

THE SABE NEWSLETTER

THE SOCIETY FOR THE ADVANCEMENT OF BEHAVIORAL ECONOMICS

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

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Contributions for the next issue are very welcome – email: giuseppe.attanasi@unice.fr

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

SABE Country Representatives: www.sabeconomics.org/about/international/

Honorable Members: Morris Altman, Gerrit Antonides, Ofer Azar, Pablo Brañas, Roger Frantz, Shoshana Grossbard, Louis Lévy-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, Ofer Azar, Louis Lévy-Garboua, Mark Pingle, John Tomer, Bijou Yang-Lester.

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SABE Former President's Farewell

Pablo Brañas

Dear SABE Members,

After two years as President of SABE, I use this issue of the SABE newsletter to say goodbye. I will try to dwell about some of our achievements and also to offer some criticisms of my job as President. In other words, I will describe both what we have done and what we can do better. Let me say first that I have been accompanied by an excellent team. Among them, Behnud Mir Djawadi is not only the SABE Secretary but, most importantly, also my right hand. Behnud thanks. I also wish to say thanks to John Smith for being always there. Thanks John.

Our first big achievement is our new **presence on social media**. We now have an active twitter account @sabeconomics that has more than 700 followers. I thank Hernan Bejarano and Liam Delaney for their hard work as “official” SABE-twitterers. Working in conjunction with our efforts on twitter, we have an amazing website – designed by Alvaro & Cecilia from elalambre.org – which provides accurate and timely information to the public. Despite these achievements, I feel that we need to do more. Particularly we need to be more involved in many on-line discussions that are helpful and relevant to behavioural economics.

We have also made improvements in our **communication efforts**. Giuseppe Attanasi is our Newsletter Editor. While it took him some time to catch up with the new system, everything is now working smoothly. Thanks Giuseppe! Additionally, we launched 3 distinct communication channels: fromSABE, SABE2SABE, and askSABE. The latter two are Google email groups. You can easily join them by writing to SABE2SABE@googlegroups.com or AskSABE@googlegroups.com. While SABE2SABE is very active (thanks Maximo Rossi), AskSABE is just starting to take flight and will soon bear fruit (thanks Robert Oxoby).

Country representatives. With the help of Behnud we did an amazing job of getting SABE more present all around the globe. We have extended the footprint of SABE with additional country representatives. Currently there are more than 50 country reps. We have to be proud of this. And this is only the beginning. Still we have small presence in Africa and Asia but in the following years we expect to be present in 100 countries.

We are proud to have contributed **funding to events** either through SABE or jointly through SABE-IAEREP-ICABEEP. Although most of the effort was made for the organization of the events, I also acknowledge the hard work of devising rules for the applications, soliciting the applications, and evaluating the applications. Gerrit, Michelle, Behnud (again), Shabnam, Alexis and Alex: thanks! Thanks to your effort, we have supported events in places as diverse as India, Colombia, Abu-Dhabi, Soletto Italy, Warwick, and Vienna. All of these events have been a success and our contributions furthered the field of behavioural economics and the exposure of SABE.

SABE continues to organize **sessions at other conferences**, including the ASSA and the WEI meetings. Shoshana prepared an incredible session at ASSA 2017, and Angela did likewise at the 2018 conference. The SABE session at 2019 ASSA will be coordinated by Hernan and Mariana. Thanks a lot for promoting SABE through excellent sessions. John and Roger have done incredible work organizing events at WEI. Morris is preparing SABE session at WEI-Tokyo 2019. Again, thank you for collaborating in making SABE more and more international.

I also mention **two projects that have only recently started**. Natalia Czap is compiling a list of institutions where Behavioural Economics courses are offered. Additionally, Antonio Espin and Roberto Hernan are behind “Replication Project”, an initiative which is closely working with country reps. Hopefully we will hear more about these initiatives in the near future.

Last but not least, I wish to say thanks to the former SABE presidents: Ofer, Gerrit and Mark. They have been extremely generous with their time and their expertise acquired from their tenures as President.

It has been an honour to serve as President of SABE. Now it is time to pass the torch to Shabnam Mousavi. I have no doubt that she will do an excellent job. Shabnam, remember that you have the extremely valuable help of Behnud, John, and the rest of the team. I wish you the best of luck in this amazing adventure and the next chapter of SABE.

Pablo Brañas,

President of SABE (2016-2018)



SABE New President's Communication

Shabnam Mousavi

Dear SABE Members,

It is my privilege to serve as the president of our society for 2018-2020. I am taking on this task in close collaboration with our executive director, Alexis Belianin, secretary, Behnud Mir-Djawadi, newsletter editor, Giuseppe Attanasi, treasurer, John Smith, and the president-elect, Michelle Baddeley.

Our outgoing president, Pablo Brañas-Garza's legacy involves putting in place initiatives and structure towards increasing the visibility of our society. My mandate is to expand on what he has built and to focus in particular on engaging our members to take on active roles in a variety of capacities, to disseminate the leadership and induce sustainability. I use this opportunity to extend an invitation to you for active engagement.

Here are some venues:

- (1) Organize a session at one of the many major conferences in which SABE has allocated sessions.
- (2) Become a country/region representative for SABE.
- (3) Serve as a scientific board member/ reviewer in our conferences/sessions.
- (4) Mentor our graduate students at a workshop.
- (5) Be responsive to our Newsletter editor's calls for contribution. It is Pareto improving as it showcases your activities and boosts SABE's image.
- (6) Attend SABE organized sessions at conferences.
- (7) Nominate yourself and others for the advisory board.

If you want to know more about any of these items, simply inquire via email: shabnam@jhu.edu.

I would like to acknowledge the mentoring and guidance of previous presidents, graciously and generously provided to the members of the above-mentioned executive board, and give a warm welcome to our newly elected/re-elected advisory board members and the president-elect.

