

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: <http://www.sabeonline.org>

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Contributions for the next issue are very welcome – email: attanasi@unistra.fr

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As editor of the SABE newsletter, let me emphasize the invitation above for more contributions. They would be very welcome and can be sent to me at attanasi@unistra.fr.

Giuseppe Attanasi

SABE Country Representatives

SABE Country Representatives are SABE members whom you can contact so as to obtain information about SABE activities in your Region and/or to organize activities within SABE and/or with the support of SABE in your Region. The current SABE Country Representatives are:

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US (Western Region and WEAI Coordination): [John Ifcher](#) (Santa Clara University)

US (AAEA-IBES Coordination): [Gary D. Lynne](#) (University of Nebraska-Lincoln)

Venezuela: [Klaus Jaffe](#) (Universidad Simón Bolívar, Caracas)

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SABE President Communication

From the President's Chair

Dear SABERs,

Looking back at the past year, the obvious highlight was the joint IAREP-SABE conference in beautiful Sibiu, Romania, organized by Eugen Iordanescu and his team. This conference was really great, including fantastic keynotes, well-organized workshop for young researchers and getting published workshop, and student paper prize. The social program was very interesting, including a visit to an open air museum with music and dancing, and a very creative boat trip. There was an entire army of student helpers, who had organized a photo exhibition of famous people in behavioural economics/economic psychology, including two of the keynote speakers of the 2016 conference (the students were not aware of this!). This was a great and memorable event.

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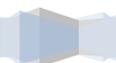
The SABE board member elections yielded fresh blood on the board. Once again, welcome to Sabrina, Michelle, Behnud, Gigi, and Christian! SABE has made plans for future conferences up to 2018, showing the healthy state of the organization. Also, Roger Franz will organize a session in honour of Herbert Simon at EAE/ASSA, San Francisco, January 4, 2016. More information is included in this newsletter. Furthermore, we invite you all to submit a proposal to ICABEEP for organizing a summer school (see the last section of this newsletter).

Last but not least, I am looking forward to seeing many of you in Wageningen, The Netherlands, July 2016, where we will organize our next SABE-IAREP conference. Let me finish by wishing you happy end-of-year holidays.

Gerrit Antonides

SABE President

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SABE / IAREP Conference 2016

Behavioural Insights in Research and Policy Making 8 - 10 July 2016, Wageningen, the Netherlands



The conference program includes oral and poster presentations, early researcher workshop, and a getting published workshop

You are invited to submit an extended abstract (max 1000 words) before **15 February 2016**

Authors of accepted abstracts will be notified by **15 March 2016**

The full paper submission and registration deadline is **1 May 2016**

Details on abstract and paper submission can be found on the conference website

Keynote Speakers



Herbert Simon Lecture

Cass Sunstein,

Robert Walmsley University Professor at Harvard. He is the founder and director of the Program on Behavioral Economics and Public Policy at Harvard Law School.



Erwin Bulte

Professor of Development Economics at Wageningen University. His research focuses on experiments on institutions and trust in developing countries

Kahneman Lecture

Eldar Shafir,

William Stewart Tod Professor of Psychology and Public Affairs at Princeton University. His current research focuses on those living in poverty to determine if they make financial decisions on a different basis than those of others.



Catherine Eckel

Sara & John Lindsey Professor at the Department of Economics of Texas A&M University. Her research includes laboratory experiments on economic preferences.



SABE / IAREP Conference 2016

Topics

We invite submissions on the following topics, but not limited to:

- Behavioural economics/finance
- Behavioural policy applications
- Bounded Rationality
- Cognitive, social and personality psychology
- Consumer behaviour
- Economic trends/Financial and economic crisis
- Economic behaviours
- Economic Psychology
- Environment
- Entrepreneurial behaviour
- Experimental economics
- Fairness, inequality aversion
- Happiness and wellbeing
- Heuristics and biases
- Household decision making
- Human capital
- Intertemporal choice
- Judgment, intuition and decision making
- Neuroscience
- Psychology of money
- Risk, uncertainty
- Social norms, social preferences
- Stress and coping

Language

The official language of the conference is English.

The organising committee

Gerrit Antonides, Michel Handgraaf, Karen van der Heide, Dineke Wemmenhove (Wageningen University, Economics of Consumers and Households Group).

Further information

www.wageningenur.nl/behaviouralinsightsconference

Email: behavioural.insights@wur.nl

Abstract submission

Please send your extended abstract of max 1000 words via the [website](#) before February 15, 2016.

Venue + hotel rooms

[Hotel Hof van Wageningen](#) (venue), [Hotel De Wageningsche Berg](#), [Reehorst Hotel](#)

Registration

Please login and register via our website.

Early bird fee

The fees are including drinks, snacks, lunches and a conference dinner, but excluding travel and hotel costs, and the boat tour.

- €375 - regular conference fee
- €325 - PhD student fee

The amount has to be paid before May 1, 2016. For further information check our [website](#).

IAREP / SABE / Elsevier student paper award

Please submit your abstract through the [conference website](#). After acceptance, submit the full paper before 1 May 2016. The paper must be first-authored by the student and presented at the conference.

Early researcher workshop

This pre-conference event will take place on 7 July 2016. Please submit your full paper via the [website](#).

Session proposals

To be sent to behavioural.insights@wur.nl, including proposed topic, presenter names, and presentation titles, before 1 February 2016

**SABE/AEA Session at 2016 AEA/ASSA Meetings:
“Herbert Simon. Commemorating the Centenary of Simon’s Birth”**

Location: **Marriott Marquis, Sierra H, San Francisco, California**

Session Date: **10:15 am, January 4, 2016**

Info: https://www.aeaweb.org/Annual_Meeting/

Presiding: **Leslie Marsh** (University of British Columbia)
Organizers: **Roger Frantz** (San Diego State University) and **Leslie Marsh**
Discussants: **Shabnam Mousavi** (Johns Hopkins University) and **Roger Frantz**

TALKS:

Towards a Rational Theory of Heuristics

Gerd Gigerenzer (Max Planck Institute for Human Development)

Abstract. Herbert Simon asked: how do human beings reason when the conditions for rationality postulated by neoclassical economics are not met? The answer to this question, the study of bounded rationality, has been interpreted as merely descriptive, and sometimes even as constructing a list of reasoning errors. In contrast, I ask whether the study of bounded rationality, understood as the analysis of behavior in situations where optimization is out of reach (i.e., uncertainty, not risk), can be more than just a description of the heuristics people use. Can the study of heuristics and their ecological rationality tell us what we ought to do under uncertainty?

