

# THE SABE NEWSLETTER

THE SOCIETY FOR THE ADVANCEMENT OF BEHAVIORAL ECONOMICS

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## Statement of Purpose

SABE is an association of scholars who are committed to rigorous economic analysis and are interested in learning how other disciplines – for example, psychology, sociology, anthropology, history, political science, and biology – further our understanding of economic behavior. An important function of SABE is to serve as a forum for research which may not find either comprehension or acceptance in conventional economics societies. SABE also aims at facilitating communication between economists and scholars trained in related disciplines.

Website: [www.sabeconomics.org](http://www.sabeconomics.org)

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Contributions for the next issue are very welcome – email: [giuseppe.attanasi@univ-lille1.fr](mailto:giuseppe.attanasi@univ-lille1.fr)

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<b>SABE2SABE moderator:</b>	<a href="#">Maximo Rossi</a>	(maximo.rossi@gmail.com)

## SABE Board:

**Board Members (2016-2020):** Steffen Altmann, Alexis Belianin, Pablo Brañas-Garza, Angela de Oliveira, Roger Frantz, Robert Oxoby, Tobias R theli, Axel Sonntag, Jean-Robert Tyran.

**Board Members (2014-2018):** Sabrina Artinger, Ofer Azar, Michelle Baddeley, Nathan Berg, Gary Charness, Behnud Djawadi, Gigi Foster, Shoshana Grossbard, Christian Schade.

**SABE Country Representatives:** [www.sabeconomics.org/about/international/](http://www.sabeconomics.org/about/international/)

**Honorable Members:** Morris Altman, Gerrit Antonides, Ofer Azar, Roger Frantz, Shoshana Grossbard, Louis L vy-Garboua, Simon James, Ewa Gucwa-Lesny, Gary Lynne, Shlomo Maital, Charlotte Phelps, Mark Pingle, John Tomer, Bijou Yang-Lester.

**Ex Officio Members:** Morris Altman, Gerrit Antonides, Louis L vy-Garboua, Mark Pingle, John Tomer.

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## SABE President's Communication

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Dear SABE members:

Since July 2016 I have had the honour of serving as President of SABE. It is needless to say that I am proud of taking this job. The first year has been challenging and I am now happy to share with all of you our work.

It's important to begin by saying that SABE was founded 35 years ago, in 1982. We should acknowledge that at that time, research on irrational behaviour, social preferences or heuristics were considered far from the mainstream of economics. However, brave researchers – George Katona, Herbert Simon, and Harvey Leibenstein among others – pushed hard to change the standard view into something more flexible and more realistic. Some of them, Morris Altman, Roger Frantz, Shoshana Grossbard, Bijou Lester, Mark Pingle, John Tomer have devoted and continue to devote their time to SABE, in addition to their efforts to advance the field. Thanks!

My first priority as President of SABE was to launch a new journal, with a clear mission to inform people about how behavioural economics can improve our lives. It is my view that behavioural economics cannot be confined to academic journals with no connection to the real world. SABE, as the pioneering organization in the field, has the obligation to take the lead in this regard. This is why we have launched the *Journal of Behavioural Economics for Policy*. Roger Frantz has generously agreed to serve as Editor and the first volume appeared in March 2017. Top academics, such as George Lowenstein, Cass Sunstein or Gary Charness contributed in the first issues. *JBEP* is committed to publish applied papers with clear policy implications. Swee Hoon Chuah, Robert Hoffmann and Jason Potts Hoffman edited a special issue on “*Behavioral policy and its stakeholders*”. The home page is <http://sabeconomics.org/jbep/>.

My second priority was to launch a new SABE website ([www.sabeconomics.org](http://www.sabeconomics.org)). The new website is informative and accessible and provide information about events (such as the SABE annual meetings or the workshops funded by SABE), it is connected to the *JBEP* website and also contains relevant news. We also let SABE members post information relevant to behavioural economics. In short, the SABE website has been designed to be a place where the information regarding behavioural economics is exchanged. A twitter account was also launched – @sabeconomics – and since then is increasing its popularity.

It is also my view that SABE needs to support events that advance the field of behavioural economics. Besides the existing collaboration with IAREP, running the *IAREP-SABE Summer School*, I also want to

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provide support to other initiatives. To this end SABE has secured some funds (\$5,000 annually) to support workshops related to our discipline. During autumn 2016, we opened a call for workshops and two very interesting events, one at San Francisco and other at Vienna, have been run in 2017 thanks to SABE funding. After summer 2017, we issued a new call for funding for events to be organized in 2018. Finally, events in Abu Dhabi (UAE), Bogota (Colombia), Manipal (India), Mombay (India) and Otranto (Italy) were selected. The new website provides the relevant information about supported events and how to apply for funding.

Whereas SABE is a large community (more than 1,000 people on our mailing list), SABE was almost absent in many places. For instance, in the Western Hemisphere, only Canada, Guatemala, Mexico, Uruguay and the USA were represented. We were also missing delegates in very important places such as Belgium, India, Korea, or Norway, just to name a few. Shamefully we did not have representatives in any African country. Along our first year, Behnud Mir Djawadi (SABE secretary) and myself did a massive campaign to find delegates across the globe: we have now more than 50 delegates. More information is available here: <http://sabeconomics.org/about/international/>

Additionally, I have also tried to make changes to the mailing list. Specifically, I started a new mailing list and discussion groups dedicated to specific purposes:

- SABE uses [fromSABE] to send messages to our community.
- SABE members can send announcements or information about events through [SABE2SABE].
- Finally [askSABE] is an avenue to discuss new topics, to ask questions to SABE members, etc.

It's important to note that SABE is an open organization. We are happy to receive your comments and suggestions so that we can improve the organization and improve behavioural economics across the globe. I have other plans in mind but I prefer to keep some of them for future interactions. My priorities now are those reflected on this letter. During my first year I put all my energies to see that they have been completed!

