

Behavioural Science and Policy

21 to 23 April 2015
Sir Clive Granger Building,
University of Nottingham, University Park Campus

Tuesday 21 April

10.00 – 11:45 (Sir Clive Granger Foyer)	Registration with refreshments in A42
11:45 – 12:00 (A48)	Introduction and Welcome: Chris Starmer
12:00 – 13:00 (A48)	Keynote Lecture I: Catherine Eckel
13:00 – 14:30 (Foyer with lunch in A42)	Lunch + Poster Session 1
14:30 – 15:30	Parallel Session 1
15:30 – 16:00	Coffee Break with refreshments in A42
16:00 – 17:00	Parallel Session 2
17:00 – 17:30	Coffee Break with refreshments in A42
17:30 – 18:30	Parallel Session 3
19:00 (Orchard Hotel)	Welcome Drinks

Wednesday 22 April

09.00 – 10:00	Parallel Session 4
10.00 – 10:30	Coffee Break with refreshments in A42
10.30 – 11:30	Parallel Session 5
11.30 – 12:00	Coffee Break with refreshments in A42
12:00 – 13:00 (A48)	Keynote Lecture II: Paul Slovic
13:00 – 14:30 (Foyer with lunch in A42)	Lunch + Poster Session 2
14:30 – 15:30	Parallel Session 6
15:30 – 16:00	Coffee Break with refreshments in A42
16:00 – 17:00	Parallel Session 7
17:00 – 17:30	Coffee Break with refreshments in A42
17:30 – 18:30	Keynote Lecture III: Colin Camerer
19:00	Bus transfer to Albert Hall
19:30 – 23:00 (Albert Hall)	Conference Dinner

Thursday 23 April

09.00 – 10:00	Parallel Session 8
10.00 – 10:30	Coffee Break with refreshments in A42
10.30 – 11:30	Parallel Session 9
11.30 – 12:00	Coffee Break with refreshments in A42
12:00 – 13:00 (A48)	Keynote lecture IV: Nick Chater
13:00 – 14:30 (Portland Building)	Lunch at Man's Gourmet
14:30	Close and Depart

Tuesday, 21 April 11:45 – 12:00: Introduction and Welcome

A48: Chris Starmer, University of Nottingham & Principal Investigator, Network for Integrated Behavioural Science (NIBS)

Tuesday, 21 April 12:00 – 13:00: Keynote Lecture I

A48: *Sacrifice: Researching Terrorism in the Lab*
Catherine Eckel, Texas A&M University

Tuesday, 21 April 13:30 – 14:30: Poster Session 1

Foyer of Sir Clive Granger Building:

- *Affirmative action through consolation prizes*
Francesco Fallucchi
- *Performance spillover effects of positive and negative symbolic recognition*
Andrea Essl
- *The Impact of Normative Injunctive Information on Corruption Acceptance and Dishonesty*
Andrej Findor
- *Winner Selection Mechanism in Multi-winner Contests*
Anwasha Mukherjee
- *Collective Coping in the Presence of Interdependent Risk Exposure*
Ashira Perera
- *How do personality traits and preferences affect cognitive test scores? Evidence from a laboratory experiment*
Benedikt Vogt
- *Distinguishing between coordination rules and fairness in a social dilemma*
Federica Alberti
- *Is There a “Neutral” Frame? Using Framing Designs to Study Task Construal in Experimental Economics*
Ozan İşler
- *Do we discriminate more when we think it is more socially acceptable to do so?*
Tom Lane

Tuesday, 21 April 14:30 – 15:30: Parallel Session 1

Room A39: Conflict

- *Fairness and discrimination in the aftermath of a violent conflict - Evidence from a dictator game study conducted in Maluku, Indonesia*
Katharina Werner
- *Violence and cell phone communication patterns: Evidence from Côte d'Ivoire*
Daniel Berger
- *Reducing crime and violence: Experimental evidence from behavior change and cash*
Julian Jamison

Room A40: Cooperation, Field

- *Cooperation and Expectations in Networks. Evidence from a Network Public Good Experiment in Rural India*
Stefano Caria
- *Framing and minimum levels in public goods*
Emil Persson

Room A41: Health I

- *How do consumers choose health insurance- An experiment on heterogeneity in attribute tastes and risk preferences*
Johanna Kokot
- *Avoiding Preference Reversals with Opaque Methods*
José Luis Pinto-Prades
- *Attention in Health Judgements*
Timothy Mullet

