

Second International Meeting on Experimental and Behavioral Social Sciences



Toulouse, 15-17 April, 2015



Hosted by the Institute for Advanced Study at Toulouse
in conjunction with the Nuffield Centre for Experimental Social Sciences

Programme

Day 1: 15 April

12:30-14:00 Registration and Lunch (MS002 and MS003)

14:00-15:30 Parallel Session I

Parallel Session I-A Inequality (MC201)

VICTOR GONZALEZ, Tilburg University
The Affective Load Inherent to Inequality Decreases Productivity

JACQUELINE VAN BREEMEN, University of Amsterdam
"Be the Change That you Wish to See in the World": An Experimental Study of Agency and Institutional Change.

* ALICE CICCONE, University of Oslo
Fairness Preferences in Trade

Parallel Session I-B Financial Markets (MC202)

TOMASZ MAKAREWICZ, University of Amsterdam
Bubble Formation and (In)Efficient Markets in Learning-to-Forecast and -Optimise Experiments

ADAM SANJURJO, Universidad De Alicante
A Cold Shower for the Hot Hand Fallacy

* JOSHUA BENJAMIN MILLER, Bocconi University
Equilibrium Play in Experimental Parimutuel Betting Markets

Parallel Session I-C Fundraising and Crowd-out effects (MC203)

FLORENTIN KRAEMER, University of Munich
Delegating Pricing Power to Buyers: An Experimental Investigation

MAJA ADENA, WZB Berlin Social Science Center
Matching Donations without Crowding Out?

* CONNY WOLLBRANT, University of Gothenburg
Does Monetary Compensation Crowd-out Recycling?

15:35-17:05 Parallel Session II**Parallel Session II-A Trust and Reciprocity****(MC201)**

PIERLUIGI CONZO, University of Turin

Trust and Cheating in Sri Lanka: The Role of Experimentally-Induced Emotions about Tsunami

JOHANNES JARKE, Universität Hamburg

Trust, but Verify? When Trustworthiness is Observable Only Through (costly) Monitoring

YOLA ENGLER, Queensland University of Technology

Guilt-averse or Reciprocal: Disentangling Different Motivations in the Trust Game

* LIONEL PAGE, Queensland University of Technology

*Driving a Hard Bargain is a Balancing Act: The Importance of Reciprocal Intentions in Bargaining***Parallel Session II-B Confidence and Risk****(MC202)**

AYŞE GÜL MERMER, University of Manchester

Contests with Expectation-Based Loss-Averse Players

MICHAL KRAWCZYK, University of Warsaw

Are we All Overconfident in the Long Run? Evidence from One Million Marathon Participants.

JOHANNA GEREKE, European University Institute

The "Fortuna Heuristic" and (Mis-)Perceptions of Risk Among Thai Migrants

* FLORIAN WENDELSPIESS CHÁVEZ JUÁREZ, University of Geneva

*The Credit Behavior of Households - A Behavioral Approach***Parallel Session II-C Coordination****(MC203)**

ALBERTO ANTONIONI, University of Lausanne

Spatial Coordination and Cooperation Among Humans: Experimental Results

DAVID J COOPER, Florida State and University of East Anglia

Centralized Vs. Decentralized Management: An Experimental Study

AIDAS MASILIUNAS, Maastricht University

Overcoming Coordination Failure in a Critical Mass Game: Strategic Motives and Action Disclosure

* KINGA POSADZY, Linköping University

*Efficiency or Fairness? How Procedural Concerns Affect Coordination in a Volunteer's Dilemma***17:05-17:30 Coffee Break****(MD001)**

17:30-19:00 Invited Speaker I**(Amphi I)****Marie Claire Villeval***Dishonesty in the field: Self-justification and transparency***19:00 Welcome Reception****(MS002 and MS003)**

Day 2: 16 April

9:00-10:30 Parallel Session III

Parallel Session III-A Gender

(MC201)

NORMA SCHMITT, DIW Berlin

Do Women Favor In-group Competition? Evidence from an Incentivized Choice Experiment

