

“Sharing Behavioral Economics in Person”

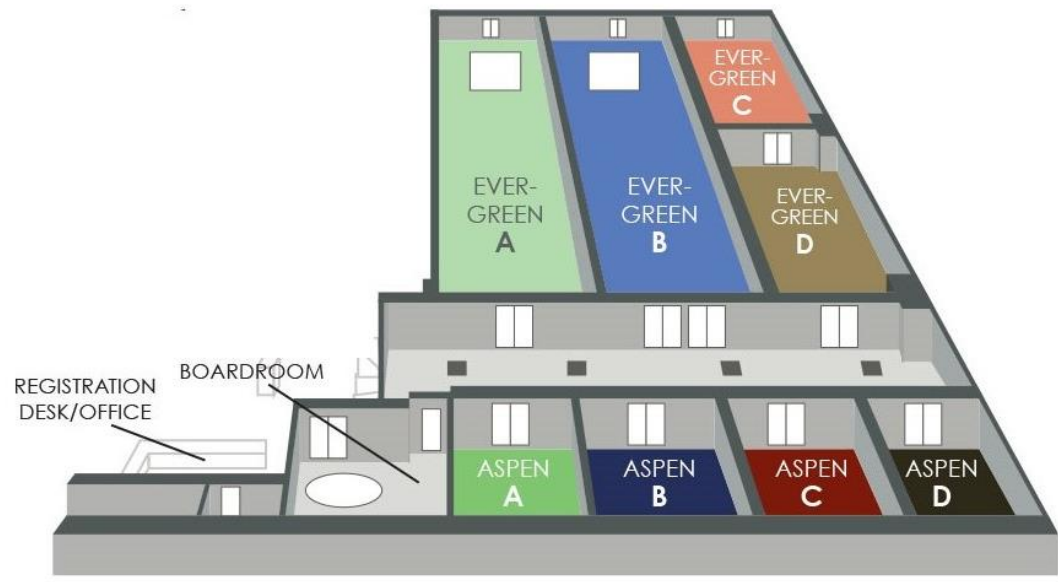
Annual Conference

Society for the Advancement of Behavioral Economics

August 8-August 11, 2022

Bally's Lake Tahoe Casino Resort
(Formerly MontBleu Resort, Casino, and Spa)

Photo by Michael Eadington theadingtongallery.com



Schedule

Monday Evening, August 8

7:30-9:30 Evening Conference Check-In and Reception (Opal Night Club)

Tuesday, August 9 (First Full Day of Conference)

7:30-8:30 Registration and Help Desk Open

8:30-8:45 **Welcome** (Evergreen A/B)

8:45-10:00 **Plenary Session Herbert Simon Lecture** (Evergreen A/B)
Yan Chen, Michigan University, USA yanchen@umich.edu

Topic: *Group Identity and Political Polarization*

Abstract: Identifying the determinants of political polarization is a pressing issue across the social sciences. Using an online experiment with nationally-representative participants, deployed the week prior to the 2020 US presidential election, we explore how partisan group identity impacts the process of political opinion formation. Assessing group identity through ingroup favoritism in monetary allocations, we incentivize subjects to predict policy-sensitive statistics one year post-election, conditional on which candidate becomes president. Our results show that people who exhibit ingroup favoritism show a stronger partisan gap in initial predictions, spend more resources to avoid articles from politically-opposing sources, and increase their partisan gap more strongly after reading relevant news articles. Exogenously reducing the salience of group identity decreases partisan bias in information avoidance, especially for ingroup-favoring individuals.

10:00-10:20 Break 1 (Evergreen C)

10:20-12:00 **General Session A** (Evergreen A/B, Aspen A/B, Aspen C, Aspen D)

12:00-1:20 **Lunch** (On Your Own): Conference participants are on their own to try any of the good restaurant options either at the conference hotel or a one of the many other options within walking distance.)

SABE Board Meeting (Aspen Boardroom)

1:20-3:00 **General Session B** (Aspen A/B, Aspen C, Aspen D)

3:00-3:20 Break 2 (Evergreen C)

3:20-5:00 **General Session C** (Aspen A/B, Aspen C, Aspen D)

5:00-6:00 **SABE General Assembly Meeting** (Evergreen A/B)

Wednesday, August 10 (Second Full Day of Conference)

7:30-8:20 Registration and Help Desk Open

8:20-10:00 **General Session D** (Aspen A/B, Aspen C, Aspen D)

10:00-10:20 Break 3 (Evergreen C)

10:20-12:00 **General Session E** (Aspen A/B, Aspen C, Aspen D)

12:00-1:45 **Conference Lunch and Plenary Talk** (Evergreen A/B)

Speaker: Cristina Bicchieri, University of Pennsylvania, USA

Topic: *To be Arranged*

Abstract: *To be Arranged*

1:45-6:30 **Free Time:** Enjoy the beauty of the lake, hike, bike, swim, catamaran ride, jet ski, golf, water ski, parasail.

