

Behavioral Economics

Munich, 13 – 14 October 2023

Program

Presenting authors are denoted in capital letters | Timing: 25 min presentation and 10 min discussion

Friday, 13 October 2023

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

Parallel Session 1a, Ludwig Erhard Room

Misinterpretation

Chair: Luca Braghieri

10:10 – 10:45 **Misinterpreting Yourself**
PAUL HEIDHUES (Düsseldorf Institute for Competition Economics (DICE) and University of Düsseldorf), Botond Kőszegi, Philipp Strack

10:45 – 11:20 **Competing Causal Interpretations: A Choice Experiment**
SANDRO AMBUEHL (University of Zurich), Heidi Thysen

Parallel Session 1b, Richard Musgrave Room

Communication and Reputation

Chair: Heiko Karle

10:10 – 10:45 **Lost in Transmission**
Christopher Roth, Thomas Graeber, SHAKKED NOY (Massachusetts Institute of Technology)

10:45 – 11:20 **Reputational Concerns and Advice-Seeking at Work**
LEA HEURSEN (LMU Munich and HU Berlin), Marina Chugunova, Svenja Friess

11:20 – 11:35 **Coffee Break**

Parallel Session 2a, Ludwig Erhard Room

Reference Dependence Preferences

Chair: Thomas Buser

11:35 – 12:10 **The Welfare Economics of Reference Dependence**
ARTHUR SEIBOLD (University of Mannheim), Daniel Reck

12:10 – 12:45 **Organizational Change and Reference Dependent Preferences**
KLAUS M. SCHMIDT (LMU Munich), Jonas von Wangenheim

Parallel Session 2b, Richard Musgrave Room

Financial Incentives and Fairness

Chair: Lea Cassar

11:35 – 12:10 **Attitudes Toward Financial Incentives for Health Behaviors**
FLORIAN SCHNEIDER (University of Copenhagen), Roberto Weber, Armando Meier,
Pol Campos-Marcade

12:10 – 12:45 **Fair Shares and Selective Attention**
DAVIDE PACE (LMU Munich), Dianna Amasino, Joel van der Weele

12:45 – 13:45 **Lunch**

Plenary Session 3, Ludwig Erhard Room

Award Candidates

Chair: Sandro Ambuehl

Please note a short five-minute break between presentations

13:45 – 14:20 **Proud Not to Own Stocks: How Identity Shapes Financial Decisions**
LUCA HENKEL (Universidad del CEMA), Christian Zimpelmann

14:25 – 15:00 **A Two-Ball Ellsberg Paradox - An Experiment**
BRIAN JABARIAN (University of Chicago Booth Business School), Simon Lazarus

15:05 – 15:40 **How Does Contextual Information Shape Perceptions and Decisions?**
KEYU WU (University of Zurich)

15:40 – 16:00 **Coffee Break**

Parallel Session 4a, Ludwig Erhard Room

Social Norms and Duties

Chair: Sanjit Dhami

16:00 – 16:35 **A Model of Social Duties**
TORE ELLINGSEN (Stockholm School of Economics), Erik Mohlin

16:35 – 17:10 **Strategic Behavior with Tight, Loose and Polarized Norms**
EUGEN DIMANT (University of Pennsylvania), Michele Gelfand, Anna Hochleitner,
Silvia Sonderegger

Parallel Session 4b, Richard Musgrave Room

Search Costs and Misperceptions

Chair: Arthur Seibold

- 16:00 – 16:35 **Search Costs and Context Effects**
HEIKO KARLE (Frankfurt School of Finance and Management), Heiner Schumacher,
Florian Kerzenmacher, Frank Verboven
- 16:35 – 17:10 **Projective Misperceptions and Misinferred Time Preferences**
SILI ZHANG (LMU Munich)
- 17:10 – 17:20 **Short Break**

Keynote Lecture I, Ludwig Erhard Room

Chair: Tore Ellingsen

- 17:20 – 18:20 **Cognitive Economics**
NICOLA GENNAIOLI (Bocconi University)
- 19:30 **Conference Dinner**