Room A48: Intertemporal Choice

- *The Value of Nothing: Asymmetric Attention to Opportunity Costs Drives Intertemporal Decision Making*
Daniel Read
- *Quasi-hyperbolic discounting and physical activity participation*
Marjon van der Pol
- *Doing it when others do: Procrastination under strategic interaction*
Claudia Cerrone

Tuesday, 21 April 16:00 – 17:00: Parallel Session 2

Room A39: Asymmetric Information

- *Deception and reputation - an experiment on reporting dishonesty*
Sascha Behnk
- *You must not know about me' - On the willingness to share personal data with unknown recipients*
Simeon Schudy

Room A40: Trust

- *Trust your gut: Hunger increases trust and trustworthiness*
Elias Rantapuska
- *Team Spirit – Experimental Evidence from the 2014 FIFA World Soccer Cup*
Johann Graf Lambsdorff
- *Heterogeneous Motives in Trust Game*
Levent Neyse

Room A41: Health II

- *Second Opinions in Markets for Expert Services: Experimental Evidence*
Christian Waibel
- *The cat is out of the bag: using Mouselab to Expose HIV Discrimination*
Li-Wei Chao
- *Money talks - Paying physicians for performance*
Claudia Keser

Room A48: Experimental Finance

- *Cold Turkey vs. Gradualism - Evidence on Disinflation Strategies from a Laboratory Experiment*
Marcus Giamattei
- *Adaptive Investment Strategies during Financial Crises: An Experiment with Financial Professionals*
Michal Paserman
- *Fostering the Best Execution Regime - An Experiment about Pecuniary Sanctions and Accountability in Fiduciary Money Management*
Sandro Casal

Tuesday, 21 April 17:30 – 18:30: Parallel Session 3

Room A39: Labour I

- *Labour market knowledge and choice of subject to study: A Cluster Randomized Controlled Trial*
Neil Davies
- *Do Agents Care for the Mission of Their Job? A Field Experiment*
Sabrina Jeworrek
- *Gender Differences in the Crowd-Out of Work Performance*
Holger Rau

Room A40: Competition & Markets

- *Endogenous information disclosure in oligopolies*
Anita Kopanyi-Peuker
- *Boycott*
Enrique Fatas
- *Anti-trust and the 'Beckerian Proposition': the Effects of Investigation and Fines on Cartels*
Subhasish M Chowdhury

Room A41: Behavioural Responses to Taxation

- *Are Taxes Beautiful? A Survey Experiment on Information, Tax Choice and Perceived Adequacy of the Tax Burden*
Armenak Antinyan
- *Why we cheat. Experimental Evidence on Tax Compliance.*
Hector Solaz
- *Do tax cuts increase consumption? An experimental test of Ricardian Equivalence*
Davud Rostam-Afschar

Room A48: Individual Decision Making I

- *Does Familiarity with Products Improve the Ability of Consumers to Identify a Surplus? An Experiment with the Dublin Housing and Broadband Markets*
Pete Lunn
- *The Effect of Peer Observation on the Consumption of Temptation Goods: Experimental Evidence*
Antonia Grohmann
- *The red, the black and the green: exploring taxpayers' preferences for financing public expenditure*
Ali Osseiran

Wednesday, 22 April 9:00 – 10:00: Parallel Session 4

Room A39: Markets, Industrial Organization

- *An Experimental Study of Corporate Social Responsibility Through Charitable Giving in Bertrand Markets*
Michael Seebauer
- *The risk and loss averse all-pay auction with complete information*
Zhuoqiong Chen
- *Voluntary Disclosure of Private Information and Unraveling in the Market for Lemons: An Experiment*
Volker Benndorf

Room A40: Social Dilemmas, Cooperation and Temptation

- *Not All Talk is Cheap: Communication and Cooperation in a High Stakes TV Game Show*
Dennie van Dolder
- *Risk and Temptation: A Meta-Study on Social Dilemma Games*
Friederike Mengel
- *Social Dilemmas in a Bilingual Society: an Experiment Using Language Priming in Uganda*
Paul Clist

Room A41: Development I

- *Dissecting an investment game: Evidence from a field experiment in rural Cameroon*
Koen Leuvelde
- *The Effect of Formal Insurance on Transfer Motives in Informal Risk-Sharing Groups
Experimental Evidence from Iddir in Rural Ethiopia*
Karlijn Morsink
- *The good, the bad and the fair: quality of local leaders and village development in rural Cameroon*
Niccolò F Meriggi