LAURI SAAKSUORI, National Institute For Health and Welfare

Competitive Behavior, Stress and Gender

ARTHUR SCHRAM, Amsterdam School of Economics

Status Anxiety Makes Women Underperform

* KAREN KHACHATRYAN, Middlesex University London

Gender and Preferences at a Young Age: Evidence from Armenia

Parallel Session III-B Public Goods I

(MC202)

JAVIER PEROTE, University of Salamanca

The Lazarillo and the Blind Man: A Sharing Game under Asymmetric Conditions

ROI ZULTAN, Ben Gurion University of Jerusalem

Punishment and Reward Institutions with Harmed Minorities

GERT PÖNITZSCH, Kiel Institute For the World Economy

Endogenous Move Order in Threshold Public Good Provision

* SABRINA TEYSSIER, INRA-ALISS, Paris

Endowment Heterogeneity and Punishment in Public Good Games

Parallel Session III-C Signaling and Information

(MC203)

ANDRES SALAMANCA, Universite De Toulouse

Some Strategic Aspects of Private Information: An Experimental Study

DIEGO GAMBETTA, European University Institute and Nuffield College

How Information Shapes Interpersonal Conflict

ROXANE BRICET, Université De Cergy-Pontoise

An Experimental Essay on Ellsberg Paradox under Partial Ambiguity

* ARNAUD TOGNETTI, Institute For Advanced Study In Toulouse

Are Altruistic Men Showing Off? Contributions to a Public Good are Enhanced under Sexual Competition

10:30-11:00 Coffee Break

(MD001)

11:00-12:30 **Parallel Session IV**
Parallel Session IV-A Labor I**(MC201)**

FREDERIC SCHNEIDER, University of Zurich
Job History, Work Attitude, and Employability

HOLGER HERZ, University of Zurich
Impatience and Dropouts

SERGE PAJAK, Université Paris Sud
Online Social Networks and Hiring: A Field Experiment on the French Labor Market

* ÅSHILD A JOHNSEN, University of Stavanger
Does Exposure Reduce Gender Discrimination? Evidence from a Combined Vignette and Field Experiment

Parallel Session IV-B Beliefs, Norms, and Preferences**(MC202)**

DANIEL ZIZZO, Newcastle University
To Pay or Not to Pay? Determinants of Unlawful Product Acquisition

BRENT DAVIS, University of Innsbruck
Measuring Standards of Proof: Juror Beliefs, Errors, and Convictions in an Incentivized Experiment

REBECA ECHAVARRI, University of Glasgow
The Missing Link Between Parents' Preferences and Daughters' Survival: A Behavioural Economics Perspective

* FABIAN GOGOLIN, Dublin City University
Do Values Affect Financial Decision-making?

Parallel Session IV-C Information and Investment**(MC203)**

PHILIP NEWALL, University of Stirling
How Bookies Make Your Money

NICK VIKANDER, University of Copenhagen
Advertising, Commitment, and Social Image

ALEC SPOTEN, Friedrich-Alexander-University Erlangen-Nürnberg
Fostering the Best Execution Regime - An Experiment about Pecuniary Sanctions and Accountability in Fiduciary Money Management

* STEFAN AMBEC, Toulouse School of Economics
Motivations for Efficiency and Equity in the Investment Game

12:30-14:00 **Lunch****(MS002 and MS003)**

14:00-15:30 **Parallel Session V**
Parallel Session V-A Industrial Organization and Competition**(MC201)**

TIBOR NEUGEBAUER, University of Luxembourg
Within- And Between-Team Competition: An Experiment on Team Incentives

ANITA KOPANYI-PEUKER, University of Amsterdam
Endogenous Information Disclosure in Experimental Oligopolies

* KNUT-ERIC JOSLIN, BI Norwegian Business School
Should I Stay or Should I Go? Bandwagons in the Lab

Parallel Session V-B Values and Preferences

(MC202)

JÖRGEN WEIBULL, Stockholm School of Economics and IAST
Evolutionarily Stable Strategies, Preferences, and Moral Values, in N-player Interactions

VOJTECH BARTOS, CERGE EI
Seasonal Scarcity and Sharing Norms

* DEBORAH KISTLER, University of Lausanne
World Values Survey Response and Behavior: Emancipative and Secular Values Predict Cooperation, Protection of Property, and Pro-social Behavior.