Saturday, 14 October 2023

Parallel Session 6a, Ludwig Erhard Room

Communication and Beliefs

Chair: Klaus Schmidt

- 09:15 – 09:50 **Contagious Misbeliefs**
THOMAS GRAEBER (Harvard Business School), Christopher Roth
- 09:50 – 10:25 **Biased Decoding and the Foundations of Communication**
LUCA BRAGHIERI (Bocconi University)

Parallel Session 6b, Richard Musgrave Room

Autonomy and Deception

Chair: Eugen Dimant

- 09:15 – 09:50 **Intrinsic Preferences for Autonomy**
HOLGER HERZ (University of Fribourg), Jana Freundt, Leander Kopp
- 09:50 – 10:25 **Deceptive Communication: Direct Lies vs. Ignorance, Partial-Truth and Silence**
VALERIA BURDEA (LMU Munich), Despoina Alempaki, Daniel Read
- 10:25 – 10:45 **Coffee Break**

Parallel Session 7a, Ludwig Erhard Room

Ambiguity and Risk Aversion

Chair: Paul Heidhues

10:45 – 11:20 **On the Psychological Foundations of Ambiguity Aversion**
ERNST FEHR (University of Zurich), Keyu Wu, Sean Hofland, Marting Schonger

11:20 – 11:55 **The Convergent and External Validity of Risk Preference Elicitation Methods:
Controlling for Measurement Error in a Large Population Sample**
ARNO RIEDL (Maastricht University), Paul Bokern, Jona Linde, Hans, Smeets,
Peter Werner

Parallel Session 7b, Richard Musgrave Room

Predicting Behavioral Outcomes

Chair: Holger Herz

10:45 – 11:20 **Competitiveness, Negative Reciprocity and Prosociality are Strong Predictors of
Political Preferences**
THOMAS BUSER (University of Amsterdam)

11:20 – 11:55 **Climate Change Risk and Human Behavior: Theory and Evidence**
SANJIT DHAMI (University of Leicester), Narges Hajimoladarvish,
Pavan Mamidi

11:55 – 12:00 **Short Break**

Parallel Session 8a, Ludwig Erhard Room

Behavioral Welfare Economics

Chair: Eugen Dimant

12:00 – 12:35 **Judging Nudging: Understanding the Welfare Effects of Nudges Versus Taxes**
MATTHIAS RODEMEIER (Bocconi University), John List, Gregory Sun

Parallel Session 8b, Richard Musgrave Room

Behavioral Interventions

Chair: Lea Heursen

12:00 – 12:35 **Keep Calm and Carry On: The Immediate vs. Six-Months Effects of Mindfulness
Meditation on Academic Performance**
LEA CASSAR (University of Regensburg), Mira Fischer, Vanessa Valero

12:35 – 13:35 **Lunch**

Parallel Session 9a, Ludwig Erhard Room

Memory

Chair: Thomas Graeber

- 13:35 – 14:10 **Disposed to Be Overconfident**
KATRIN GÖDKER (Bocconi University), Terrance Odean, Paul Smeets
- 14:10 – 14:45 **Investor Memory and Biased Beliefs: Evidence from the Field**
CAMERON PENG (London School of Economics and Political Science), Zhengyang Jiang, Hongqi Li, Hongjun Yan

Parallel Session 9b, Richard Musgrave Room

Gender and Misconduct

Chair: Arno Riedl

- 13:35 – 14:10 **Committee Deliberation and Gender Differences in Influence**
JONAS RADBRUCH (Humboldt University), Amelie Schiprowski
- 14:10 – 14:45 **Allegations of Sexual Misconduct, Accused Scientists, and Their Research**
MARINA CHUGUNOVA (Max Planck Institute for Innovation and Competition), Rainer Widmann, Michael Rose
- 14:45 – 15:00 **Coffee Break**

Keynote Lecture II, Ludwig Erhard Room

Chair: Ernst Fehr

- 15:00 – 16:00 **Behavioral Economics 3.0 -- Integrating Medicine, Biology, Neuroscience, and Cognitive Science**
ULRIKE MALMENDIER (University of California, Berkeley)
- 16:00 – 16:10 **Presentation of the CESifo Affiliate Award**

End of Conference