Finally, I want to report the latest addition of an initiative, an annual prize for a PhD work that contributes to the betterment of society widely defined, which I have devised as a sub-award of a recent grant.

I look enthusiastically forward to a fruitful continuation of collaborations, exchanges and generation of enhancements and improvements together with all of you.

A very happy 2019 and see you in Dublin.

Sincerely,

Shabnam Mousavi

President of SABE (2018-2020)

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JBEP New Editor's Communication

Michelle Baddeley

Dear SABE Members,

I am excited and honoured to be taking the reins from Roger Frantz as the new Editor-in-Chief of SABE's *Journal of Behavioral Economics for Policy*. The year ahead brings big changes for JBEP. But first, a large debt of gratitude to Roger Frantz, whose passion and dedication for SABE's new journal has taken it through its pivotal early years. JBEP would be nowhere without all the work he has done, in collaboration with many others in SABE, in setting-up strong foundations for the future. More personally, Roger's help, support and encouragement to me during the take-over period has been invaluable and I am delighted that he will continue as the JBEP Special Issues editor. Also, many thanks to all the others who have supported the journal in its infancy – including the Editorial Board, Associate Editors, contributors, reviewers and Special Issue editors. A special thanks to the contributors in our community who have been waiting patiently for (in some cases long overdue) decisions on their submissions during the handover period. Inevitably, we have faced some delays in moving the editorship and associated infrastructure and procedures from the Department of Economics, San Diego State University to the University of South Australia. We truly are an international journal and society.

As JBEP moves from infancy into childhood, we have some changes and exciting new initiatives. We are clearing-up the backlog and the handover from Roger to me is very nearly complete. We should be back to business as usual by the end of this month. We have a new email address for submissions: sabejbep@gmail.com. We are updating the JBEP website. I will be liaising with the Editorial Board and others on SABE to discuss procedures for streamlining the submission and reviewing process, to ensure more timely decisions about submissions from 2019 onwards. We are also working to raise JBEP's profile and impact, including work to consolidate Roger's efforts in getting us listed with key archiving sites, starting with REPEC/IDEAS. We have some fascinating new contributions in the pipeline – from seasoned voices but also targeting new and fresh voices. I am specifically focussing on gathering submissions from those who are working on the behavioural policy “coal-face” – including policy-makers and academics/researchers working closely with policy makers. In the pipeline we have a special issue with contributions from policy-makers and policy-

active researchers on a critical assessment of nudging policies in the context of pressing real-world policy issues such as health, work and pensions, financial literacy, and educational access. We also have some other submissions planned around the theme of behavioural development policy.

We welcome all ideas and suggestions and if you have ideas for potential submissions, of single papers or Special Issues – please feel free to contact the journal via its new email address – as noted above: sabejbep@gmail.com.

With very best wishes to all in our community for a happy and productive 2019,

Michelle Baddeley,

Editor-in-Chief

Journal of Behavioral Economics for Policy

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2018 SABE/IAREP Conference Review

Location: **Middlesex University London, UK**

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

The SABE-IAREP conference at Middlesex University in London took place from Thursday, July 19 to Sunday, July 22. It was a large meeting for our two associations, attracting about 330 researchers. The five keynote speakers – Colin Camerer (Caltech), Peter Wakker (Erasmus University Rotterdam), Dave Rand (MIT), Elke Weber (Columbia) and Joe Herbert (Cambridge) – attracted a large audience and were well received. Pictures have been shared on twitter @sabeconomics.

Best JOEP Author Award (by Cäzilia Loibl)

The inaugural “Best JOEP Author Award” was given to Susanna Grundmann (submitting author) and Johann Graf Lambsdorff for their paper “How income and tax rates provoke cheating – An experimental investigation of tax morale,” *Journal of Economic Psychology*, Vol. 63, December 2017, pp. 27-42 (<https://doi.org/10.1016/j.joep.2017.10.003>). The IAREP managing committee received nine submissions from authors who published in the journal in 2017 and planned to attend the annual conference; all authors of the 2017 volume were contacted. The extended JOEP editorial board, which consisted of 68 individuals was asked to select the paper that “best represents the high-quality scholarship published in the Journal of Economic Psychology.” One-third of the votes were cast for the winning paper, which made it the clear frontrunner.

Ph.D. Student Fee Waiver Award (by Cäzilia Loibl)

Thirteen Ph.D. students submitted applications for the annual conference “Ph.D. Student Fee Waiver Award”, another newly-introduced award program in 2018. All applications were excellent, and the managing committee had the difficult task to select five applications. Awards were made to students

from the following universities: University of Lille, Ben-Gurion University/Beer Sheva, Free University of Berlin, SWPS University Wroclaw, and Goldsmiths University of London.

We asked the students to provide feedback on their conference experience:

“I really much enjoyed being part of the SABE/IAREP meeting for the second time. As already the last time, I felt very much comfortable in the inspiring and vibrant atmosphere surrounded by so many talented, creative and engaged young researchers. Listening and talking to peers from all over the world, bringing psychology and economics together in one place, again gave me a lot of new impulses for my own research. London, as one of the most colorful, vibrant and multicultural places I know, was the perfect place for this meeting.”

“The SABE/IAREP conference in London was very interesting for me. I found myself exposed to interesting studies together with talented presenters. Some of the studies presented inspired me and opened my mind about possible following researches. I also had the opportunity to talk to young and old researchers about ideas for future research. To sum up, I learned a lot from listening to interesting studies and from other researchers.”

“SABE/IAREP 2018 allowed me to present my research on heuristics in decision making. It was a perfect opportunity to share my findings and get feedback from specialists from many different fields. What is more, keynote speakers inspired me with their work, which motivated me to put even more effort in science.”