Herbert Simon and Agent-Based Computational Economics

Shu-Heng Chen (National Chengchi University-Taipei)

Abstract. A reflection of the recent development of agent-based computational economics (ACE) in light of Simon’s pioneering work on complex system (Simon, 1962). We begin with a review of the essences of Simon’s view of a complex system, and then address what are the essences that have been well demonstrated in the current agent-based economic models, and what have not. Through this review, we shall point out that, the complex system as demonstrated by the agent-based computational economics is not quite the same as Simon’s view of complex system. Among many causes for the existence of this gap, one essential missing ingredient in ACE is near-

decomposability or modularity. We then conclude this chapter by addressing the fundamental challenges for bridging the gap.

The Sciences of the Artificial and the Art of Creativity

Subrata Dasgupta (University of Louisiana-Lafayette)

Abstract. Herbert A. Simon's 'The Sciences of the Artificial' is to the realm of artifacts (in the widest sense of the word, meaning that which is made) what Thomas S. Kuhn's 'The Structure of Scientific Revolutions' is to the natural world. If Kuhn's Structure shaped a new theory about how natural scientists understand the natural world, so also Simon's Sciences framed a new theory about how 'scientists of the artificial' – engineers, technologists, designers, planners, clinicians, policy makers, administrators – make and understand the artificial world. One of the most intriguing consequences of Sciences is that it has offered the nucleus of a paradigm for the study of creativity – not only in the sciences (where Kuhn's Structure also has deep relevance) but in all realms of creativity. In this essay I discuss how 'The Sciences of the Artificial' contribute to this paradigm, the shape of the paradigm itself and how it has gone beyond Sciences, and how it has been (or can be) applied to shed light on human creativity.

Multiple Equilibria, Bounded Rationality, and the Indeterminacy of Economic Outcomes

Morris Altman (University of Newcastle)

Abstract. In the conventional economic wisdom the notion of unique equilibria that are efficient and Pareto Optimal dominates the modeling discourse. Hebert Simon proposed an alternative analytical framework where the notion of multiple and sustainable equilibria is of critical importance. It is multiple as opposed to unique equilibria that is the crucial stylized fact of economic life that requires better understanding and modeling. Of particular significance, Simon focused on the importance of institutions and differential power relationships in affecting economic outcomes. Simon was especially appreciative of the American institutionalists, with a special focus on the contributions of John Commons. But this modeling approach was not well developed by Simon. Following from the contributions of Herbert Simon, I extend and further develop the notion of multiple equilibria especially in the realm of production with an emphasis on x-efficiency theory. Given the reasonableness of multiple equilibria, I bring to bear the importance of institutional parameters (including power relationships), culture, norms, ethics and moral sentiments to the determination of economic outcomes (which of the possible multiple equilibria set dominates). In the model developed here, individuals are rational decision makers making choices that are contextualized and constrained by complex environmental factors. No choice is inevitable; a function of market forces. Moreover, individual and socially welfare maximizing outcomes are not inevitable. A multiplicity of outcomes is possible. Much depends on individual preferences and institutional design. That sub-optimal outcomes are possible and sustainable from this multiple equilibria modeling framework had important implication for analysis and public policy.

PREVIOUS CONFERENCES (2015): Reports

2015 IAREP / SABE Conference

Sibiu (Romania), September 3-6 2015

The IAREP and SABE Joint Conference in 2015 was held in Romania, beginning of September.

The conference location was the “Lucian Blaga” University of Sibiu, which gave participants the opportunity to discover the mysterious land “beyond the woods” and the birthplace of Dracula’s legend.

Number of participants and their internationality was impressive: presentations consisted in more than 150 papers, with presenters coming from 30 countries all over the World. The local organizing committee – **Eugen Iordanescu, Aurelia Drăghici, Cornelia Iordănescu, and Romania Gabriela Marcu** – was able to manage efficiently all issues both within the conference and during the extra-academic events organized around enchanting city of Sibiu, European Capital of Culture in 2007.

The conference hosted several distinguished lectures:

- **Annon Rapoport**, University of California Riverside (delivering “The Herbert Simon lecture”: “Choice of Routes in Directed Networks with Strategic Uncertainty”);
- **Marcel Zeelenberg**, Tilburg University (delivering “The Kahneman lecture”: “Towards an Economic Psychology of Greece”);
- **Shoshana Grossbard**, San Diego State University (delivering the lecture “Household Economics: a field in motion”);
- **Elena Druica**, University of Bucharest (delivering the lecture “Lost in Transition: The Benefits of Social Cooperation”).

In addition, the conference included:

- An early researcher workshop (Chair: Morris Altman, University of Newcastle);
- A getting published workshop (Chairs: Maarten van Twisk, Erik Hoelzl and Erich Kirchler of Journal of Economic Psychology);
- A special session “A boat trip through our future”, held at the “ASTRA National Museum Complex;
- A symposium on the effects of the financial crisis, with a focus on the role of psychological factors in the individual reactions to economic changes;
- The announcement of the winner of the IAREP/SABE/ELSEVIER student paper award: **Christian Zankiewicz**, German Institute for Economic Research (DIW Berlin), for his paper “Hidden Skewness: On the Difficulty of Multiplicative Compounding under Random Shocks”.

**Special Session on Interdisciplinary Studies on Synergy
at the CS-DC '15 World Conference on Complex Systems**

Tempe (Arizona), September 28 – October 2, 2015

CS-DC'15 (**Complex Systems Digital Campus '15 – World e-Conference**) organized the e-satellites of CCS'15, the international Conference on Complex Systems.

