

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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GREDEG-CNRS (Groupe de Recherche en Droit, Economie, Gestion, UMR 7321)

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

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Ex Officio Members: Morris Altman, Gerrit Antonides, Ofer Azar, Louis Lévy-Garboua, Mark Pingle, John Tomer, Bijou Yang-Lester.

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SABE President's Communication

Dear SABE community,

It is with a heavy heart that I write to share with you the sad news that John Tomer the founding father of SABE has passed away and was cremated this December 2019.

John made huge personal sacrifices for SABE and for behavioral economic research. We recognized his services in Dublin (see the picture) last September at our IAREP -SABE conference with a lifetime dedication award.



He played tennis until the end and was working on a new book. His humility, persistence and engaging spirit will stay on with us as we move our society forward to achieve what John envisioned and pursued over the past four decades.

Sincerely,

Shabnam Mousavi

President of SABE



*Journal of Behavioral Economics for Policy***Essays in Honor of John Tomer**

Dear colleagues,

John Tomer, our friend and a pioneer in behavioral economics has died.

I am organizing a special issue of JBEP, “Essays in Honor of John Tomer.”

The topics for articles can be any of the following:

- theory of the firm,
- emotional intelligence,
- social capital,
- behavioral economics methodology,
- well-being,
- Buddhist economics.

If you are interested then please send me a title and an abstract to rfrantz@sdsu.edu .

Sincerely,

Roger Frantz

Special Issues Editor, *Journal of Behavioral Economics for Policy (JBEP)*

<https://sabeconomics.org/jbep/>

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2019 SABE-TFI Impact Essay Award (Award Announcement)

Info: <https://sabeconomics.org/news/sabe-tfi-impact-essay-award-2019/>

Dear SABE community,

The **SABE-TFI Impact Essay Award** is established to promote socially applicable results emanating from students' research. We are grateful to all students who took the time to translate their findings into an accessible essay for this purpose, a trend that this award aims at expanding early on along the academic career path.

It is with pleasure that we announce those submissions that are chosen to be recognized for 2019:

HONORABLE MENTION for laudable conduct of research

Mesfin G. Genie, "To wait or not to wait: Preference heterogeneity in kidney transplantation"

SECOND PLACE for tackling sensitive large-scale topics:

Domenica Romeo, "Assessing relational coordination in the health sector: an experimental approach"

Feidhlim McGowan, "Why accumulation bias matters for financial decision making?"

FIRST PLACE for relatable focus on financial wellbeing

Ronaldo Gonzalez Martinez, "Enhancing well-being at the bottom-of-the-pyramid with Nano-finance plus"

All winners will be contacted in 2020 for process of their awards.

For those of you who are interested, you can download the articles of the winners of the student competition on SABE's website: <https://sabeconomics.org/news/sabe-tfi-impact-essay-award-2019/>

Congratulations to award recipients from the evaluation committee,

Gerrit Antonides, Ian Bright, Pete Lunn, and Shabnam Mousavi



2019 SABE/IAREP Conference Review

Location: **University College Dublin, Ireland**

Date: **September 1-4, 2019**

The 2019 IAREP conference was organized by Liam Delany of University College Dublin, Ireland, from September 1 to 4, 2019. With close to 300 participants, the conference was well attended and Corke Park provided a memorable setting for a successful conference. An engaging Kahneman lecture was held by Annamaria Lusardi. The three keynote lectures by Arie Kapteyn, Warren Thorngate, and Wilhelm Hofmann were inspiring. Social highlights included the opening ceremony at the historic Smock Alley, the river cruise, and the gala dinner at Croke Park. The conference website is still accessible at <https://iarep.ucd.ie/>. A big thank-you to Liam Delaney, Leo Lades, and the Dublin team!

Dublin survey results

A total of 72 responses we received in a follow-up survey to the Dublin conference participants (28% response rate). The average rating of the Dublin conference is an excellent 4.3 on a scale from 1 to 5. For the upcoming conferences, concerns about costs were most often mentioned with regard to the Kristiansand conference; timing was second. With regard to Moscow, cost, location and timing were mentioned by equal numbers of respondents.