I don't want to end this letter without saying thanks to the Executive Committee, who is doing an amazing job. Special thanks for Behnud Mir Djawadi who made everything possible. I also want to express my gratitude toward Gerrit Antonides, Mark Pingle, Morris Altman and Ofer Azar who generously provided me with advice.

Thanks a lot for your support, see you in July at the SABE / IAREP 2018 Conference in London!

***Pablo Brañas-Garza***

*Middlesex University London*



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## 2018 SABE/IAREP Conference

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Location: **Middlesex University London, UK**

Date: **July 19-22, 2018**

Info: <https://economics.mdx.ac.uk/sabe-2018/>

The SABE/IAREP Conference is an event jointly organized by the Society for the Advancement of Behavioral Economics (SABE) and the International Association for Research in Economic Psychology (IAREP).

Both associations provide a meeting point of scholars who are interested in the intersection of economics and psychology, as well as sociology, anthropology, neuroscience, and biology. Over the last years SABE and IAREP have been jointly organizing very stimulating conferences each year. Past SABE/IAREP Conferences were held in Wageningen (Netherlands, 2016), Sibiu (Romania, 2015) and Atlanta (US, 2013).

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### **Keynote speakers:**

- [Colin Camerer](#) (Caltech)
- [Dean Karlan](#) (Yale)
- [Dave Rand](#) (Yale)
- [Elke Weber](#) (Columbia)

**Deadline for Abstracts/Papers submission and/or Sessions proposal:** February 15, 2018

[Submit an abstract (max 1000 words) – full papers are also welcome – and/or propose a session.]

**Accepted Abstracts/Papers notified by:** March 15, 2018

**Early Registration:** May 1, 2018



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**SABE Journal:**  
*Journal of Behavioral Economics For Policy*

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Journal's Website: <http://www.sabeconomics.org/jbep>

The next issue of JBEP, Vol 2 # 1 (March 2018) will consist of two parts.

First articles about nudging, and heuristics.

Second, articles about individual behavioral economists, many who have been overlooked including, Gabriel Tarde, James Duesenberry, George Shackle, Hyman Minsky, Tibor Scitovsky, Harvey Leibenstein, Gary Becker, and Richard Thaler.

Sincerely,

**Roger Frantz**

*Editor, Routledge Advances in Behavioral Economics and Finance.*

*Editor, Journal of behavioral Economics for Policy ([sabeconomics.org/jbep](http://sabeconomics.org/jbep))*



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## NEXT SABE SESSIONS

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### **SABE Session at ASSA/AEA meetings: New Frontiers in Economics of the Household**

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Location: **Marriott Philadelphia Downtown, Grand Ballroom Salon J**

Date: **January 5, 2018 (2:30 PM - 4:30 PM)**

**Session Chair:** Charlotte Phelps (Temple University)

**Papers/presentations:**

1) **Test Score Gaps and Time Use** ([View Abstract](#))

Valerie Ramey, University of California-San Diego  
Ling Shao, Amazon

2) **Choosing Between Career and Family – Gender Roles as a Coordination Device in a Specialization Game** ([View Abstract](#))

Luise Görge, University of Hamburg

3) **Fifteen Years Since the Launching of “Review of Economics of the Household”: What Can Be Learned?** ([View Abstract](#))

Shoshana Grossbard, San Diego State University  
Tansel Yilmazer, Ohio State University

4) **Saving with Premeditation: How Poor Households in Bangladesh React to Access to Commitment Savings Accounts** ([View Abstract](#))

Carolina Laureti, Université Libre de Bruxelles  
Melanie Volral, University of Mons

5) **Harmed Today and Vulnerable Tomorrow: The Link between Traumatic Experiences and Subsequent Psychological Distress and Substance Abuse** ([View Abstract](#))

Timothy Diette, Washington and Lee University  
Arthur Goldsmith, Washington and Lee University  
Darrick Hamilton, New School  
William A. Darity Jr., Duke University

**Discussants:**

Elena Stancanelli, Paris School of Economics  
H. Elizabeth Peters, Urban Institute  
Andrea Beller, University of Illinois-Urbana Champaign  
Charles Horioka, Asian Growth Research Institute-Japan  
Homa Zarghamee, Barnard College



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## SABE Sessions at WEAI Annual Conference: Behavioral, Experimental, and Happiness Research

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Location: **Vancouver, British Columbia, Canada**

Date: **June 26-30, 2018**

Submission Deadline: **January 12, 2018**

Info: <http://weai.org/AC2018>

Last year the Society for the Advancement of Behavioral Economics (SABE) organized 17 sessions at the Western Economics Association International (WEAI) annual conference. The sessions included behavioral, experimental, and happiness research. The sessions were well received and attended.

This year we will again be organizing SABE sessions at WEAI annual conference. The 2018 WEAI Annual Conference will be held in Vancouver, British Columbia, Canada, June 26-30, 2018.

If you would like to present a paper please complete the following submission form by Friday, January 12, 2018:

[click this link for submission form](#)

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If you would like to propose a session please email me ([jifcher@scu.edu](mailto:jifcher@scu.edu)) by January 12, 2018 with the following information: session title, paper titles, abstracts, and lists of all authors (with affiliations, email, and mailing addresses).

*Note: Please do NOT send your paper or session directly to WEAI if you submit a paper or session through me*

Thank you!

**John Ifcher**

Associate Professor, Santa Clara University

Research Fellow, IZA

<https://www.scu.edu/business/economics/faculty/ifcher/>

[http://www.iza.org/en/webcontent/personnel/photos/index\\_html?key=8838](http://www.iza.org/en/webcontent/personnel/photos/index_html?key=8838)

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## NEXT CONFERENCES

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### Wuhan Cherry Blossom Workshop in Experimental Economics

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Location: **Wuhan University (WHU), China**

Conference Dates: **March 17-18, 2018**

Submission Deadline: **January 15, 2018**

Info: [www.cberworkshop.net](http://www.cberworkshop.net)

The Center for Behavioral and Experimental Research (CBER) of Wuhan University, China, is planning to hold its first annual workshop in experimental economics. We welcome submissions incorporating or analyzing controlled experiments using human subjects in studies of decision theory, economics, finance, game theory, management science, marketing, operations management or political science.

