Second International Meeting on Experimental and Behavioral Social Sciences

Toulouse, 15-17 April, 2015

Hosted by the Institute for Advanced Study at Toulouse in conjunction with the Nuffield Centre for Experimental Social Sciences
Day 1: 15 April

12:30-14:00  Registration and Lunch (MS002 and MS003)

14:00-15:30  Parallel Session I

Parallel Session I-A Inequality (MC201)

Victor Gonzalez, Tilburg University
The Affective Load Inherent to Inequality Decreases Productivity

Jacqueline van Breemen, University of Amsterdam
“Be the Change That you Wish to See in the World”: An Experimental Study of Agency and Institutional Change.

Alice Ciccone, University of Oslo
Fairness Preferences in Trade

Parallel Session I-B Financial Markets (MC202)

Tomasz Makarewicz, University of Amsterdam
Bubble Formation and (In)Efficient Markets in Learning-to-Forecast and -Optimise Experiments

Adam Sanjurjo, Universidad De Alicante
A Cold Shower for the Hot Hand Fallacy

Joshua Benjamin Miller, Bocconi University
Equilibrium Play in Experimental Parimutuel Betting Markets

Parallel Session I-C Fundraising and Crowd-out effects (MC203)

Florentin Kraemer, University of Munich
Delegating Pricing Power to Buyers: An Experimental Investigation

Maja Adena, WZB Berlin Social Science Center
Matching Donations without Crowding Out?

Conny Wollbrant, University of Gothenburg
Does Monetary Compensation Crowd-out Recycling?

* indicates the session chair
15:35-17:05  Parallel Session II

Parallel Session II-A Trust and Reciprocity  (MC201)

PIERLUIGI CONZO, University of Turin
Trust and Cheating in Sri Lanka: The Role of Experimentally-Induced Emotions about Tsunami

JOHANNES JARKE, Universität Hamburg
Trust, but Verify? When Trustworthiness is Observable Only Through (costly) Monitoring

YOLA ENGLER, Queensland University of Technology
Guilt-averse or Reciprocal: Disentangling Different Motivations in the Trust Game

* LIONEL PAGE, Queensland University of Technology
Driving a Hard Bargain is a Balancing Act: The Importance of Reciprocal Intentions in Bargaining

Parallel Session II-B Confidence and Risk  (MC202)

AYŞE GÜL MERMER, University of Manchester
Contests with Expectation-Based Loss-Averse Players

MICHAL KRAWCZYK, University of Warsaw
Are we All Overconfident in the Long Run? Evidence from One Million Marathon Participants.

JOHANNA GERKE, European University Institute
The “Fortuna Heuristic” and (Mis-)Perceptions of Risk Among Thai Migrants

* FLORIAN WENDELSPIESS CHÁVEZ JUÁREZ, University of Geneva
The Credit Behavior of Households - A Behavioral Approach

Parallel Session II-C Coordination  (MC203)

ALBERTO ANTONIONI, University of Lausanne
Spatial Coordination and Cooperation Among Humans: Experimental Results

DAVID J COOPER, Florida State and University of East Anglia
Centralized Vs. Decentralized Management: An Experimental Study

AIDAS MASILIUNAS, Maastricht University
Overcoming Coordination Failure in a Critical Mass Game: Strategic Motives and Action Disclosure

* KINGA POSADZY, Linköping University
Efficiency or Fairness? How Procedural Concerns Affect Coordination in a Volunteer’s Dilemma

17:05-17:30  Coffee Break  (MD001)

17:30-19:00  Invited Speaker I  (Amphi I)

Marie Claire Villeval
Dishonesty in the field: Self-justification and transparency

19:00  Welcome Reception  (MS002 and MS003)

* indicates the session chair
Day 2: 16 April

9:00-10:30 Parallel Session III

Parallel Session III-A Gender

Norma Schmitt, DIW Berlin
*Do Women Favor In-group Competition? Evidence from an Incentivized Choice Experiment*

Lauri Saaksvuori, National Institute For Health and Welfare
*Competitive Behavior, Stress and Gender*

Arthur Schram, Amsterdam School of Economics
*Status Anxiety Makes Women Underperform*

Karen Khachatryan, Middlesex University London
*Gender and Preferences at a Young Age: Evidence from Armenia*

Parallel Session III-B Public Goods I

Javier Perote, University of Salamanca
*The Lazarillo and the Blind Man: A Sharing Game under Asymmetric Conditions*

Roi Zultan, Ben Gurion University of Jerusalem
*Punishment and Reward Institutions with Harmed Minorities*