2:00-4:30 **Optional Hiking Outing:** The conference organizers have arranged for a hiking opportunity. These opportunities can be pursued either in lieu of the Tahoe Dinner Cruise or along with the cruise. The hike will start at 2:00PM and leave from the Harvey's Conference Hotel.

6:00-9:00 **Optional Diner Cruise (\$105)**
This optional adventure will get you out on Lake Tahoe for roughly 3 hours.

Thursday, August 11 (Final Day of Conference)

7:30-8:20 Registration and Help Desk Open

8:20-10:00 **General Session F** (Aspen A/B, Aspen C, Aspen D)

10:00-10:20 Break 4 (Evergreen C)

10:20-12:00 **General Session G** (Aspen A/B, Aspen C, Aspen D)

12:00-1:20 **Lunch** (On Your Own): Conference participants are on their own to try any of the good restaurant options either at the conference hotel or a one of the many other options within walking distance.)

1:20-3:00 **General Session H** (Aspen A/B, Aspen C, Aspen D)

3:00-3:20 Break 5 (Evergreen C)
3:20-5:00 **General Session I** (Aspen A/B, Aspen C, Aspen D)
Evergreen A/B cannot be used because it is needed for dinner set up.
5:00-6:00 Free time
6:00-7:00 **Conference Dinner** (Evergreen A/B)
7:00-8:15 Concluding Plenary Talk
Gary Charness, University of California, Santa Barbara, USA
charness@ucsb.edu
Topic: *To be Arranged*
Abstract: *To be Arranged*
8:15-8:30 Conference Wrap Up (Evergreen A/B)

General Conference Sessions

For each general session, we list the name of the presenter. We recognize many papers underlying presentations have co-authors, but we keep the program simple by only listing the names of the presenters. Presenters should recognize any co-authors in their presentations. We ask that the last presenter in a session chair the session, using the available time cards to inform a presenter the amount of time remaining for the given presentation. General sessions are 100 minutes in length. The typical session includes four presentations, implying 25 minutes per presenter. Because it is good to allow for some question and answer time, we recommend the presenter reserve at least 5 minutes for Q&A time. Nonetheless, we ask those chairing sessions to give the presenter discretion as to how to allocate the allotted presentation time.

SESSION A: Tuesday, August 9, 10:20-12:00

Session A1: The Roots and Branches of Behavioral Economics (Aspen A/B)

Morris Altman, University of Dundee, SCOTLAND
Rational Sub-optimal Catastrophic Choices and Bounded Rationality: Exemplified by Covid

Roger Frantz, San Diego State University, USA
Our roots run deep, our branches are plentiful

Richard Curtin, Institute for Social Research, University of Michigan, USA
The Neglected Mental Faculty

Barkley Rosser, James Madison University, USA
A Conjoined Intellectual Journey: Richard H. Day and the Journal He Founded

Session A2: Preference Formation, Elicitation, and Influence (Aspen C)

Tigran Melkonyan, University of Alabama, USA
Ambiguity Preferences and Beliefs in Strategic Interactions

Sudipta Sarangi, Virginia Tech University, USA
Other-Regarding Preferences under Ambiguity

Kaywana Raeburn, Union College, USA
Secure in our preferences? An analysis of security attachment and economic preferences.

Session A3: Political Perspectives (Aspen D)

Ian S. Chadd, Rensselaer Polytechnic Institute, USA
(Anticipated) Discrimination against Sexual Minorities in Prosocial Domains

David L. Dickinson, Appalachian State University, USA
Emotion and the Political Confirmation Bias

Toshiaki Hironitsu, Ministry of Finance, JAPAN
Consideration of keys to solving problems in long-term fiscal policy through laboratory research

Session A4: (Evergreen A/B)

Tibault Richard, Ecole normale supérieure Paris-Saclay, FRANCE
My dad is better than yours: The role of the parents' relative position among peers in educational outcomes

Topti Miettinen, Helsinki GSE & Hanken School of Economics, FINLAND
Income Rank And Individual Welfare: Experimental Evidence

Jeff Zeidel, California Institute of Technology, USA
Reference Dependence and Goal Motivation: Evidence from Online Chess

