

### **PROGRAMME**

**Friday, 21 October 2016**

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

#### **Plenary Session 1**

LUDWIG ERHARD ROOM

#### **Moral Reasoning and Motivated Beliefs**

**Chair: Klaus Schmidt**

09:10 - 09:45 **Self-Image and Status as Determinants of Moral Behavior**  
ARMIN FALK (briq - Behavioral and Inequality Research Institute)

09:45 - 10:20 **The Dynamics of Motivated Beliefs**  
FLORIAN ZIMMERMANN (University of Zurich)

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

#### **Parallel Session 2 A**

LUDWIG ERHARD ROOM

#### **Optimal Contracting** **Chair: Johannes Abeler**

10:40 - 11:15 **Optimal Contracting with Endogenous Project Mission**  
LEA CASSAR (University of Cologne)  
*Nominee for CESifo Affiliate Prize*

11:15 - 11:50 **Competitive Compensation Contracts**  
TORE ELLINGSEN (Stockholm School of Economics) and Eirik Gaard Kristiansen

11:50 - 12:25 **Zero Prices: Optimal Pricing of Experience Goods under Consumer Dynamic Loss Aversion**  
TAKESHI MUROOKA (University of Munich)

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### Parallel Session 2 B

RICHARD MUSGRAVE ROOM

#### Overconfidence and Work Attitude

Chair: Stephan Meier

10:40 - 11:15 **Job History, Work Attitude, and Employability**

Alain Cohn, Michel André Maréchal, Frédéric Schneider, and ROBERTO A. WEBER (University of Zurich)

11:15 - 11:50 **Responding to Subjective Evaluations: Assessing the Role of Over-confidence, Ego-threats, and Monetary Consequences Using a Field Experiment in Denmark**

CHARLES BELLEMARE (Université Laval), Alexander Sebald, and Markus Walzl

11:50 - 12:25 **Overconfidence and Biased Memory of Past Performance: Evidence from Managers**

DAVID HUFFMAN (University of Pittsburgh) and Julia Shvets

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

### Parallel Session 3 A

LUDWIG ERHARD ROOM

#### Incentives

Chair: Björn Bartling

13:30 - 14:05 **An Offer You Can't Refuse? Incentives Change What We Believe**

SANDRO AMBUEHL (University of Toronto)  
*Nominee for CESifo Affiliate Prize*

14:05 - 14:40 **Smells Like Team Spirit: An Experiment on Relative Performance Feedback**

William Gilje Gjedrem and OLA KVALØY (University of Stavanger)

### Parallel Session 3 B

RICHARD MUSGRAVE ROOM

#### Consumer Protection

Chair: Matthias Sutter

13:30 - 14:05 **Waiting to Choose**

ALEX IMAS (Carnegie Mellon University), Michael A. Kuhn, and Vera Mironova

14:05 - 14:40 **Money Left on the Kitchen Table:  
Exploring Sluggish Mortgage Refinancing Using Administrative Data, Surveys, and Field Experiments**  
Eric Johnson, STEPHAN MEIER (Columbia University), and Olivier Toubia

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

**Parallel Session 4 A**  
LUDWIG ERHARD ROOM  
**Shaping of Preferences**  
**Chair: Tore Ellingsen**

15:00 -15:35 **Familiarity Does *Not* Breed Contempt: Diversity, Discrimination and Generosity in Delhi Schools**  
GAUTAM RAO (Harvard University)  
*Nominee for CESifo Affiliate Prize*

15:35 -16:10 **Democrats**  
DAVIDE CANTONI (University of Munich), David Y. Yang, Noam Yuchtman, and Y. Jane Zhang

**Parallel Session 4 B**  
RICHARD MUSGRAVE ROOM  
**Implicit Preferences**  
**Chair: Martin Dufwenberg**

15:00 – 15:35 **Implicit Preferences Inferred from Choice**  
Tom Cunningham and JONATHAN DE QUIDT (Institute for International Economic Studies, Stockholm)