The conference was held in Tempe (Arizona), from September 28 to October 2, 2015. It was the first World e-Conference organized by the Complex Systems Digital Campus (CS-DC), a UNESCO UniTwin, devoted to all scientists involved in the transdisciplinary challenges of complex systems, crossing theoretical questions with experimental observations of multi-level dynamics.

Within the conference, a special session on **Interdisciplinary Studies on Synergy** was organized by **Klaus Jaffe**, Professor at the Universidad Simón Bolívar of Caracas and SABE representative for Venezuela.

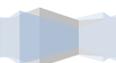
Invited talks for the special session were the following:

- Synergetics: An Interdisciplinary Approach to Self-Organization in Complex Systems (Hermann Haken);
- A Synergy Approach to Complex Systems (Peter Corning);
- Synergistic Economic Networks and Systems (Laura Melinda Stan);
- Synergy Drives the Evolutionary Dynamics in Biology and Economics (Klaus Jaffe);
- Organizing for Sustainability: An Architecture for Synergy (Markus Schwaninger);
- On the Multiscale Synergy of the Blue Economy in Terms of Knowledge Flow (Idriss Jamil Aberkane);
- Synergy Between Motorists and Motorcyclists in Urban Mobilization (Juan Carlos Correa);
- Learning to Manage Complex Systems: A Sailors Perspective on Agent Based Gaming (Wander Jager).

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The video-presentation of the special session by Klaus Jaffe himself at the webpage <http://www.cee.usb.ve/CS-DC/CS-Program.html> provides a summary of the special-session talks, and discusses the need for a broad and diverse view on the subject of “synergy”, and its importance for behavioral economics. At the same webpage, one can find the links to the papers presented in the special session, and some of the video-presentations.

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Workshop in Experimental Methods: The replicability crisis in the social sciences and how to address it

Sidney (Australia), November 27, 2015

The BizLab at University of New South Wales (Sidney) hosted a half-day Workshop in Experimental Methods for Research in Social Science and Business on Friday, November 27th 2015.

The workshop was organized by **Andreas Ortmann** and **Veronica Jiang** (University of New South Wales).

The two keynote speakers were **Rolf A. Zwaan** (Erasmus University Rotterdam) and **Ben R. Newell** (University of New South Wales).

It is not news any longer that both economics and psychology face serious replication crises that seem to be brought about – to a considerable extent – by questionable practices such as p-hacking. To the extent that business research broadly construed draws to a considerable extent on the experimental practices of economics and psychology, these crises should also be of interest to all that are working experimentally or empirically in accounting, finance, management, marketing, and other related areas. To the extent that replication is an important component of cumulative science, these crises pose a major challenge.

The workshop was meant to offer an up-to-date assessment of the current state of the crises and strategies to overcome them. The organizers welcomed academics from across the business disciplines and social sciences interested in experimental methods and interdisciplinary exchange. Indeed, almost 100 people participated and there was plenty of time for informal networking.

The pdfs of the talks are available on the website: <http://bizlab.unsw.edu.au/website/conference-2015.php>

The organizers are in the process of submitting a special-issue proposal to a journal.

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London Experimental Week

London (UK), November 30 – December 4, 2015

The **London Behavioural and Experimental Group (LBEG)** brings together all behavioral and experimental economists and social scientists from all the universities in London, including: LSE, UCL, King's College, Birkbeck College, Queen Mary, Royal Holloway, SOAS, London Business School, Imperial College, City, Middlesex, Westminster.

The LBEG holds regular seminars and organizes other joint events to foster ideas collaboration and ideas exchange: <http://www.behavioural-experimental.london/>

As part of its initiatives, the LBEG has launched this year the **London Experimental Week (LEWeek)**: <http://leweek.co.uk/>.

The LEWeek brought together a series of research and innovative knowledge exchange activities in the week between **Monday 30th November** and **Friday 4th December 2015**, including: conferences, seminars, book presentations, academics-practitioners workshops, PhD students meetings, and similar.

Speakers included: Orazio Attanasio (UCL), Daniel Berry (NHS England), Tim Chadborn (Public Health England), Stefan Dercon (Oxford, DFID), Benedikt Herrmann (Nottingham, European Commission), Aniol Llorente-Saguer (QMUL), Alison Mclean (Swiss Re), Rosemarie Nagel (Universitat Pompeu Fabra), Giovanni Ponti (Alicante, LUISS), Eyal Winter (Hebrew University of Jerusalem, Leicester).

Venues and initiatives were spread across the various London universities, including: **LSE, Middlesex University, UCL, Royal Holloway**.

As part of the LEweek, the **II London PhD Experimental Workshop (LPEx)** took place at Royal Holloway on Friday 4th December 2015. The invited speaker was Rosemarie Nagel (UPF): <https://sites.google.com/site/lpexworkshop/>

Contact Information: Matteo Galizzi (LSE), M.M.Galizzi@lse.ac.uk

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NEXT CONFERENCES and WORKSHOPS (2016) by deadline

Behavioral Decision Research in Management (BDRM) 2016

Location: **Rotman School of Management, University of Toronto, Canada**

Conference Dates: **June 9–11, 2016**

Submission Deadline: **December 30, 2015**

Info: <http://inside.rotman.utoronto.ca/bdrm2016/>

We invite submissions of papers for the **15th biennial conference on Behavioral Decision Research in Management (#BDRM2016)**, to be held at the **Rotman School of Management, Toronto, Canada**, on **June 9-11, 2016**.

BDRM is the leading conference for behavioral research conducted in business schools. We encourage submissions of original work in all areas of behavioral research including, but not limited to, the areas of decision making, consumer behavior, experimental and behavioral economics, decision analysis, behavioral finance, organizational behavior, negotiation, behavioral strategy, behavioral operations research, behavioral accounting, and medical and legal decision making.

Conference Co-chairs:

Sanford DeVoe (University of California, Los Angeles); Tanjim Hossain (University of Toronto), Nina Mazar (University of Toronto), Claire Tsai (University of Toronto), Min Zhao (University of Toronto), Chenbo Zhong (University of Toronto).

