

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 News

As you are aware, NIBS is funded by the ESRC and our grant was due to end on 30 September. With travel limited, and decision-making labs closed, our researchers have been able to adapt some projects to continue online. However, not all projects can be adapted, and we are therefore delighted to have been granted permission for a no-cost extension. This will see NIBS continue until 30 June 2022, at no additional cost to our funders. We will repurpose funds, including part of those budgeted for international travel, to help us deliver against our objectives.

SPUDM 2021 at Warwick

As reported in our last newsletter, NIBS is supporting the Subjective Probability, Utility, and Decision Making (SPUDM) conference which will be hosted by Warwick Business School and the University of Warwick's Department of Psychology. It will take place online from 22 to 24 August.

Keynote speakers include:

- Rory Sutherland (Ogilvy & Mather Advertising)
- Ilana Ritov (Hebrew University of Jerusalem)
- Gaëlle Vallée-Tourangeau (EADM).

There will also be a special guest appearance by Daniel Kahneman, who will field questions about his forthcoming book *Noise* (co-written by Oliver Sibony and Cass Sunstein).

Early bird registrations are due to open this month. All relevant information can be found on the [WBS events page](#).

Behavioural Game Theory Workshop

CBESS at the University of East Anglia will be holding its annual workshop on behavioural game theory on 15 - 16 July 2021. The purpose of this workshop is to present current experimental and behavioural research related to the topic of game theory. This year's plenary speakers have been announced:

- Cristina Bicchieri, University of Pennsylvania
- Yan Chen, University of Michigan
- Jörgen Weibull, Stockholm School of Economics

Graduate students may also be interested in UEA's PhD summer school course in behavioural game theory that immediately precedes the workshop (12-14 July).

[More details about the workshop](#) can be found on the CBESS website.

Take it or leave it: the effect of time-limited offers on consumer behaviour

Making time-limited offers is a common retail pricing strategy. Economic theory implies that such offers inhibit price search, making markets less competitive. [In this paper, published in the *Journal of Economic Behavior and Organization*](#), authors Sugden, Wang & Zizzo investigate experimentally whether this effect is intensified by behavioural factors – specifically, feedback-conditional regret, reduced decision quality due to time constraints, and aversion to small-scale risk.

Hume's Experiment Psychology

Another of Bob Sugden's papers appears in the *Journal of Economic Behavior and Organization* - [Hume's experimental psychology and the idea of erroneous preferences](#). According to Hume's theory of mind, the concept of rationality does not apply to choices or moral judgements. But in his theory of justice, Hume explains preference reversals between smaller-sooner and larger-later options in terms of farsighted 'true' preferences and psychologically-induced errors of short-sightedness. Anticipating a common idea in behavioural welfare economics, he proposes a role for government in helping individuals to overcome self-control problems in acting justly. In this paper Bob examines Hume's position and assesses its coherence.

Reviewing Competition Policy

['Power to the people: stronger consumer choices and competition so markets work for people, not the other way round'](#) by John Penrose MP has been published (**PDF**). Known as the Penrose Report, it is an independent review of competition policy, commissioned by the government. Bob Sugden and Bruce Lyons' working paper on 'transactional fairness' features in this report (page 48) and is built into one of its recommendations.

Recovery in Consumer Spending

[Levelling Down and the COVID-19 Lockdowns: Uneven Regional Recovery in UK Consumer Spending](#) by John Gathergood, Fabian Gunzinger, Benedict Guttman-Kenney, Edika Quispe-Torreblanca, and Neil Stewart. Although this publication does not credit our grant, two of its authors are NIBS Co-Investigators and we thought you might be interested, given its topic. You can read more in the article, "[How uneven is the recovery in consumer spending across UK regions?](#)" in the Economics' Observatory blog.

Junior Researcher News

NIBS PhD student, Sarah Bowen has temporarily suspended her PhD to take up the role of Research Associate within the School of Economics at Nottingham. Commencing on 1 May 2021 for 9 months, Sarah will work on the ESRC IAA Strategic Award 'Promoting Medicines Adherence'. She was previously volunteering on the project, which aligns with the topic of her PhD thesis. This is a good opportunity to gain valuable work experience which will support her PhD research.

Former NIBS Research Fellow, Dennie van Dolder is joining the Department of Economics at the University of Essex as a Senior Lecturer, and will become the Director of ESSEXLab - the behavioural laboratory at the Faculty of Social Sciences.

Former NIBS PhD students, Despoina Alempaki and Xueheng Li (together with former CeDEx PhD Valeria Burdea) have been successful in their application for a small BA grant to support the project, "Demand for liars in the labour market".

And Finally...

We are sad to have to report the death of one of our Advisory Group members, Mike Jones-Lee. Mike was a pioneer in the field of valuing health and safety and trying to incorporate such values into practical public policy. Wrestling with the challenges of eliciting people's values and preferences led to many influential contributions to the behavioural economics and public policy literature. Over the decades, Mike helped, encouraged and inspired many PhD students, postdoctoral researchers and younger faculty, combining mentorship with friendship (and a mischievous sense of fun and humour). He continued his productive collaborations after his formal retirement until the end of his life and his company and wisdom will be sorely and widely missed.