Parallel Session V-C Leadership

(MC203)

BORIS VAN LEEUWEN, University of Toulouse
Authority & Centrality: Power and Cooperation in Social Dilemma Networks

CHRISTINA ROTT, Maastricht University
Not Just Like Starting Over - Leadership and Revivification of Cooperation in Groups

* DUYGU OZDEMIR, University of Essex
Gender, Leadership and Group Dynamics in Leader Appointment Decisions: An Experimental Study

15:35-17:05 Parallel Session VI

Parallel Session VI-A Markets and Contests

(MC201)

TIM CARLE, University Luxembourg
Heterogeneity of Beliefs and Trade in Experimental Asset Markets

J. PHILIPP REISS, Karlsruhe Institute of Technology
Behavioral Variation in Tullock Contests

TIBOR NEUGEBAUER, University of Luxembourg
A Test of the Modigliani-Miller Invariance Theorem and Arbitrage in Experimental Asset Markets

* CESAR MANTILLA, Institute For Advanced Study In Toulouse
Market Structure and Open Access Artisanal Fisheries: A Lab-in-the-Field Experiment

Parallel Session VI-B Networks

(MC202)

TAMAS DAVID-BARRETT, University of Oxford
Social Network Effects on Human Pair Choice

SARAH OTNER, Saïd Business School, University of Oxford
How Third Party Observers Infer Status from Network Position

* CHRISTINE GUTEKUNST, Maastricht University
Network Effects in Games with Aligned and Conflicting Interests: Evidence from Rural Uganda

Parallel Session VI-C Neuroeconomics and Cognition

(MC203)

CECILE AUBERT, GREThA, U. Bordeaux, and TSE-LERNA

Physiologically Constrained Matching Between Brain and Stimuli – Implications for Economic Decision-making and Marketing

THOMAS MEISSNER, Berlin University of Technology

Cognitive Bubbles

GIDEON NAVE, Caltech

Testosterone Impairs Cognitive Reflection in Men

* GÖKHAN AYDOGAN, Ludwig-Maximilians University of Munich

Oxytocin Promotes Strategic Reasoning

17:05-17:30

Coffee Break

(MD001)

17:30-19:00

Invited Speaker II

(Amphi I)

Colin Camerer

Data mining for behavioral economics

20:00

Dinner

(Off-site)

Day 3: 17 April

9:00-10:30 Parallel Session VII

Parallel Session VII-A Honesty and Corruption (MC201)

VERA ANGELOVA, Technische Universität Berlin

Honest Advisors? The Role of Competition, Reputation, and Reciprocity

OEGE DIJK, Radboud University Nijmegen

Corruption Cascades

DAVID HUGH-JONES, University of East Anglia

The Necessary Accord of Word with Deed: Honesty Across Eight Countries

* NAN ZHANG, EUI

Institutions, Culture and Blowing the Whistle on Corruption: An Experiment with Northern and Southern Italians

Parallel Session VII-B Public Goods II (MC202)

JAN REZAC, Masaryk University

Can Ambiguity Aversion Explain Contributions to Public Goods?

MAXWELL BURTON-CHELLEW, University of Oxford

Conditional Cooperators Misunderstand the Public-goods Game

CALEB COX, Durham University

Strategic Thinking in Public Goods Games with Teams

* JORDI BRANDTS, Instituto De Análisis Económico

Counter-punishment, Norm Communication and Accountability

Parallel Session VII-C Group Identity and Cooperation (MC203)

DENISE LAROZE, University of Essex

The Impact of Group Identity on Coalition Building

JINDI ZHENG, University of Amsterdam

Friend or Foe? Social Distance in Bribery

OZAN AKSOY, University of Oxford

Equal but Diverse or Unequal but Unified? Effects of Diversity and Inequality on Cooperation.

