

# 2018 Economic Science Association North American Conference

Antigua Guatemala

October 18 – 20

## Conference Program



Organized by:

**Universidad del Rosario**

**Rosario Experimental and Behavioral Economics Lab**

**(REBEL)**



**UNIVERSIDAD DEL ROSARIO**



economic science association

**REBEL**

Rosario Experimental and  
Behavioral Economics Lab

## Welcome to Antigua Guatemala, welcome to Latin America!

And welcome to the 2018 North American Conference of the Economic Science Association.

This is the North American Conference is held outside of the United States, and the first time the ESA hosts a conference in Latin America. The historic city of Antigua Guatemala, one of the most beautiful and best-preserved colonial cities in the Americas, is the location for this historic conference. We hope you are as excited about this as we are!

The Conference is organized by Universidad del Rosario and the Rosario Experimental and Behavioral Economics Lab – **REBEL** (located in Bogotá, Colombia). Experimental economics in Latin America has been growing, and now there are experimental labs and experimentalists in several countries.

Prior to the Conference, Ian Krajbich (The Ohio State University) and Charles Noussair (University of Arizona) are organizing an NSF-funded *Workshop on Choice-Process Data in Experimental Economics*. The workshop aims to expose experimental economists to exciting new research questions that use process data to shed light on fundamental questions related to data (beyond choices) generated from decisions (eye movements, processing time, brain activity, etc.).

The Conference, as well as the (pre-conference workshop) will be held at the Casa Santo Domingo, a hotel-museum built in the remodeled ruins of a 16th-century monastery. We hope you enjoy!

Diego, Mariana, Cesar, Santiago and Lucas

## Organizing committee

Diego Aycinena		Universidad del Rosario, REBEL
Mariana Blanco		Universidad del Rosario, REBEL
Cesar Mantilla		Universidad del Rosario, REBEL
Santiago Sautua		Universidad del Rosario, REBEL
Lucas Renschler		Utah State University

## About *REBEL*

Bogotá is the epicenter of experimental economics in Latin America, and *REBEL* –the *Rosario Experimental and Behavioral Economics Lab*– is at its heart of the city (literally downtown). Universidad del Rosario had the first Experimental Economics laboratory in Colombia (2010) and in South America.

### *REBEL* Faculty

#### **Mariana Blanco – Associate Professor**

PhD in Economics from Royal Holloway College, University of London.  
 Founder of the Experimental Economics Laboratory at Universidad del Rosario.  
 Interested in prosocial and anti-social behavior.

#### **Diego Aycinena – Associate Professor**

Ph.D. in Economics from George Mason University.  
 Interested in understanding how humans interact through different formal and informal institutions.

#### **César Mantilla – Assistant Professor**

Ph.D. in Economics from Universidad de los Andes (Colombia).  
 Interested in collective action and cooperation in competitive environments.

#### **Santiago Sautua - Assistant Professor**

Ph.D. in Economics from the University of California at Los Angeles (UCLA).  
 Interested in individual decision-making under risk and ambiguity.

#### **Catalina Franco – Post-Doctoral Researcher**

PhD in Economics from the University of Michigan.  
 Interested in gender differences in students' beliefs about own ability and performance.

### *REBEL* Affiliated Faculty

#### **Enrique Fatas – Visiting Professor, Economics Department**

Professor at the School of Business and Economics at the University of Loughborough.  
 Ph.D. in Economics from Universidad de Valencia.

#### **Silvia López-Guzmán**

Assistant Professor, School of Medicine and Health Sciences, Universidad del Rosario.  
 M.D. from Universidad Javeriana and a Ph.D. in Neuroscience from New York University (NYU).

