



**AREA CONFERENCE ON
BEHAVIOURAL ECONOMICS**
CESifo Conference Centre, Munich
2 – 3 November 2012

PROGRAMME

Friday, 2 November 2012

09:00 - 09:10 **Welcome & Introduction**

Session 1 – Plenary Session
LUDWIG ERHARD ROOM

Morals and Markets
Chair: Klaus Schmidt

09:10 - 09:45 **Morals and Markets**
ARMIN FALK (University of Bonn and IZA), Steffen Altmann and Andreas Grunewald

09:45 - 10:20 **Truth-telling - A Representative Assessment**
JOHANNES ABELER (University of Oxford), Anke Becker and Armin Falk

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

Parallel Session 2 A
LUDWIG ERHARD ROOM

Risk Taking and Gift Exchange
Chair: Matthias Sutter

10:40 - 11:15 **Peer Effects in Risk Taking**
MARTA SERRA-GARCIA (University of Munich) and Amrei Lahno
Candidate for CESifo Affiliate Prize

11:15 - 11:50 **An Endowment Effect for Risk: Experimental Tests of Stochastic Reference Points**
CHARLES SPRENGER (Stanford University)
Candidate for CESifo Affiliate Prize

11.50 - 12:25 **When Will There Be Gift Exchange?**
Addressing the Lab-Field Debate With Laboratory Gift Exchange Experiments
JUDD B. KESSLER (University of Pennsylvania)
Candidate for CESifo Affiliate Prize

Parallel Session 2 B
RICHARD MUSGRAVE ROOM

Coordination and Cooperation in Social Dilemmas
Chair: Joachim Winter

- 10:40 - 11:15 **Managing Social Credibility: An Experiment on Coordination and Leadership**
ROBERTO A. WEBER (University of Zurich), David Cooper and John R. Hamman
- 11:15 - 11:50 **Strong, Bold, and Kind: Self-Control and Cooperation in Social Dilemmas**
MARTIN G. KOCHER (University of Munich), Peter Martinsson, Kristian Ove R. Myrseth and Conny Wollbrant
- 11.50 - 12:25 **Public-Good Experiments with Large Groups**
JOACHIM WEIMANN (University of Magdeburg), Jeanette Brosig-Koch, Heike Hennig-Schmidt, Claudia Keser and Christian Stahr
- 12:25 - 13:30 **Lunch**

Parallel Session 3 A
LUDWIG ERHARD ROOM

Renegotiation and Implementation
Chair: Botond Köszegi

- 13:30 - 14:05 **Handing Out Guns at a Knife Fight: Behavioral Limitations of Subgame-Perfect Implementation**
ERNST FEHR (Zurich University), Michael Powell and Tom Wilkening
- 14:05 - 14:40 **A Theory of Ex Post Inefficient Renegotiation**
KLAUS M. SCHMIDT (University of Munich) and Fabian Herweg

Parallel Session 3 B
RICHARD MUSGRAVE ROOM

New Perspectives on the Prisoners' Dilemma and Bargaining
Chair: Joachim Weimann

- 13:30 - 14:05 **Judgement and Behaviour in the Prisoners' Dilemma: The Impact of Moral and Strategic Considerations**
PHILLIP C. WICHARDT (University of Rostock), Jan-Erik Lönnqvist, Jan Sprenger and Markku Verkasalo, Gari Walkowitz

14:05 - 14:40 **Bargaining with Two-Person-Groups - On the Insignificance of the Patient Partner**
OLIVER KIRCHKAMP (University of Jena) and Ulrike Vollstädt

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

Parallel Session 4 A
LUDWIG ERHARD ROOM

Conflict
Chair: Paul Heidhues

15:00 -15:35 **Thanks But No Thanks: A New Policy to Avoid Land Conflict**
MARTIN DUFWENBERG (University of Arizona and University of Gothenburg), Gunnar Köhlin,
Peter Martinsson and Haileselassie Medhin

15:35 -16:10 **Alliances in the Shadow of Conflict**
FLORIAN MORATH (Max Planck Institute for Tax Law and Public Finance), Changxia Ke and
Kai A. Konrad

