

*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>*

## Welcome to NIBS 2.0

We have been awarded over £2 million from the ESRC to extend and advance achievements of the NIBS project for a further four years.

We will develop three new themes of research with a particular focus on the science of consumer behaviour. The themes explore:

\*the foundations of individual choice, with particular attention to decision processes and consumer responses to features of their environment

\*how firms frame and structure environments for actual and potential customers in the light of behavioural characteristics of consumers of varying sophistication

\*lessons of behavioural science for policy and market regulation with a particular focus on household financial decision making.

We remain a collaboration between the Universities of Nottingham, East Anglia and Warwick; and will continue working with our international partners. We will also be liaising closely with UK regulatory bodies.

In addition to members of the team continuing from NIBS 1, we welcome three new Co-Investigators to NIBS – Professors Amelia Fletcher, Andrea Isoni and Bruce Lyons. Our full line-up of researchers can be found on [our website](#).

## Advance Notice - Sept 18 Meeting Date

We are delighted to announce plans to continue our highly successful autumn workshop series. This annual event provides a key opportunity for NIBS-funded colleagues to develop new initiatives and get feedback on NIBS-funded projects already underway.

Next year's NIBS workshop will take place 17 to 19 September 2018 at the Orchard Hotel, University Park Campus in Nottingham.

## More Next Destinations

In our last newsletter we told you about the next destinations of some of our NIBS-funded PhDs and Post Doc researchers. We can now reveal:

- **Anya Skatova** (Warwick Post Doc) – has been awarded a Vice-Chancellor's Fellowship in Digital Innovation and Wellbeing at the University of Bristol, School of Experimental Psychology
- **Joerg Weber** (Nottingham Post Doc) – will continue at the University of Nottingham as a NIBS Post Doc, funded by the School of Economics.

## NIBS 1 Research Outcomes

You will still be able to view key outputs from NIBS 1 on our [website](#) and the comprehensive list of outputs will be available via the [RCUK Gateway to Research](#) website (our grant number is ES/K002201/1). You'll already find some information here and the list will continue to be updated.

We are also in the process of depositing our data into an online archive run by the UK Data Service. Further details on how you can view our data will follow in due course.

## Funding Research

Under NIBS 1 we ran a highly successful scheme whereby NIBS-funded colleagues working with close collaborators, could bid for resources to support projects linked to our case for support.

We awarded over 70 small grants. Many of these funded experiments designed and run by our multi-disciplinary and cross-institutional teams. As a result of this work around 200 working papers and publications were generated. A list of them can be found on the [RCUK Gateway to Research](#). Specific outputs regularly feature (as below) in our Newsletters.

We plan to continue this model of competitive bidding under NIBS 2. We anticipate having three calls for bids each year and details of how to bid will be available on our website soon.

## Reciprocity and the tragedies of maintaining and providing the commons

One of the papers whose research was funded in part by NIBS 1, is the recently available "Reciprocity and the tragedies of maintaining and providing the commons" published online by *Nature Human Behaviour*. This publication is authored by NIBS 1 Co-Investigator Simon Gächter, former NIBS Post Doc, Felix Kölle & former CeDEx student Simone Quercia.

It explores the issues around human cooperation for a common benefit. Collective actions such as voting, volunteering and teamwork are examples of something good that happens with the generosity of many people who put the wider benefit before their own self-interest. However cooperation is not always about providing resources but is often about maintaining existing ones, such as behaving in a way to limit harmful emissions or sustain natural resources. This is a cooperation problem that requires restraint by many people, in other words they may be

required not to exploit existing systems that provide social good.

In this paper, the authors show experimentally and with simulations that cooperation to maintain an existing public good is substantially and systematically weaker than cooperation when creating a new public good, even if they are otherwise identical social dilemmas.

Read more about the experiments and the findings online in [Nature Human Behaviour](#).

### How to keep in touch

Information about NIBS including details of our aims and objectives, our people, research outputs and much more can be found on our website [www.behavioural-science.ac.uk](http://www.behavioural-science.ac.uk)

You can also follow us on Twitter @esrcnibs

If you are not on our mailing list and would like to receive a copy of this newsletter directly (via email) please contact the [NIBS Administrator](#).

### Feedback on CMU Conference

You may recall we mentioned in the last newsletter that several colleagues from Nottingham and Warwick would be visiting the Center for Behavioral Decision Research at Carnegie Mellon University in Pittsburgh, to take part in a conference organised to fit with our NIBS research objectives.

The conference was a great success with informative presentations leading to really useful discussions, and there was even time for social activities. We'd like to thank the team at CMU and in particular George Loewenstein and Rosa Stipanovic for organising the event!