### *REBEL* Students

Ph.D. Candidates: **Sara Atehorúa** and **Amalia Rodríguez**  
 Master's Students: **Daniel Camilo Gómez** and **Diego Sebastián Ramírez**

## Program Overview

Day/time	Event
<b>Thursday, October 18</b>	
8:45am - 6:00pm	<b>Pre-Conference Workshop: Choice Process Data</b>
6:00 p. m.	Welcome Reception
<b>Friday, October 19</b>	
8:00 a. m.	Registration
8:30 a. m.	Welcome Remarks
8:40 a. m.	Opening Keynote: Juan Camilo Cardenas (Universidad de los Andes) - "TBD"
10:00 a. m.	Parallel Sessions A
	Coffee Break
11:20 a. m.	Parallel Sessions B
12:40 p. m.	Lunch Break
2:10 p. m.	Parallel Sessions C
3:30 p. m.	Coffee Break
3:50 p. m.	Parallel Sessions D
5:10 p. m.	<i>End of academic activities - Day 1</i>
<b>Saturday, October 20</b>	
9:30 a. m.	Parallel Sessions E
10:50 a. m.	Coffee Break
11:10 a. m.	Parallel Sessions F
12:10 p. m.	Lunch Break
1:40 p. m.	Parallel Sessions G
3:00 p. m.	Coffee Break
3:20 p. m.	Closing Keynote: Marie Claire Villeval (CNRS, GATE, University of Lyon) - "TBD"
4:30 p. m.	<i>End of academic activities - Day 2</i>
6:00 p. m.	Conference Dinner

## 2018 ESA North American Conference Keynote Lectures

### Prof. **Juan Camilo Cárdenas** (Universidad de los Andes)

Juan Camilo Cárdenas is Full Professor in the Economics Department at Universidad de Los Andes, in Bogotá (Colombia). He is the pioneer of experimental economics in Latin America. His work focuses on the analysis and design of institutions (rules of the game) that promote cooperation among individuals and the solution of social dilemmas in the fairest, efficient, equitable, democratic and sustainable manners possible.



### Prof. **Marie Claire Villeval** (CNRS, Gate University of Lyon)

Marie Claire Villeval is Research Professor in economics at the National Center for Scientific Research (CNRS) and she is affiliated with the GATE (Groupe d'Analyse et de Théorie Economique) research institute, at the University of Lyon, France. Her work includes the conduct of laboratory and field experiments on cheating and tax evasion, incentives and motivation, teamwork and leadership, punishment and cooperation, status seeking and ego utility, self-image, emotions.

## NSF-funded Workshop on Choice-Process Data in Experimental Economics

organized by Ian Krajbich (The Ohio State University) and Charles Noussair (University of Arizona)

### Invited Experts



**Giorgio Coricelli**

Associate Professor in economics and psychology at the Department of Economics and member of the Neuroscience Program in the University of Southern California. His work focuses on human behaviors emerging from the interplay of cognitive and emotional systems. His agenda includes the role of emotions in decision making and the relational complexity in social interaction.



**Nicolette Sullivan**

Neuroeconomist and Postdoctoral Associate in Cognitive Neuroscience and Marketing at Duke University. Her research interests include factors influencing the neural computations relating to consumer decisions. She uses methods including fMRI, eye tracking, and mouse tracking to address these questions.



**Eric J. Johnson**

Norman Eig Chair of Business at the Columbia University Business School and Director of their Center for Decision Sciences. His research examines the interface between Behavioral Decision Research, Economics and the decisions made by consumers, managers, and their implications for public policy, markets and marketing. Among other topics, he has explored how the way options are presented to decision-makers affect their choices.

# Conference Parallel Sessions

Friday October 19th

## Parallel Sessions A

10:20am – 11:20am

Room 1

### A-1. Strategic Giving

1. Timothy MacNeill Altruistic Behavior and Ethnic Diversity: Evidence from Honduras
2. Laura Gee Pivotal or Popular: The Effects of Social Information and Feeling Pivotal on Charitable Giving in Laboratory and Field Experiments
3. Zachary Grossman When Does Ignorance Work as an Excuse for Selfish Behavior?