#### Keynote speakers:

- James C. Cox (Georgia State University)
- Ernan E. Haruvy (UT Dallas)
- Chunlei Yang (Nanjing Audit University)

#### Paper Submission and Registration:

Researchers who would like to present their work at the conference are invited to complete a submission form on our website [www.cberworkshop.net](http://www.cberworkshop.net). A submission must include a title, and abstract of length between 150-300 words, a complete list of authors with their affiliations and e-mail addresses, and an indication of the presenting author. 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. Researchers will be limited to presenting one paper. **The submission deadline is January 15th, 2018. Decisions of acceptance will be announced shortly after January 30th, 2018.**

The registration fee for general faculty/professionals is 100 USD (or 600 CNY). The registration fee for students is 25 USD (or 150 CNY). The registration fee can only be paid online after the decisions of acceptance. The registration fee includes lunches and dinner banquets for both days of the conference, and all coffee break refreshments. **The registration deadline is February 15th, 2018.** We encourage participants who wish to only attend without presenting, but do require such participants to adhere to the same deadlines and fees. Note we will only provide visa invitation letters for those who are presenting.

#### Course for Otree:

In addition to the workshop, we will offer a crash course for tools for conducting experimental research [on March 16 \(Friday\)](#), 2018. OTree is an open-source platform for behavioral research, which is gaining popularity in the experimental research community. The course is free to attend for all participants of the conference.

For further enquiries or information please contact Prof. Lijia Wei at [ljwei@whu.edu.cn](mailto:ljwei@whu.edu.cn).

#### Conference Organizers:

Tao Wang, Jason Shachat, Lijia Wei, Hongping Deng, Xiang Sun

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## 9th Thurgau Experimental Economics Meeting: Decision-Making in Groups

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Location: **Kreuzlingen, Switzerland**

Conference Dates: **April 11-13, 2018**

Submission Deadline: **January 24, 2018**

Info: [www.theem.ch](http://www.theem.ch)

Many important decisions are made in groups. This applies to very different contexts, including decision-making in families, peer groups, monetary policy committees or government cabinets.

We are interested in two main questions: (i) How do group contexts shape group members' individual decisions? (ii) How do groups decide collectively? A group context can affect decisions because of factors like conformity effects and social learning. When a group has to make a collective decision, the individual decisions then have to be aggregated by some mechanism. We are interested in both how these mechanisms come into place and how they affect the group decision.

We welcome contributions on any of these aspects from economics as well as other disciplines, such as social psychology or political science. We look forward to your submissions.

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### Keynote speakers:

- Juan Camilo Cárdenas (Universidad de los Andes)
- Jean-Robert Tyran (University of Vienna)

### Paper Submission:

Submission of extended abstract (max. 2000 characters, or roughly 300 words) in .txt format on [www.theem.ch](http://www.theem.ch): 24th January, 2018

Notification of acceptance: 8th February, 2018

Conference fee: EUR 200 (includes coffee breaks & conference dinner)

For any further question please contact us via [info@theem.ch](mailto:info@theem.ch).

Sincerely,

Urs Fischbacher  
Sebastian Fehrler  
Irenaeus Wolff



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## Tsinghua Conference on Behavioral, Experimental and Theoretical Economics

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Location: **Tsinghua University in Beijing, China**

Conference Dates: **July 9-10, 2018**

Submission Deadline: **February 1, 2018**

Info: [tsinghua.beat@gmail.com](mailto:tsinghua.beat@gmail.com)

Dear Colleagues,

We are pleased to announce the call for papers for the 2018 **Tsinghua Conference on Behavioral, Experimental and Theoretical Economics** (shortened as **Tsinghua BEAT**). The conference will be held on the campus of Tsinghua University in Beijing on **July 9-10, 2018**.

**Plenary speakers** at Tsinghua BEAT include:

- Jacob Goeree, University of New South Wales;
- Ed Hopkins, University of Edinburgh;
- Muriel Niederle, Stanford University;
- Alvin Roth, Stanford University.

### **Paper Submission:**

The conference has a single track. Please consider submitting a paper in the areas of behavioral, experimental and theoretical economics to the conference by **February 1, 2018**. Papers should be sent as email attachments to [tsinghua.beat@gmail.com](mailto:tsinghua.beat@gmail.com), with the subject line: **[2018 Tsinghua BEAT submission]**. Extended abstracts will not be accepted. Members of the organizing committee will put together the program and notify the participants by March 1, 2018. The acceptance rate for submitted papers for the 2017 conference was 50%. We look forward to welcoming you in Tsinghua in July.

Sincerely,

Chong-En Bai

Yan Chen, Ming Gao, Audrey Hu, Tracy Xiao Liu, Alex White, Jie Zheng, Xiaohan Zhong



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## Behavioural Finance Working Group Conference: Behavioural Finance in Advanced and Emerging Markets

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Location: **Queen Mary University of London, UK**

Conference Dates: **June 14-15, 2018**

Submission Deadline: **February 2, 2018**

Info: <http://eshop.qmul.ac.uk/conferences-and-events/conferences-events/conferences-events/behavioural-finance-working-group-conference-2018>

In this two-day meeting which is jointly organized by the Behavioural Finance Working Group (BFWG), Queen Mary, University of London, UK, and the Society for the Study of Emerging Markets, USA, we will consider how the fields of behavioural finance, economic psychology, financial socio-analysis and other related areas can enhance our understanding of financial behaviours. Papers exploring any Behavioural Finance issue will be considered, but those related to the influence of sentiment and mood on the decision-making of individuals (e.g. consumption, saving, borrow, investing) and/or corporations (e.g. financing, investing, pay-out policy), and the implications of such for markets and economic policy, will be particularly welcomed.