Room A48: Individual Investor Behaviour

- *The Valuation of Composite Investment Instruments*
Doron Sonsino
- *How Does Investor Confidence Lead to Trading? Linking Investor Return Experiences, Confidence, and Investment Beliefs*
Arvid Hoffmann
- *The Prediction of Participation in Workplace Pension Schemes and Effect of Provision: Evidence from the United Kingdom*
Bernardo Nunes

Wednesday, 22 April 10:30 – 11:30: Parallel Session 5

Room A39: Labour II

- *The Causal Effect of Unemployment on Distributive Preferences*
Abigail Barr
- *Quality and Self-reputation: Experimental Evidence from Judges in Tajikistan*
J Michelle Brock
- *Confidence Snowballing in Hierarchical Tournaments*
Zahra Murad

Room A40: Risk

- *Linking experimental and survey data for a UK representative sample: Structural estimation and external validity of risk and time preferences*
Raffaele Miniaci
- *Multiple-Risk Item Measures*
Sahra Sakha
- *Dinner with Bayes: on the revision of risk beliefs*
Christoph Rheinberger

Room A41: Development II

- *'Agricultural workers' willingness to pay for malaria insurance at the workplace. Experimental evidence from Nigeria*
Pieter Serneels
- *How to help the poor to save a bit: Evidence from a field experiment in Kenya*
Merve Akbas
- *Sharing norms during seasonal food shortages: Experimental evidence from Afghanistan*
Vojtěch Bartoš

Room A48: Bubbles & Asset Markets

- *Cognitive Bubbles*
Thomas Meissner
- *A Futures Market Reduces Bubbles but Allows Greater Profit for More Sophisticated Traders*
YiLong Xu
- *How bookies make your money*
Philip Newall

Wednesday, 22 April 12:00 – 13:00: Keynote Lecture II

A48: *When (In)Actions Speak Louder than Words: Confronting the Collapse of Humanitarian Values in Foreign Policy Decisions*

Paul Slovic, University of Oregon

Wednesday, 22 April 13:30 – 14:30: Poster Session 2

Foyer of Sir Clive Granger Building:

- *Altering Consumer Behavior in Mortgage Refinancing through a Combination of Rights and Nudging*
Emília Sičáková-Beblavá
- *The effects of HIV stigma on the ability of HIV+ persons to be hired, retain their own job, and run their own businesses*
Helena Szrek
- *From warrior to wastrel: licensing effects in environmental behaviours*
Kate Laffan
- *An experimental evaluation of the impact of pricing intervention on healthy diet choice*
Melanie Parravano
- *The Theory of Planned Behaviour in Unlawful File Sharing: A Meta-Analytic Review and a Survey*
Piers Fleming
- *HM Revenue and Customs - Behaviour Change Team*
Robbie Barkell
- *Behavioural Insights Approach of Public Health England*
Tim Chadborn
- *Improving Medication Adherence - can games help you get better?*
Umar Taj
- *The Behavioural Economics of Sustainable and Responsible Investment*
Herwig Pilaj

Wednesday, 22 April 14:30 – 15:30: Parallel Session 6

Room A39: Ethical Decision Making

- *Understanding and Changing Unlawful File Sharing Behavior*
Daniel Zizzo
- *The effect of Anticipated Outcome Knowledge on Risk Taking in Accountability Relations*
Michal Livnat
- *The Necessary Accord of Word With Deed: Two Experiments and One Questionnaire on Honesty in Eight Societies*
David Hugh-Jones

Room A40: Food & Nutrition

- *Shopper's behavioural responses to 'front-of-pack' nutrition logo formats: GDA Diet-Logo vs. 6 alternative Choice-Logos*
Laurent Muller
- *Food labeling for human beings. The role of cognitive limits in the Guideline Daily Amount vs. Traffic Light debate. An experiment*
Paolo Crosetto

Room A41: Bargaining and Risk

- *Concession Bargaining: An Experimental Comparison of Protocols and Time Horizons*
Kei Tsutsui
- *The production of a reputation premium: Bargain-hunting and herding in eBay auctions*
Ozan Aksoy
- *Social Reference Points and Risk Taking*
Andreas Friedl

Room A48: Coordination

- *Overcoming coordination failure in a critical mass game: strategic motives and action disclosure*
Aidas Masiliunas
- *Measuring the Impact of Social Relationships: The Value of 'Oneness'*
Chris Starmer
- *Coordinated Punishment*
Ismael Rodriguez-Lara