Room 2

### A-2. Leadership and Gender

1. Ananish Chaudhuri (Un)Willing to Lead? Gender and Leadership in the Corporate Turn-Around Game
2. Boon Han Koh Attribution Biases in Leadership: Is it Effort or Luck?
3. Emma Heikensten Simon Says: Examining Gender Differences in Advice Seeking and Influence in the Lab.

Room 3

### A-3. Labor: Discrimination

1. Cesar Mantilla A Test of Price Discrimination in Informal Labor Markets: Street Vendors of World Cup Football Stickers in Bogotá
2. Luz Salas Do Firms Redline Workers? A controlled Experiment in Bogotá
3. M. Rashid Memon Valuing Women's Voice - Sexism and Mansplaining in the Labor Market

Room 4

### A-4. Auctions I

1. Binglin Gong Comparing Three Hybrid Auction-Lottery Mechanisms "Theory and Experiments
2. Philippous Louis The Favored but Flawed Simultaneous Multiple-Round Auction
3. Cary Deck Fast Auctions

Room 5

### A-5. Anti-social Behavior

1. Jana Cahlikova Antisocial Behavior in Groups
2. Aljaz Ule Dilution Illusion
3. David Dickinson Using Ethical Dilemmas to Predict Antisocial Choices with Real Payoff Consequences: An Experimental Study

Room 6

### A-6. Trust

1. Katarzyna Samson Effects of Socioeconomic Status on Trust
2. Hernan Bejarano How Do Endowment Shocks Affect Trust and Trustworthiness?
3. Daniel Lee Towards an Understanding of the Demand for Low Probability Insurance

Room 8

### A-7. Choice Process I

1. Irene Maria Buso Choice Process Under Uncertainty: An Eye-Tracking Analysis
2. Aleksandr Alekseev Success Decomposition: Using Response Times to Measure Ability and Motivation
3. Ian Krajbich The Neural Computation and Comparison of Value in Simple Choice

## Parallel Sessions B

11:40am – 12:40pm

Room 1

### B-1. Charitable Giving

1. Haley Harwell Authority Asks: Does it Matter Who Ask for your Money?
2. Rick Wilson Charity Begins at Home: A Lab-in-the-Field Experiment on Dictatorial Giving
3. Neslihan Uler Collaborative Versus Independent Fundraising
4. C. Monica Capra Volunteer Now or Later: The Effects of Effort Time Allocation on Donations

## Room 2

**B-2. Development**

1. Felipe Valencia Christ's Shadow: Non-Cognitive Skills and Prosocial Behavior Amongst the Guarani
2. Marie Boltz Income Hiding and Informal Redistribution: A Lab-in-the-Field Experiment in Senegal
3. Antonio Alonso Arechar The Skin Kids Live in: The Role of Racial and Class Stereotypes on Altruism Among Children
4. Justine Burns The Effects of Social Exclusion and Group Heterogeneity on the Provision of Public Goods

## Room 3

**B-3. Labor: Contracts and Self-Control**

1. Xianghong Wang Dominated Contract with Self or Peer Commitment? An Experimental Study of Running
2. Tim Cason Social Dilemmas with Agency Risk
3. Timothy Flannery The Effect of Contract Structure and Intentions on Agent Effort
4. Veronica Rattini Worker Discretion and Performance: Evidence from a Real-Effort Experiment

## Room 4

**B-4. Context and economic behavior**

1. Ingvild Skarpeid "Talent and luck - An Experimental Study on Inequality Acceptance"
2. Barry Sopher Context in Choice: Behavioral Bias or Economic Behavior?
3. Juan Felipe Ortiz-Riomalo Taking on and Understanding the Perspective of Others: An Experimental Study on Participatory Methods, Perspective-Taking, and Prosocial Behaviour
4. Andy Brownback Understanding Outcome Bias: Asymmetric Sophistication and Biased Beliefs

## Room 5

**B-5. Information and resolution of uncertainty**

1. Andrei Gomberg "Read a Book, and We'll Talk Later": Rational Ignorance and Timing of Information Provision"
2. Trevor Finch Information Aggregation in Jury Decision Making
3. Kirby Nielsen Preferences for the Resolution of Uncertainty and the Timing of Information
4. Thomas Meissner Measuring Preference Over the Temporal Resolution of Consumption Uncertainty

