of Bremen and Oldenburg, please visit <http://www.zen-tra.de/>.

Working papers on MNEs:

- “Cultural Distance, Socialization Dynamics, and Governance Structures: Further Challenges for the Modern Corporation” (together with Sarianna Lundan and Georg Schwesinger).
- “Cultural Distance and the Multinational Enterprise” (together with Sarianna Lundan and Georg Schwesinger).
- “The Pace of Innovation and the Existence of Multinational Enterprises” (together with Sarianna Lundan and Georg Schwesinger).

Previous work on evolving corporate cultures:

- Cordes, C., Richerson, P.J. and Schwesinger, G. (2011): “A Corporation’s Culture as an Impetus for Spinoffs and a Driving Force of Industry Evolution”, *Papers on Economics & Evolution*, #1111.
- Cordes, C., Richerson, P.J., McElreath, R. and Strimling, P. (2011): "How Does Opportunistic Behavior Influence Firm Size? An Evolutionary Approach to Organizational Behavior", *Journal of Institutional Economics* 7(1): 1-21.
- Cordes, C., Richerson, P.J. and Schwesinger, G. (2010): "How Corporate Cultures Coevolve with the Business Environment: The Case of Firm Growth Crises and Industry Evolution", *Journal of Economic Behavior & Organization* 76(3): 465-480.
- Cordes, C., Richerson, P.J., McElreath, R. and Strimling, P. (2008): "A Naturalistic Approach to the Theory of the Firm: The Role of Cooperation and Cultural Evolution", *Journal of Economic Behavior & Organization* 68(1): 125-139.
- Cordes, C. (2007): "The Role of ‘Instincts’ in the Development of Corporate Cultures", *Journal of Economic Issues* 41(3): 747-764.

Report from Russia contributed by:

Country Representative: Alexis Belianen

The main SABE-related news is that I have been working on the training workshop for PhD students and young researchers at the forthcoming SABE conference in Granada. Further details can be found on page 14 above.

Report from the UK contributed by:

Country Representative: Simon James

The Behavioural Insights Team (BIT) was set up in July 2010 with the aim of helping the new UK Government develop and apply lessons from behavioural economics and behavioural science to public policy making. This was the result of the Conservative Party’s increasing interest in the approach of behavioural economics. For example, the 2008 book *Nudge* by Thaler and Sunstein became ‘required reading’ on a 2008 summer reading list for Conservative Members of Parliament. Apparently this was because Thaler and Sunstein argue that sometimes people need a gentle push to do the right thing, a view seemingly consistent with the Conservative Party’s tax and welfare policies. For this reason the Behavioural Insights Team is often known as the ‘nudge unit’. It is charged with increasing understanding of behavioural approaches as well as developing specific policies. Its first projects have included initiatives in health. It has been estimated that over half of all years of healthy life lost are as a result of behavioural factors such as smoking, diet and alcohol – and therefore there may be

considerable scope for improving health by using behavioural policies The Unit has also examined areas such as consumer empowerment, tax and the environment.

Report from Uruguay contributed by:
Country Representative: Hugh Schwartz

Hugh Schwartz gave a talk at the University of the Republic entitled "Laboratory Experiments, Field Experiments and Behavioral Economics" in April 2012. Among the 20 or so who attended were two microeconomists who are on the panel for paper selection for this year's SABE conference and a macroeconomist who has long shown an interest in behavioral economics.

Hugh introduced behavioral economics to Uruguay in the early-to-mid 1990s when he taught a course in Industrial Organization, and gave talks there on the subject in three of the universities in 1995, 1998, 2004, once as part of a course in micro theory. In addition, he offered a course in behavioral economics in 2006 to a small group. One of the participants is now completing a PhD in economics, writing a thesis dealing with theoretical considerations of heuristics in economics and psychology and involving classroom experiments. A course on Experimental Economics is planned in the University of the Republic for 2012-2013, to be given by a Uruguyan. Behavioral economics is also receiving attention at the fourth university, both at an introductory level and in advanced courses, where one economist is becoming internationally known for his dissenting articles to the generally accepted conclusions about overconfidence. Also, talks Hugh gave in the Federal University of Parana in Curitiba, Brazil, led a professor there (later, a professor at the Getulio Vargas School of Business Administration in Sao Paulo) to deal with behavioral economics in his course in micro theory, and one of his students took a PhD in the US and teaches at present in a university in the US.

