

Newsletter from Division 9 (Economic Psychology) September 2018

Division President – Tomasz Zaleskiewicz, SWPS UNIVERSITY OF SOCIAL SCIENCES AND HUMANITIES, Poland

Past President – David Leiser, BEN GURION UNIVERSITY OF THE NEGEV, Israel

Division Secretary – Fabian Christandl, FRESENIUS UNIVERSITY OF APPLIED SCIENCES, Germany

1. Upcoming workshops/schools

Innsbruck Winter School - Credence Goods, Incentives and Behavior; March 16-22, 2019

The SFB (Special Research Unit) “Credence Goods, Incentives and Behavior” at the University of Innsbruck is delighted to offer the second edition of the Innsbruck Winter School on Credence Goods, Incentives and Behavior. The course will focus on theoretical, experimental and behavioral approaches towards analyzing the economic implications of credence goods and will be taught by Loukas Balafoutas and Rudolf Kerschbamer. In addition, special sessions on selected topics in Behavioral Economics/Finance by Matthias Sutter, Jürgen Huber, Michael Kirchler, and Markus Walzl will be provided.

The purpose of this Winter School is to provide students with the tools needed to analyze key determinants of individual behavior and market performance in credence goods markets (with a wide definition of credence goods), such as markets for health care, repair and legal services, as well as markets for financial advice and fund management.

Part of the program will be the two-day workshop Innsbruck Winter Summit – (Un)Ethical Behavior in Markets (<https://www.uibk.ac.at/credence-goods/events/winter-summit-2019/index.html.en>). Keynotes will be given by Anna Dreber-Almenberg (Stockholm School of Economics and University of Innsbruck), Martin Dufwenberg (University of Arizona and University of Gothenburg), George Loewenstein (Carnegie Mellon University), and Matthias Sutter (Max-Planck-Institute for Research on Collective Goods Bonn, University of Cologne and University of Innsbruck).

With the University of Innsbruck being located in the middle of the Alps, the Winter School will be held a 40 minutes’ drive away in Kühtai, a small town located 2020 meters above sea level in a picturesque ski area. It offers the perfect combination of learning from outstanding experts in the field, networking opportunities among young researchers and a wide range of winter sport activities.

The course addresses PhD students and PostDocs in economics, finance, and other related social sciences who apply theoretical and/or experimental methods in their respective fields and have a strong interest in the topic. Participants are expected to present their research or project ideas during the course.

Further information and application details can be found at <https://www.uibk.ac.at/credence-goods/events/winter-school-2019/>.

The deadline for applications is November 30, 2018. You will receive the decision on your application no later than December 10, 2018. If you have any questions, please contact Tobias Haller (tobias.haller@uibk.ac.at).

***The 7th Xiamen University International Workshop on Experimental Economics
(December 14-16, 2018)***

We are pleased to announce the Call for Papers for the Seventh International Workshop on Experimental Economics at Xiamen University. We welcome submissions incorporating or analyzing controlled experiments using human subjects in studies of decision theory, game theory, development economics, environmental and resource economics, policy analysis, management science, marketing, political science, or finance. We encourage submissions related to all topics in the field of behavioral and experimental economics.

December 14-16, 2018

Xiamen, China

Wang Yanan Institute for Studies in Economics (WISE) and the MOE Key Laboratory in Econometrics at Xiamen University

(<http://wise.xmu.edu.cn/meetings/Experimental2018>)

It is our honor to have the following distinguished keynote speakers this year:

Manel Baucells (University of Virginia)

Ed Hopkins (University of Edinburgh)

James Murphy (University of Alaska)

Georg Weizsäcker (Humboldt University of Berlin)

John Wooders (NYU Abu Dhabi and University of Technology Sydney)

ABSTRACT SUBMISSION AND REGISTRATION

Researchers who would like to present their work at the conference are invited to submit a short abstract (not exceeding 250 words, including title and co-authors) at the 'Submission' page of the conference website above. Please note that all submissions should be in English; however, conditional on sufficient interest, we will offer sessions where presentations will be in Chinese. Please indicate so in your submission, if you prefer to present in Chinese. Each participant will be limited to presenting one paper.

The registration fee for general faculty/professionals is 100 USD (or 600 CNY). The registration fee for students is 20 USD (or 120 CNY). The registration fee includes lunches and dinner banquets for both days of the conference, and all coffee break refreshments. The registration deadline is November 18, 2018. Researchers may register at the 'Registration' page of the conference website.

Important dates:

- Deadline for submissions: October 21, 2018
- Notification of acceptance: November 4th, 2018
- Deadline for registration: November 18, 2018
- Conference dates: December 14-16, 2018

Please contact Ms. Chenxi Huang at hcx.soe@xmu.edu.cn for all inquiries regarding the conference. To facilitate the process of these inquiries, please specify “Academic issues” or “Logistic issues” in the e-mail subject line.

For more details, please refer to the attached PDF file. We are looking forward to receiving your submissions!