## Room 6

**B-6. Markets and Industrial Organization**

1. Radovan Vadovic Catering to Markets through Strategic Investment: Theory and Experiment
2. Emilia Tjernstrom Nonlinear Pricing Complexity and Consumer Behavior
3. Dustin Tracy The Impact of Vertical Integration in Complex Markets
4. Jordan Adamson The Market as a Geographic Coordinate for Exchange and Smithian Agglomeration

## Room 7

**B-7. Lying and Cheating**

1. Tobias Gesche Honesty in the Digital Age
2. Georgia Michailidou I'd Lie for You
3. Alistair Wilson Lying Aversion on the Margin and in the Limit
4. Felix Klimm Suspicious Success — Cheating, Inequality Acceptance, and Political Preferences

## Room 8

**B-8. Methodology**

1. Stefano Ballelli Adaptive Design of Experiments for Maximizing Information Gain
2. Po-Hsuan Lin The Generality of Economic Principles of Bargaining and Trade: Evidence from 2,164 Classroom Experiments
3. Alex Horenstein Tree Construction and Backward Induction: A Mobile Experiment
4. David Freeman Why Choice Lists Increase Risk Taking

**Parallel Sessions C****2:10pm – 3:30pm**

## Room 1

**C-1. Identity and Other-regarding Preferences**

1. James Cox Cultural Identities and Resolution of Social Dilemmas
2. David Wozniak Ethnic Discrimination in the Lab: Evidence of Statistical and Taste-Based Discrimination
3. Husnain Fateh Ahmad Political Context and Ethnic Bias: Evidence from a Dictator Game
4. Mariana Blanco To Segregate or to Discriminate - That is the Question: Experiment on Identity and Social Preferences

## Room 2

**C-2. Groups**

- |                       |   |
|-----------------------|---|
| 1. Moritz Janas       | Delegation to a Group   |
| 2. Pol Campos-Mercade | Helping Behavior and Group Size   |
| 3. Krista Saral       | The Value of Consensus: An Experimental Analysis of Costly Deliberation |
| 4. David Cooper       | Why Join a Team?  |

## Room 3

**C-3. Game Theory**

- |                       |  |
|-----------------------|--|
| 1. Alexander Smith    | Behavior in Four Simple Economic Games                     |
| 2. Andrew Kloosterman | Cooperation When Defection is Risky Too                    |
| 3. Rene Levinsky      | Preferences, Beliefs, and Strategic Plays in Games         |
| 4. James Bland        | Two Extensions to the Strategy Frequency Estimation Method |

## Room 4

**C-4. Risk II**

- |                         |   |
|-------------------------|---|
| 1. Santiago Alonso-Díaz | A (Potentially) Universal Bias in Choices that Involve Discrete Probabilities   |
| 2. Paul Healy           | Randomization Across Domains: Testing Theories of Probability Matching and Convex Preferences                             |
| 3. Paul Feldman         | Revealed Convex Preferences Over Lotteries: Model Selection of Alternative Choice Theories                                |
| 4. Irene Mussio         | Reconciling Health and Wealth Background Risks: An Analysis of Risk Aversion when Higher-Order Preferences are Considered |

## Room 5

**C-5. Voting and Committees**

- |                        |  |
|------------------------|--|
| 1. Sebastian Fehrer    | Committee Decision-Making under the Threat of Leaks                                      |
| 2. Jose Alberto Guerra | Ethical Collective Choice: Voting for Charitable Giving and Contributing to Public Goods |
| 3. O'Sub Kwon          | Forcing to Persuade with the Unanimity Rule  |
| 4. Jorge Gallego       | Runoff Elections in the Laboratory   |