As usual, we will consider papers in all areas of common concern to those working in behavioural finance and related areas. These include processes underlying the financial judgments and decisions involved in investing, trading, forecasting, risk assessment, asset valuations, acquisitions, IPOs, asset pricing bubbles, financial crises, and other financial behaviours. As well as such associated cognitive phenomena as overconfidence, framing, loss aversion, herding, optimism, biased information search, and the money illusion, we are equally interested in drawing on emotional and psychodynamic perspectives, group psychology, personality theory including narcissism and psychopathology, and narratology in the context of the role story telling plays in all financial activity. We seek contributions relating to these issues at the level of markets and institutions of various types, households, corporations, boards and other financially active groups, individual and institutional investors and traders.

### **Keynote Speaker:**

Avanidhar Subrahmanyam (UCLA)

### **Special Issues:**

Accepted papers will be considered for a special issue of *Review of Behavioural Finance and Emerging Markets Finance and Trade* (EMFT) which will publish a selection of research presented at the conference. Further information about the submission process will be shared during the conference and emailed to the participants. EMFT will consider papers on emerging markets only.

### **Best Paper Awards:**

Two best paper awards will be given for the papers presented at the conference. Review of Behavioural Finance and Emerging Markets Finance and Trade will give a Best Quantitative Paper Award and the Qualitative Research in Financial Markets will give a Best Qualitative Paper award.

**Deadline:** We invite you to submit extended abstracts, papers-in-progress or full papers for consideration by **February 2<sup>nd</sup> 2018** via completing the following web form and attaching a PDF version of the manuscript: <http://www.busman.qmul.ac.uk/research/research-centres/behavioural-finance-working-group/bfwg-2018/>

Any queries email [bfwg@qmul.ac.uk](mailto:bfwg@qmul.ac.uk).

### **Organisers:**

Gulnur Muradoglu (Queen Mary, University of London, UK)

Ali M. Kutan (Southern Illinois University Edwardsville, USA)

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**JOURNAL SPECIAL ISSUES and THEMATIC BOOKS**  
**(Call for Papers/Contributions)**

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**Call for Papers**

**“Psychological Game Theory”**

***Journal of Economic Behavior and Organization***

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Submission Deadline: **January 31, 2018**

**Psychological Game Theory** is a formal framework for studying strategic interaction when players have belief-dependent motivations, such as intentions-based reciprocity, emotions (e.g. anger, guilt, regret, disappointment, anxiety), or concern with others’ opinion (e.g. social respect). The framework was first introduced by Geanakoplos, Pearce and Stacchetti (1989, *GEB*) and further developed by Battigalli and Dufwenberg (2009; *JET*).

*Journal of Economic Behavior & Organization* (JEBO) will publish a **special issue** which aims to gather frontier related research. Relevant topics include: basic theory, experimental tests, applied work, and reflections on the field.

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**Submission:** Please submit your manuscript online via JEBO’s online submission and editorial system, and select article type “Psychological Game Theory.” To be considered for publication, manuscripts must be received by **31<sup>st</sup> January, 2018**. Please conform to the standard guidelines for submission to JEBO. Details can be found in the *Guide for Authors* section at the Journal’s website <http://www.journals.elsevier.com/journal-of-economic-behavior-and-organization>. JEBO’s standard submission fee is waived for this special issue.

**One-revision policy:** To speed up the revision process, we will apply a one-revision policy. All publication decisions will be made after no more than one revision. Submissions are first screened by the editors, and those within the scope of the special issue are then sent to expert referees for evaluation.

We expect the special issue to appear in print in the third quarter of 2018.

For further information contact: Amrish Patel ([amrish.patel@uea.ac.uk](mailto:amrish.patel@uea.ac.uk)) or Martin Dufwenberg ([martind@eller.arizona.edu](mailto:martind@eller.arizona.edu)).

Special Issue Co-Editors,

*Martin Dufwenberg, University of Arizona*  
*Amrish Patel, University of East Anglia*



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## Call for Papers

### “Behavioral Insurance – Public Issues and Private Challenges”

#### *Journal of Economic Behavior and Organization*

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Submission Deadline: **June 30, 2018**

Dear Colleagues,

We are editing a special issue of Journal of Economic Behavior & Organization (JEBO) devoted to **Behavioral Insurance - Public Issues and Private Challenges**.

Environmental disasters, public health insurance, and Affordable Care Act, increasing life expectancy, terrorism threats and cyberattacks are doomed to call for a major implication of the public authority to cope with those issues that are likely to drain substantial public resources.

What is in common with those questions are fundamentally the ideas of risk, uncertainty, and elements of insurance of different types: public insurance, market insurance, self-insurance, and self-protection. Most of these issues have been studied theoretically, empirically and experimentally.

Without any doubt, the behavior of the different agents facing those issues is fundamental to help to manage the responsibility of the individuals along with one of the various levels of governments. Empirical contributions with field data, laboratory experiments and survey studies along with theoretical papers on these research areas are welcome.

The official call for papers:

<https://www.journals.elsevier.com/journal-of-economic-behavior-and-organization/call-for-papers/special-issue-behavioral-insurance-public-issues-and-private>

The submission deadline: June 30th, 2018

The acceptance deadline: June 30th, 2019

The expected publication date: Fall 2019

Guest Editors:

Anne Corcos (UPJV, CURAPP-ESS CNRS), [anne.corcos@u-picardie.fr](mailto:anne.corcos@u-picardie.fr)

Claude Montmarquette (CIRANO, University of Montreal), [montmarc@cirano.qc.ca](mailto:montmarc@cirano.qc.ca)

François Pannequin (ENS Paris-Saclay, CREST), [panneq@ens-paris-saclay.fr](mailto:panneq@ens-paris-saclay.fr)



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Call for Book Contributions:  
**“Dishonesty in Behavioral Economics”**  
*Elsevier*

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Submission Deadline: **January 31, 2018**

Dear colleagues,

we will edit a book for Elsevier titled **“Dishonesty in Behavioral Economics”**, whose description can be found at the end of this message.

