

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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From the President's Chair

The SABE-IAREP-ICABEEP conference in Atlanta is getting close, and promises to be an excellent conference, with the impressive list of keynote speakers and the research that will be presented by SABE and IAREP members. I am sure the preparations keep Shabnam Mousavi and Reza Kheirandish very busy and on behalf of SABE and ICABEEP I want to express my gratitude to them for doing all this work so that we can all meet, present our latest research, get some feedback, and listen to the interesting research that others are doing. With the great help of Morris Altman and Elizabeth Searing we are also going to have workshops that will help new researchers get feedback on their research and know more about how to get their papers published.

I want to thank Mark Pingle for compiling a list of honorable SABE members, according to some criteria that were adopted by the SABE Board. The list will be posted on SABE website and helps to recognize and honor those who contributed a lot to SABE growth and success. Also, as you know, Mark is organizing the SABE conference in 2014 in Nevada and I want to thank him for doing this as well. I look forward to seeing many of you in Atlanta in July.

Yours,
Ofer Azar
SABE President

Atlanta SABE/IAREP/ICABEEP 2013 Conference: Bringing Economics and Psychology together in the Wake of the Financial Crisis

The Society for the Advancement of Behavioral Economics (SABE), the International Association for Research in Economics & Psychology (IAREP), and the International Confederation for the Advancement of Behavioral Economics and Economic Psychology (ICABEEP) invite you to join their next international interdisciplinary conference in Atlanta, July 25-29, 2013:

This conference is the largest gathering of scholars with interest in Economic Psychology and Behavioral Economics.

PLENARY SPEAKERS:

James Cox - Director, Experimental Economics Center, Georgia State University
Theory and Experiment for Homo Reciprocans

Glenn Harrison - Director, Center for the Economic Analysis of Risk, Georgia State University
Behavioral Econometrics: the Good, the Bad and the Ugly

David Laibson - Harvard University (Kahneman Lecture)
How to Design a Commitment Contract

Amnon Rapoport - University of Arizona (Herbert Simon Lecture)
Behavioral Traffic Flow in Congestible Networks

Find more information, CFP and registration on the conference website:

<http://www.clayton.edu/2013-sabe-iarep-icabeep-conference>

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.

Mark Pingle

Note from the Editor: We had a tremendous SABE conference at Reno-Tahoe in 2003 - very well organized by Mark Pingle and his colleagues – and I am sure the 2014 conference will also be well worth attending.

The Journal of Socio-Economics: A note from the incoming Editor

A few months ago I took over as the Editor of the *Journal of Socio-Economics* and I want to encourage SABE members to submit their best research to the journal. The journal has a particular interest in behavioral economics and related fields (such as economic psychology, experimental economics, socio-economics, and judgment and decision making) so it fits much of the research done by SABE members. The former Editor, Morris Altman, has brought the journal to be one of the top journals in the field, as reflected in a ranking published a few years ago (Azar, 2007)¹, which showed that the *Journal of Socio-Economics* is one of the top three journals in the fields of behavioral economics and socio-economics, together with two other Elsevier journals, the *Journal of Economic Behavior and Organization*, and the *Journal of Economic Psychology*. An examination of the SCImago 2-year impact factor shows that the *Journal of Socio-Economics* is above good journals such as the *Canadian Journal of Economics*, *Journal of Macroeconomics*, *Economic Theory*, *Theory and Decision*, *BE Journal of Economic Analysis and Policy*, *Scandinavian Journal of Economics*, *Economics Letters*, *Journal of Mathematical Economics*, and many others. More details on the journal performance and comparison to other journals appear in an item that was published in the journal recently, in Volume 42. Another item in the same volume describes in more detail my plans for the journal, the review process, etc. Both items have open access, and are also currently posted on the journal's homepage (<http://www.journals.elsevier.com/journal-of-socio-economics/>) under News.

I plan to further improve the journal's quality and impact. The excellent list of Associate Editors and Editorial Board members reflects on this intention, and I am grateful to them for their tremendous help in editing the journal. The number of submissions in 2013 is currently at a rate that is about twice what it used to be in previous years, and this is encouraging and will help us publish the best research and improve the journal's impact. We also strive to give authors good and quick service, and provide a first response on almost all submissions within three months.

I look forward to seeing your submissions, and welcome also comments and ideas you may have.

Ofer Azar
Editor, *Journal of Socio-Economics*

¹ Azar, Ofer H. (2007), "Behavioral Economics and Socio-Economics Journals: A Citation-Based Ranking," *Journal of Socio-Economics*, 36(3), 451-462.