Keynote Speakers:

Ernst Fehr (University of Zurich)

Elke U. Weber (Columbia University, New York)

Submission Information:

Submissions for the BDRM conference are due by **December 30, 2015**. All submissions will be conducted electronically through the conference website.

Abstract should include a brief description of the research problem, the key methodology and assumptions, and a summary of major results and implications. Abstracts will be selected for oral presentation by blind review (no author names or affiliations should appear on the abstracts).

Abstracts should not exceed three (3) pages double-spaced, Times New Roman, font size 12, and can be submitted in Word or .pdf format. No math symbols should be used and tables and diagrams should be minimal.

Each participant may present only one paper. When submitting papers to this conference, you must agree to be available at any time on June 10 and June 11, 2016 to give your presentation. If you will not be available on one of these days, please arrange for a co-author to give the presentation. We will not consider date/time change requests for presentations.

We will be grouping four competitive papers into a single 75-minute session. Each author will have approximately 15 minutes to present their work. The last 15 minutes will be dedicated to questions.

Papers accepted by the reviewers will be conditionally accepted until at least one author registers for the conference.

Experimental Economics Conference

Location: **Antigua, Guatemala**

Conference Dates: **February 26-27, 2016**

Submission Deadline: **January 8, 2016**

Info: www.cvs.ufm.edu/antigua

“**Centro Vernon Smith de Economía Experimental**” is pleased to announce a two-day international conference to be held in **Antigua Guatemala, February 26th-27th 2016**.

This conference is open to any researcher using experimental methods in economics or other social sciences. We would like to especially encourage experimentalists from (or doing research in) Latin America to attend, as one of the principal aims of this conference is to strengthen ties both within the Latin American experimental community, and between this community and other parts of the world.

Keynote speakers:

Catherine Eckel (Texas A&M University)

Marco Castillo (George Mason University)

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Interested researchers using lab or field experiments are invited to submit an electronic abstract (preferably with an attached paper).

Important Dates

Submission Deadline: The deadline for submission is **January 8th, 2016**

Registration: Early Registration Cut-off is January 12th, 2016; Late Registration Cut-off is January 27th, 2016

Conference organizers:

Diego Aycinena

Lucas Rentschler (lrentschler@ufm.edu)

Mario Gómez

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Experimental Economics Meeting: Cognitive Processes of Economic Decisions

Location: **Kreuzlingen, Switzerland**

Conference Dates: **April 6–8, 2016**

Submission Deadline: **January 24, 2016**

Info: www.theem.ch

The 7th **Thurgau Experimental Economics Meeting (theem)** on “**Cognitive Processes of Economic Decisions**”, organized by the Thurgau Institute of Economics at the University of Konstanz, will be held in **Kreuzlingen (Switzerland)** on **April 6–8, 2016**.

How do we make decisions? Traditionally, economists have focused on “black box” models of decision-making, neglecting how people actually come to their decisions. This is gradually changing, not only because advanced psychological and neuroscientific methods allow for a better understanding of human decision-making, but also because economists have realized that such knowledge can inform economic theory.

This conference focuses on how cognitive processes relate to economic preferences such as risk, time, or social preferences. We invite contributions that make use of methods for tracing cognitive processes (e.g., response times, cognitive load, eye-tracking, or brain imaging) as well as studies that try to understand economic decision-making through the lens of cognitive models such as evidence-accumulation models or dual-process theories. We welcome experimental, theoretical and empirical research from economics, psychology, neuroscience and other related disciplines.

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Keynote speakers:

Carlos Alós-Ferrer (University of Cologne)

Colin F. Camerer (California Institute of Technology)

Conference organizers:

Urs Fischbacher, Gerald Eisenkopf, Katrin Schmelz, and Irenaeus Wolff (University of Konstanz)

Important dates:

Submission of extended abstract on www.theem.ch: **24th January, 2016**

Notification of acceptance: **8th February, 2016**

For any further question please contact us via info@theem.ch.



Household Economics at IAREP/SABE Conference

Location: **Wageningen, the Netherlands**

Conference Dates: **July 8–10, 2016**

Submission Deadline: **February 15, 2016**

Info: **pp. 5–6 of this newsletter** ([2016 IAREP / SABE Conference](#))

Description

Last year we had our first **set of sessions on household economics** as part of the meetings of The Society for the Advancement of Behavioral Economics (SABE).

It was a great success and we intend to have more sessions related to household economics at the **forthcoming meetings of SABE in Wageningen, the Netherlands**, this coming July (**July 8–10, 2016**).

Possible sessions could cover any of the topics covered by REHO articles: time use, health, happiness, savings, childcare, labor supply, risky behavior, gambling, marriage, fertility, migration, gender issues, etc.

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Important dates

You are invited to submit an extended abstract (max 1000 words) before **15 February 2016**

Authors of accepted abstracts will be notified by **15 March 2016**

The full paper submission and registration deadline is **1 May 2016**

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Symposium on Behavioral and Experimental Economics: Theory and Experiments

Location: **Maastricht University, The Netherlands**

Conference Dates: **June 6, 2016**

Submission Deadline: **March 25, 2016**

Info: <http://researchers-sbe.unimaas.nl/m-bees/>

The Department of Economics at Maastricht University is happy to announce the **9th Maastricht Behavioral and Experimental Economics Symposium: Theory and Experiments (M-BEES 2016)** that will take place in Maastricht (The Netherlands) on **Monday, June 6, 2016**.

The main topic of the symposium is the **interconnection between experiments and theory**.

The Symposium takes place on a single day and closes with a social dinner.

Keynote speakers:

Rachel Croson (University of Texas at Arlington)

Andrew Caplin (New York University)

Paper submission:

Extended abstracts or, preferably, papers (PDF format) can be submitted by email (MBEES-SBE@MaastrichtUniversity.nl) until **March 25, 2016**.

The outcome of the selection process can be expected by April 15, 2016. For more information please visit the symposium website (<http://researchers-sbe.unimaas.nl/m-bees/>).