New Graduate Specialisation in Neuroeconomics at Maastricht

A new specialisation in neuroeconomics has been launched by The Faculties of Psychology and Neuroscience, Health, Medicine and Life Sciences and the School of Business and Economics at Maastricht University. This research masters degree in cognitive and clinical neuroscience at Maastricht is a two-year, selective, internationally oriented programme taught in English and designed for excellent students who wish to continue their graduate studies in preparation for a career in research. For further information visit the website at <http://www.maastrichtuniversity.nl/web/Researchmaster-psychology/ResearchMasterInCognitiveAndClinicalNeuroscience/Specialisations/Neuroeconomics.htm> or email E-mail: masterinfo-fpn@maastrichtuniversity.nl

Research Studentships at the University of Trento

Applications are invited for 6 PhD fulltime research studentships within the Department of Cognitive Sciences and Education at the University of Trento (Italy) for a period of three years as follows:

- 5 studentships financed by the University of Trento for which the topics of study have not been predetermined, but selection of applicants will be subject to the availability of appropriate supervision. Therefore applicants are advised to contact potential supervisors in the Department or the Head of the PhD School before submitting an application. Information on staff research activities may be obtained from the departmental website: <http://www.unitn.it/discof>.

- 1 studentship financed by the Fondazione Bruno Kessler on the research topic "Informed consumer choice". In this case the candidate will be evaluated for the specific competence in this topic. Informal inquiries to nicolao.bonini@unitn.it

All the studentships provide a payment of an annual stipend of 13,638.47 euros plus tuition fees.

Requirements:

Applicants should have a good University degree (e.g., BA, MSc), and preferably postgraduate experience or qualifications relevant to research. Applicants are expected to submit a research proposal (no longer than 4,400 words) with the application form. Interviews will be held in September for applicants who are short-listed.

How to apply:

The application, together with all the attachments required, must be submitted online at the University of Trento using the following link <http://www5.unitn.it/Apply/en/Web/Home/dott>.

The application must be definitely and positively closed by the 30th August 2012 at 04.00 p.m. Italian time.

For further information about these PhD studentships and the rules to follow in the applications see: <http://www.unitn.it/en/drspf>.

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

Portugal: Francisco Garcia dos Santos

Russia: Alexis Belianen; Higher School of Economics

Taiwan: Shu-Heng Chen

Uruguay: Hugh Schwartz

UK: Simon James

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

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Ofer Azar President-elect
John Tomer, Executive Director
John Smith, Treasurer
Shabnam Mousavi, Secretary
Simon James, Editor of the Newsletter
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Shoshana Grossbard
Ewa Gucwa-Lesney
Gary Lynne
Charlotte Phelps
Mark Pingle
Amnon Rappoport
Jean-Robert Tyran
Bijou Yang Lester

Retiring Members of the SABE Board: Bijou Lester and Gary Lynne

Two long serving members of the Board are not standing for re-election this time : Bijou Lester and Gary Lynne.

Bijou joined with John Tomer and Morris Altman at the ASSA annual meeting in 1992 to re-launch SABE and served as Treasurer. In that role Bijou did much to strengthen SABE's fiscal position and also organized the first joint meeting of SABE with IAREP at Drexel University in 2004. Later, at the joint meeting in Paris organized by Louis and Christine in 2006, Bijou was elected as SABE President. She also played a major role in establishing SABE as a member in ASSA.

Gary Lynne served as the Secretary during the period 2000-2010, and has been helping the transition since 2010, which now seems to be complete. During that time Gary and his support staff at the University of Nebraska also instituted the SABE Members Listserv and SABE Board Members Listserv. They also undertook the considerable amount of work involved in running SABE elections.

Both Bijou and Gary are continuing active participation in SABE. It has been a pleasure working with them and we are very grateful for their extensive service over a long period.

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.

The Newsletter and Mailing List

If you have a change of email address please let Shabnam Modarres Mousavi know at smousavi@gsu.edu.