Milica Mormann, Southern Methodist University, USA
Neutral Response or Dumping Ground? The Use of Scale Midpoint in Experimental Tasks

SESSION B: Tuesday, August 9, 1:20-3:00

Session B1: Information and Communication (Aspen A/B)

Junya Zhou, Purdue University, USA
Complexity, Misrepresentation and Communication

Monica Capra, Claremont Graduate University, USA
Dread of the Future and Current Consumption

Sabrina Hammiche, Université de Rennes 1 & CREM CNRS, FRANCE
The Efficiency of Information Reminders about Pricing Under Complex Tariff Schemes

Klaas van't Veld, University of Wyoming, USA
Using "pre-nudges" to reduce information avoidance

Session B2: News and Media (Aspen C)

Jingyi Qiu, University of Michigan - Ann Arbor, USA
Headline Curiosity

Yihong Huang, Harvard University, USA
Strategic thinking and media bias: evidence from Chinese microblog users

Zeeshan Samad, Utah State University, USA
How to Reduce Misinformation: The Role of Competition and Third-Party Fact-Checking

Quazi Shariar, San Diego State University, USA
Media Bias, Fake News, and Noncommitted Voters: Explorations using a Simple Voting Game

Session B3: Covid Panel (Aspen D)

Gigi Foster, University of New South Wales, AUSTRALIA
The Great Covid Panic: How bad was it? Is it over yet? Where to from here?"

Michelle Baddeley, University of Technology Sydney, AUSTRALIA
Managing COVID Policy Uncertainty: A Behavioural Macroeconomic Policy Model

Ananish Chaudhuri, University of Auckland, NEW ZEALAND
Responses to the COVID-19 pandemic reflect the dual evolutionary foundations of political ideology

SESSION C: Tuesday, August 9, 3:20-5:00

Session C1: Risk and Uncertainty (Aspen A/B)

Cary Deck, University of Alabama, USA
Risk Preferences Across Categories

Louis Lévy-Garboua, Université de Paris I and Paris School of Economics, FRANCE
Expected Utility with Doubt: Choice and Valuation

Valon Vitaku, Texas A&M University, USA
An Experimental Investigation: Exploring the Effect of Salience in Choice under Risk

Jessica Hoel, Colorado College, USA
Misattribution and uncertainty about beliefs prevent learning

Session C2: Learning (Aspen C)

Stanton Hudja, Baylor University, USA
Strategies in the Multi-Armed Bandit

Matthew Ridley, Massachusetts Institute of Technology, USA
Learning in the Household

Martijn J. van den Assem, Vrije Universiteit, NETHERLANDS
High-Stakes Failures of Backward Induction: Evidence from "The Price Is Right".

Sabine Pittnauer and Martin Hohmisch, Technion—Israel Institute of Technology, ISRAEL
Procedural Rationality Through Exploration—Discovering How to Effectively Learn from Outcome Feedback

Session C3: Methodology and Modeling (Aspen D)

Avisshalom Tor, Notre Dame University, USA
When Should Governments Invest More in Nudging? Revisiting Benartzi et al. (2017)

Jinliang Liu, Texas A&M University, USA
Obviousness in the Becker-DeGroot-Marschak Mechanism

Shabnam Mousavi, Max Plank Institute for Human Development, GERMANY and **Shyam Sunder**, Yale University, USA
Physics, Biology and Human Faculties: A Step-wise Approach to Modeling Human Behavior

Saras Sarasvathy, University of Virginia, USA
Research Designs and Methods: Examples from Effectuation Research

SESSION D: Wednesday, August 10, 8:20-10:00

Session D1: Examining Labor (Aspen A/B)

Hannah Altman, University of Queensland, AUSTRALIA
Beyond Performance: Is the success of Beauty really the Beauty of Success?

Jia Ruixin, Texas A&M University, USA
Social Connection as a Determinant of Labor-Leisure Choices

Karoline Ströhlein, Karlsruhe Institute of Technology, GERMANY
Feedback in the Factory – A Novel Field-in-the-Lab Experiment

Edwin Ip, University of Exeter, UK
Pass the Gender Barrier in Tech: Field Experimental Evidence on Identifying and Overcoming Statistical Discrimination

Session D2: Social Preferences (Aspen C)

Timothy Cason, Purdue University, USA
Correlated Equilibria and Forecasts based on Naïve Play in Hawk-Dove Games

Emiliano Huet-Vaughn, Pomona College, USA
The Price of Moral Values

Rami Zwick, University of California, Riverside, USA
Fairness and Transparency in multi-part Bargaining: An Experimental Study

