NIBS
Network for Integrated Behavioural Science

October 2015

*The **ESRC Network for Integrated Behavioural Science** is a partnership among the Universities of Nottingham, Warwick, and East Anglia. Visit us online at http://www.behavioural-science.ac.uk*

NIBS 2016

NIBS will hold its 2016 annual conference at the University of East Anglia on 4–6 April. The conference topic will be *Assessing well-being when preferences are incoherent*.

The call for papers is available online. It is not too late to submit a paper, as the closing date is **16 November 2015**.

Our Keynote Speakers are:

- Gerd Gigerenzer (Max Planck Institute for Human Development)
- Till Grüne-Yanoff (Royal Institute of Technology)
- Daniel Hausman (University of Wisconsin-Madison)
- David Laibson (Harvard University)
- Julian LeGrand (London School of Economics)
- Paola Manzini (University of St Andrews)/ Marco Mariotti (Queen Mary University)
- Robert Sugden (University of East Anglia)

Our Round Table contributors are:

- Francesco Guala (Università degli Studi di Milano)
- Richard Layard (London School of Economics)
- George Loewenstein (Carnegie Mellon University)
- Albert Weale (University College London)

The deadline for registrations is 4 March 2016 with full details available on the NIBS 2016 conference website. We hope to see you in the fine city of Norwich in the spring!

FUR 2016

We are delighted to be supporting FUR2016 which will take place at the University of Warwick 27-30 June 2016.

Keynote speakers are:
Larry Samuelson (Yale University)
Elke Weber (Columbia Business School)
Aldo Rustichini (University of Minnesota)

NIBS Advisory Group member, Andrew Colman (University of Leicester) will be a plenary roundtable speaker.

NIBS Co-Investigators, Graham Loomes, Neil Stewart and Nick Chater (University of Warwick) will be local chairs and plenary speakers.

More details about all the speakers are available here.

Warwick Summer School

NIBS supported the third summer school on decision-making held by Warwick Business School (WBS).

The summer school took place 7-10 July 2015 in Venice, and featured a series of lectures by distinguished economists, health scientists and psychologists who made significant contributions to the field.

The lectures covered various economic, health and psychological theories, as well as, aspects of decision-making, including ambiguity, learning, probabilistic choice, rank dependence, smart heuristics, unawareness, and their applications to health policy development and to clinical care of individuals.

The full list of speakers and a copy of the programme is available online.

New Papers & Publications

A new CeDEx Working Paper "Conditional Cooperation and Betrayal Aversion" was issued in July by **Robin Cubitt**, **Simon Gaechter** and Simone Quercia.

It investigates whether there is a link between conditional cooperation and betrayal aversion. The research uses a public goods game to classify subjects by type of contribution preference and by belief about the contributions of others. They measure betrayal aversion for different categories of subject. Results show that among conditional co-operators, only those who expect others to contribute little to the public good are significantly betrayal averse, while there is no evidence of betrayal aversion for those who expect substantial contributions by others. This is consistent with their social risk taking in public goods games, as the pessimistic conditional co-operators tend to avoid contribution to avoid exploitation, whereas the optimistic ones typically contribute to the public good and thus take the social risk of being exploited.

Peer-Olaf Siebers presented a study, "Modelling and simulation of rail passengers to evaluate methods to reduce dwell times" at the International Conference on Modelling and Applied Simulation in Italy in September.

Seasoned international travellers know that customs for boarding and alighting trains vary across countries and cultures, ranging from the stereotypical British queue to apparent free-for-alls. This study represents a first step to unifying insights from behavioural science with simulation techniques to understand how such social norms can evolve, what their efficiency implications are, and whether and how norms can be nudged for better performance.

This study considers adding active information systems, to tell boarders which train doors are least congested. When simulating a population of casual travellers, information leads to faster boarding times. In contrast, when passengers are knowledgeable (for example, peak-hour commuters), having live information often results in more congestion in the model. This demonstrates a mechanism whereby the effectiveness of interventions can depend subtly on the characteristics of the population.

Lucky Numbers are Not So Lucky

According to a recent article in the Wall Street Journal, "it goes without saying the chance of winning the lottery is minuscule. But if you play the numbers, you should know that certain tactics commonly used to make picks reduce the likelihood of collecting the maximum payout".

The article was inspired by the paper 'Number Preferences in Lotteries' by NIBS researcher Dennie van Dolder with co-authors Rogier J.D. Potter van Loon, Martijn J. Van den Assem and Tong V. Wang.

Dennie explains, "We explore people's preferences for numbers in large proprietary data sets from two different lottery games. We find that players spread their four or six numbers relatively evenly across the possible range, and that they chase (infrequent players) or avoid (frequent players) winning numbers from recent draws. Furthermore, players are attracted towards numbers in the centre of the choice form and avoid the edges, and they tend to choose numbers that are readily available or likely to be 'primed' in their short-term memory. Personally relevant numbers are favoured, and combinations of numbers are being formed with an eye for symmetry and aesthetics. Altogether, our results suggest that number preferences in lotteries are especially driven by joy seeking, attention, and mis-understanding of randomness". The paper is available here.