Gert Pönitzsch, Kiel Institute For the World Economy
*Endogenous Move Order in Threshold Public Good Provision*

Sabrina Teyssier, INRA-ALISS, Paris
*Endowment Heterogeneity and Punishment in Public Good Games*

Parallel Session III-C Signaling and Information

Andres Salamanca, Universite De Toulouse
*Some Strategic Aspects of Private Information: An Experimental Study*

Diego Gambetta, European University Institute and Nuffield College
*How Information Shapes Interpersonal Conflict*

Roxane Bricet, Université De Cergy-Pontoise
*An Experimental Essay on Ellsberg Paradox under Partial Ambiguity*

Arnaud Tognetti, Institute For Advanced Study In Toulouse
*Are Altruistic Men Showing Off? Contributions to a Public Good are Enhanced under Sexual Competition*

10:30-11:00 Coffee Break

* indicates the session chair
11:00-12:30  Parallel Session IV

Parallel Session IV-A Labor I  (MC201)

FREDERIC SCHNEIDER, University of Zurich
Job History, Work Attitude, and Employability

HOLGER HERZ, University of Zurich
Impatience and Dropouts

SERGE PAJAK, Université Paris Sud
Online Social Networks and Hiring: A Field Experiment on the French Labor Market

* ÅSHILD A JOHNSEN, University of Stavanger
Does Exposure Reduce Gender Discrimination? Evidence from a Combined Vignette and Field Experiment

Parallel Session IV-B Beliefs, Norms, and Preferences  (MC202)

DANIEL ZIZZO, Newcastle University
To Pay or Not to Pay? Determinants of Unlawful Product Acquisition

BRENT DAVIS, University of Innsbruck
Measuring Standards of Proof: Juror Beliefs, Errors, and Convictions in an Incentivized Experiment

REBECA ECHEVARRI, University of Glasgow
The Missing Link Between Parents’ Preferences and Daughters’ Survival: A Behavioural Economics Perspective

* FABIAN GOGOLIN, Dublin City University
Do Values Affect Financial Decision-making?

Parallel Session IV-C Information and Investment  (MC203)

PHILIP NEWALL, University of Stirling
How Bookies Make Your Money

NICK VIKANDER, University of Copenhagen
Advertising, Commitment, and Social Image

ALEC SPROTEN, Friedrich-Alexander-University Erlangen-Nürnberg
Fostering the Best Execution Regime - An Experiment about Pecuniary Sanctions and Accountability in Fiduciary Money Management

* STEFAN AMBEC, Toulouse School of Economics
Motivations for Efficiency and Equity in the Investment Game

12:30-14:00  Lunch  (MS002 and MS003)

14:00-15:30  Parallel Session V

Parallel Session V-A Industrial Organization and Competition  (MC201)

TIBOR NEUGEBAUER, University of Luxembourg
Within- And Between-Team Competition: An Experiment on Team Incentives

ANITA KOPANYI-PEUKER, University of Amsterdam
Endogenous Information Disclosure in Experimental Oligopolies

* KNUD-ERIC JOSLIN, BI Norwegian Business School
Should I Stay or Should I Go? Bandwagons in the Lab

* indicates the session chair
Parallel Session V-B Values and Preferences (MC202)

Jörgen Weibull, Stockholm School of Economics and IAST
* Evolutionarily Stable Strategies, Preferences, and Moral Values, in N-player Interactions
VOJTECH BARTOS, CERGE EI
* Seasonal Scarcity and Sharing Norms
Deborah Kistler, University of Lausanne
* World Values Survey Response and Behavior: Emancipative and Secular Values Predict Cooperation, Protection of Property, and Pro-social Behavior.

Parallel Session V-C Leadership (MC203)

Boris van Leeuwen, University of Toulouse
* Authority & Centrality: Power and Cooperation in Social Dilemma Networks
Christina Rott, Maastricht University
* Not Just Like Starting Over - Leadership and Revivification of Cooperation in Groups
Duygu Özdemir, University of Essex
* Gender, Leadership and Group Dynamics in Leader Appointment Decisions: An Experimental Study

15:35-17:05 Parallel Session VI

Parallel Session VI-A Markets and Contests (MC201)

Tim Carle, University Luxembourg
* Heterogeneity of Beliefs and Trade in Experimental Asset Markets
J. Philipp Reiss, Karlsruhe Institute of Technology
Behavioral Variation in Tullock Contests
Tibor Neugebauer, University of Luxembourg
* A Test of the Modigliani-Miller Invariance Theorem and Arbitrage in Experimental Asset Markets
Cesar Mantilla, Institute For Advanced Study In Toulouse
Market Structure and Open Access Artisanal Fisheries: A Lab-in-the-Field Experiment

