AREA CONFERENCE ON BEHAVIOURAL ECONOMICS

CESifo Conference Centre, Munich
24 – 25 October 2014

PROGRAMME

Friday, 24 October 2014

09:00 - 09.10 **Welcome & Introduction**

Session 1 – Plenary Session
LUDWIG ERHARD ROOM

Formation of Preferences
Chair: Klaus M. Schmidt

09:10 - 09:45 **Formation of Human Prosociality: Causal Evidence on the Role of Social Environment**
ARMIN FALK (University of Bonn), Fabian Kosse, Thomas Deckers and Hannah Schildberg-Hörisch

09:45 - 10:20 **Children Learn to Coordinate More Efficiently from Age Three to Six**
MATTHIAS SUTTER (University of Cologne and University of Innsbruck), Silvia Angerer, Daniela Glätzle-Rützler, Manuela Oberauer, Levent Yilmaz and Achim Zeileis

10:20 - 10:40 **Coffee Break**

Parallel Session 2 A
LUDWIG ERHARD ROOM

Behavioral IO
Chair: Tore Ellingsen

10:40 - 11:15 **Deception under Competitive Intermediation**
TAKESHI MUROOKA (University of Munich)
Candidate for CESifo Affiliate Prize

11:15 - 11:50 **Auctions vs. Negotiations: The Effects of Inefficient Renegotiation**
FABIAN HERWEG (University of Bayreuth) and Klaus M. Schmidt

11.50 - 12:25 **Information Frictions and the Welfare Consequences of Adverse Selection**
JOHANNES SPINNEWIJN (London School of Economics), Benjamin R. Handel and Jonathan T. Kolstad

Parallel Session 2 B

RICHARD MUSGRAVE ROOM

Incentives and Organisations
Chair: Joachim Weimann

10:40 - 11:15 **Creativity and Financial Incentives**
GARY CHARNESS (University of California, Santa Barbara) and Daniela Grieco

11:15 - 11:50 **Morale, Relationships, and Wages: An Experimental Study**
FLORIAN ENGLMAIER (University of Munich) and Carmit Segal

11.50 - 12:25 **Multitasking and Subjective Performance Evaluations – Evidence from a Field Experiment**
DIRK SLIWKA (University of Cologne) and Kathrin Manthei

12:25 - 13:30 **Lunch**

Parallel Session 3 A

LUDWIG ERHARD ROOM

Endogenous Preferences
Chair: Martin Dufwenberg

13:30 - 14:05 **The Realization Effect: Risk-Taking After Realized Versus Paper Losses**
ALEX IMAS (Carnegie Mellon University)
Candidate for CESifo Affiliate Prize

14:05 - 14:40 **The Impact of a Nuclear Catastrophe on Economic and Political Preferences – The Case of Chernobyl**
ERNST FEHR (University of Zurich), Alexander Danzer and Natalia Danzer

Parallel Session 3 B

RICHARD MUSGRAVE ROOM

Self- and Social Signalling
Chair: Armin Falk

13:30 - 14:05 **Bracelets of Pride and Guilt? An Experimental Test of Self-Signaling in Charitable Giving**
FERDINAND A. VON SIEMENS (Goethe University, Frankfurt) and Joël J. van der Weele

14:05 - 14:40 **Voting to Tell Others**
ULRIKE MALMENDIER (University of California, Berkeley), Stefano Della Vigna and John A. List

14:40 - 15:00 **Coffee Break**

Parallel Session 4 A

LUDWIG ERHARD ROOM

Behavioral Public Economics
Chair: Georg Weizsäcker

15:00 -15:35 **The Lightbulb Paradox: Evidence from Two Randomized Experiments**
DMITRY TAUBINSKY (Harvard University) and Hunt Allcott
Candidate for CESifo Affiliate Prize

15:35 -16:10 **Do Taxes Crowd Out Intrinsic Motivation? Field-Experimental Evidence from Germany**
JOHANNES RINCKE (University of Erlangen-Nuremberg), Pierre C. Boyer and Nadja Dwenger