Symposium organizers:

Arno M. Riedl (Maastricht University)

Christina Rott (Maastricht University)

Remark:

The same organizers of the M-BEES 2016 also organize the **2nd Maastricht Behavioral Economic Policy Symposium (M-BEPS)** that will take place in Maastricht (The Netherlands) on **Monday, June 7, 2016** (the day after M-BEES 2016). The aim of M-BEPS is to bring together behavioral and experimental researchers from different disciplines as well as policy makers and practitioners interested in human behavior in economic environments and to encourage the discussion of current relevant topics. The Symposium will take place on a single day, start with an opening lunch at 11:00am and close with an informal get-together around 7:00pm. Invited researchers and policy makers will present their current work and discussants and the audience will exchange their opinion about the contributions and the covered topics and discuss possible solutions to open issues. The program and information on speakers and discussants will be uploaded to the Symposium website as soon as available.

Registration: For more information, the program, and registration please visit the Symposium website (<http://sbe.maastrichtuniversity.nl/beps/>). The deadline for early registration is **May 23, 2016**.



Psychology of Political and Economic Self-Constitution

Location: **Institute of Social and Political Psychology of NAPS in Kyiv, Ukraine.**

Conference Dates: **May 20, 2016**

Submission Deadline: **April 1, 2016**

Info: ibondarevskaya@yahoo.com

The **IV international seminar on Political and Economic Psychology** – “Psychology of Political and Economic Self-Constitution” – will take place in Institute of Social and Political Psychology of NAPS (**National Academy of Pedagogical Science**) of Ukraine on **May 20th, 2016** in Kyiv.

Psychologists, political scientists and economists are invited to discuss the following **topics of Political and Economic Psychology**:

- Psychological peculiarities of national economic policy;
- Public opinion on political and economic issues;
- Money, income and savings attitudes;
- Psycho-economic aspects of organizational activities;
- Entrepreneurship psychology;
- Citizenship activity and citizenship education;
- Political and economic consciousness and socialization;
- Psychology of consumer behavior;
- Psychology of richness and poverty;
- Social representations paradigm for research in Political and Economic Psychology;
- Pedagogical basis of political and economic consciousness development;
- Psychological well-being as a precondition of economic development.

Seminar Organizers

Vadym Vasiutynskyi, Irina Bondarevskaya (Institute of Social and Political Psychology, NAPS); Eugen Iordanescu (Lucian Blaga University of Sibiu & EPIA); Alessandro De Carlo (CISES s.r.l. & PSIOP, Italy); Svetlana Rusnac (Free International University of Moldova); Bojan Todosijevic (Institute of Social Sciences, Serbia); Despina Karakatsani (University of Peloponnese); Beata Krzywosz-Rynkiewicz (University of Warmia and Mazury in Olsztyn); Aldona Vaiciuliene (Lithuanian University of Educational Sciences).

Participation fee 20 euros covers **seminar proceedings publication**. Seminar proceedings will be published in English. Travel, meals and accommodation should be paid by participants. For registered participants Organizing Committee will provide information about travel, meals and accommodation in Kyiv.

Submission guidelines: approximately 1200 words, please avoid footnotes, figures and bibliography. References should be inserted in the text (surname, year). On the top of abstracts: authors' name and surname, scientific degree, title, position, affiliation. Theoretical study should include: 1) introduction, 2) objectives, 3) results, 4) conclusions. Empirical study should include: 1) introduction, 2) objectives, 3) method and procedure, 4) results, 5) conclusions. These units should be clearly separated in the text. Abstracts should be sent to email: dniropsy@yahoo.com in *.doc, or *.docx by **April 1st, 2016**.

Contact: Irina Bondarevskaya (Institute of Social and Political Psychology, NAPS)
Tel. +38 067 714 0886, email: ibondarevskaya@yahoo.com

GRADUATE PROGRAMS & WINTER/SPRING/SUMMER SCHOOLS by deadline

Research Master in Neuroeconomics

Location: **Maastricht University, The Netherlands**

Beginning of the next program: **September 2016**

Application Deadline: **January 14, 2016** (first-round and scholarships) and **March 31, 2016**

Info: www.neuroeconomics.nl or www.maastrichtuniversity.nl/fpn/researchmaster

The **Research Master in Neuroeconomics at Maastricht University** is a world-wide unique 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 receive a **PhD level 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 neuroscience research.

The program combines methodological training with theoretical and experimental approaches from economics, psychology, and neuroscience to study human decisions in all its aspects.

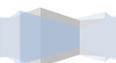
Excellent **research internship opportunities** will be offered at Maastricht University as well as at prestigious universities and institutions in Europe and North-America. In previous years students have been placed for internships at CalTech, MIT, University of Cambridge, UCL, USC Dornsife, UC San Francisco, University of Bonn, Social Science Center Berlin, amongst others.

Graduates of this program have been continuing their PhD in areas ranging from applied statistics to psychology, neuroeconomics, and behavioral economics.

The next program starts in **September 2016**.

The application deadlines are **January 14, 2016** (first round and scholarships) and **March 31, 2016**.

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Summer Program in Quantitative Methods of Social Research

Location: **Ann Arbor, Michigan, US**

Dates: **June 20 – July 15, 2016** (first session) and **July 18 – August 12, 2016** (second session)

Application Deadline: **January 29, 2016** (for EITM Scholarships)

Info: <http://www.icpsr.umich.edu/icpsrweb/sumprog/>

We are pleased to announce the 54th annual **ICPSR Summer Program in Quantitative Methods of Social Research**. The ICPSR (**Inter-university Consortium for Political and Social Research**) is part of the Institute for Social Research at the **University of Michigan**.

About the Program

The ICPSR Summer Program offers rigorous, hands-on training in statistics, quantitative methods, and data analysis for students, researchers, and policy makers across the social, behavioral, and medical sciences. Our curriculum ranges from fundamental courses in statistics and regression analysis to advanced courses in maximum likelihood, multilevel models, Bayesian analysis, time series, and network analysis. Our courses feature individual guidance by excellent instructors and TAs, as well as the opportunity to establish valuable connections with participants from more than 300 colleges, universities, and institutions around the world.

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Dates and Locations

ICPSR Summer Program courses range in length from 3 days to four weeks. The dates of our 2016 four-week sessions are:

First Session: June 20 - July 15, 2016

Second Session: July 18 - August 12, 2016

Four-week courses offered in the First and Second Sessions are held in Ann Arbor, Michigan.