E. Lance Howe, University of Alaska, USA
Social Distance, Worthiness, and Risk Pooling: Evidence from a Dictator Game in Kamchatka Russia and Western Alaska

Session D3: Behavioral Macro Theory (Aspen D)

Sepideh Raei, Utah State University, USA
How the Future Shapes Consumption with Time-Inconsistent Preferences

Annalisa Cristini, University of Bergamo, ITALY
Meta-models of the Phillips curve and income distribution

James Feigenbaum, Utah State University, USA
Precautionary Social Learning

SESSION E: Wednesday, August 10, 10:20-12:00

Session E1: Managing Resources (Aspen A/B)

Nina Weingarten, University of Bonn, GERMANY
Labels are good, aren't they? The effect of positive and conflicting information on consumers' meat choices and cognitive dissonance

Ursula Pöll, University of Bonn, GERMANY
Promoting sustainable agricultural innovations – investigating the effect of loss and gain framing in videos

Marco Persichina, University of Rome (Tor Vergata) and CEIS, ITALY
Renewable common resource management: How efficiency and other-regarding preferences affect the intergenerational equity.

Douglas McCabe, Georgetown University, USA
Managing and Leading Diversity and Inclusion in Organizations: A Behavioral Perspective

Session E2: Gender, Gender Identity, and Sexual Orientation (Aspen C)

Erin Giffin, Colby College, USA
Who Pays for the Snow Day? Gender differences and the parent penalty

Billur Aksoy, Rensselaer Polytechnic Institute, USA
Sexual Orientation, Gender, and Competitiveness

Florian Heine, Tilburg University, NETHERLANDS
Social Identity and Group Contests

Brit Grosskopf, University of Exeter, UK
Gender vs Sex: What drives Behaviour?

Session E3: Culture, Language, and Context (Aspen D)

Tobias Rüteli, University of Erfurt, GERMANY
Diligence Aversion: Evidence on the Psychological Burden of Quality Controls

Patrizia Sbriglia, Università degli Studi della Campania Luigi Vanvitelli, ITALY
Organised Crime Violence Makes You Lie Hastily: Evidence from an on-line experiment

Behnud Mir Djawadi, Paderborn University, GERMANY
Dishonesty of Parents and Children - Evidence from a Field Experiment

Tali Regev, Reichman University (IDC Herzliya), ISRAEL
Do Languages Generate Future-Oriented Economic Behavior? Experimental Evidence for Causal Effects

SESSION F: Thursday, August 11, 8:20-10:00

Session F1: Social Norms 1 (Aspen A/B)

Alix Rouille, Ecole normale supérieure Paris-Saclay, FRANCE
Norm from the top: social norm nudges to promote low-practiced behaviors without boomerang effect

Anetta Caplanova, University of Economics in Bratislava, SLOVAKIA
Decreasing non-compliance with the garbage collection fee payment: A case study from the intervention in a municipality in Slovakia

Simon Siegenthaler, University of Texas at Dallas, USA
Social tipping, diverse worldviews, and segregation

Boris Wicsorek, Université de Grenoble Alpes, CNRS, INRAE, FRANCE
Norms, Inequality and Strategy of Cooperation: an Online Indefinite Repeated Experiment

Session F2: Evolutionary and Agent Based Approaches (Aspen C)

Fabian Mankat, Kassel University, GERMANY
Cooperation, Norms, and Gene-culture Coevolution

John Appert, University of Nevada, Reno, USA
An Agent Based Model of Crime

Herbert Dawid, University of Bielefeld, GERMANY
Implications of Algorithmic Wage Setting on Online Labor Platforms: A Simulation-Based Analysis

Brandon Routman, Ronin Institute, USA
Rethinking Thinking Fast and Slow: An Evolutionary Framework for Behavioral Economics

Session F3: Decision Influences (Aspen D)

Michael Sobolev, Cedars-Sinai Medical Center and Cornell Tech, USA
Increasing Medication Adherence using Incentives and Mobile Health Technology

Svetlana Pevnitskaya, Florida State University, USA
Information Aggregation in Social Networks

Tony Fan, Stanford University, USA
The Inference-Forecast Gap in Belief Updating

Vojtěch Kotrba, Prague University of Economics and Business, CZECH REPUBLIC
Testing the "Hot Hand" Hypothesis at the Individual Athlete's Level in Soccer

SESSION G: Thursday, August 11, 10:20-12:00

Session G1: Social Norms 2 (Aspen A/B)

Daniel Lee, University of Delaware, USA
The Effects of Moral Violations on Entrepreneurial Decision Making

Jancy Ling Liu, Georgia Institute of Technology, USA
Social Norms and the Consumption of Eco-labeled Products

Timothy Shields, Chapman University, USA
The Conservatism Principle and Asymmetric Preferences Over Reporting Errors

Henrik Siepelmeier, University of Agder, NORWAY
There's an app for that: Can digital social norm interventions influence household waste and recycling behavior?