The book is scheduled to be published in July 2019, and will contain about 15 original research articles. Several experts in this field already agreed to contribute with an article.

In order to cover a wide range of topics in the book, we invite contributions on the following areas:

- 1) Dishonesty and Financial markets
- 2) Dishonesty and Ethics/Fairness

We accept brand new articles or new versions of articles that have been already published, as long as they contain new results that were not included in the original publication.

If you are interested to contribute, please contact both of us (alessandro.buccioli@univr.it and natalia.montinari2@unibo.it) to discuss the fit of your topic to this book.

We plan to have a smooth revision process.

The deadline for article submission is January 31, 2018; we will meet the following schedule:

- January 31, 2018: First submission
- March 31, 2018: Receipt of the reviewer reports
- August 31, 2018: Second submission
- September 30, 2018: Final acceptance

Feel free to ask any further question you may have. We will be happy to reply.

With best regards,

*Alessandro Buccioli* (University of Verona)

*Natalia Montinari* (University of Bologna)

**End User Book Description:** Dishonesty in Behavioral Economics provides a comprehensive and rigorous overview of dishonesty. Adopting a behavioural economics perspective, it focuses on the effects of psychological, social and cognitive factors of the decision-making process in dishonest behaviors. Particular attention is devoted to dishonesty among children and young adults, the connection between dishonesty and individual preferences, and the occurrence of dishonesty in daily life. Chapters cover the link between dishonesty and the ethics literature, the fairness and reciprocity literature; tax cheating, and financial markets. This book is useful both for economists studying human behaviour and those involved in the design of policy interventions aimed at reducing dishonesty in the society.

**Audience:** Graduate and Post-graduate students in economics and across social science attending either a course on experimental methods, with a focus on dishonest behaviors, or a course in ethical behaviors. Policymakers interested in designing interventions aimed at minimizing dishonest behavior in the society.



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Call for Book Contributions:

***“Routledge Advances in Behavioral Economics and Finance”***  
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Topics, regardless of book format, can be *anything* in the field of behavioral economics. Topics can come from some of the major public policy issues including health care, education, poverty, income and/or wealth distribution, productivity, macro stability, and immigration, to name but a few. Or books about current or earlier behavioral economists. As a behavioral economist your research agenda is a topic of interest to Routledge.

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*Editor, Journal of behavioral Economics for Policy ([sabeconomics.org/jbep](http://sabeconomics.org/jbep))*





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## NEW BOOKS

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### Advanced Introduction to Behavioral Economics

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Authored by: **John F. Tomer**

Book website: [www.e-elgar.com/shop/advanced-introduction-to-behavioral-economics](http://www.e-elgar.com/shop/advanced-introduction-to-behavioral-economics)

ISBN: 978 1 78471 991 3 (hardback); ISBN: 978 1 78471 993 7 (paperback)

The book is included in the Elgar Advanced Introductions series. Elgar Advanced Introductions are stimulating and thoughtful introductions to major fields in the social sciences and law, expertly written by the world's leading scholars. Designed to be accessible yet rigorous, they offer concise and lucid surveys of the substantive and policy issues associated with discrete subject areas.

Leading researcher John F. Tomer presents an invigorating and concise introduction to behavioral economics that offers essential behavioral theories, perspectives, trends and developments within this ever-evolving discipline.

This book covers the key areas of behavioral economics, including Herbert Simon's bounded rationality, Daniel Kahneman and Amos Tversky's psychological economics, behavioral finance, nudging and public policy, behavioral macroeconomics, law and behavioral economics, neuroeconomics and empirical methods of behavioral economics. John F. Tomer also explores how and why behavioral economics emerged and differs from neoclassical economics.

This book will be particularly useful for advanced undergraduate students, graduate students, policy makers, and other professionals who participate in economic-related matters.

More detailed description of the book:

<http://johntomer.com/advanced-introduction-to-behavioral-economics/>

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[johntomer.com](http://johntomer.com)



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## **Boost! : How the Psychology of Sports Can Enhance Your Performance in Management and Work**

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Authored by: **Michael Bar-Eli**

Book website: [www.amazon.com/Boost-Psychology-Enhance-Performance-Management/dp/0190661739](http://www.amazon.com/Boost-Psychology-Enhance-Performance-Management/dp/0190661739)

ISBN: 9780190661748 (electronic), 9780190661731 (paper)

*Boost!* is the first book of its kind to breakdown the complex behavioral science of getting ahead. Through original scientific research, unique case studies, and anecdotes from the world of sports and beyond, author and internationally recognized sports psychologist Dr. Michael Bar-Eli explains the psychological underpinnings of human behavior and how we can harness this knowledge to perform at our highest levels, succeeding in our careers and personal lives.

To perform better in any situation—in one’s career, hobbies, relationship, or any other facet of life—it is critical to develop psychological skills, which, just like physical abilities, can be taught, learned, and practice. Both as individuals and as groups, people can tone their psychological skills and use them to heighten awareness, foster talents, and reach peak performance. This type of mental preparedness and psychological awareness are the keys to thriving in any environment.

For more than 35 years Bar-Eli has not only researched the science of performance but has also worked directly with elite athletes, coaches, and teams to help them improve their success on the court or field. *Boost!* takes the lessons he’s learned and translates them for readers and managers at any stage in their career. With prescriptive advice, intriguing anecdotes, and original research Bar-Eli illustrates how anyone can apply these lessons to better support and inspire co-workers and employees and create a sustainable, successful working life.

Published in November 2017 by Oxford University Press, *Boost!* has already received praise from respected business leaders, fellow psychologists, professors, and the mainstream publishing media.