Additionally, we offer **many 3- to 5-day workshops** in Ann Arbor and other locations across the country. These short workshops will be held from early June 2016 through mid-August 2016.

Apply for EITM Scholarships

Every year, **Empirical Implications of Theoretical Models (EITM)** provides funds for graduate students in political science or a related field to attend four-week courses in the 2016 ICPSR Summer Program.

The EITM Certification Scholarship covers the registration fees for either one or both four-week sessions of the 2016 ICPSR Summer Program.

For eligibility criteria and application information, visit the EITM Certification Scholarship page: <http://www.eitminstitute.org/scholarship.html>. The deadline to apply is 5 p.m. EST on **January 29, 2016**.

Information

Contact the ICPSR Summer Program at sumprog@icpsr.umich.edu or (734) 763-7400.

Master in Human Decision Science

Location: **Maastricht University, The Netherlands**

Beginning of the next program: **September 2016**

Application Deadline: **May 1, 2016** (non EU students) and **June 1, 2016** (EU students)

Info: <http://www.maastrichtuniversity.nl/web/Faculties/SBE/TargetGroup/Education/MastersProgrammes/HumanDecisionScience.htm>

Description

The **MSc in Human Decision Science** (HDS) at **Maastricht University** is a one-year full-time program offered jointly by the **School of Business and Economics** (SBE) and the **Faculty of Psychology and Neuroscience** (FPN). It combines the best of two worlds, taking the rigor and clarity of economic and game-theoretic decision analysis together with the human factors of bounded rationality, biases and emotions from psychology. This program thus goes beyond the traditional, monodisciplinary approach in understanding human decisions. It is a genuinely interdisciplinary program that combines economics and psychology in all their different facets, from the neuropsychological basis of decision making to multinational institutions like the European Union.

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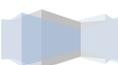
Student profile

To succeed in Human Decision Science, one should be an analytical thinker with an interest in strategy and problem solving. Students admitted to the program hold a bachelor's degree in the social or natural sciences, such as economics, business, psychology, political science, mathematics, physics or computer science.

Further information

Contact the program coordinator, Elias Tsakas (e.tsakas@maastrichtuniversity.nl).

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NEW BOOKS by publication date

Real-World Decision Making: An Encyclopedia of Behavioral Economics

Author: **Morris Altman**

Publisher: **Greenwood**

Publication Date: **June 2015**

Website: <http://www.abc-clio.com/ABC-CLIOGreenwood/product.aspx?pc=A3966C>

Info: morris.altman@newcastle.edu.au

Author Information

Morris Altman is Dean & Head of the Newcastle Business School and Professor of Behavioral & Institutional Economics, University of Newcastle.

Short Description of the Book

The first and only encyclopedia to focus on the economic and financial behaviors of consumers, investors, and organizations, including an exploration of how people make good—and bad—economic decisions.

Traditional economic theories speculate how and when people should spend money. But consumers don't always behave as expected and often adopt strategies that might appear unorthodox yet are, at times, more effective than the rule prescribed by conventional wisdom. This groundbreaking text examines the ways in which people make financial decisions, whether it is because they are smart but atypical in their choices ... or just irrational decision makers.

A leading authority on behavioral economics, Morris Altman, and more than 150 expert contributors delve into key concepts in behavioral economics, economic psychology, behavioral finance, neuroeconomics, experimental economics, and institutional economics to help inform economic models based on reality, not theory. Through 250 informative entries, the book explores various aspects of the subject including decision making, economic analysis, and public policy. In addition to introducing concepts to readers new to the subject, the book sheds light on more advanced financial topics in a manner that is objective, comprehensive, and accessible.

Features of the Book (499 pp.)

- Contains an informative introductory essay that familiarizes students with the various aspects of behavioral economics;
- Provides a list of additional readings for those interested in learning more about the topic;
- Includes cross-references in each entry to help readers make connections between related topics;
- Defines key terms that are likely to be unfamiliar to those without advanced knowledge of the subject;
- Helps readers identify and study particular entry categories through accompanying Topic Finders.

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Behavioral Economics for Skeptics (and suggestions for Behavioral Economists to make others less skeptical)

Author: **Hugh Schwartz**

Publisher: **Hugh Schwartz**

Publication Date: **October 2015**

Website: <http://www.amazon.com/Behavioral-Economics-Skeptics-suggestions-Economists/dp/0692502653>

Info: hughswar@aol.com

Author Information

Hugh Schwartz, formerly professor at several universities in the United States and Latin America, economist in an international organization and consultant, has published in Behavioral Economics since 1987. He authored one of the first books aimed at a non-specialist audience.

Short Description of the Book

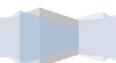
“Behavioral Economics for Skeptics” draws on, but modifies a good deal, materials used in a recent university course on the subject. It is aimed at readers interested in more than the one-two page presentations of this timely matter found in certain magazines, but who are not inclined to take on journal articles or books of several hundred pages. Concepts are explained fully and the jargon of economics is minimal. It may be of interest to a number of SABE members, primarily for their students.

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Table of Contents (76 pp.)

1. Introduction
2. Historical Background
3. Methodological Considerations
4. Preferences
5. Heuristics or Rules of Thumb
6. Prospect Theory and Framing
7. Other Theories Alternative to Expected Utility
8. Mental Accounts
9. Inter-Temporal Discounting
10. Experienced Utility, Memory and Anticipated Utility
11. Visceral and Emotional Considerations
12. Strategic Interaction
13. Neuroeconomics
14. Altruism, Justice, Social Norms and Institutions
15. Happiness
16. Major Applications: Behavioral Finance, Public Finance and “Nudging”

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Economic Aspects of Omnipotence

Author: **Francisco Carlos Ribeiro**

Publisher: **Scientific Research Publishing**

Publication Date: **October 2015**

Website: <http://www.scirp.org/book/DetailedInforOfABook.aspx?bookID=2337>

Info: francisco.ribeiro@fatec.sp.gov.br

Author Information

Francisco Carlos Ribeiro is Professor and Researcher at Centro Estadual de Educação Tecnológica Paula Souza, and Professor of Economics, Finance, Ethics and Methodology of Scientific Research at Faculdade de Tecnologia de Sorocaba “José Crespo Gonzales”, São Paulo, Brazil. He is a well-known expert in Consumer Psychology.