CONFERENCE ORGANIZERS

Xiqian Cai (WISE & SOE, Xiamen University)

Sen Geng (WISE, Xiamen University)

Zhi Li (WISE & SOE, Xiamen University)

Yun Wang (WISE, Xiamen University)

Maoliang Ye (WISE & SOE, Xiamen University)

2. Upcoming conferences

BEEC 2019 - Call for papers

Thanks to the generous support provided by IFREE and Universidad del Rosario, the Rosario Experimental and Behavioral Economics Lab (REBEL) is pleased to invite submissions for the second edition of the Bogotá Experimental Economics Conference (**BEEC**), which will be held on **January 10th to 12th, 2019** (formerly known as the *Antigua Experimental Economics Conference*).

The keynote speakers for the conference in this edition will be Leeat Yariv (Princeton University), James Andreoni (UCSD) and Andrew Schotter (NYU).

We invite submissions of abstracts or full manuscripts from interested researchers using lab or field experiments. We especially encourage submissions from experimentalists from (or doing research in) Latin America, as one of the principal aims of this conference is to strengthen the ties within the Latin American experimental economics community and the rest of the world.

Important Dates

Submission Deadline – October 24th

Notification of Acceptance – October 29th

Early Registration – November 27th

Late Registration – December 10th

To submit your abstract, please complete the submission form [here](#).

Prior to the conference, we will host the **Bogotá Experimental Economics Workshop** for graduate students and young scholars interested in experimental methods in the social sciences. As in its previous edition, Prof. Peter Moffatt will teach Experimentics. A separate announcement for the workshop will be out soon.

Additional information about the Conference will be available soon. In the meantime you can find preliminar information [here](#). You can also watch videos of the past edition of the conference [here](#) and [here](#).

For any further queries, please contact us at rebel@urosario.edu.co.

We look forward to seeing you in Bogotá, Colombia!

Diego Aycinena, Mariana Blanco, César Mantilla, Santiago Sautúa and Lucas Rentschler

SABE/IAREP Conference 2019 in Dublin

- Dates are **September 2nd to September 6th 2019**,
- Local organizer: **Liam Delaney**
- Venue: **University College Dublin**

3. Journal Special Issues

Journal of Economic Psychology

“Decision Making for Others”

Traditional economic decision models assume that decision makers are perfectly self-interested and do not take into account the effects of their behaviours on other people. However, other-regarding preferences models have introduced the idea of interrelated utility functions, i.e. they include preferences for the payoff of others. In such models, distributive and/or reciprocal preferences play an essential role. Experimental studies in this domain focus mainly on environments in which a decision maker allocates resources between themselves and other people with or without strategic considerations (e.g. Ultimatum Games, Dictator Games, or Trust Games), that is, situations in which differences in outcomes (relative earnings) play a crucial role.

A more recent strand of the experimental literature, however, considers decision making *on behalf of other people*, where a decision maker decides for another person, independent of how resources are allocated. The question of interest in these studies is whether decision makers decide differently when choosing for others than they would if choosing for themselves.

Decision making for others (DMfO) is not incorporated in traditional economic models but is an integral part of everyday decision making environments (parents, brokers, managers, policy makers). Recent experimental studies have mainly analysed behavioural differences in risky financial decisions for oneself, for another person, or for a group including the decision maker.

The results so far are somewhat mixed. Some studies find decision makers to take more risk for others while other studies find no effect or even decreased risk levels. Prominent explanations for observed treatment effects are biases in loss aversion, psychological and social distance, accountability, and responsibility alleviation.

The special issue on “Decision making for others” aims to bring together perspectives from different subfields of economics in addition to cognitive and social psychology in order to align the scattered literature on this relatively new field of research. We invite contributions that focus on experimental, empirical, and theoretical research concerning decision making for others in all fields that are relevant for Economic Psychology (e.g., financial decision making, negotiation and bargaining, consumer behaviour, tax behaviour, etc.).

Submission

Manuscripts should be prepared according to the guidelines outlined on the website of the Journal of Economic Psychology (<https://www.elsevier.com/journals/journal-of-economic-psychology/0167-4870/guide-for-authors>). **Manuscripts should be submitted by November 1, 2018** (at the latest – preferably earlier!) through that website. Authors should select "Special Issue: Decision Making for Others" as article type, and also indicate in the cover letter that the manuscript should be considered for the special issue. Submitters can expect a quick turnaround time, but they will be requested to implement changes with a tight deadline if invited to “revise and resubmit”.

Interested authors are invited to contact the guest editors Sascha Füllbrunn (s.fullbrunn@fm.ru.nl), Wolfgang Luhán (wolfgang.luhan@port.ac.uk), and Alan Sanfey (a.sanfey@donders.ru.nl).

We are looking forward to your contributions.