“My experience in London this past summer was very pleasant! I can still easily recall the moment in which I received the email informing that I was one of awardees of the fee-waiver program. This didn't only alleviate the financial costs that burden on every Ph.D. candidate, but it also allowed me and my co-authors to receive a positive signal of the quality of our project and to gain visibility during the conference. I found the venue, the organizational aspects and the ambience of the conference ad-hoc to share and discuss new ideas with scholars from different, yet intertwined, backgrounds. If I have to express an overall opinion about the last SABE/IAREP conference, it will be definitely positive, and I'd recommend it to all my colleagues working on related fields. Thanks a lot for this great opportunity and hope to see you soon for the next edition!”



2018 SABE/IAREP sponsored Summer School and Workshop on Psychological Game Theory

Location: **Soletto, Apulia (South of Italy)**

Date: **July 23-28, 2018**

IAREP and SABE provided summer school funding and IAREP provided additional workshop funding for a week-long session on “Psychological Game Theory: Emotions and Economic Theory” on July 23-28, 2018 in Soletto, Apulia (South of Italy), i.e., the week after the 2018 SABE/IAREP Conference in London.

The combined workshop (3rd edition) and summer school (2nd edition) was organized by Giuseppe Attanasi (University of Nice), Pierpaolo Battigalli (Bocconi University and IGIER, Milan), Martin Dufwenberg (University of Arizona & University of Gothenburg), and Amrish Patel (University of East Anglia, Norwich).

The funding was used for Ph.D. student fellowships (“IAREP & SABE fellowships”) that covered accommodation expenses of the best 40 out of the 60 graduate students admitted to the summer school. In addition, funding was used for travel and accommodation expenses of two of the keynote speakers of the combined workshop and summer school: Gary Charness (University of California Santa Barbara) and Werner Güth (LUISS Rome & Max Planck Institute Bonn).

Thanks to IAREP and SABE funding of the summer school and of the workshop, several graduate students in economics, cognitive psychology, and social psychology were introduced to Psychological Game Theory, a formal framework for studying strategic interaction when players have belief-dependent motivations. The framework was first introduced by Geanakoplos, Pearce & Stacchetti (1989, GEB) and further developed by Battigalli & Dufwenberg (2009, JET). It has proved useful in modeling intentions-based reciprocity (the pioneer application due to Rabin 1993, AER), emotions (e.g., anger, guilt, regret, disappointment, anxiety) and concern with others’ opinion (e.g., social respect).

The next edition of the combined workshop and summer school in Psychological Game Theory will take place at University of Copenhagen in July 2019.

Giuseppe Attanasi

Université Côte d’Azur

www.giuseppeattanasi.com

2019 SABE/IAREP Conference Announcement

Location: **Croke Park Conference Center, Dublin, Ireland**

Conference Dates: **September 1-4, 2019**

Submission Deadline: **April 18, 2019**

Info: <https://iarep.ucd.ie>

The SABE-IAREP conference will be held in Dublin, on September 1-4, 2019.

We invite submissions from all areas of behavioral science (or economic psychology, behavioral economics, judgement and decision making, depending on your terminological preference).

We will have academic as well as policy-oriented sessions in the program. Hence, we invite academics as well as non-academic researchers and practitioners from the relevant fields to submit.

Topics include, but are not limited to: Behavioral economics, Behavioral finance, Behavioral medicine, Behavioral policy applications, Bounded rationality, Consumer behavior, Economic Psychology, Emotions and decision making, Experimental economics, Fairness, Happiness and wellbeing, Heuristics and biases, Household decision making, Identity economics, Inter-temporal choice, Judgment and decision making, Nudging, Personality and economic preferences, Psychology of money, Research methods in behavioral science, Risk and uncertainty, Self-control, Social Preferences, Social norms.

Keynote Speakers:

- The IAREP Kahneman lecture will be delivered by Professor **Annamaria Lusardi** from George Washington University.
- The SABE Herbert Simon lecture will be delivered by Professor **Muriel Niederle** from Stanford University.
- We will listen to another keynote by Professor **Arie Kapteyn** from the University of Southern California.

Important Dates:

Symposium proposals due: Thursday, **April 11, 2019**

Abstract submissions due: Thursday, **April 18, 2019**

Notification of acceptance: Thursday, May 3, 2019

Early registration deadline: Friday, May 31, 2019

Rates:

Early bird registration: €375.

Early bird registration for Ph.D. students: €325.

Late registration: €425.

Late registration for Ph.D. students: €375.

Local Organizing Committee:

Liam Delaney (chair), Orla Doyle, Leonhard K. Lades, Pete Lunn, and Till Weber

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SABE SESSIONS AT INTERNATIONAL CONFERENCES

SABE Session at ASSA/AEA meetings: Social Preferences with Not WEIRD (Western Educated Industrialized Rich Democratic) People

Location: **Hilton Atlanta, 216**

Date: **January 6, 2019 (10:15 AM - 12:15 PM)**

The following SABE session at the ASSA meeting featured different aspects and experimental research on social preferences of not WEIRD (Western Educated Industrialized Rich Democracies) populations.