Parallel Session 4 B

RICHARD MUSGRAVE ROOM

Beliefs and Utility
Chair: Florian Englmaier

15:00 – 15:35 **A Model of Reference-Dependent Belief Choice**
JOHANNES MAIER (University of Munich) and Clemens König

15:35 – 16:10 **Beliefs and Utility: Experimental Evidence on Preferences for Information**
FLORIAN ZIMMERMANN (University of Zurich) and Armin Falk

Keynote Lecture 1

LUDWIG ERHARD ROOM

Chair: Ulrike Malmendier

16:15 – 17:15 **The Neuroeconomics of Self-Control**
ANTONIO RANGEL (California Institute of Technology)

19:00 **Conference Dinner at Restaurant "Alter Hof"**

Saturday, 25 October 2014

Plenary Session 5
LUDWIG ERHARD ROOM

Anger and Social Norms in Games
Chair: Erik Eyster

09:00 – 09:35 **Frustration & Anger in Games**
MARTIN DUFWENBERG (Bocconi University), Pierpaolo Battigalli and Alec Smith

09:35 – 10:10 **Situations and Norms**
TORE ELLINGSEN (Stockholm School of Economics) and Erik Mohlin

10:10 – 10:30 **Coffee Break**

Parallel Session 6 A
LUDWIG ERHARD ROOM

Prosocial Behavior
Chair: Björn Bartling

10:30 – 11:05 **Pay What You Want as a Marketing Strategy in Monopolistic and Competitive Markets**
KLAUS M. SCHMIDT (University of Munich), Martin Spann and Robert Zeithammer

11:05 – 11:40 **Generosity Across Contexts**
ROBERTO A. WEBER (University of Zurich), Alexander L. Davis, Nadja Jehli and John H. Miller

11:40 - 12:15 **Sign me up! A Model and Field Experiment on Volunteering**
DANIEL HOUSER (George Mason University) and Erte Xiao

Parallel Session 6 B
RICHARD MUSGRAVE ROOM

Behavioral Macro Economics
Chair: Joachim Winter

10:30 – 11:05 **The Curse of Inflation**
ERIK EYSTER (London School of Economics), Kristof Madarasz and Pascal Michaillat

11:05 – 11:40 **Understanding the Emergence of Public Debt**
JOACHIM WEIMANN (University of Magdeburg), Martin Fochmann and Abdolkarim Sadrieh

11:40 - 12:15 **The Normative Co-Evolution of the Market System and Democracy**
CARL CHRISTIAN VON WEIZSÄCKER (MPI)

12:15 – 13:15 **Lunch**

Parallel Session 7 A

LUDWIG ERHARD ROOM

Consumer Choice
Chair: Matthias Sutter

13:15 – 13:50 **The Standard Portfolio Choice Problem in Germany**
GEORG WEIZSÄCKER (Humboldt University Berlin), Steffen Huck and Tobias Schmidt

13:50 – 14:25 **Plan switching and Inertia in Medicare Part D: Evidence from Administrative Data**
JOACHIM WINTER (University of Munich), Florian Heiss, Daniel McFadden, Amelie Wuppermann and Bo Zhou

Parallel Session 7 B

RICHARD MUSGRAVE ROOM

Behavioral Mechanisms
Chair: Dirk Sliwka

13:15 – 13:50 **Tailored Bayesian Mechanisms: Experimental Evidence from Two-Stage Voting Games**
DIRK ENGELMANN (Humboldt University Berlin) and Hans Peter Grüner

13:50 – 14:25 **Informational Requirements of Nudging**
NICK NETZER (University of Zurich) and Jean-Michel Benkert

14:25 – 14:45 **Coffee Break**

Keynote Lecture 2

LUDWIG ERHARD ROOM

Chair: Ernst Fehr

14:45 – 15:45 **Field Experiments in Economics**
JOHN LIST (University of Chicago)

15:45 – 16:00 **Presentation of the Young Affiliate Award and Farewell**

End of Conference