## Room 6

**C-6. Health**

- |                                 |  |
|---------------------------------|--|
| 1. Paul Andres Rodriguez Lesmes | Building Social Capital: Lack of impacts or poor measurements?   |
| 2. Manuel Hoffmann              | Influenza Vaccines, Employee Health, and Sickness Absence: A Field Experiment at the Workplace           |
| 3. Tabare Capitan               | Nudging Reloaded: Supplementing a Nudge with Other Nudges  |
| 4. Ellen Green                  | The Impact of a Merit-Based Incentive Payment System on Quality of Healthcare: A Framed Field Experiment |

## Room 7

**C-7. Punishment**

- |                    |  |
|--------------------|--|
| 1. Marc Willinger  | Effectiveness of Peer Punishment Under Negative Framing  |
| 2. Tingting Fu     | Kind Concealment to Protect: The Effects of Information on Higher-Order Punishment                   |
| 3. Louis Putterman | Self-Governance in Noisy Social Dilemmas: Experimental Evidence on Punishment with Costly Monitoring |

## Room 8

**C-8. Choice Process II**

- |                            |   |
|----------------------------|---|
| 1. Alexander Brown         | Can Individuals Recognize Selected Information When They Satisfice? An Experimental Investigation |
| 2. Ian Chadd               | Random Network Choice: Theory and Experiment  |
| 3. Sheen S Levine          | Should I Stay or Should I Go: The Cognition of Search Under Ambiguity                             |
| 4. Jim Ingebretsen Carlson | Visual Attraction: Modes of Presentation and Focusing in Economic Choice                          |

**Parallel Sessions D****3:50pm – 5:10pm**

## Room 1

**D-1. Social Norms and Culture**

- |                     |  |
|---------------------|--|
| 1. Erik Kimbrough   | Experiments on Kinship, Culture and Favoritism                       |
| 2. Pavitra Govindan | How Do Group Norms Affect Individuals' Compliance with Formal Rules? |
| 3. Diego Aycinena   | Social Norms and Dishonesty Across Societies                         |



Room 2

**D-2. Contests I**

1. Sudipta Sarangi Electoral College: A Multibattle Contest with Complementarities
2. Vera Angelova Tournaments with Fatigue and Recovery: The Effect of a Short-Term Increase in Incentives
3. Puja Bhattacharya Two Stage Group Contests

Room 3

**D-3. Public Choice: Voting**

1. Philippos Louis Beyond Outcomes: Experimental Evidence on the Value of Agreement
2. César Martinelli Collective Experimentation: A Laboratory Study
3. Fabio Galeotti Evaluating the Trade

Room 4

**D-4. Finance: Nudges**

1. Daphne Chang Nudging Information Disclosure
2. Denise Laroze Reducing Financial Illiteracy in Pension Decisions
3. Ray Sin Why Do People Buy Overpriced ETF Index Funds, and Can Behavioral Nudges Help?

Room 5

**D-5. Public Goods and Communication**

1. Brock Stoddard Common-Value Public Goods and Informational Social Dilemmas
2. Ann-kathrin Koessler Structuring the Talk - Elements of Effective Communication
3. Jingjing Zhang What Can We Expect From "Cheap Talk"?

Room 6

**D-6. Auctions II**

1. Jim Ingebretsen Carlson Shill Bidding and Information in Sequential Auctions: A Laboratory Study
2. Bryan McCannon Shill Bidding and Trust
3. Binglin Gong The Sequence Effect on Hybrid Auction-Lottery Mechanisms

Room 3

**D-7. Finance**

1. Praveen Kujal On Booms That Never Bust: Ambiguity in Experimental Asset Markets with Bubbles
2. Kristian Lopez Vargas Experiments in High-Frequency Trading: Testing the Frequent Batch Auction
3. Ryoko Wada Portfolio Selection with Ambiguous Securities Independent from Risky Assets: A Portfolio Experiment outside the Ellsberg Paradox Context

## Saturday, October 19th

### Parallel Sessions E

9:30am – 10:50am

#### Room 1

##### E-1. Choice Process - Cognition

1. Michelle Segovia The Effect of Food Anticipation on Cognitive Ability in the Presence of Hunger
2. Roman Sheremeta Testing the Dual Process Model: The Effects of Different Cognitive Manipulations on Economic Decision Making
3. Ian Krajbich Modeling Biases in Decision Making

#### Room 2

##### E-2. Other Regarding Preferences

1. Henrik Zaunbrecher Income Trajectories and Redistribution Decisions
2. Weiwei Tasch Social Preferences and Social Curiosity
3. Marcello Negrini Intertemporal Social Preferences
4. Linda Thunstrom Thoughts and Prayers - Do they Crowd out Donations?