Session Chair: Hernan D. Bejarano, CIDE/ESI

Papers/presentations:

1) **Once a Liar Always a Liar?** [[View Abstract](#)]

Raymond Duch (University of Oxford)

2) **How Much Does Your Boss Make? The Effects of Salary Comparisons** [[View Abstract](#)]

Ricardo Perez-Truglia (University of California-Los Angeles)

Zoë Cullen (Harvard Business School)

3) **Experiments on Kinship, Culture and Favoritism** [[View Abstract](#)]

Erik Kimbrough (Chapman University)

Pedro Romero (San Francisco University of Quito)

4) **Who Is More Generous with the Most Needy? Experimental Evidence from Bogota's Stratification** [[View Abstract](#)]

Mariana Blanco (Del Rosario University)

Patricio Dalton (Tilburg University)

Discussant(s)

Antonio Arechar (CIDE)

Hernan Bejarano (CIDE and Chapman University)

Brit Grosskopf (University of Exeter)

Kristian Vargas (University of California-Santa Cruz)

JEL Classifications

D9 - Micro-Based Behavioral Economics

B4 - Economic Methodology

SABE Sessions at the 15th Western Economics Association International Conference

Location: **Keio University, Tokyo, Japan**

Date: **March 21-24, 2019**

Info: <https://www.weai.org/conferences/view/1/15th-International-Conference>

Society for the Advancement of Behavioral Economics (SABE) Conference Sessions

organized by:

- **Morris Altman**, University of Newcastle Business School, Australia
- **Shinji Teraji**, Yamaguchi University, Japan

1. Allied Society: SABE

[56] Friday, March 22 @ 12:45 PM–2:30 PM

BEHAVIORAL ECONOMICS FIELD EXPERIMENTS

Organizer(s): Syon Bhanot, Swarthmore College

Chair: Erez Yoeli, MIT Sloan Applied Cooperation Team

Papers:

- Mobile Self-Verification and Support for Tuberculosis Treatment* (Erez Yoeli, MIT Sloan Applied Cooperation Team)
- Sweating the Small Stuff: Tailor-Made Heuristics for Microentrepreneurs* (Irani Arraiz, Inter-American Development Bank)
- Reducing Unethical Claiming of Government Benefits: Evidence from a Field Experiment and Machine Learning* (Oliver Hauser, University of Exeter Business School, Michael Greene, Deloitte Consulting, Katherine A. DeCelles, University of Toronto, Michael I. Norton, Harvard Business School, and Francesca Gino, Harvard Business School)

2. Allied Society: SABE

[77] Friday, March 22 @ 2:45 PM–4:30 PM

BEHAVIORAL ECONOMICS AND MARKETS

Organizer(s): Syon Bhanot, Swarthmore College

Chair: Syon Bhanot, Swarthmore College

Papers:

- Poverty Identity and Competitiveness* (Syon Bhanot, Swarthmore College, Sachin Banker, University of Utah, and Aishwarya Deshpande, Universitat Pompeu Fabra)
- (In)Attention to the Costs of Homeownership: Evidence from the Residential Real Estate Market* (Leila Bengali, Yale University)

- c) *The Interaction of Reputation and Competition in Markets for Credence Goods* (Marco Alexander Schwarz, University of Innsbruck, Loukas Balafoutas, University of Innsbruck, Rudolf Kerschbamer, University of Innsbruck, and Matthias Sutter, Max Planck Institute for Research into Collective Goods, University of Cologne, and University of Innsbruck)

3. Allied Society: SABE

[121] Saturday, March 23 @ 8:30 AM–10:15 AM

PREFERENCES, NORMS, AND INFORMATION

Organizer(s): Morris Altman, University of Newcastle, and Shinji Teraji, Yamaguchi University

Chair: Shinji Teraji, Yamaguchi University

Papers:

- a) *Tell Me What I Wanted to Hear: Confirmation Effect in Lay Evaluations of Financial Expert Authority* (Tomasz Zaleskiewicz, SWPS Uniwersytet, and Agata Gasiorowska, SWPS Uniwersytet)
- b) *Show Us What You're Worth: Why Qualified Professionals will Advertise their Qualifications - The Example of the NZ Health and Fitness Industry* (Hannah Altman, Queensland University of Technology, Benno Torgler, Queensland University of Technology, and Rob Robergs, Queensland University of Technology)
- c) *Internal Moral Constraints, Norms, and Social Sustainability* (Shinji Teraji, Yamaguchi University)
- d) *Trusting Nudges? Lessons from an International Survey* (Lucia Reisch, Copenhagen Business School, Cass R. Sunstein, Harvard Law School and Harvard University, and Micha Kaiser, Research Center Consumers, Market & Politics, Zeppelin University, Friedrichshafen)

4. Allied Society: SABE

[139] Saturday, March 23 @ 12:45 PM–2:30 PM

POWER, NORMS, TRUST, AND EFFICIENCY

Organizer(s): Morris Altman, University of Newcastle, and Shinji Teraji, Yamaguchi University

Chair: Tomasz Zaleskiewicz, SWPS Uniwersytet

Papers:

- a) *Economic Aspects of Omnipotence* (Francisco Carlos Ribeiro, Fatec Sorocaba)
- b) *The Divergent Effects of Money Priming on Interpersonal Trust* (Tomasz Zaleskiewicz, SWPS Uniwersytet, Agata Gasiorowska, SWPS Uniwersytet, Anna O. Kuzminska, University of Warsaw, and Kathleen D. Vohs, University of Minnesota Twin Cities)
- c) *Modelling the Impact of Managerial Quality on Technical Efficiency Productivity Puzzle: New Empirical Evidence from New Zealand Longitudinal Microdata* (Sodany Tong, University of Newcastle, Morris Altman, University of Newcastle, and Frank W. Agbola, University of Newcastle)
- d) *Shut Down Point, Plant Closure, When Psychology and Social Context Matter* (Morris Altman, University of Newcastle)

5. *Allied Society: SABE*

[161] Saturday, March 23 @ 2:45 PM–4:30 PM

CORRUPTION AND HOW TO HINDER IT

Organizer(s): Panagiotis Mitkidis, Aarhus University and Duke University

Chair: Panagiotis Mitkidis, Aarhus University and Duke University

Papers:

- a) *Commitment Corrupts* (Simon van Baal, Central European University, John Michael, Warwick University and Panagiotis Mitkidis, Aarhus University and Duke University)
- b) *How Leaders can Hinder Corruption* (Simon Karg, Aarhus University and Panagiotis Mitkidis, Aarhus University and Duke University)
- c) *Whistleblowing and Corruption* (Dimitrios Batolas, Aarhus University, Panagiotis Mitkidis, Aarhus University and Duke University and Dan Ariely, Duke University)