Parallel Session VI-B Networks (MC202)

Tamas David-Barrett, University of Oxford
* Social Network Effects on Human Pair Choice
Sarah Otter, Saïd Business School, University of Oxford
How Third Party Observers Infer Status from Network Position
Christine Gutekunst, Maastricht University
* Network Effects in Games with Aligned and Conflicting Interests: Evidence from Rural Uganda

* indicates the session chair
Parallel Session VI-C Neuroeconomics and Cognition (MC203)

CECILE AUBERT, GREThA, U. Bordeaux, and TSE-LERNA
Physiologically Constrained Matching Between Brain and Stimuli – Implications for Economic Decision-making and Marketing

THOMAS MEISSNER, Berlin University of Technology
Cognitive Bubbles

GIDEON NAVE, Caltech
Testosterone Impairs Cognitive Reflection in Men

* GOKHAN AYDOGAN, Ludwig-Maximilians University of Munich
Oxytocin Promotes Strategic Reasoning

17:05-17:30 Coffee Break (MD001)

17:30-19:00 Invited Speaker II (Amphi I)

Colin Camerer
Data mining for behavioral economics

20:00 Dinner (Off-site)
Day 3: 17 April

9:00-10:30 Parallel Session VII

Parallel Session VII-A Honesty and Corruption

Vera Angelova, Technische Universität Berlin
Honest Advisors? The Role of Competition, Reputation, and Reciprocity

Oege Duk, Radboud University Nijmegen
Corruption Cascades

David Hugh-Jones, University of East Anglia
The Necessary Accord of Word with Deed: Honesty Across Eight Countries

* Nan Zhang, EUI
Institutions, Culture and Blowing the Whistle on Corruption: An Experiment with Northern and Southern Italians

Parallel Session VII-B Public Goods II

Jan Rezac, Masaryk University
Can Ambiguity Aversion Explain Contributions to Public Goods?

Maxwell Burton-Chellew, University of Oxford
Conditional Cooperators Misunderstand the Public-goods Game

Caleb Cox, Durham University
Strategic Thinking in Public Goods Games with Teams

* Jordi Brandts, Instituto De Análisis Económico
Counter-punishment, Norm Communication and Accountability

Parallel Session VII-C Group Identity and Cooperation

Denise Laroze, University of Essex
The Impact of Group Identity on Coalition Building

Jindi Zheng, University of Amsterdam
Friend or Foe? Social Distance in Bribery

Ozan Aksoy, University of Oxford
Equal but Diverse or Unequal but Unified? Effects of Diversity and Inequality on Cooperation.

* Simone Quercia, University of Bonn
Conditional Cooperation and Betrayal Aversion

10:30-11:00 Coffee Break

* indicates the session chair
11:00-12:30 Invited Speaker III (Amphi I)

Cristina Bicchieri
I am so angry I could help you: Moral outrage as a driver of victim’s compensation

12:30-14:00 Lunch (MS002 and MS003)

14:00-15:30 Parallel Session VIII

Parallel Session VIII-A Risk Attitudes (MC201)

SAHRA SAKHA, University of Hanover
Risk Over Time

JONATHAN ROGERS, New York University Abu Dhabi
Other People’s Money: Warm Glow and Risk Preferences

JANA WILLRODT, University of Bonn
Self-Control and Risk Attitudes: Is There a Causal Effect?
* CHRISTIANE SCHWIEREN, Universität Heidelberg
Chronic Stress Promotes Risk Loving Behavior in Young Adults

Parallel Session VIII-B Time and Temptation (MC202)

DANIELE PENNESI, University of Cergy-Pontoise
Marshmallows and Self-control

OKTAY SÜRÜÇÜ, Bielefeld University
The Impact of Time Pressure: Insights from a Queueing Experiment

LÉA BOUSQUET, Paris School of Economics and Sciences Po Paris
Measuring Time Inconsistency and Naivety with Monetary Rewards
* ANTONIA GROHMANN, Leibniz Universität Hannover
The Effect of Peer Observation on the Consumption of Temptation Goods: Experimental Evidence

Parallel Session VIII-C Taxes and Redistribution (MC203)

TY TURLEY, Brigham Young University
You Get What you Deserve: Experimental Evidence on Redistribution Preferences in China, Paraguay and Uganda

NAN ZHANG, EUI
Willing to Pay? Tax Compliance in Britain and Italy: An Experimental Analysis