#### Room 3

##### E-3. Conflict

1. Francesco Bogliacino Criminal-Related Exposure to Violence and Social Preferences: Experimental Evidence from Bogotá
2. Natalia Candelo Londono Does Conflict Exposure Increase In-Group Bias? Evidence from Experiments in the Philippines
3. Arturo Harker Semillas de Apego: Experimental Evaluation of a Group based Program to Foster Maternal Mental Health and Early Childhood Development Among Conflict Exposed Communities
4. Juan Vargas The Twists and Turns in the Road to Justice in Colombia

#### Room 4

##### E-4. Labor: Monitoring, Identity and Motivation

1. Michal Durinik Group Identity and Post-Promotion Effort
2. Kuangli Xie How Reporting Affects Workers' Behavior?
3. Priyanka Chakraborty Testing the Effects of Mentorship versus Sponsorship Programs in Organizations: An Experiment
4. Barbora Baisa The Role of Meaning in Labor Economics

#### Room 5

##### E-5. Risk I

1. Yupeng Li "I" like loss: the effect of first-person pronoun use on loss aversion
2. Rick Wilson BRET, Risk Instruments and Populations: Gender as the Gold Standard?
3. Remy Levin Endogenous Preference Formation in a Developing Economy
4. Colin Corbett Risk Preferences and Endowments in Different Domains

#### Room 6

##### E-6. Gender

1. Tim Lohse Gender Differences in Face-to-Face Deceptive Behavior
2. Siri Isaksson It Takes Two: Gender Differences in Group Work
3. Kristine Koutout Second-Order Beliefs
4. Peilu Zhang Social Norms and Competitiveness: My Willingness to Compete Depends on Who I am (Supposed to Be)

#### Room 7

##### E-7. Information in Games

1. O'Sub Kwon Forcing to Persuade with the Unanimity Rule
2. Jonathan Woon Incomplete Counterfactual Cognition and the Strategy Method in Cheap Talk Games
3. Huan Xie Persuasion Bias in Science: An Experiment
4. Ann-kathrin Koessler Setting New Behavioural Standards: Sustainability Pledges and How Conformity Influences their Outreach

## Parallel Sessions F

### 11:10am – 12:10am

Room 1

**F-1. Norms and Social Behavior**

1. Agne Kajackaite Poverty Does Not Affect Cheating but Social Norm Reminder Effectiveness
2. Sining Wang Seeing is "Behaving": Using Revealed-Strategy Approach to Understand Cooperation in Social Dilemma
3. Billur Aksoy The Effect of Scarcity on In-Group Bias in Pro-Social and Moral Behavior: Evidence from Coffee Farmers in Guatemala

Room 2

**F-2. Environmental**

1. Shuwen Li Climate Policies Under Collective Risk: Provision of Local Irrigation Systems in the Lab and Field
2. Santiago Saavedra Pineda Illegal Activities' Response to Revealing its Existence
3. James Murphy Tying Enforcement to Prices in Emissions Markets: An Experimental Evaluation

Room 3

**F-3. Governance and Democracy in the Lab**

1. Lina Maria Restrepo Plaza Governance: Promises and Lies
2. Jose Castillo Political Accountability and Democratic Institutions: An Experimental Assessment
3. Enrique Fatas The Democratic Peace