SABE Session at ASSA San Diego, 2013

A SABE-sponsored session entitled "Common-pool Resource Dilemmas -- Current Perspectives" was held at the 2013 Annual Meeting of the Allied Social Science Association, San Diego, CA, on January 4th, 2013.

The session was held in memorial of Elinor Ostrom who passed away on June 2012.

Presenters (in bold) and titles:

Presiding: Amnon Rapoport, University of California Riverside.

1. **Botelho, Anabela**, Dinar, Ariel, Pinto, Ligia, and Rapoport Amnon. "*Time and Uncertainty in Resource Dilemmas: Equilibrium Solutions and Experimental Results.*"
2. **Cox, James**, Ostrom, Elinor, Sadiraj, Vjolica, and Walker, James. "*Provision vs. Appropriation in Symmetric and Asymmetric Social Dilemmas.*"
3. **Janssen, Marco**, Rollins, Nathan, Baggio, Jacopo, and Ibarra, Irene. "*How One Uses the Position of Power in Asymmetric Common Dilemmas?*"
4. **Lindhal, Therese**, Crepin, Anne-Sophie, and Schill, Caroline. "*Managing Resources with Potential Regime Shifts: Using Experiments to Explore Social-Ecological Linkages in Common Resource Systems.*"

The session (from 2:30 to 4:30) has been well attended. The room included 30-40 seats; all have been occupied. The session has proceeded smoothly, with four excellent presentations and lively discussions.

Critical for the success of such sessions is the choice of a suitable topic for the session and, more importantly, reputable speakers.

Best wishes
Amnon Rapoport

The First Conference of the Herbert Simon Society

John Tomer, Shabnam Mousavi, and John Smith attended the first Conference of the Herbert Simon Society. It took place in New York City during April 8-10, 2013. It was held at both the Italian Cultural Institute and the Italian Academy for Advanced Studies in America. The Conference was entitled "Bounded Rationality Updated." It was truly an interdisciplinary conference in the tradition of polymath Herbert Simon. Featured speakers included Gerd Gigerenzer and Joseph Stiglitz.

Minds, Models and Milieux

Commemorating the Centenary of Herbert Simon's Birth

Edited by

Roger Frantz (San Diego State University)

and

Leslie Marsh (University of British Columbia)

Call for Papers

Herbert Simon (June 15, 1916 – February 9, 2001) was a polymath of the highest order, making significant contributions to sociology, political science, behavioral economics, epistemology, cognitive science, public administration, economics, organization theory and complexity studies. With ever narrowing specialization we may never (at least in our lifetime) see another intellect as genuinely polymathic as Simon.

We take the view that Simon's lifelong project is analogous to Adam Smith in the sense that just as Smith wrote about both Man's inner life (*Theory of Moral Sentiments*) and his outer life (*Wealth of Nations*) so too did Simon in many of his publications. Our book will include chapters on Simon's theory of mind, theory of rationality and his work on organizations and markets (the latter connoted by *milieux* of our tripartite title). We welcome proposals on all aspects of Simon's work, be it his contribution to a single topic, a single field, or his interdisciplinary influence. Papers should include some - as long or as short as best befits your paper - historical perspective on Simon's writings. What was the conventional wisdom on your paper's topic when Simon undertook his research; what was Simon's contribution to the topic and how did the change the conventional wisdom, if at all, and; how has his work influenced research in the field. Chapters dealing with some neglected aspect of Simon's legacy would be welcome as well.

The deadline for sending a proposal is July 1, 2013. We anticipate having the book published in 2016, the centenary of Simon's birth.

Workshop in Applied Behavioral Economics and Decision Theory

A workshop in applied behavioral economics and decision theory is taking place as part of the International Conference and Administration, ICEA, 2013 organised by the Faculty of Business and Administration within the University of Bucharest. The conference aims at bringing together researchers, scientists, engineers, and scholar students in all areas of Economics and Administration, and providing an international forum for the dissemination of original research results which concentrate on both theory and practice. The conference will take place on June 7-8, 2013. For enquiries, do not hesitate to contact the conference manager, Professor Dr. Elena Druica, at elenadruica@yahoo.com or druica_e@faa.ro. The speakers and titles for the Workshop in Applied Behavioral Economics and Decision Theory are:

Simon James, University of Exeter Business School, United Kingdom

The Importance of Fairness in Tax Policy: Behavioral Economics and the UK Experience

David Stefan Bathory, Psy.D. Bathory International LLC Somerville New Jersey USA

Relational Dynamics and Health Economics: Resurrecting Healing

Jacky Mathonnat, Centre d'Etudes et de Recherches sur le Développement International, Université d'Auvergne, *Old and New Economic Challenges for the French Health System*