15:35 – 16:10 **The Boys Crisis: Do We Consider it More Acceptable when Males Fall Behind than when Females Do?**  
Alexander W. Cappelen, Ranveig Falch, and BERTIL TUNGODDEN (NHH, Bergen)

### Keynote Lecture 1

LUDWIG ERHARD ROOM

**Chair: Stefano DellaVigna**

16:15 – 17:15 **'Confounded by Confounders': Modeling Naïve Self-Selection**  
RAN SPIEGLER (Tel Aviv University, University College London)

19:00 **Conference Dinner**

## Saturday, 22 October 2016

### Plenary Session 5

LUDWIG ERHARD ROOM

**Looking for Fairness**

**Chair: Charles Bellemare**

08:30 – 09:05 **Where to Look for the Morals in Markets?**  
MATTHIAS SUTTER (University of Cologne & University of Innsbruck), Jürgen Huber, Michael Kirchler, and Matthias Stefan

09:05 – 09:40 **Fairness in a Winner-Take-All Economy**  
BJÖRN BARTLING (University of Zurich), Alexander W. Cappelen, Mathias Ekstrom, Erik Ø. Sørensen, and Bertil Tungodden

09:40 – 10:15 **Behavioral and Neural Predictors of Inequality Aversion**  
ERNST FEHR (University of Zurich)

10:15 – 10:35 **Coffee Break**

### Parallel Session 6 A

LUDWIG ERHARD ROOM

**Truth-Telling and Accurate Predictions**

**Chair: Armin Falk**

10:35 – 11:10 **Predicting Experimental Results: Who Knows What?**  
STEFANO DELLAVIGNA (University of California, Berkeley) and Devin Pope

11:10 – 11:45 **Preferences for Truth-Telling**  
JOHANNES ABELER (University of Oxford), Daniele Nosenzo, and Collin Raymond

11:45 - 12:20 **Second-Best Fairness: Experimental Evidence on the Trade-Off Between False Positives and False Negatives in Distributive Choice**  
ALEXANDER W. CAPPELEN (NHH Bergen), Cornelius Cappelen, and Bertil Tungodden

### Parallel Session 6 B

RICHARD MUSGRAVE ROOM

#### Regret and Saliency Chair: Roberto Weber

10:35 – 11:10 **Regret as Incentive**  
URI GNEEZY (University of California, San Diego)

11:10 – 11:45 **Regret in One-Shot and Recurrent Decisions: A Cautionary Tale**  
Alex Imas, Diego Lamé, and ALISTAIR J. WILSON (University of Pittsburgh)

11:45 - 12:20 **Saliency in Decision-Making under Risk: Experimental Evidence**  
Charles Bellemare, Alexander Sebald, and JOACHIM WINTER (University of Munich)

12:20 – 13:15 **Lunch**

### Parallel Session 7 A

LUDWIG ERHARD ROOM

#### Equilibrium Selection Chair: Florian Zimmermann

13:15 – 13:50 **Communication and (Non-) Equilibrium Selection**  
GARY CHARNESS (University of California, Santa Barbara), Francesco Feri, Miguel Melendez-Jimenez, and Matthias Sutter

13:50 – 14:25 **King of the Hill: Giving Backward Induction its Best Shot**  
MARTIN DUFWENBERG (University of Arizona) and Matt Van Essen

### Parallel Session 7 B

RICHARD MUSGRAVE ROOM

#### Wages and Inequality Chair: Ola Kvaløy

13:15 – 13:50 **Social Comparisons in Oligopsony**  
LASZLO GOERKE (IAAEU – Trier University) and Michael Neugart



# Area Conference 2016

## on Behavioural Economics

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**21–22 October**

13:50 – 14:25 **Leveraging Wage Subsidies to Facilitate Fair Wages and Increase Social Welfare**  
TOMER BLUMKIN (Ben Gurion University), Haim Pinhas, and Ro'i Zultan

14:25 – 14:45 **Coffee Break**

**Keynote Lecture 2**  
LUDWIG ERHARD ROOM

**Chair: Ernst Fehr**

14:45 – 15:45 **Behavioral Economics and Public Policy**  
RAJ CHETTY (Stanford University)

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

*End of Conference*