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<http://in.bgu.ac.il/en/fom/BusinessDep/Pages/staff/MichaelBar.aspx>



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## Economic Psychology

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Edited by: **Rob Ranyard**

Book website: [www.wiley.com/en-us/Economic+Psychology-p-9781118926345](http://www.wiley.com/en-us/Economic+Psychology-p-9781118926345)

ISBN-13: 978-1118926345; ISBN-10: 111892634X

A comprehensive overview of contemporary economic psychology: *Economic Psychology* presents an accessible overview of contemporary economic psychology. The science of economic mental life and behavior is increasingly relevant as people are expected to take more responsibility for their household and personal economic decisions. The text will, in addition to reviewing current knowledge on each topic presented, consider the practical and policy implications for supporting economic decision making. *Economic Psychology* examines the central aspects of adult decision making in everyday life and includes the theories of economic decision making based on risk, value and affect, and theories of intertemporal choice. The text reviews the nature and behavioral consequences of economic mental representations about such things as material possessions, money and the economy.

The editor Robert Ranyard—a noted expert on economic psychology—presents a life-span developmental approach, from childhood to old age. He also reviews the important societal issues such as charitable giving and economic sustainability. This vital resource:

- Reviews the economic psychology in everyday life including financial behaviour such as saving and tax-paying and matters such as entrepreneurial activity
- Offers an introduction to the field and traces the emergence of the discipline, from Adam Smith to George Katona and Herbert Simon
- Includes information on societal issues such as charitable giving and pro-environmental behaviour
- Considers broader perspectives on economic psychology: life-span psychological development from childhood to old age

Written for students of psychology, *Economic Psychology* reviews the most important information on contemporary economic psychology with a focus on individual and household economic decision making, ranging widely across financial matters such as borrowing and saving, and economic activities such as buying, trading, and working.

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[www.researchgate.net/profile/Rob\\_Ranyard](http://www.researchgate.net/profile/Rob_Ranyard)



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## Reconsidering Identity Economics: Human Well-Being and Governance

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Authored by: **Laszlo Garai**

Book website: <http://www.palgrave.com/fr/book/9781137525604#>

ISBN: 978-1-137-52561-1

This book:

- Applies physics concepts to evolving economic psychology
- Develops a theory to mediate behavioral and identity economics
- Examines socialism and capitalism as developed by Soviet and Eastern Bloc countries

This book presents an unorthodox identity economics that approaches social identity through a non-classical psychology. Garai applies the modern physics concept of wave-particle duality to economic psychology, finding a corresponding duality in object-oriented activity and historically generated social identity. These two factors interconnect to create a double-storied structure of social identity and its behavioral manifestations.

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The book then presents a calculation device for mediating between behavioral and identity economics. Garai then applies all these factors to two socioeconomic systems developed during the second modernization: Bolshevik-type “socialism” and post-Bolshevik “capitalism.”

In this context, he examines the Eastern Bloc *nomenklatura* as a duality of bureaucratic and patron-client organization (“state and party”) and the establishment of both today’s material capitalism and its other half: human capital economics.

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## Sustainable Consumer Behavior

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Edited by: **Gerrit Antonides**

Book website: [www.mdpi.com/journal/sustainability](http://www.mdpi.com/journal/sustainability)

ISBN: 978-3-03842-583-0 (print); ISBN: 978-3-03842-584-7 (electronic)

Sustainability may be achieved through many different agents and institutions in society, including governments, new technologies, industries, and markets. In addition to these agents, consumers and households play a crucial role in the adoption of sustainable products and technologies. Additionally, households are responsible for substantial proportions of energy use and waste. In the European Union, the end use of total energy by households was about 25% in 2014 (Eurostat, 2016). Additionally, households generated 8% of total waste in the EU in 2012 (Eurostat, 2015). Moreover, ethical aspects of consumption are becoming more and more important.

In order to gain understanding of sustainable consumer and household behavior, Sustainability has devoted an entire Special Issue to this topic.

The Special Issue includes studies focusing on macro- and meso-issues, such as political parties' positions, nationality, social dilemmas and collective consumer efforts. Others studies focus on micro-issues of consumer behaviour, such as consumer segmentation, consumer perceptions, opinions, and intentions. The studies employ a variety of methods, including surveys, experiments, eye tracking, and contingent valuation. The collection of studies provide a balanced overview of consumer research in the field of sustainability.

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*[www.wageningenur.nl/en/Expertise-Services/Chair-groups/Social-Sciences/Economics-of-Consumers-and-Households/gerritantonides.htm](http://www.wageningenur.nl/en/Expertise-Services/Chair-groups/Social-Sciences/Economics-of-Consumers-and-Households/gerritantonides.htm)*



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## The Cambridge Handbook of Psychology and Economic Behavior (2<sup>nd</sup> Edition)

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Edited by: **Alan Lewis**

Book website: <https://www.cambridge.org/core/books/cambridge-handbook-of-psychology-and-economic-behavior/B00988202D60EC40C5C34EBF2619B2DF>

ISBN: 9781316613900 (paperback), ISBN: 9781316676349 (online)

There has recently been an escalated interest in the interface between psychology and economics. The Cambridge Handbook of Psychology and Economic Behaviour is a valuable reference dedicated to improving our understanding of the economic mind and economic behavior.

Employing empirical methods – including laboratory and field experiments, observations, questionnaires and interviews – the Handbook provides comprehensive coverage of theory and method, financial and consumer behaviour, the environment and biological perspectives.

This second edition also includes new chapters on topics such as neuroeconomics, unemployment, debt, behavioural public finance, and cutting-edge work on fuzzy trace theory and robots, cyborgs and consumption.

With distinguished contributors from a variety of countries and theoretical backgrounds, the Handbook is an important step forward in the improvement of communications between the disciplines of psychology and economics that will appeal to academic researchers and graduates in economic psychology and behavioral economics.