Room 4

**F-4. Inequality and Public Goods**

1. Abhijit Ramalingam Does Reducing Inequality Increase Cooperation? Cooperative Norms and the Effectiveness of Inequality Reduction
2. Caleb Cox Inequality and the Allocation of Collective Goods
3. Stephan Kroll The Effects of Endowment Heterogeneity and Risk Distribution on Burden Sharing in Threshold Public Good Experiments

Room 5

**F-5. Bargaining**

1. Catherine Eckel Asymmetric Information Undermines Coasian Bargaining in Common (Oil) Pool Resources
2. Kyle Hyndman Dissolving Partnerships Under Risk: An Experimental Investigation
3. Simon Siegenthaler Experiments on Multidimensional Bargaining

Room 6

**F-6. Contests II**

1. Lucas Rentschler All-Pay Auctions Without a Level Playing Field
2. Roman Sheremeta Status and Economic Rents: Experimental Evidence on the Matthew Effect
3. David Bruner Strategic Thinking in Tullock Contests

Room 7

**F-7. Learning**

1. Santiago Sautua When Diversification Clashes with the Reinforcement Heuristic: An Experimental Investigation
2. Thomas Graeber Inattentive Inference
3. Orsola Garofalo Learning by Mistaking? Optimism and Entrepreneurial Innovation

## Parallel Sessions G

### 1:40pm – 3:00pm

**G-1. Emotions**

1. Dimitra Papadovasilaki Financial Crises and Emotions-An Experimental Study
2. Flora Li Threats
3. Eric Schniter Trust in Humans, Robots, and Cyborgs
4. Charles Noussair Emotional State and Risk Aversion

Room 2

**G-2. Field and Natural Experiments**

1. Brit Grosskopf More Meat for Boys: Statistical Discrimination in British Carvery Restaurants
2. Laura Razzolini Nudging Museums Attendance: A Field Experiment with High School Teens
3. Kevin McLaughlin The Power of Audio Advertising: A Field Experiment on Pandora Internet Radio
4. Grace Lee Hooi Yean Does Peer Information Crowd Out Performance? Evidence from a Field Experiment

Room 3

**G-3. Gender and Bargaining**

1. Lise Vesterlund      Banning Negotiation: Is Differential Pay Eliminated when Left to Manager Discretion?
2. Hung-Ni Chen      Gender Difference and Risk Preference: An Experiment on Dynamic Unstructured Bargaining with Private Information
3. Shuwen Li          Stochastic Bargaining Over Gains and Losses: Evidence from the Lab
4. Lina Lozano        The Impact of the Menstrual Cycle on Bargaining Behavior

Room 4

**G-4. Game Theory II**

1. Stephan Jagau      Expectation-Based Psychological Games and Psychological Expected Utility
2. Despoina Alempaki   Preference Reversals under Strategic Uncertainty
3. Matthew McMahon   Virtue Signaling: Using Risk Preferences to Signal Trustworthiness
4. Romain Gauriot      Nash at Wimbledon: Evidence from Half a Million Serves

Room 5

**G-5. Beliefs and Overconfidence**

1. Vojtech Zika        Equilibrium of Overconfidence
2. Catalina Franco    How do Beliefs and Feedback Affect Decision Making Among Students? Evidence from a Field Experiment
3. Daniel Gomez        Overconfidence and Contracts: An Experiment
4. Pol Campos-Mercade   The Effects of Incentivized Goals on Academic Achievement

Room 6

**G-6. Social Behavior and Compliance**

1. Alexander Gotthard Real   A Veil on Selfishness vs a Veil on Fairness
2. Jana Freundt            Manipulated Votes and Rule Compliance
3. Milos Fisar              Tax Compliance with Endogenous Audit Selection

Room 7

**G-7. Coordination**

1. Carles Solá              Coordination in Volatile Environments with Time Constraints and Heterogeneities
2. Joaquin Gomez-Minambres   Non-binding Goals in Teams: A Real Effort Coordination Experiment
3. Nejat Anbarci          Payoff Inequity Reduces the Effectiveness of Correlated--Equilibrium Recommendations
4. Aljaz Ule                The Economic Foundation of Meaning