Parallel Session 4 B
RICHARD MUSGRAVE ROOM

Nudges
Chair: Gary Charness

15:00 – 15:35 **The Role of Salience in Performance Schemes: Evidence from a Field Experiment**
UWE SUNDE (University of St.Gallen), Florian Englmaier and Andreas Roider

15:35 – 16:10 **Reminders, Deadlines and Incentives: Evidence from a Field Experiment**
CHRISTIAN TRAXLER (University of Marburg), Steffen Altmann and Philipp Weinschenk

Keynote Lecture 1
LUDWIG ERHARD ROOM

Chair: Tore Ellingsen

16:15 – 17:15 **Behavioural Game Theory across Lab, Field and Species**
COLIN CAMERER (California Institute of Technology)

19:00 **Conference Dinner at Seehaus, English Garden**

Saturday, 3 November 2012

Session 5 – Plenary Session

LUDWIG ERHARD ROOM

Behavioural Industrial Organisation

Chair: Martin Dufwenberg

- 09:00 – 09:35 **Inferior Products and Profitable Deception**
PAUL HEIDHUES (European School of Management and Technology) and Botond Köszegi
- 09:35 – 10:10 **Externalities Fairness and Consumer Information in Markets**
BJÖRN BARTLING (University of Zurich) and Roberto Weber
- 10:10 – 10:30 **Coffee Break**

Parallel Session 6 A

LUDWIG ERHARD ROOM

Group Formation and Networks

Chair: Martin Kocher

- 10:30 – 11:05 **Civic Capital in Two Cultures: The Nature of Cooperation in Romania and USA**
TORE ELLINGSEN (Stockholm School of Economics), Benedikt Herrmann, Martin Nowak, David G. Rand and Corina Tarnita
- 11:05 – 11:40 **Cooperation During Cultural Group Formation Promotes Trust Towards Members of Outgroups**
DANIEL HOUSER (George Mason University) and Xiaofei (Sophia) Pan
- 11:40 - 12:15 **Equilibrium Selection in Experimental Games on Networks**
GARY CHARNES (University of California, Santa Barbara), Francesco Feri, Miguel A. Meléndez-Jiménez and Matthias Sutter

Parallel Session 6 B

RICHARD MUSGRAVE ROOM

Hidden Cost of Control

Chair: Robert Weber

- 10:30 – 11:05 **Finding the Cost of Control**
JUDD B. KESSLER (University of Pennsylvania) and Stephen Leider
- 11:05 – 11:40 **Can Contracts Signal Social Norms? - Experimental Evidence**
DIRK SLIWKA (University of Cologne) and Anastasia Danilov

11:40 - 12:15 **Allocation of Authority and Project Implementation: Do Procedural Concerns Matter?**
FERDINAND VON SIEMENS (Goethe University Frankfurt) and Randolph Sloof

12:15 – 13:15 **Lunch**

Parallel Session 7 A
LUDWIG ERHARD ROOM

Cultures of Fraud and Crime
Chair: Florian Englmaier

13:15 – 13:50 **What Drives Taxi Drivers? A Field Experiment on Fraud in a Market for Credence Goods**
MATTHIAS SUTTER (University of Innsbruck), Loukas Balafoutas, Adrian Beck and Rudolf Kerschbamer

13:50 – 14:25 **Trust and Parochialism in a Culture of Crime**
STEPHAN MEIER (Columbia University), Lamar Pierce and Antonino Vaccaro

Parallel Session 7 B
RICHARD MUSGRAVE ROOM

Experiments and Surveys
Chair: Armin Falk

13:15 – 13:50 **Willingness to Compete: Family Matters**
BERTIL TUNGODDEN (NHH Norwegian School of Economics), Ingvild Almås, Alexander W. Cappelen, Kjell G. Salvanes and Erik Ø. Sørensen

13:50 – 14:25 **Partnership, Gender Roles and the Well-Being Cost of Unemployment**
RONNIE SCHÖB (Freie Universität Berlin), Andreas Knabe and Joachim Weimann

14:25 – 14:45 **Coffee Break**

Keynote Lecture 2
LUDWIG ERHARD ROOM

Chair: Ernst Fehr

14:45 – 15:45 **Structural Minimalism in Behavioral Economics**
DOUGLAS BERNHEIM (Stanford University)

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

End of Conference