6. *Allied Society: SABE*

[181] Saturday, March 23 @ 4:45 PM–6:30 PM

TOPICS ON BEHAVIOURAL ECONOMICS

Organizer(s): Morris Altman, University of Newcastle, and Shinji Teraji, Yamaguchi University

Chair: Barna Bako, Corvinus University of Budapest

Papers:

- a) *On the Mind and Spirit of Islamic Framework for Behavioral Economics/Socio-economic Justice* (Mughees Shaukat, Central Bank of Oman, and Bushra Shafiq, State Bank of Pakistan)
- b) *The Achilles' Heel of Saliency Theory and a Way to Fix It* (Barna Bako, Corvinus University of Budapest, and Gabor Neszveda, Corvinus University of Budapest)
- c) *I on You: Observer Identity in the Dictator Game* (Jin Di Zheng, Nanjing Audit University, and Anita Kopanyi-Peuker, University of Amsterdam)
- d) *Could it be Smart to Use the Cash-Multiple (CM) Rule of Thumb Instead of Internal Rate of Return (IRR)?: A Heuristic Linking Bounded and Unbounded Rationality* (Nathan C. Berg, University of Otago and Carlo-Alberto Magni, University of Modena and Reggio Emilia)

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SABE Sessions at the 94th Western Economics Association Annual Conference

Location: **Hilton San Francisco Union Square, San Francisco, US**

Date: **June 28 – July 2, 2019**

Submission Deadline: **January 18, 2019**

Info: <https://weai.org/conferences/view/2/94th-Annual-Conference>

Last year the Society for the Advancement of Behavioral Economics (SABE) organized 12 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 2019 WEAI Annual Conference will be held in San Francisco, CA, June 28-July 2, 2019 (see <https://weai.org/conferences/view/2/94th-Annual-Conference> for additional details).

If you would like to present a paper please complete the following submission form by Friday, **January 18, 2019**: [click this link for submission form](#).

If you would like to propose a session please email me (jifcher@scu.edu) by **January 18, 2019** with the following information: session title, paper titles, abstracts, and lists of all authors (with affiliations and email addresses).

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

Thank you!

John

John Ifcher

Associate Professor, Santa Clara University

Research Fellow, IZA

Western U.S. representative, The Society for the Advancement of Behavioral Economics (SABE)

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



NEXT CONFERENCES

6th International Meeting on Experimental and Behavioral Social Sciences

Location: **Utrecht University, The Netherlands**

Conference Dates: **May 2-4, 2019**

Submission Deadline: **January 21, 2019**

Info: <https://cess-web.nuff.ox.ac.uk/imebess/>

The Sixth International Meeting on Experimental and Behavioral Social Sciences (IMEBESS) at the Utrecht University, Utrecht, Netherlands will be held on 2-4 May 2019. The conference is locally organized by Wojtek Przepiorka (Utrecht University / ICS) along with conference organizer David Klinowski (CESS Santiago/USACH).

We are very fortunate to have three outstanding confirmed keynote speakers: Damon Centola (University of Pennsylvania), Armin Falk (University of Bonn), and Michael W. Macy (Cornell University).

Both theoretical and empirical papers on the topics in all areas of the social sciences, such as experimental and behavioral economics, sociology, political science, psychology are encouraged. The deadline for submitting extended abstracts is **21 January 2019**. Authors will receive notification of acceptance by 8 February 2019.

IMEBESS 2019 takes place in the old University Building of Utrecht University, which is located in Utrecht City Centre. As in previous years, the EUR 300 conference fee includes catering during the conference (coffees, pastries and lunches), a reception and a conference dinner. Utrecht is located in the heart of the Netherlands and is reachable within 30 minutes from Amsterdam airport (Schiphol) by train. More information on travel and accommodation options will be provided on the conferences website in due time.

Raymond Duch

Official Fellow & Director

Centre for Experimental Social Sciences, Nuffield College, Oxford



10th Thurgau Experimental Economics Meeting: Social Preferences

Location: **Kreuzlingen, Switzerland**

Conference Dates: **April 16-18, 2019**

Submission Deadline: **January 31, 2019**

Info: www.theem.ch

Non-selfish behavior has been documented in many experiments. However, our understanding of many facets of pro- as well as anti-social behavior is still incomplete. We invite exciting new contributions on social behavior from fields like economics, psychology, political sciences, anthropology or biology. Submissions will address, for example, the heterogeneity in moral motives, preferences for equity, social norms, psychological processes underlying social behavior, or the evolution of social preferences. We look forward to your submissions.

Keynote speakers: Yan Chen, Ernst Fehr, and Ian Krajbich

Paper Submission:

Submission of extended abstract (max. 2000 characters, or roughly 300 words) in .txt format on www.theem.ch: **31st January, 2019**

Notification of acceptance: 15th February, 2019

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

Please forward this call for papers to other researchers who might have an interest in the topic. You find more information on www.theem.ch. For any further question please contact us via info@theem.ch.

Sincerely,

Urs Fischbacher

Sebastian Fehrler

Katrin Schmelz

Irenaeus Wolff



2019 World Meeting of the Economic Science Association

Location: **Simon Fraser University's Harbour Centre, Vancouver, Canada**

Conference Dates: **July 4-7, 2019**

Submission Deadline: **March 15, 2019**

Info: <http://www.sfu.ca/economics/esa.html>

The 2019 World Meeting of the ESA will take place at Simon Fraser University's Harbour Centre in downtown Vancouver from July 4 (welcome reception) to July 7.

The Meetings will include two plenary lectures by Yoram Halevy (University of Toronto) and Sigrid Suetens (Tilburg University).