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## MISCELLANEOUS

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### Research Master in Neuroeconomics

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Location: **Maastricht University, The Netherlands**

Application Deadline: **January 14, 2018** (first-round and scholarships), **March 31, 2018** (second round)

Info: [www.neuroeconomics.nl](http://www.neuroeconomics.nl) or <https://www.maastrichtuniversity.nl/education/master/research-master-cognitive-and-clinical-neuroscience>

The Research Master in Neuroeconomics at Maastricht University is a world-wide unique two year, selective, internationally oriented program designed for excellent students who wish to continue their graduate studies in preparation for a career in research. The entire program is taught in English.

The Research Master in Neuroeconomics is a truly interdisciplinary endeavor and jointly organized by the Faculty of Psychology and Neuroscience (FPN) and the Economics Departments of the School of Business and Economics (SBE).

Students will receive a PhD level in-depth training in quantitative theoretical and empirical methods in economics, game theory, and cognitive neuroscience as well as extensive hands-on training in all aspects of experimental and neuroscience research.

The program combines methodological training with theoretical and experimental approaches from economics, psychology, and neuroscience to study human decisions in all its aspects.

Excellent research internship opportunities will be offered at Maastricht University as well as at prestigious universities and institutions in Europe and North-America. In previous years students have been placed for internships at CalTech, MIT, UCL, UC San Francisco, University of Cambridge, University of Oxford, USC Dornsife, University of Bonn, and the Social Science Center Berlin, amongst others.

Graduates of this program have been continuing their PhD in areas ranging from applied statistics to psychology, neuroeconomics, and behavioral economics.

The application deadlines are January 14, 2018 (first round and scholarships) and March 31, 2018.

The next program starts in **September 2018**.

**Matthias Wibral**

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## The impact factor of the *Journal of Behavioral and Experimental Economics* rises above 0.8

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by **Ofer Azar**, Editor of the *Journal of Behavioral and Experimental Economics*

The *Journal of Behavioral and Experimental Economics* is interested in various types of behavioral economics and experimental economics research, and I encourage SABE members to submit their best work to the journal. I provide below some recent information about the journal.

### ***Impact factor***

The 2016 edition of Journal Citation Reports (JCR) was recently released, reporting an impressive improvement over last year for the *Journal of Behavioral and Experimental Economics*: the regular 2-year impact factor has increased from 0.34 to 0.809. However, the impact factors reported by JCR do not take into account the title change in April 2014, from the *Journal of Socio-Economics (JoSE)* to the *Journal of Behavioral and Experimental Economics (JoBEE)*. JCR does not combine the data from the two titles but rather analyzes them separately and reports two impact factors, for *JoSE* and *JoBEE*. In JCR 2016, the *JoSE* impact factor (1.286) is based on citations in 2016 to the February 2014 volume. For *JoBEE* the impact factor (0.809) is based on citations in 2016 to the five last volumes of 2014 and the six volumes of 2015. The correct computation is to combine the data for the two titles of *JoSE* and *JoBEE* because it is the same journal. This gives 119 citations in 2016 of the 143 articles published in 2014-2015 by *JoSE* and *JoBEE*. The resulting combined impact factor is then  $119/143 = 0.832$ . If we omit from the JCR data the two separate titles and add the combined title, its impact factor would rank 186 out of 346 journals (54<sup>th</sup> percentile). This represents a significant improvement from last year, when the combined title had an impact factor of 0.541 and was ranked 248/344 (72<sup>nd</sup> percentile). One should remember, however, that JCR is selective in its coverage and many economics journals are not included in it; these percentiles are among the economics journals in JCR and not among all economics journals. More details appear in the table below.

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### **Impact factors and total cites in JCR 2016 for *JoSE*, *JoBEE*, and combined**

		<i>JoSE</i>	<i>JoBEE</i>	Combined
C/F	Impact factor in 2016	1.286	0.809	0.832
	Rank of impact factor in 2016 (in economics)	119/347	191/347	186/346
	Total cites in 2016	1369	127	1496
	Rank of total cites in 2016 (in economics)	Irrelevant	Irrelevant	114/346

### ***Total cites and additional quality indicators***

The total number of citations to *JoSE* in 2016 is 1369, and to *JoBEE* it is 127. It should be noted that the large gap in the number of citations between *JoSE* and *JoBEE* results from the fact that *JoSE* was published a much longer time than *JoBEE*, thus having far more citable articles. Together these 1496 citations ranked the combined journal at 114 out of 346 economics journals (33<sup>rd</sup> percentile). Since JCR does not combine data after a title change, this number does not include citations to the title that preceded *JoSE* and existed in 1972-1990, the *Journal of Behavioral Economics*, so the true number of citations to the journal including its original title is even higher.

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Additional measures of quality also show significant improvement of *JoBEE* from 2015 to 2016. The Eigenfactor Score of *JoBEE* has increased about tenfold from 0.00010 in 2015 to 0.00098 in 2016; the Normalized Eigenfactor has increased similarly from 0.01105 in 2015 to 0.11234 in 2016; and the Article Influence Score has increased from 0.136 in 2015 to 0.500 in 2016. The algorithms of these indicators are complex (they take into account not only the number of citations but also which journal cited), and the computations are not provided in JCR in detail. Therefore, unfortunately I cannot compute combined scores for *JoBEE* and *JoSE*. However, the large increases in these indicators, in ratios that are far above the ratio between the 2015 and 2016 impact factors, seem to suggest that not only the journal attracts more citations, but also these citations come from more influential journals (at least when comparing 2016 to 2015).