Sascha Füllbrunn, Wolfgang Luhán, Alan Sanfey

The Impact of Life Experiences on Risk Taking

Risk taking is a ubiquitous but, at the same time, controversial phenomenon in human life. In the popular mind – as *The Economist* recently noted – it is associated with gamblers, skydivers and the overpaid bankers who crippled the global economy, but it is key to business success, innovation and economic growth. Risk-taking behavior differs greatly across individuals, across domains and over time: understanding its determinants is one of the key challenges for current research in Economic Psychology. While we know from twin studies that a sizeable part of this variation is genetically inherited, an extensive body of research reveals that environmental factors play an extremely important role. In recent years, a fast-growing stream of literature has been focusing on the effects of *life experiences* on risk-taking behavior. Natural disasters, wars, bereavements, recessions and other experiences that become part of individual histories of those who pass through them, have been shown to be associated with substantial changes in risk taking, in some cases even several decades after their occurrence.

This special issue invites contributions that help to shed light on the underlying economic and psychological channels explaining the connection between life experiences and risk taking. Particular attention will be devoted to the link between the *intensity* of exposure to shocks and subsequent risk attitude, to understand whether e.g. the non-monotonic relation identified in prior work extends to different types of shocks, economic agents and risk domains. We are also open to contributions addressing new relevant questions in this field of research.

The *Journal of Economic Psychology* is an interdisciplinary platform, and we encourage contributions from researchers in economics, psychology, finance, management, and other related social sciences. We welcome empirical papers

(including experimental studies) aiming to isolate psychological channels from purely economic ones (e.g., wealth effects) and to disentangle risk preferences from risk perceptions and beliefs (e.g., in the financial domain, risk preferences from beliefs about risky asset returns). Studies may deal with extreme rare shocks, as well as with multiple outcomes (in particular, both positive and negative ones). We also welcome theoretical work focusing on the links between prior outcomes and willingness to take risks.

Interested authors are also invited to contact the guest editors Peter Ayton (p.ayton@city.ac.uk), Gennaro Bernile (gbernile@bus.miami.edu), Alessandro Bucciol (alessandro.bucciol@univr.it) and Luca Zarri (luca.zarri@univr.it) to discuss the fit of various topics to the special issue.

Submission

Manuscripts should be prepared according to the guidelines outlined on the website of the *Journal of Economic Psychology* (<http://www.journals.elsevier.com/journal-of-economic-psychology/>). Manuscripts should be submitted **by December 01, 2018** (at the latest!) through that website. Authors should select “The Impact of Life Experiences on Risk Taking” as article type, and also indicate in the cover letter that the manuscript should be considered for the special issue. Submitters can expect a quick turnaround time, but they will be requested to implement changes with a tight deadline in the event that they are invited for a “revise and resubmit”.

Peter Ayton (City, University of London), Gennaro Bernile (University of Miami), Alessandro Bucciol (University of Verona) and Luca Zarri (University of Verona)
Guest Editors

Journal of Behavioral Public Administration Symposium

Call for Papers

Experimental and Behavioral Approaches in Nonprofit and Voluntary Sector Research

Guest co-editors:

Mirae Kim (Georgia State University)

Kelly LeRoux (University of Illinois)

Dyana Mason (University of Oregon)

The *Journal of Behavioral Public Administration* (JBPA) symposium on the nonprofit and voluntary sector invites manuscripts using experiments and/or behavioral theory to address important questions and inform theories with evidence in the nonprofit and voluntary sector. Studies using experimental methods, including laboratory, field or survey experiments are especially relevant to this issue.

Nonprofit organizations cover a wide range of activities and vary greatly in size. However, due to unobserved factors that are not easily controlled in non-experimental research, many studies in the nonprofit and voluntary sector research field have produced ambiguous results with respect to the direction of the causal relationship.

A number of often discussed issues in the nonprofit sector can be answered through experimental studies. Examples include nonprofits' rationales to create rainy day funds, why nonprofits enter into a partnership with corporations and why not, what makes nonprofit managers to allocate more or less budget on administrative

functions, and whether donors are indeed discouraged by seeing large amount of overhead costs, among many other topics. Against this background, we cordially invite you to submit proposals that broadly fit the symposium theme, including behavioral and/or experimental manuscripts with theoretical or empirical contributions to the following topics:

- Human Resources Management
- Financial Management
- Board Governance
- Charitable Giving
- Volunteer Behavior or Management
- Voluntary action
- Advocacy and Lobbying
- Collaboration
- Community Engagement
- Collective Action
- Nonprofit Marketing & Communications

Symposium guest editors will be responsible for selecting potential manuscripts for the symposium based upon abstract submissions. Full manuscripts for selected papers will then be submitted to the guest editors. Next, selected papers will undergo double-blind peer-review at JBPA. To be considered for this symposium issue of JBPA, please submit an abstract of up to 500 words to Mirae Kim at mkim141@gsu.edu, no later than November 1, 2018. An invitation to submit an abstract is not a guarantee of publication.

Timeline:

November 1, 2018 Abstract submission deadline

December 1, 2018 Authors notified of invitation to submit a full manuscript

March 15, 2019 Full manuscripts due

Please note that final manuscripts will be submitted by the guest co-editors to JBPA for double-blind peer review with final decisions regarding publication being made by JBPA editors. The submitted papers will need conform to JPBA's guidelines for paper submissions: <http://www.journal-bpa.org/index.php/jbpa/about/submissions>.