Important Deadlines:

March 15, 2019: Paper Submission

March 31, 2019: Notification of Acceptance

April 30, 2019: Early Registration

May 31, 2019: Late Registration

To submit a paper, go to <https://www.economicsscience.org> and log in. (If you have not paid your ESA membership fees for 2019 yet, you will need to do that before paper submission. Go to Account -> Renew membership.) Choose Conferences -> 2019 ESA World Meeting, Vancouver, Canada -> Submit Talk. You only need to submit an abstract, a full manuscript is not required.

We will inform you about acceptance by the end of March. To register for the conference, go to <https://www.economicsscience.org> and log in. Choose Conferences -> 2019 ESA World Meeting, Vancouver, Canada -> Register.

Registration fees are US\$375 (faculty) / US\$275 (students) for early registration and US\$425 (faculty) / US\$325 (students) for late registration.

More detailed information on the conference, accommodations, and travel can be found at:

<http://www.sfu.ca/economics/esa.html>

We have organized a conference dinner at the Stanley Park Pavilion for Saturday July 6. If you wish to bring guests along, this is possible for a fee of US\$75 and you can add this when registering for the conference.

We are looking forward to welcoming you to Vancouver!

Organizers:

Jasmina Arifovic

David Freeman

Erik Kimbrough

Luba Petersen



JOURNAL SPECIAL ISSUES

(Call for Papers)

Call for Papers

“Perceptions and Public Policies”

Journal of Economic Behavior and Organization

Submission Deadline: **February 1, 2019**

Beliefs and perceptions play an important role in economic decisions and have received much attention recently by policy-makers in many countries and by economic literature in a variety of fields, from health and education to social choice and to crime. Understanding and exploiting the nexus of rational and behavioural responses to incentives can benefit governments in their pursuit of public policy objectives. This special issue will present the most recent advances in theoretical and empirical work on the effect of beliefs and perceptions on economic choices and how they can be effectively utilized in welfare-improving policies.

We encourage submissions of theoretical and empirical papers, including lab and field experiment research, with focus on at least one of the following areas:

1. Consumer perceptions and market regulations or consumer protection policies
2. Perceptions in business decisions
3. Educational choices by students or parents and educational systems
4. Family decisions and family policies
5. Pension choices and pension systems
6. Criminal behaviour and law
7. Perceptions and macroeconomic outcomes

The editors will consider suggestions for other relevant topics, provided that they fall within the remit of the special issue. All contributions will go through a peer review process. To be considered for publication, the manuscripts should be submitted via the journal website and must be received by **1 February 2019**. 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. Please conform to the standard guidelines for submission to JEBO.

Special Issue Website: <https://www.journals.elsevier.com/journal-of-economic-behavior-and-organization/call-for-papers/perceptions-and-public-policies>

Call for Papers

“The Empirics of Behaviour under Risk and Ambiguity”

Games

Submission Deadline: **March 1, 2019**

The journal *Games* (ISSN 2073-4336) is currently running a Special Issue entitled “The Empirics of Behaviour under Risk and Ambiguity”. Dr. Anna Conte and Professor John Hey are serving as Guest Editors for this issue. We think you could make an excellent contribution to this Special Issue.

The last decades have witnessed several researchers challenging themselves with the modelling and testing of competing theories of choice under risk and ambiguity. The aim of this Special Issue is to follow in these footsteps, welcoming submissions mainly, but not exclusively, on experimental and econometric studies on this topic. The context can be any, including individual choice, group choice and strategic choice. The submission of studies which focus on the heterogeneity of behaviour under risk and/or ambiguity and its identification are encouraged. Literature reviews or appraisals of existing literature are also encouraged.

For further information, please follow the link to the [Special Issue Website](#).

The submission deadline is **1 March 2019**. You may send your manuscript now or up until the deadline. Submitted papers should not be under consideration for publication elsewhere. We also encourage authors to send a short abstract or tentative title to the [Editorial Office](#) in advance.

Games is fully open access. Open access (unlimited and free access by readers) increases publicity and promotes more frequent citations, as indicated by several studies. *Games* has been accepted for funding by the [Knowledge Unlatched initiative](#). As of 2018, the Article Processing Charges (550 CHF) for papers published in the journal will be fully covered via the Knowledge Unlatched crowd-funding mechanism, resulting in no direct charge to authors.

For further details on the submission process, please see the instructions for authors at the [journal website](#).

We look forward to your submission.

Guest Editors:

Anna Conte (Sapienza University of Rome)

John Hey (University of York)

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MISCELLANEOUS

Editor's report 2018 for the *Journal of Behavioral and Experimental Economics*

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

Given that the *Journal of Behavioral and Experimental Economics* is one of the leading journals in behavioral economics and experimental economics and is relevant for much of the research done by SABE members, I want to encourage SABE members to submit their best research to the journal.

Below I provide some recent information about the journal.

Impact factor

The 2017 edition of Journal Citation Reports (JCR) was released a few months ago, and shows that the increasing trend in the impact factor of the *Journal of Behavioral and Experimental Economics* (*JoBEE*) continues. This year the JCR-reported 2-year impact factor for the first time does not need an adaptation to take account of the journal title change in 2014, because it is based on citations in 2017 to articles published in 2015-2016. **The 2-year impact factor has increased to 0.966.** This can be compared to the reported *JoBEE* impact factors of 0.34 in 2015 and 0.809 in 2016. Alternatively (and more meaningfully), we can look at the combined impact factor (computed also based on citations to the former title, *Journal of Socio-Economics* (*JoSE*)) of 0.541 in 2015 and 0.832 in 2016 (see Azar (2016, 2017) for the details on how these combined impact factors were computed). Having the impact factor increase in 2 years by about 80% is impressive and I am glad to see that our efforts in improving the journal yield satisfactory results. Moreover, looking at the current citation data in Web of Science compared to similar data from a year ago suggests that the journal continues to improve in its impact and **the 2018 impact factor (when released in mid-2019) is expected to show another significant increase.**

Table 1 shows a comparison of the impact factor 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*), and the *Journal of Behavioral Finance* (*JBF*). For a comparison that goes back to 1997, see Azar (2017).