* SIMONE QUERCIA, University of Bonn

Conditional Cooperation and Betrayal Aversion

10:30-11:00 Coffee Break (MD001)

11:00-12:30 Invited Speaker III (Amphi I)

Cristina Bicchieri

I am so angry I could help you: Moral outrage as a driver of victim's compensation

12:30-14:00 Lunch (MS002 and MS003)

14:00-15:30 Parallel Session VIII

Parallel Session VIII-A Risk Attitudes (MC201)

SAHRA SAKHA, University of Hanover

Risk Over Time

JONATHAN ROGERS, New York University Abu Dhabi

Other People's Money: Warm Glow and Risk Preferences

JANA WILLRODT, University of Bonn

Self-Control and Risk Attitudes: Is There a Causal Effect?

* CHRISTIANE SCHWIEREN, Universität Heidelberg

Chronic Stress Promotes Risk Loving Behavior in Young Adults

Parallel Session VIII-B Time and Temptation (MC202)

DANIELE PENNESI, University of Cergy-Pontoise

Marshmallows and Self-control

OKTAY SÜRÜCÜ, Bielefeld University

The Impact of Time Pressure: Insights from a Queueing Experiment

LÉA BOUSQUET, Paris School of Economics and Sciences Po Paris

Measuring Time Inconsistency and Naivety with Monetary Rewards

* ANTONIA GROHMANN, Leibniz Universität Hannover

The Effect of Peer Observation on the Consumption of Temptation Goods: Experimental Evidence

Parallel Session VIII-C Taxes and Redistribution (MC203)

TY TURLEY, Brigham Young University

You Get What you Deserve: Experimental Evidence on Redistribution Preferences in China, Paraguay and Uganda

NAN ZHANG, EUI

Willing to Pay? Tax Compliance in Britain and Italy: An Experimental Analysis

FADONG CHEN, University of Konstanz

Cognitive Processes of Distributional Preferences: A Response Time Study

* HELEN MILNER, Princeton University

Citizen Perceptions of the Resource Curse and Aid Dependence: Experimental Evidence from Uganda

15:35-17:05 Parallel Session IX

Parallel Session IX-A Politics and Power

(MC201)

ENRIQUE FATAS, University of East Anglia

Sacrifice. an Experiment on the Political Economy of Extreme Intergroup Punishment

GEORG GRANIC, University of Cologne

Where Power Resides: Evidence from the Chairman's Paradox

* CELINE COLOMBO, European University Institute

Debiasing Political Opinions - The Case of the Scottish Independence Referendum

Parallel Session IX-B Evolution and Biology

(MC202)

MANUELA OBERAUER, University of Innsbruck

Hide and Seek in Kids and Adults.

SIGRID SUETENS, Tilburg University

Predictably Angry. Facial Cues Provide a Credible Signal for Destructive Behavior

* SIMON POWERS, University of Lausanne

The Co-evolution of Social Institutions, Demography, and Large-scale Human Cooperation

Parallel Session IX-C Labor II

(MC203)

MASCLET DAVID, CNRS

Labor Supply and Redistribution a Real-Effort Experiment in Canada, France and Germany

SABRINA JEWORREK, University of Trier

Do Agents Care for the Mission of Their Job? A Field Experiment

* TIMO HOFFMANN, University of Erlangen-Nuremberg

Performance Pay, Sorting and Employers' Choice: Are Tournaments an Attractive Payment Method?

Day 4: 18 April

10:00-12:00 Guided Tour of Toulouse



Guided visit of Toulouse

Saturday 18. April 2015

Come and discover Toulouse on a 2 hour English speaking tour. Amongst the wonderful cultural heritage to visit during your stay are the impressive Capitole, the Saint-Sernin Basilica and the Jacobins Monastery.

Place du Capitole

This place is composed of the current city hall (Hôtel de Ville), Capitole Theatre, National Orchestra and Opera House. This building is remarkable with its 8 columns of pink marble on façade, Henry IV courtyard, the place where the Duke of Montmorency was killed, and the "Salle des Illustres" inspired by the Farnese Gallery in Rome where the golden mouldings compete with the beauty of the paintings in the cartouches. Also see the rooms Jean-Paul Laurens, Henri Martin, Paul Gervais...