Session G2: Behavioral Finance (Aspen C)

Todd R. Kaplan, University of Exeter, UK, University of Haifa, ISRAEL
The effect of delaying payments and information on gambling

Robert Schwebach, Colorado State University, USA
Behavioral Finance and Managerial Decisions

Ester Szakadátová, University of Economics in Bratislava, SLOVAKIA
How Does Personality Affect Investment Choices of Young Adults?

Federico Guerrero, University of Nevada, Reno, USA
Be Careful What Your Parents Tell You About Investing: An Experiment on the Intergenerational Impacts of Investment Advice

Session G3: Experimental Explorations of Behavior (Aspen D)

Laurent Denant-Boemont, Université de Rennes 1 & CREM CNRS, FRANCE
Is the Cure Worse than the Disease? Willingness-To-Pay for Information and Winner's Curse in a Common-Value Auction

Luyao Zhang, Duke Kunshan University, CHINA
In Blockchain we Trust?

Mikel Hualde-Vudaurre, Public University of Navarre, SPAIN
In Public Goods More is More

Kristine Farrar Koutout, Stanford University, USA
Reduction in Belief Elicitation

SESSION H: Thursday, August 11, 1:20-3:00

Session H1: Examining Trust (Aspen A/B)

Alexis Belianin, National Research University Higher School of Economics, RUSSIA
Interregional trust in Russia: a large-scale online experiment

Hans J. Czap, University of Michigan-Dearborn, USA
Start with Trust or End with it

Kasia Samson, SWPS University of Social Sciences and Humanities, POLAND
Fostering trust in lower-status individuals through security priming

Mark Pingle, University of Nevada, Reno, USA
Empathy and Trust

Session H2: Group Effects (Aspen C)

Ert Eyal, The Hebrew University of Jerusalem, ISRAEL
The effect of profit sharing rules on players' behavior in a trust game between groups

Manuel Hoffmann, Harvard University, USA
Active Peer Pressure

Eygenia Dechter, University of New South Wales, AUSTRALIA
Conformity and adaptation in groups

Xin Jiang, University of California, Santa Barbara, USA
Fortune and Identity

Session H3: Gender Effects (Aspen D)

Muge Suer, Humboldt University, GERMANY
Do Women Really Comply More? Experimental Evidence from a Representative Sample

Yixi Jiang, Harvard University, USA
Inefficient Advising and Blame Concern

Daniel Houser, George Mason University, USA
Norm Obedience Reduces Women's Competitiveness

SESSION I: Thursday, August 11, 3:20-5:00

Session I1: Examining the Environment (Aspen A/B)

Edouard Civel, Ecole Polytechnique, FRANCE
Do certifiers manipulate energy labels to benefit from a nudge premium?

Natalia V. Czap, University of Michigan-Dearborn, USA
Conserve the Planet, NOT Empathy! Revising the Empathy Conservation Framework.

John Ifcher, Santa Clara University, USA
The impact of narratives and conceptual frames on economic and government attitudes: Evidence regarding negative externality

Gary Lyme, University of Nebraska, USA
Metaeconomic Sensibilities: Tempering the Move to Privatize and Trade Water in Markets

Session I2: Behavioral Microeconomics (Aspen C)

Phil Lord, Lakehead University, CANADA
Covid and the Future of Work

Lukas Bolte, Stanford University, USA
Emotional Inattention

Ritxar Arlegi, Public University of Navarre, SPAIN
Indifference, Incomparability, Indecisiveness and the Aversion to Choose

Stephan Jagau, University of California, Irvine, USA
Additive Context-Dependent Preferences

Session I3: Education (Aspen D)

Derek Rury, University of Chicago, USA
Motivated Beliefs in Education

Rohen Shah, University of Chicago, USA
Nudging or Nagging? Behavioral Approaches to Increasing Parent Reading and Child Literacy Skills

Nuria Tolsá Caballero, University of Michigan, USA
Working Hard, Teaching Well: Learners Attain Better Outcomes from "Strivers" than from "Naturals"

Nicola Argelli, Cattaneo University, ITALY
A natural experiment on how interactive distance learning impacts students' performance