FADONG CHEN, University of Konstanz
Cognitive Processes of Distributional Preferences: A Response Time Study
* HELEN MILNER, Princeton University
Citizen Perceptions of the Resource Curse and Aid Dependence: Experimental Evidence from Uganda

* indicates the session chair
15:35-17:05 Parallel Session IX

Parallel Session IX-A Politics and Power (MC201)

**Enrique Fatas**, University of East Anglia
*Sacrifice. an Experiment on the Political Economy of Extreme Intergroup Punishment*

**Georg Granic**, University of Cologne
*Where Power Resides: Evidence from the Chairman’s Paradox*

* Celine Colombo, European University Institute
*Debiasing Political Opinions - The Case of the Scottish Independence Referendum*

Parallel Session IX-B Evolution and Biology (MC202)

**Manuela Oberauer**, University of Innsbruck
*Hide and Seek in Kids and Adults.*

**Sigrid Suetens**, Tilburg University
*Predictably Angry. Facial Cues Provide a Credible Signal for Destructive Behavior*

* Simon Powers, University of Lausanne
*The Co-evolution of Social Institutions, Demography, and Large-scale Human Cooperation*

Parallel Session IX-C Labor II (MC203)

**Masclet David**, CNRS
*Labor Supply and Redistribution a Real-Effort Experiment in Canada, France and Germany*

**Sabrina Jeworrek**, University of Trier
*Do Agents Care for the Mission of Their Job? A Field Experiment*

* Timo Hoffmann, University of Erlangen-Nuremberg
*Performance Pay, Sorting and Employers’ Choice: Are Tournaments an Attractive Payment Method?*

Day 4: 18 April

10:00-12:00 Guided Tour of Toulouse

* indicates the session chair
Guided visit of Toulouse
Saturday 18, April 2015

Come and discover Toulouse on a 2 hour English speaking tour. Amongst the wonderful cultural heritage to visit during your stay are the impressive Capitole, the Saint-Sernin Basilica and the Jacobins Monastery.

Place du Capitole
This place is composed of the current city hall (Hôtel de Ville), Caipote Theatre, National Orchestra and Opera House. This building is remarkable with its 8 columns of pink marble on façade, Henry IV courtyard, the place where the Duke of Montmorency was killed, and the “Salle des Illustres” inspired by the Farnese Gallery in Rome where the golden mouldings compete with the beauty of the paintings in the cartouches. Also see the rooms Jean-Paul Laurens, Henri Martin, Paul Gervais...

Saint Sernin Basilica
A masterpiece of Roman art, the Saint-Sernin basilica has had significant renovation work done on it over the past 30 years: recovery of the bell tower, extrication of the mural paintings of the 12th Century, revival of the altar from 1096, the crypts and the displays of the treasure trove (with its exceptional works). It’s an important pilgrimage stop on the Way of Saint James, “Routes of Santiago de Compostela”. The treasure trove of the basilica is located in the ambulatory and in the crypts of the building.

The Jacobins
Unique in Toulouse, this building entirely made of bricks, made the contrast between its massive or even austere aspect of the exterior and the extraordinary lightness of the interior architecture where the famous palm-tree ribs thrust upwards. There is also the cloister, the sacristy, the chapter house and a chapel dedicated to Saint Antonin which are decorated with a set of mural paintings from the 14th Century.

Toulouse Guided Visit « Grand Monuments »
Day: 18, April 2015

Starting time: 10:00 am

Duration : 2 hours

Price : 6€ / person, payment should be made in cash directly to conference secretariat on 15, April.

Registration : please pre-register via http://doodle.com/hyd4sy88c4ae9hd8

Places are limited up to 30, registration is one a 1st come, 1st served basis.

Meeting point: Tourist office, square Charles de Gaulle, 31000 Toulouse at the « Donjon »
The Nuffield Centre for Experimental Social Sciences (CESS) was created by Nuffield College in February 2008. Its principal goal is to promote and facilitate experimental research by social scientists at the University of Oxford. CESS provides a number of services to the experimental community: experimental lab facilities; staff and facilities for designing and implementing online experiments; a fellowship and post-doc programme; regular seminars and workshops.

The Centre’s Experimental Lab facilities are located at Nuffield College. The laboratory is a state-of-the-art facility with 25 fully partitioned work stations and a separate experimenter’s office. The laboratory is open for use by both university staff members and other interested academic or non-academic parties. CESS offers programming and logistic support for conducting experiments and maintains a subject pool consisting of a large number of students and non-students from the Oxford area.