Short Description of the Book

Ostentation is an evident behavior in the capitalist society in which the rich exhibit their heavy gold necklaces, the meteoric stars show off their Ferraris, and ordinary people proudly display their new cars, designer clothes, luxury products, etc.

The author analyzes the logic implicit in the consumption behavior and ostentation, as important factor for the redistribution policy. He presents a review of the psychoanalytic literature in an attempt to find a satisfactory solid basis to discuss the obvious display of behavior in capitalist society in which fetishism index, even if only as a marker for other researches that allow us to understand the consumption and ostentation behavior, it could, perhaps, turn into useful socioeconomic tool.

In a delightful lucid voyage through modern historical economic thinking the book brings us closer than ever to the understanding of the concept of omnipotence, at the center of our contemporary materialistic culture.

Table of Contents (160 pp.)

- Presentation and Introduction
- Chapter 1: Psychological Fundamentals of Omnipotence
- Chapter 2: Culture and Historical Materialism
- Chapter 3: The Fetishism of Commodity in Marx and the Conspicuous Consumption
- Chapter 4: Omnipotence, Egalitarian Groups and Justice Problems
- Chapter 5: The Fetishism Index: A Speculation
- Final Considerations

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Integrating Human Capital with Human Development: The Path to a More Productive and Humane Economy

Author: **John F. Tomer**

Publisher: **Palgrave Macmillan**

Publication Date: **December 2015**

Website: <http://www.palgrave.com/page/detail/integrating-human-capital-with-human-development-john-f-tomer/?isb=9781137456748>

Info: johnftomer@juno.com

Author Information

John F. Tomer is Emeritus Professor of Economics at Manhattan College, USA. He is a founder and past President of the Society for the Advancement of Behavioral Economics (SABE). Tomer's research areas are behavioral economics and human capital.

Short Description of the Book

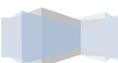
Standard human capital theory emphasizes human cognitive development enabling enhanced worker productivity and earnings. In light of recent research, particularly that concerning neurodevelopment and early childhood development, it is apparent that standard human capital has a far too limited conception of human capacities. Therefore, this book integrates the concepts of human capital and human development, an integration considering not only cognitive development but social, psychological, emotional, biological, and other noncognitive dimensions of development over the entire life cycle.

This integration enables understanding many possibilities for improving human capacities not previously appreciated by economists. Using such a broad human capital concept allows economists to apply the human capital concept in order to understand and to propose remedies for a diverse range of social problems such as adverse childhood experiences, obesity, and chronic diseases. The integration is also an important step toward making economics a more human and humane discipline.

Table of Contents (244 pp.)

1. Introduction
2. Integrating Human Capital with Human Development: Towards a Broader and More Human Conception of Human Capital
3. Investments in Human Capital to Remedy Decision-Making Errors
4. Smart Persons and Human Development: The Missing Ingredient in Behavioral Economics
5. Adverse Childhood Experiences, Poverty and Inequality
6. What Causes Obesity? And Why Has It Grown So Much?
7. Intangible Capital, Chronic Ailments, and Other Persistent Socio-Economic Problems
8. Stemming the Tide of Obesity
9. Toward Lasting, Significant Improvement in Our Socio-Economies
10. Conclusion

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Reconsidering Identity Economics – Human Well-Being and Governance

Author: **László Garai**

Publisher: **Palgrave Macmillan**

Publication Date: **forthcoming 2016**

Website: http://www.staff.u-szeged.hu/~garai/garai_e.htm

Info: dept.psychecon@yahoo.com

Author Information

László Garai is a Hungarian Scholar of Theoretical, Social and Economic Psychology, founding Professor and the first Head of Department of Economic Psychology at the University of Szeged (Hungary).

Features of the Book

- Social identity approached by a non-classical psychology.
- Object oriented activity and historically generated social identity.
- A calculating device for mediating between the behavioral economics and identity economics.
- The real mediation in socio-economic systems of a second modernization.
- The Bolshevik-type system and the post-Bolshevik self-styled capitalism.



MISCELLANEOUS

ICABEEP Call for Organizing a Summer School on “Behavioral Economics and Economic Psychology”

Deadline: **January 4, 2016**

Info: Gerrit.Antonides@wur.nl

The ICABEEP (**International Confederation for the Advancement of Behavioral Economics and Economic Psychology**) Executive Committee is happy to announce the following Call for organizing a Summer School on Behavioral Economics and Economic Psychology.

SABE/IAREP/EPIA have decided to dedicate **up to 6600 Euros** together to sponsor a joint Summer School, ideally to take place in 2016.

Teachers in the Summer School should strike a **fair balance between economists and psychologists**.

The Summer School typically will host about **20 PhD students and young faculty**, about equally divided between the two disciplines.

The whole event may last for about **10 days during summertime**.

We encourage you to apply for further funding. Besides the financial support, we are happy to provide assistance in organizing the event.

IAREP or SABE members who are interested in organizing this activity are requested to submit their proposal to **Gerrit Antonides** (e-mail: Gerrit.Antonides@wur.nl) by **January 4, 2016**. ICABEEP will then evaluate any proposals received.

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News about the 2017 SABE Conference at the University of Newcastle, Australia

Date: **To be announced**

Info: morris.altman@newcastle.edu.au

In 2017, SABE will be holding its annual meeting in Newcastle, Australia on the new downtown facilities in the Newcastle Business School, near the surf beaches, cafes, and wine bars. We're also located in the Hunter Valley wine country.

Newcastle is a 2 hours car ride or train ride (2 hours 30 min) north of Sydney. Newcastle can also be reached by plane via Melbourne, Brisbane, Perth or Sydney.

The University of Newcastle is among top 3% universities in the world, and no. 1 university in Australia under 50 years of age. Below a picture of **NeW Space – Home of Newcastle Business School**.