Table 1: Impact factor (2-Year) in recent years in several journals

| Year | <i>JEBO</i> | <i>JoEP</i> | <i>ExpEcon</i> | <i>JBF</i> | <i>JoSE/JoBEE</i> (combined between both journals in 2015 and 2016) |
|------|-------------|-------------|----------------|------------|---|
| 2017 | 1.296 | 1.338 | 2.267 | 0.722 | 0.966 |
| 2016 | 1.323 | 1.275 | 2.391 | 0.576 | 0.832 |
| 2015 | 1.374 | 1.677 | 1.836 | 0.314 | 0.541 |
| 2014 | 1.297 | 1.23 | 1.397 | 0.333 | 0.505 |
| 2013 | 0.962 | 1.206 | 2.559 | 0.391 | N/A |

Total cites on Web of Science

JoBEE received in 2017 a total of 211 cites on Web of Science. Recall that these are citations to articles from April 2014 or later, as this number does not include citations to the former title of *Journal of Socio-Economics*. Unfortunately, JCR 2017 no longer reports information for *JoSE* on one hand, and on the other hand also does not combine these citations under the *JoBEE* record. In 2016, the total number of citations to *JoSE* was 1369, and to *JoBEE* it was 127. The large difference between the two numbers reflects the fact that *JoSE* was published more than twenty years whereas *JoBEE* started only in April 2014. 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.

In the absence of accurate data on citations in 2017 to *JoSE*, it is worth mentioning that in 2015 *JoSE* received 1138 citations. This means that from 2015 to 2016 the number of citations increased by about 20.3%, even though the last issue of *JoSE* was published in February 2014, i.e., no new articles to cite were published in 2015 or later. **If the same increase rate also occurred in 2017, it means that *JoSE* received about 1650 citations in 2017, and together with *JoBEE*, over 1860 citations in 2017.**

Submissions and acceptance rate

Table 2 presents statistics on the number of new manuscripts and the number of articles published in 2016-2018. **The total numbers suggest an average acceptance rate of around 20%** (if one omits special issues of the journal, the acceptance rate is lower).

Table 2: Submissions and number of articles published

| Year | New manuscripts submitted (not including revisions) | Number of articles published |
|-------|---|------------------------------|
| 2018 | 431 (annually, based on current numbers) | 88 |
| 2017 | 364 | 78 |
| 2016 | 320 | 58 |
| Total | 1115 | 224 |

Changes in Associate Editors 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.

Recent additions to the list of Associate Editors include Andrew Clark, Urs Fischbacher, Ernan Haruvy, Michael McBride and Bradley Ruffle. On the other hand, recently a few Associate Editors stepped down after serving as Associate Editors for a few years, due to other obligations they have: Andreas Glöckner, Nattavudh (Nick) Powdthavee, and Tim Salmon. I thank the new AEs, the ones who stepped down, and the many AEs who continue, for their excellent work for the journal and for dedicating their scarce time to *JoBEE*.

In addition to the Associate Editors, I want to thank the Editorial Board members, and the journal's referees and authors for their great contribution to the *Journal of Behavioral and Experimental Economics*. I am also grateful to Mark Pingle, the Book Review Editor for the last six years, who does a great job at this position and makes sure the book review section in *JoBEE* is live and interesting.

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.

Ofer H. Azar

Ben-Gurion University of the Negev

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<http://www.oferazar.com/>

References

Azar, Ofer H. (2016), "The combined impact factor of the *Journal of Behavioral and Experimental Economics* and the *Journal of Socio-Economics* increased to 0.541," *Journal of Behavioral and Experimental Economics*, 63, A1-A2.

Azar, Ofer H. (2017), "Editor's report for the *Journal of Behavioral and Experimental Economics*: Impact and submissions analysis and trends," *Journal of Behavioral and Experimental Economics*, 69, A1-A3.

Three Recent Behavioral-Economic Articles by John Tomer

The following articles by John Tomer (Emeritus Professor of Economics, Manhattan College) were published in the *Real-World Economic Review* during 2017-2018:

[“Why Consumers Are Not Sovereign: The Socio-Economic Causes of Market Failure,” Issue 81](#)

Abstract: This paper explains why, contrary to mainstream economics, competitive markets, for important noneconomic reasons, often fail to serve the best interests of society. Markets fail when business people behaving in a purely self-serving way utilize manipulation, deception, and trickery to take advantage of their customers. But it is not inevitable for businesses to act out of excessive self-interest as humans can develop their empathic capacities and become less self-interested.

[“Why Buddhist Economics is Needed: Overcoming Large Scale Biophysical and Socio-Economic Dysfunctions,” Issue 82](#)

Abstract: The functioning of all economies needs to be built on a world vision, an explicit set of values related to society’s economic goals. Societies adopting the world view of Buddhist economics can be expected to use the earth’s resources sustainably and thus experience much less socio-economic and biophysical dysfunction (for example, less climate change and obesity) than can be expected for economies oriented to traditional capitalist values.

[“Realizing Nudging’s Potential: Improving Well-Being and Reducing Socio-Economic Dysfunctions,” Issue 86](#)

Abstract: The human capital deriving from nudges contributes to a nation’s soft infrastructure which complements a nation’s hard infrastructure. “Higher level nudges” (along with more conventional policies) can play a key role in resolving and mitigating obesity as well as making an important contribution to overcoming other severe social problems and societal difficulties.