Saint Sernin Basilica

A masterpiece of Roman art, the Saint-Sernin basilica has had significant renovation work done on it over the past 30 years : recovery of the bell tower, extrication of the mural paintings of the 12th Century, revival of the alter from 1096, the crypts and the displays of the treasure trove (with its exceptional works). It's an important pilgrimage stop on the Way of Saint James, "Routes of Santiago de Compostela". The treasure trove of the basilica is located in the ambulatory and in the crypts of the building.

The Jacobins

Unique in Toulouse, this building entirely made of bricks, made the contrast between its massive or even austere aspect of the exterior and the extraordinary lightness of the interior architecture where the famous palm-tree ribs thrust upwards. There is also the cloister, the sacristy, the chapter house and a chapel dedicated to Saint Antonin which are decorated with a set of mural paintings from the 14th Century.

Toulouse Guided Visit « Grand Monuments »

Day: 18, April 2015

Starting time: 10:00 am

Duration : 2 hours

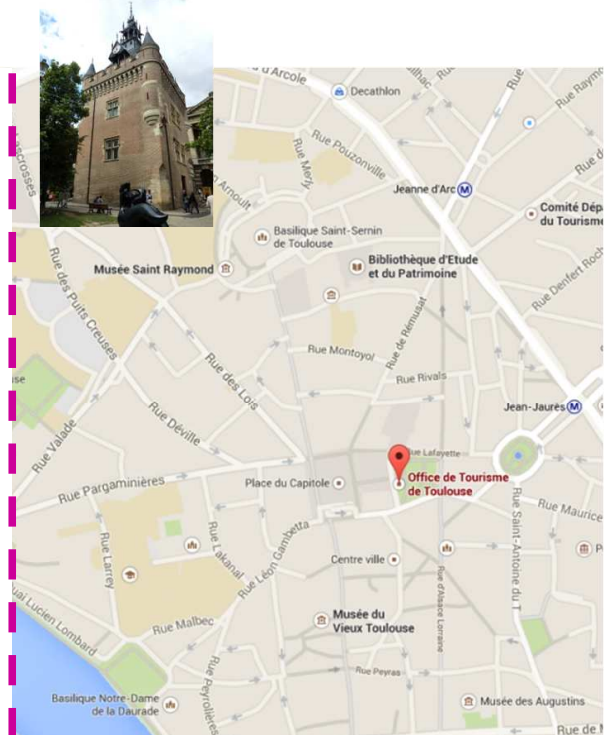
Price : 6€ / person, payment should be made in cash directly to conference secretariat on 15, April.

[Registration : please pre-register via](#)

<http://doodle.com/hyd4sy88c4ae9hd8>

Places are limited up to 30, registration is one a 1st come, 1st served basis.

Meeting point: Tourist office, square Charles de Gaulle, 31000 Toulouse at the « Donjon »





Nuffield Centre for Experimental Social Sciences

The Nuffield Centre for Experimental Social Sciences (CESS) was created by Nuffield College in February 2008. Its principal goal is to promote and facilitate experimental research by social scientists at the University of Oxford. CESS provides a number of services to the experimental community: experimental lab facilities; staff and facilities for designing and implementing online experiments; a fellowship and post-doc programme; regular seminars and workshops.

The Centre's Experimental Lab facilities are located at Nuffield College. The laboratory is a state-of-the-art facility with 25 fully partitioned work stations and a separate experimenter's office. The laboratory is open for use by both university staff members and other interested academic or non-academic parties. CESS offers programming and logistic support for conducting experiments and maintains a subject pool consisting of a large number of students and non-students from the Oxford area.

The Centre also hosts an Online Panel with a large and representative subject pool from numerous regions in the UK. As with the lab facilities, the online panel is open for use by Oxford and non-Oxford researchers. The CESS has been actively recruiting subjects through online advertisement since October 2013, and the number of registered subjects exceeds 800. The CESS currently offers researchers to run non-synchronous online experiments, but manifested to extend its facility to synchronous online experiments in the year of 2015.

Earlier this year, CESS signed an agreement with the University of Santiago, Chile to build up a new research centre in Santiago. This centre, **Santiago CESS**, will be equipped with the same lab and online infrastructure as Nuffield CESS, allowing for parallel international experiments. A further aim of the Santiago CESS will be to conduct policy evaluations through randomized controlled trials, combining the expertise of Nuffield CESS in experimental research and of the University of Santiago in policy studies.