Wednesday, 22 April 16:00 – 17:00: Parallel Session 7

Room A39: Ambiguity

- *Looking for 'Ambiguity Attitude' in a Strategic Setting*
Graham Loomes
- *Measuring Ambiguity Preferences*
Elisa Cavatorta
- *Do Emotional Carryover Effect Carryover?*
Nikhil Masters

Room A40: Donations & Charitable Giving

- *Defaults in charitable giving*
Jonathan Schulz
- *Contingent Match Incentives Increase One-Time and Recurring Donations*
Lalin Anik
- *Information and belief elicitation effects on charitable giving: An artefactual field experiment*
Vittorio Pelligra

Room A41: Public Goods

- *Mandatory Minimum Contributions, Heterogenous Endowments and Voluntary Public-good Provision*
Martin Schmidt
- *The Italian North-South Divide: Anatomy of the Cooperation Gap*
Stefania Bortolotti
- *The Interplay of Short-term and Long-term Interests in Climate Protection: An Intergenerational Public Goods Experiment*
Thomas Lauer

Room A48: Energy Markets

- *Show me (more than) the money! Durability driven CFL uptake in a context of informality*
Aurelia Rochelle Figueroa
- *When push comes to shove: compensatory and opportunistic strategies in a collective-risk community energy buying dilemma*
Anya Skatova

Wednesday, 22 April 17:30 – 18:30: Keynote Lecture III

A48: *Data mining in lab behavioral economics*
Colin Camerer, California Institute of Technology

Thursday, 23 April 9:00 – 10:00: Parallel Session 8

Room A39: Children

- *Unleashing the power of peers: the PeerActive study*
Eugenia Polizzi
- *Boys (don't) cry: the effect of personality in children's social network*
Eva Woelbert
- *Beware of Popular Kids Bearing Gifts: A Framed Field Experiment*
Cecilia Chen

Room A40: Altruism & Charitable Giving

- *Is it really better to give than to receive?*
Laura Kudrna
- *On reminder effects and dominance: evidence from an online experiment on charitable giving*
Axel Sonntag
- *Wishful thinking that enhances generosity*
Pablo Brañas

Room A41: Household Credit and Debt

- *Effects of Monitoring on Mortgage Delinquency: Evidence From a Randomized Field Study*
Căzilia Loibl
- *A diagnosis of attitude toward debt*
Marc Scholten
- *'Phone calls of horribleness' - Exploring why UK consumers in serious financial difficulty don't engage with their creditors and what can be done to promote earlier, more effective engagement*
Sharon Collard

Room A48: Social Preferences

- *Providing information for decision making through simulated experience*
Emre Soyer
- *On the external validity of social-preference games: a systematic lab-field study*
Matteo Galizzi
- *Moral Incentives and Contract Enforcement across Ethnicity: Experimental Evidence from Northern Afghanistan*
Ian Lively

Thursday, 23 April 10:30 – 11:30: Parallel Session 8

Room A39: Policy & Bargaining

- *Focality and Efficiency-Equality Tradeoffs in Bargaining Situations: Experimental Evidence*
Anders Poulsen
- *Benefit Losses Loom Larger than Taxes: The Effects of Framing and Loss Aversion on Behavioural Responses to Taxes and Benefits*
Silvia Avram

Room A40: Individual Decision Making II

- *A Cognitive Model of Strategic Deliberation and Decision Making*
Sudeep Bhatia
- *Uncertainty Regulation Theory: How the feeling of uncertainty shapes decision making*
Daniel Navarro-Martínez
- *Probabilistic Preferences and Failures of Procedural Invariance*
Ganna Pogrebna

Room A41: Law & Economics

- *Task Frames in Political Decision-Making: Choosing and Rejecting Policy Options*
Colin Raico Kuehnhanss
- *Procedural Justice and Legitimate Authority*
Eric Dickson
- *Just Run a Sweepstake—Designing Legal Incentive for Prediction Markets to Counter Manipulation*
Joseph Tao-yi Wang

Room A48: Behavioural Research at the Financial Conduct Authority (FCA)

- *Message received? The impact of annual summaries, text alerts and mobile apps on consumer banking behaviour*
Darragh Kelly
- *Stimulating Interest: reminding savers to act when rates decrease*
Laura Vale
- *Two plus two makes five? Survey evidence that investors overvalue structured deposits*
Redis Zaliauskas

Thursday, 23 April 12:00 – 13:00: Keynote Lecture IV

A48: *Virtual bargaining: A micro-foundation for social decision making and interaction*
Nick Chater, University of Warwick