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About the period of the conference, we will communicate it shortly. We'll probably spend some of the conference at the university's world class neuroscience facilities, discussing neuroeconomics.

For any information about the conference organization, you can contact the local organizing chair:

Morris Altman (Newcastle Business School, University of Newcastle):
morris.altman@newcastle.edu.au

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Journal of Behavioral and Experimental Economics
(formerly the *Journal of Socio-Economics*)
in Journal Citation Reports 2014

Over a year ago the *Journal of Socio-Economics* got accepted for inclusion in Thomson Reuters Web of Science (in the Social Sciences Citation Index). Coverage of journal volumes was added retroactively and the journal is covered since its May 2011 issue. Around the same time the journal's title was also changed to better reflect its current scope, and starting with the April 2014 volume it is published as the *Journal of Behavioral and Experimental Economics (JoBEE)*.

Coverage in the Journal Citation Reports of ISI Web of Knowledge is delayed until enough years of data are available. I am happy to inform you that the Journal Citation Reports 2014 edition that was recently published includes the *Journal of Behavioral and Experimental Economics* and the *Journal of Socio-Economics*. The data reflect the original journal title that was cited, and the 2-year impact factor is computed based on citations in 2014 to articles published in 2012-2013 (when the journal was published in its former title), so it is only available for the *Journal of Socio-Economics*. The 2-year impact factor is 0.505 and it ranked 240 out of 333 economics journals (making it Q3). The number of total cites in 2014 to the journal is 1067, which ranks 114 out of 333 economics journals.

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As you may know, I started editing the journal at the end of 2012. At the same time I appointed an excellent team of Associate Editors (who do most of the editorial work) and made many changes (especially additions) in the Editorial Board. Morris Altman, who edited the journal before me for over a decade, continued to make decisions on papers that were submitted during his term for a few more months into 2013. Therefore, most of the credit for the decent impact factor and the impressive number of total cites goes to Morris. I hope to take these good achievements even further in the following years, by providing a careful but also timely editorial process and thus encouraging authors to submit to the *Journal of Behavioral and Experimental Economics* their best work in the relevant areas.

I thank the Associate Editors, the Editorial Board members, and the journal's referees and authors for their great contribution to the *Journal of Behavioral and Experimental Economics*.

Ofer Azar

Editor, *Journal of Behavioral and Experimental Economics*

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Announcement of New Book Series:
Palgrave Advances in Behavioral Economics

This is to announce a book series published by **Palgrave Macmillan**.

Title:

Palgrave Advances in Behavioral Economics

Series Editor:

John Tomer (Emeritus Professor of Economics, Manhattan College; Founding member of the Society for the Advancement of Behavioral Economics).

Information about the series:

This ground breaking series is designed to make available in book form unique behavioral economic contributions.

It provides a publishing opportunity for behavioral economist authors who have a novel perspective and have developed a special ability to integrate economics with other disciplines. It will allow these authors to fully develop their ideas.

All areas related to behavioral economics will be considered. Theoretical/conceptual, empirical, and policy contributions are all welcome.

Also note that Palgrave Macmillan has initiated a new short book format called *Palgrave Pivot* for scholarly research.

Contacts:

- John Tomer at johnftomer@juno.com or 518 273-1851, to discuss your proposal.
- Sarah Lawrence, Economics Editor at Palgrave Macmillan (Sarah.Lawrence@palgrave-usa.com, 212 451-8498).



Research Fellowship at the Institute for Advanced Study in Toulouse (IAST)

Location: **Institute for Advanced Study in Toulouse, France**

Submission Deadline: **December 31, 2015**

Website: <http://www.iast.fr/applications/research-fellowship>

Info: info.researchpositions@iast.fr

The **Institute for Advanced Study in Toulouse** (www.iast.fr), France, invites applications for Research Fellowships, on IAST general themes or on specific themes, **from 1st September 2016** (please note that you are entitled to apply for more than one position):

- Research Fellowship on IAST general themes:

We welcome applications from researchers within a large range of disciplines in the social and behavioral sciences: anthropology, biology, history, law, philosophy, political science, psychology and sociology, though motivated applications from outside these disciplines will be given full consideration. Applications from economists are also encouraged, but successful applicants will have demonstrated an interest in, and a commitment to, at least one of the other non-economics disciplines of the IAST.

We seek candidates with a strong research background in their own discipline, but willing and able to develop research projects drawing on IAST's substantial interdisciplinary resources, including particularly the proximity of strong groups in economics (Toulouse School of Economics, TSE). We are open to a variety of research methods, including theory, field and laboratory experiments, observational field work, and the analysis of large secondary data sets. All research interests relevant to the broad study of human behavior are welcome, but interests close to those already developed at IAST will be given special consideration, including, to cite only a few:

In **history**: quantitative economic history (cliometrics), empirical political economy in history, qualitative economic or social history;

In **biology** and **anthropology**: theoretical models of evolution, family, sexual selection, evolution of cognition.

In **political science**: public opinion and public policies, comparative studies of democratic institutions, democratization in developing countries, experimental political science, studies of networks and their impact of individual and collective action;

In **law**: law and economics, corporate governance, criminology;

In **psychology**: cognition, the emotions, social trust, gender, group decision-making.

In **sociology**: network formation, the impact of networks on social outcomes, sociology of religion.

- Research Fellow on specific themes:

- **Governance**;
- **The impact of digital technology on society** (this theme will be developed in conjunction with the Toulouse School of Economics with financing from the Jean-Jacques Laffont Digital Chair);
- **Work in the project directed by Professor Jorgen Weibull** (Stockholm School of Economics);
- **Work in the project directed by David Austen-Smith** (Northwestern University) on the Chair on "Information, Deliberation and Collective Choice".

Eligible applicants

Active researchers who have or will have **completed their PhD after January 2014 and before September 2016**. The IAST offers candidates an opportunity to devote themselves full time to their research at the start of their careers. Motivated applications will be considered from candidates whose PhDs were completed in 2013 or earlier; please explain your reasons in your cover letter.

Conditions: Contract for **two years, renewable for a third year**.

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