Shailee Pradhan, University of St. Gallen, Switzerland

Financial Literacy and its Impact on Microinsurance Demand

Cristian Buzatu, Babes-Bolyai University, Cluj Napoca

The Influence of Behavioural Factors on Insurance Decisions in the Romanian market

Roxana Adam, Viorel Cornescu, University of Bucharest

The Reality of the Resistance to Innovation in the Marketplace

Rodica Ianole, University of Bucharest, *Mental representations of the saving process*

Agnes Virlics, Lucian Blaga University, Sibiu, Romania

Emotions and Decision Making

Michael Möcker, Fern Universität in Hagen, *Commitment Devices: Nice or Mean Means*

Maurice Codourey, President Scaph, Swiss Communication and Marketing Association of Public Health *Pushed Gossip & Viral Effects in Healthcare Marketing*

Catarina Roseta-Palma, Ricardo Correia, Instituto Universitário de Lisboa, Portugal

Nonlinear pricing with loss aversion

Justus J. H. P. Timmers, Vishal George, University of Warwick

Does informing groups of peer progress make groups succeed?: Evaluating a social norms nudge in the public goods game

Exeter Prize for Research in Experimental Economics, Decision Theory and Behavioral Economics

The University of Exeter Business School will award a prize of £3,000 for the most outstanding article published in a refereed journal in 2012 from the following fields:

- Experimental Economics
- Decision Theory
- Behavioral Economics

In addition to the £3000 prize, the author or representative from the authors of the winning paper will be invited to present that paper and related research at the University of Exeter in October 2013.

We would like to invite you to nominate a paper. To qualify it must be published in 2012 and in one of the above-mentioned fields. The date must be the in-print date rather than the on-line date. You may send the nomination via an email to the following address: feelmail@exeter.ac.uk. Please write 'Exeter Prize Nomination' in the subject field. Note that you are allowed to nominate your own papers.

We will generate a shortlist of papers from the nominations. The shortlist will be evaluated by a panel, who will then decide the winner. This year our panel consists of:

- Itzhak Gilboa (Tel Aviv University and HEC, Paris)
- Glenn Harrison (Georgia State University)
- Shmuel Zamir (Hebrew University)

The deadline for submitting a nomination is May 31, 2013. The winner will be announced in August 2013.

The winner of the 2012 Exeter Prize was “Transitivity of Preferences” by [Michel Regenwetter](#), [Jason Dana](#) and [Clinton P. Davis-Stober](#), published in *Psychological Review*.

The four other finalists were:

“Performance Pay and Multidimensional Sorting: Productivity, Preferences and Gender” by Thomas Dohmen and Armin Falk published in *American Economic Review*.

“Is Tiger Woods Loss Averse? Persistent Bias in the Face of Experience, Competition, and High Stakes” by Devin Pope and Maurice Schweitzer published in the *American Economic Review*.

“Judicial In-Group Bias in the Shadow of Terrorism” by Moses Shayo and Asaf Zussman published in the *Quarterly Journal of Economics*.

“Axiomatic Foundations of Multiplier Preferences” by Tomasz Strzalecki published in *Econometrica*.

Sincerely,
Miguel Fonseca
Todd Kaplan
Eva Poen

Research Master in Cognitive and Clinical Neuroscience, Maastricht University Specialization in Neuroeconomics

The **Research Master in Neuroeconomics** at **Maastricht University** is a two-year, selective, internationally oriented and English taught program designed for excellent students who wish to continue their graduate studies in preparation for a career in research.

The Research Master in Neuroeconomics is a truly interdisciplinary endeavor and jointly organized by the Faculty of Psychology and Neuroscience (FPN) and the Economics Departments of the School of Business and Economics (SBE). Students will follow courses at SBE as well as FPN and will receive an in-depth training in quantitative theoretical and empirical methods in economics, game theory, and cognitive neuroscience as well as extensive hands-on training in all aspects of experimental and neuroimaging research. The program combines methodological training with theoretical and experimental approaches from economics, psychology, and neuroscience to study human decisions in all its aspects.

Excellent research internship opportunities will be offered at Maastricht University as well as at prestigious universities and institutions in Europe and North-America.

More information is available at: <www.neuroeconomics.nl> or
<www.maastrichtuniversity.nl/fpn/researchmaster>

Arno Riedl
Professor of Economics, Maastricht University
<http://www.personeel.unimaas.nl/A.Riedl/>

List of Honorable SABE Members

The SABE Board decided to compile a list of Honorable SABE Members, recognizing the contribution to SABE of various people over the years. The list will be posted on the SABE website. The criteria for inclusion are the following:

- (1) All those who served as SABE Presidents;
- (2) All those who served as Treasurers, Secretaries, Newsletter Editors, or Website Managers for at least four years; and
- (3) All those who served on SABE Board for at least ten years.

