

# Behavioural Economics

Munich, 25 – 26 October 2019

## Programme

### Friday, 25 October 2019

09:00 – 09:10      **Welcome and Introduction**  
Klaus Schmidt

#### Parallel Session 1a, Ludwig Erhard Room

##### **Social Preferences and Norms**

Chair: Johannes Abeler

09:10 – 09:45      **What Money Can Buy: How Markets Promote and Transmit Values**  
ROBERTO WEBER (University of Zurich)

09:45 – 10:20      **Observability, Social Proximity, and the Erosion of Norm Compliance**  
EUGEN DIMANT (University of Pennsylvania)

10:20 – 10:55      **Estimating Social Preferences and Gift Exchange with a Piece-rate Design**  
STEFANO DELLAVIGNA (UC Berkeley)

#### Parallel Session 1b, Peggy and Richard Musgrave Room

##### **Present Bias and Expected Utility**

Chair: Florian Zimmermann

09:10 – 09:45      **Identifying Procrastination from the Timing of Choices**  
PAUL HEIDHUES (DICE, Heinrich-Heine University)

09:45 – 10:20      **Meta-Analysis of Present-Bias Estimation using Convex Time Budgets**  
TAISUKE IMAI (LMU Munich)

10:20 – 10:55      **Boolean Representations of Preferences under Ambiguity**  
YVES LE YAOUANQ (LMU Munich)

10:55 – 11:15      **Coffee Break**

#### Parallel Session 2a, Ludwig Erhard Room

##### **Paternalism and Moral Ignorance**

Chair: Roberto Weber

11:15 – 11:50      **Understanding Paternalism**  
BJÖRN BARTLING (University of Zurich)

11:50 – 12:25      **The (In)Elasticity of Moral Ignorance**  
NORA SZECH (Karlsruhe Institute of Technology)

**Parallel Session 2b, Peggy and Richard Musgrave Room**  
**Informational Asymmetries in Markets and Games**  
Chair: Paul Heidhues

11:15 – 11:50      **Credence Goods Markets and the Informational Value of New Media: A Natural Field Experiment**  
MATTHIAS SUTTER (Max Planck Institute Bonn)

11:50 – 12:25      **An Experimental Test of the Global-Game Selection in Games with Asymmetric Players**  
FRANK HEINEMANN (TU BERLIN)

12:25 – 13:30      **Lunch**

**Plenary Session 3, Ludwig Erhard Room**  
**Information and Stopping**  
Chair: Klaus Schmidt

13:30 – 14:05      **To Stop, or not to Stop: Time Non-Separable Preferences**  
ALA AVOYAN (University of Indiana)  
*CESifo Award Candidate*

14:05 – 14:40      **Do People Value More Informative News?**  
INGAR HAALAND (University of Bergen)  
*CESifo Award Candidate*

14:40 – 15:00      **Coffee Break**

**Parallel Session 4a, Ludwig Erhard Room**  
**Microfinance Contracts**  
Chair: Martha Serra Garcia

15:00 – 15:35      **Flexible Microcredit: Effects on Loan Repayment and Social Pressure**  
KRISTINA CZURA (LMU Munich)

15:35 – 16:10      **Psychological and Social Motivations in Microfinance Contracts: Theory and Evidence**  
SANJIT DHAMI (University of Leicester)

**Parallel Session 4b, Peggy and Richard Musgrave Room**  
**Long-Run Interaction**  
Chair: Frank Heinemann

15:00 – 15:35      **How Intelligent Players Teach Cooperation**  
EUGENIO PROTO (University of Bristol)

15:35 – 16:10      **God Does Not Play Dice, but Do We?**  
YVES BREITMOSER (Bielefeld University)

**Keynote Lecture I, Ludwig Erhard Room**  
Chair: Stefano DellaVigna

16:15 – 17:15      **Memory, Attention, and Choice**  
ANDREI SHLEIFER (Harvard University)

19:00                **Conference Dinner**

### Saturday, 26 October 2019

**Plenary Session 5, Ludwig Erhard Room**  
**Prejudices and Discrimination**  
Chair: Matthias Sutter

09:00 – 09:35      **Types of Contact: A Field Experiment on Collaborative and Adversarial Caste Integration**  
MATT LOWE (University of British Columbia)  
*CESifo Award Candidate*

09:35 – 10:10      **Shocking Racial Attitudes: Black G.I.s in Europe**  
DAVID SCHINDLER (Tilburg University)

10:10 – 10:30      **Coffee Break**

**Parallel Session 6a, Ludwig Erhard Room**  
**Attention and Memory**  
Chair: Sanjit Dhami

10:30 – 11:05      **The Attentional Foundation of Framing Effects**  
ERNST FEHR (University of Zurich)

11:05 – 11:40      **Salient Price Changes and Inflation Expectations**  
FRANCESCO D'ACUNTO (Boston College)

11:40 – 12:15      **Associative Memory and Overreaction in Expectations**  
FLORIAN ZIMMERMANN (briq and University of Bonn)

**Parallel Session 6b, Peggy and Richard Musgrave Room**  
**Field Experiments on Information Processing**  
Chair: Sandro Ambuehl

10:30 – 11:05      **Self-Persuasion: Evidence from Field Experiments at Two International Debating Competitions**  
PETER SCHWARDMANN (LMU Munich)

11:05 – 11:40 **Interview Sequences and Subjective Assessments**  
AMELIE SCHIPROWSKI (University of Bonn)

11:40 – 12:15 **Voting and Information: Evidence from a Randomized Controlled Trial**  
STEFANO CARATTINI (Georgia State University)

12:15 – 13:15 **Lunch**

### Parallel Session 7a, Ludwig Erhard Room

#### Honesty

Chair: Björn Bartling

13:15 – 13:50 **Determinants of Preferences for Honesty**  
JOHANNES ABELER (University of Oxford)

13:50 – 14:25 **Mistakes and Overconfidence in Detecting Lies**  
MARTA SERRA-GARCIA (UC San Diego)

### Parallel Session 7b, Peggy and Richard Musgrave Room

#### Financial Decisions

Chair: Nora Szech

13:15 – 13:50 **Evaluating Financial Competence**  
SANDRO AMBUEHL (University of Zurich)

13:50 – 14:25 **It's All About Skewness: Salience and Under-Diversification**  
MARKUS DERTWINKEL-KALT (Frankfurt School)

14:25 – 14:45 **Coffee Break**

### Keynote Lecture II, Ludwig Erhard Room

Chair: Ernst Fehr

14:45 – 15:45 **Motivated Attention**  
GEORGE LOEWENSTEIN (Carnegie Mellon University)

15:45 – 16:00 **Presentation of the CESifo Affiliate Award**

**End of Conference**