Research Master in Neuroeconomics

Location: **Maastricht University, The Netherlands**

Application Deadline: **January 15, 2019** (first-round and scholarships), **April 1, 2019** (second round)

Info: 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 15, 2019** (first round and scholarships) and **April 1, 2019**.

The next program starts in **September 2019**.

Matthias Wibral

Maastricht University

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www.maastrichtuniversity.nl/sbe



Summer School in Neuroeconomics

Location: **NYU Shanghai, China**

Summer School Dates: July 8-20, 2019

Application Deadline: **January 20, 2019**

Info: www.shanghai-neuroeconomics.org

We are now accepting student applications for the 2019 Neuroeconomics Summer School!

This upcoming summer, the program will again be held at NYU Shanghai in the heart of the Pudong district from July 8th to July 20th, 2019. Senior graduate students and post-doctoral scholars in neuroscience, psychology, economics, and related disciplines are encouraged to apply. The deadline to submit your application here is January 20th, 2019 @ 11:59 PM EST.

We encourage everyone who receives this poster to spread the word! To learn more about the Neuroeconomics Summer School, please visit www.shanghai-neuroeconomics.org.

For other questions regarding the application process, please contact the Program Administrator Karla Dimatulac at shanghai.neuroeconomics@nyu.edu.

Below are some important links:

Summer School Overview: <http://www.shanghai-neuroeconomics.org/summer-school-overview/>

Application Overview: <http://www.shanghai-neuroeconomics.org/2019-call-for-applications>

Application form: <http://www.shanghai-neuroeconomics.org/2019-student-application-form>

Organizers:

Paul Glimcher

Hilke Plassmann

Agnieszka Tymula

Nathaniel D. Daw

Joseph Kable



Course + Workshop on Behavioral Environmental Economics (Review)

A new Course + Workshop on Behavioral Environmental Economics designed and organized by Oben Bayrak on **11-14 June 2018** received best Ph.D. course from faculty of **Swedish University of Agricultural Sciences (SLU)**, Umeå, Sweden.

Behavioral Economics integrates insights from psychology into economic thinking. It attempts to increase the explanatory power of economic models by incorporating a better understanding of human behavior and its underlying factors using laboratory and field experiments. This course introduced tools and perspective from a behavioral economics and how to apply them to the topics in environmental economics.

- Lecturers of the course were [Arild Angelsen \(Norwegian University of Life Sciences\)](#), [Thomas Aronsson \(Umea University\)](#), [Oben Bayrak \(Swedish University of Agricultural Sciences, SLU\)](#), [Elin van der Heijden \(Tilburg University\)](#), [Chandra Kiran Krishnamurthy \(SLU\)](#), [Sara le Roux \(Oxford Brookes University\)](#), [Camilla Widmark \(SLU\)](#).
- Course was funded by Lillafonden. There was no tuition fee.
- We received applications from all over the world (over 40 applications), filled all the available seats of 25. Students participated from the following countries: Denmark, Finland, Germany, Ghana, India, Italy, New Zealand, Norway, Philippines, Poland, Sweden, Switzerland, Turkey, UK, and USA.
- The Course was a collection of lectures given before lunchtime and student seminars after lunchtime, so students had chance to receive feedback from the expert lecturers and also other students.
- During the course Oben Bayrak initiated a new network on behavioral environmental economics (BEEN), whose first members are the participants and the lecturers of the course. A website and a newsgroup will be launched and network aims to expand in the future. BEEN will serve as a directory and help researchers to find each other and collaborate on related topics.
- Recently, the course received the best Ph.D. course prize from Swedish University of Agricultural Sciences (SLU).
- For more information about the course click [here](#) and [here](#).

Dr. Oben K. Bayrak

Centre for Environmental and Resource Economics

www.obenbayrak.weebly.com

www.sites.google.com/view/obenbayrak



Real-effort task available for use on computerized or pen-and-paper experiments: Finding Letters on Pages (FLP)

Dear SABE members,

If you need a real-effort task that is boring to do, can be done on screen or with a pen and paper, can have varying difficulty levels, is hard to cheat in, and offers several additional advantages, you are welcome to use the Finding Letters on Pages (FLP) task that I developed.

A file, available in both PDF and Word formats, explains the task, provides task pages and questions that can be used as-is or modified, explains the advantages of the task, provides guidelines how to use it and how it can be modified, etc.

This file can be downloaded on:

[Download Finding Letters on Pages \(FLP\) task in PDF format](#)

[Download Finding Letters on Pages \(FLP\) task in Word format](#)

For any questions, you can contact me at azar@som.bgu.ac.il.

All the best,

Ofer

Ofer H. Azar

Ben-Gurion University of the Negev

azar@som.bgu.ac.il

<http://www.oferazar.com/>



Funding Opportunity: Research on Decision Making and Human Behavior in Context

Application Deadline: **May 23, 2019**

Dear SABE members,

Happy New Year from the **Russell Sage Foundation**! The Russell Sage Foundation (RSF) is launching a special initiative on Decision Making and Human Behavior in Context (see: <https://www.russellsage.org/funding/decision-making-and-human-behavior-context>) that supports innovative research on decision making processes and human behavior in the contexts of work, race, ethnicity, immigration, and social, political and economic inequality in the U.S.

We encourage applications by scholars in psychology, political science, sociology, and other social science fields who are pursuing questions consistent with the aims of the Foundation. This initiative complements RSF's long-standing Behavioral Economics Program (see: <http://www.russellsage.org/research/funding/behavioral-economics>) which continues to encourage the submission of proposals.

The first LOI deadline will be **May 23, 2019** at 2pm ET / 11am PT. Read more about the new initiative and apply for funding here: <https://www.russellsage.org/how-to-apply/project-presidential-awards>

If I can provide any additional information, please let me know. I appreciate your time and help disseminating this new initiative!

Best wishes,

Leana

Leana Chatrath

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