For those who qualify, contributions in one of the following roles are also recognized:

1. Organizing the annual conference of SABE or SABE/IAREP.
2. Serving as a SABE representative on the ICABEEP Executive Committee.
3. Serving as a Country Representative of SABE.

Here is the tentative list of honorable SABE members. Please contact Mark Pingle pingle@unr.edu if you have additional information or suggested edits to this list.

Honorable SABE members

Morris Altman: President 2003-2006; Newsletter Editor 1992-2001; Organizer of SABE-IAREP Halifax 2009; SABE Board 1992-2014; Co-Founder of the resuscitated SABE in 1992.

Gerrit Antonides: SABE Board 1998-2016; Organizer of the 1994 annual conference; ICABEEP Executive Committee 2010-2014.

Ofer Azar: President 2012-2014; SABE Board 2006-2014; ICABEEP Executive Committee 2009-2014; Country Representative for Israel 2009-current.

Rodger Frantz: Executive Director 1983-1987; Co-Organizer of SABE San Diego 1988; Co-Organizer of SABE San Diego 2010.

Shoshana Grossbard: Co-Founder of SABE in 1982; SABE Board 1982-2014.

Louis Levy-Garboua: President 2010-2012; SABE Board 2000-2014; Co-Organizer of the 2006 annual conference in Paris (joint with IAREP); ICABEEP Executive Committee 2008-2012.

Simon James: Newsletter Editor 2002-2013; SABE Board 2000-2013; UK Representative 2000-2013.

Ewa Gucwa-Lesny: SABE Board 1999-2012; Country representative for Poland 1999-2012.

Gary Lynne: SABE Secretary 2000-2010; SABE Board 2000-2012.

Shlomo Maital: Co-Founder of SABE in 1982; Co-Founder of the resuscitated SABE in 1992; Organizer of third annual SABE Conference at Kibbutz Shefayim (North of Tel Aviv) 1986.

Charlotte Phelps: SABE Board 1998-2014; ICABEEP Executive Committee 2010-2014

Mark Pingle: President 2008-2010; Organizer of SABE Lake Tahoe 2003; SABE Board 2003-2016; SABE conference organizer 2014.

John Tomer: Co-founder of SABE in 1982; President 1992-2003; Executive Director 2003-2013; SABE Board 1982-2013. Co-Founder of the resuscitated SABE in 1992.

Bijou Yang-Lester: President 2006-2008; Treasurer 1992-2010; Eastern Representative U.S.A. 2007-2011; Co-Founder of the resuscitated SABE in 1992; SABE Board 1992-2012; Organizer of SABE-IAREP conference in Philadelphia 2004.

Co-Founders who are not mentioned above

George Akerlof: Co-founder of SABE in 1982; SABE Board 1982-1988.

Richard Curtin: Co-Founder of SABE in 1982; SABE Board 1982-1988.

Benny Gilad: Co-Founder of SABE in 1982; Executive Director 1982.

Thomas Juster: Co-Founder of SABE in 1982; SABE Board 1982-1988.

Harvey Leibenstein: Co-Founder of SABE in 1982; SABE Board 1982-1988.

Fred van Raaij: Co-Founder of SABE in 1982; SABE Board 1982-1988.

Harold Shapiro: Co-Founder of SABE in 1982; SABE Board 1982-1988.

Herbert Simon: Co-Founder of SABE in 1982; SABE Board 1982-1988.

Richard Thaler: Co-Founder of SABE in 1982; SABE Board 1982-1988.

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 New South Wales

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

SABE Board and Executive Committee (following the elections in December 2012)

Executive Committee

President (2012-2014): Ofer Azar

President-elect: Gerrit Antonides

Secretary: Shabnam Mousavi

Treasurer: John Smith

Newsletter Editor: Simon James

Webmaster: Reza Kheirandish

Board Members (2010-2014)

Morris Altman

Ofer Azar

Gary Charness

Nathan Berg

Simon Gachter

Shoshana Grossbard

Louis Lévy-Garboua

Charlotte Phelps

Amnon Rappoport

Board Members (2012-2016)

Gerrit Antonides

Alexis Belianin

Pablo Branas-Garza

Christian Cordes

Angela de Oliveira

Roger Frantz

Cornelia Ohl

Mark Pingle

Jean-Robert Tyran

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.