The Centre also hosts an Online Panel with a large and representative subject pool from numerous regions in the UK. As with the lab facilities, the online panel is open for use by Oxford and non-Oxford researchers. The CESS has been actively recruiting subjects through online advertisement since October 2013, and the number of registered subjects exceeds 800. The CESS currently offers researchers to run non-synchronous online experiments, but manifested to extend its facility to synchronous online experiments in the year of 2015.

Earlier this year, CESS signed an agreement with the University of Santiago, Chile to build up a new research centre in Santiago. This centre, Santiago CESS, will be equipped with the same lab and online infrastructure as Nuffield CESS, allowing for parallel international experiments. A further aim of the Santiago CESS will be to conduct policy evaluations through randomized controlled trials, combining the expertise of Nuffield CESS in experimental research and of the University of Santiago in policy studies.

CESS organizes regular classes and workshops. Some of the upcoming events include:

May 19-29: CESS/Munk Summer School on Experimental Social Sciences in Toronto, Canada, in conjunction with the Munk School of Global Affairs at the University of Toronto

June 29-July 10: Essex/Nuffield CESS Experimental Summer School will be held in Oxford, in conjunction with the University of Essex.

CESS also organizes regular seminars and colloquia with an excellent line-up of speakers. The upcoming speakers include Ryan Opera (UC Santa Barbara, 20th May), Winter Mason (Facebook, date TBC), Gideon Nave (CalTech, 28th April), Jeroen Nieboer (LSE, 5th May), and Emilliano Huet-Vaughn (Middlebury, 9th June). Moreover, CESS hosts visiting experimentalists. Colin Camerer (CalTech), Jeffrey P. Carpenter (Middlebury), Catherine Hafer (NYU) and Dimitri Landa (NYU) are among the CESS visitors during the next term.

For queries about conducting a lab or an online experiment at CESS, or for signing up CESS events, please contact cess@nuffield.ox.ac.uk. More detailed information can be found on our website: http://cess-web.nuff.ox.ac.uk
Institute for Advanced Study in Toulouse: knowledge across frontiers

Objectives

The ambitious goal of this interdisciplinary research institute is to break down artificial disciplinary boundaries, bringing together researchers from all over the world trained in the different social sciences in order to facilitate cross fertilisation, unlock new ideas and explore questions of central importance to human society in the 21st century.

The IAST was selected in 2011 as a “Laboratory of Excellence” in a nationwide competition. The institute is hosted by the University of Toulouse 1 Capitole, which is a university for social sciences.

Themes and disciplines

The themes outlined here provide an indication of the kinds of question that represent the most fruitful areas of interdisciplinary collaboration within the IAST.

Our current disciplines of study:

- Anthropology
- Economics
- Law
- Political Science
- Sociology

- Biology
- History
- Philosophy
- Psychology

The themes and disciplines listed are not exhaustive and evolve as we develop our own research, both individually and collectively.

We welcome contributions to this evolving process from both our current community of researchers and those who would like to join us in the future.

Key Figures

- 9 Disciplines
- 40 Seminars per year
- 5 Conferences per year
- 50+ international visitors per year
TSE, a centre of excellence for research in economics

A world-renowned centre bringing together over 150 international researchers from three laboratories (GREMAQ, LERNA and ARQADE) in a unique and historic location, the former tobacco factory at the University of Toulouse 1 Capitole (UT1). Conceived 30 years ago, this research centre is now a reality: TSE has become one of the best economics research centres in the world.

TSE’s objectives

Building a world-class department of economics in Toulouse
By bringing together at TSE leading senior and promising junior researchers from France and around the world who share the same enthusiasm for scientific progress in the field of economics.

Governing according to the highest international standards
Thanks to an innovative foundation that combines internal participation with two high-level external international boards, including a Scientific Council on which sit four Nobel Prize laureates.

Getting to the heart of French and international economic expertise
By contributing to economic debates, spreading economic culture, passing on knowledge to companies and governments and helping public and private economic decision making.

Promoting excellence in higher education within the Toulouse Capitole University
By training the next generation of economists, capable of analysing and understanding the complexity of today’s economic problems thanks to professors among the most respected in their field and close links with economic decision-makers worldwide.

11 main research themes

- Environmental Economics and Natural Resources
- Industrial organization
- Finance
- Development
- Public economics
- Macroeconomics
- Econometrics and Statistics
- Theoretical Economics
- Decision mathematics
- Behavioural and Experimental Economics
- Environmental Economics and Natural Resources

Find out more

www.tse-fr.eu
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