### ***Comparison of total cites to other journals***

Another informative examination is to consider the data for *JoSE / JoBEE* in comparison to some other journals in related areas. In particular, I chose the *Journal of Economic Behavior and Organization (JEBO)*, the *Journal of Economic Psychology (JoEP)*, *Experimental Economics (ExpEcon)*, the *Journal of Behavioral Decision Making (JBDM)*, and the *Journal of Behavioral Finance (JBF)*. The table below presents the total cites these journals received for the years for which I could obtain data. The numbers for *JoSE/JoBEE* include both titles (which makes sense since the journal existed at each point only under one of the two titles), but does not include data on citations to volumes up to 1990 (since the journal then had a different title, not recorded by JCR). *JoSE/JoBEE* is cited far more than *JBF*, and is behind the other four journals, but in terms of time not behind by too much. Its citations in 2016 are equivalent to what *JEBO* had around 2006, *JoEP* had around 2010-2011, *ExpEcon* had around 2014-2015, and *JBDM* had around 2013.

### **Total cites in recent years in several journals**

Year	<i>JEBO</i>	<i>JoEP</i>	<i>ExpEcon</i>	<i>JBDM</i>	<i>JBF</i>	<i>JoSE/JoBEE</i>
2016	5,969	3,394	1,807	2,032	274	1,496
2015	5,427	2,799	1,659	1,911	162	1,165
2014	4,661	2,426	1,360	1,640	151	1,068
2013	4,307	2,116	1,153	1,480	122	
2012	3,645	1,780	927	1,198	113	
2011	3,245	1,576	762	1,256	73	
2010	3,111	1,389	626	975	81	
2009	3,141	1,189	594	981		
2008	2,513	910	348	877		
2007	1,760	763	272	578		
2006	1,441	652	199	567		
2005	1,282	591		403		
2004	1,246	465		387		
2003	1,047	425		370		

Comment: The total cites are the total number of citations the journal received in a given year to all its previous volumes.

### ***Submissions, first-response times, and acceptance rate***

I now turn to analyze some statistics about the number of manuscripts received and the first-response time of the journal (the average time from the day a paper is submitted to the day it received its editorial decision in the first round). The table below presents statistics for the last ten years on these variables.

## Submissions and first-response times

Year	New manuscripts	First-response time (weeks)
1.1-12.12.2017	349	5.6
2016	320	6.3
2015	315	4.9
2014	357	7.3
2013	419	5.4
2012	237	15.6
2011	218	18.2
2010	226	19.2
2009	229	14.3
2008	180	15.4
2007	164	25.2

I started as Editor in December 2012 and in addition to significantly updating the Editorial Board and adding to it many new members, I also created the position of Associate Editors (which did not exist in *JoSE* earlier) and got excellent people to fill it. Consequently, the Editor no longer handles himself every paper in the entire review process, but rather most papers are handled by the Associate Editors, and this is a tremendous help. I believe this is the main reason the first-response times dropped from 14-25 weeks in 2007-2012 to 5-7 weeks in 2013-2017. As the Editor, I still get all the submissions myself, and decide whether to desk reject them (currently about 20% of submissions get desk rejected). I then assign the vast majority of submissions that are not desk-rejected to one of the Associate Editors, who chooses the referees and handles the review process.

We see a large jump in 2013 in the number of submissions, then going down to about 320 annual submissions over the last couple of years. However, in 2013 the percentage of desk rejections was much higher than later on, around 35%. So the number of submissions that were not desk rejected was in fact relatively stable over 2013-2016, with about 250-300 such submissions every year. My interpretation is that when the new editorial team took over in 2013, this encouraged new types of submissions, but early on also the previous types of submissions were still submitted. Some of the latter clearly did not fit the new quality standards or the changes in the journal's aims and scope and thus got desk-rejected. Gradually the changes were perceived by the academic community and now fewer papers that are inappropriate for the journal (and therefore get desk-rejected) are submitted compared to 2013, hence the decline in total submissions but the stability in the number that passes the desk-reject barrier.

The number of submissions over the years 2013-2016 clearly increased from previous years, and yet the number of published articles in fact went down. The journal published 85 articles in 2011; 101 in 2012; 103 in 2013; 54 in 2014; 89 in 2015; and 58 in 2016. This means that the acceptance rate dropped significantly. In 2014-2016 the journal published on average 67 articles per year, and had on average 331 submissions, so the journal's acceptance rate is about 20% (67/331).

### ***Changes in the Editorial Board and final remarks***

The Editorial Board and the list of Associate Editors of the journal get updated occasionally; I try to add people who performed well as referees (agreed to a substantial number of refereeing requests, delivered their reports in a timely manner, etc.). Refereeing is a time-consuming but important task, and recognizing devoted referees by adding them to the Editorial Board is the small reward I can offer them for their help to the journal.

Recently another category, of Honorary Editors, was added to the journal. I felt that it is appropriate to add a short Honorary Editors category, listing people who contributed very significantly either to the journal, or to the fields of behavioral and experimental economics. The Founding Editor of the

journal, **Richard Hattwick**, has been recognized in a separate category of Founding Editor already earlier, which is the reason he is not in the new Honorary Editors category. **Morris Altman**, who edited the journal for over a decade (after Richard Hattwick and before my term), is clearly someone who should be recognized for his great contribution to the journal and therefore appears in this list. I also contacted some prominent figures in the field and was glad to get the approval to be listed as Honorary Editors from **Ido Erev, Uri Gneezy, Amnon Rapoport, Alvin E. Roth** and **Vernon L. Smith**. I think their willingness to be affiliated with the journal as Honorary Editors is also a good signal about the journal's standing and I thank them for their approval.

Finally, I thank the Associate Editors, the Editorial Board members, and the journal's referees and authors for their great contribution to the *Journal of Behavioral and Experimental Economics*. We strive to give authors helpful and timely reviews of their papers and I hope that these efforts will attract the best papers in behavioral and experimental economics and will result in continued improvement in the journal's quality also in the future.

Additional details about the journal's performance including comparisons to other field journals are available at:

<https://www.sciencedirect.com/science/article/pii/S2214804317300733>

and at

<https://www.journals.elsevier.com/journal-of-behavioral-and-experimental-economics/news/editors-report-for-the-journal-of-behavioral-and-experimenta>

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