CESS organizes regular **classes and workshops**. Some of the upcoming events include:

May 19-29: **CESS/Munk Summer School on Experimental Social Sciences** in Toronto, Canada, in conjunction with the Munk School of Global Affairs at the University of Toronto

June 29-July 10: **Essex/Nuffield CESS Experimental Summer School** will be held in Oxford, in conjunction with the University of Essex.

CESS also organizes **regular seminars and colloquia** with an excellent line-up of speakers. The upcoming speakers include **Ryan Opera** (UC Santa Barbara, 20th May), **Winter Mason** (Facebook, date TBC), **Gideon Nave** (CalTech, 28th April), **Jeroen Nieboer** (LSE, 5th May), and **Emiliano Huet-Vaughn** (Middlebury, 9th June). Moreover, CESS hosts **visiting experimentalists**. Colin Camerer (CalTech), Jeffrey P. Carpenter (Middlebury), Catherine Hafer (NYU) and Dimitri Landa (NYU) are among the CESS visitors during the next term.

For queries about conducting a lab or an online experiment at CESS, or for signing up CESS events, please contact cess@nuffield.ox.ac.uk. More detailed information can be found on our website: <http://cess-web.nuff.ox.ac.uk>

Institute for Advanced Study in Toulouse : knowledge across frontiers



INSTITUTE for
ADVANCED
STUDY in
TOULOUSE

► Objectives

The ambitious goal of this interdisciplinary research institute is to break down artificial disciplinary boundaries, bringing together researchers from all over the world trained in the different social sciences in order to facilitate cross fertilisation, unlock new ideas and explore questions of central importance to human society in the 21st century.

The IAST was selected in 2011 as a "Laboratory of Excellence" in a nationwide competition. The institute is hosted by the University of Toulouse 1 Capitole, which is a university for social sciences.

Themes and disciplines

The themes outlined here provide an indication of the kinds of question that represent the most fruitful areas of interdisciplinary collaboration within the IAST.

Our current disciplines of study:

- ANTHROPOLOGY
- BIOLOGY
- ECONOMICS
- HISTORY
- LAW
- PHILOSOPHY
- POLITICAL SCIENCE
- PSYCHOLOGY
- SOCIOLOGY

The themes and disciplines listed are not exhaustive and evolve as we develop our own research, both individually and collectively.

We welcome contributions to this evolving process from both our current community of researchers and those who would like to join us in the future.



Key Figures

9 Disciplines

40 Seminars
per year

5 Conferences
per year

50+ international
visitors per year



TSE, a centre of excellence for research in economics



A world-renowned centre bringing together over **150 international researchers** from three laboratories (GREMAQ, LERNA and ARQADE) in a unique and historic location, the former tobacco factory at the University of Toulouse 1 Capitole (UT1). Conceived 30 years ago, this research centre is now a reality: **TSE has become one of the best economics research centres in the world.**

TSE's objectives







Building a world-class department of economics in Toulouse
 By bringing together at TSE leading senior and promising junior researchers from France and around the world who share the same enthusiasm for scientific progress in the field of economics.

Governing according to the highest international standards
 Thanks to an innovative foundation that combines internal participation with two high-level external international boards, including a Scientific Council on which sit four Nobel Prize laureates.

Getting to the heart of French and international economic expertise
 By contributing to economic debates, spreading economic culture, passing on knowledge to companies and governments and helping public and private economic decision making.

Promoting excellence in higher education within the Toulouse Capitole University
 By training the next generation of economists, capable of analysing and understanding the complexity of today's economic problems thanks to professors among the most respected in their field and close links with economic decision-makers worldwide.

11 main research themes

-  Environmental Economics and Natural Resources
-  Industrial organization
-  Finance
-  Development
-  Public economics
-  Macroeconomics
-  Econometrics and Statistics
-  Theoretical Economics
-  Decision mathematics
-  Behavioural and Experimental Economics
-  Environmental Economics and Natural Resources



Find out more

www.tse-fr.eu
 @TSEinfo