Fee waiver awardees:

- Jeff Healy, Athabasca University Faculty of Business, Canada, Advisor: Janice Thomas
- Jamelia Harris, University of Oxford, UK, Advisor: Christopher Adam
- Alvaro Chacon, Pontificia Universidad Católica, Chile, Advisor: Tomas Reyes

“Once again I would like to thank IAREP for the conference fee waiver award. This was my first academic conference and was very valuable for me. The Early Career Workshop was an excellent start to the week. I received valuable feedback on my work so far, and met other doctoral students who made the rest of the week that much more enjoyable. I also received valuable feedback during the poster session from a number of people, and I had interesting and helpful conversations with the presenters on either side of me who had similar interests. Dr. Lusardi's keynote presentation helped clarify some of the questions I will use during the data collection stage of my research, and I also noted a number of helpful references which I hadn't read yet. Other presentations provided further ideas and references, especially Dr. Maison's work. We spoke after and she provided me with advice, feedback, and sent me a chapter of her book. In all, the conference was both enjoyable and productive. It certainly exceeded my expectations and I achieved my goals that I laid out for myself prior to the conference.”

“I presented a paper in the Labor Markets sessions of the first set of parallel sessions. My presentation was well-received, and some interesting questions were posed. Some of which will be incorporated into an updated version of the paper. My research primarily sits in the field of International Development/Development Economics. Hence it was interesting to attend sessions that are more focused on measurement of latent traits, and to get more insight on how current research has tried to

improve the validity and reliability in measuring psychological constructs which are often used in development economics. I also enjoyed the many social events organized by the conference team, and the opportunity to meet a vast selection of people who work in behavioral economics and experimental methods from all over the world. All in all, the trip was very useful and productive, and was greatly assisted by the financial support from the PhD fee waiver award. I am now able to update the paper post-conference; and progress to the third and final empirical chapter of my thesis.”

“Attending the IAREP/SABE 2019 conference was a professionally rewarding experience. I want to congratulate the organizers for every detail. First of all, the venue was a great choice. Croke Park has excellent rooms, and the view of the field was breathtaking. I enjoyed a lot the keynote lectures, particularly the one on financial literacy given by Professor Lusardi. For me, a highlight of the event was attending the SABE early career researcher workshop, held on the first day. Sharing with other researchers that are in a similar stage than mine, and also receiving quality advice from experienced professors in our research topics, was very useful. I enjoyed socializing with colleagues from other institutions during those days: the gala dinner and the boat trip were excellent moments to have fun and meet other researchers. Definitely, I really liked attending the conference, and I appreciate the effort done by IAREP and SABE coordination committee. Thank you very much, and I hope to participate in another conference soon.”

Cäzilia Loibl

IAREP Honorary Secretary

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2020 SABE Conference in Moscow (Final Announcement)

Location: **Higher School of Economics, Moscow**

Date: **July 22-26, 2020**

Submission Deadline: **March 1, 2020** (for thematic sessions), **March 15, 2020** (for papers)

Info: <https://sabe2020.hse.ru/>

The Annual SABE 2020 conference will be hosted by the Higher School of Economics, Moscow, Russia, on July 22 to 26, 2020. The main theme of the conference shall be “Experiments, cooperation and competition around the Globe”.

Applications in all fields of experimental and behavioural economics are welcomed. The conference website and the call for papers can be found at <https://sabe2020.hse.ru/>.

Please submit your extended abstract of max. 1000 words or full paper until March 15, 2020.

Proposals for symposium (sessions solicited by the convenor(s)) are also welcomed until March 1, 2020.

Keynote speakers at the conference shall be:

Marie Claire Villeval, University of Lyon (Simon lecturer)

Simon Gaechter, University of Nottingham

Martin Kocher, University of Vienna

Inquiries about the conference can be addressed to Alexis Belianin (abelianin@hse.ru).

We are looking forward to meeting you in Moscow!

Alexis Belianin

Higher School of Economics, Moscow

(In the name of the local organizing committee)



2021 SABE/IAREP Conference in Nice (First Announcement)

Location: **Université Côte d'Azur, Nice**

Conference Dates: **Within the first two weeks of July 2021**

Conference venue:

The IAREP/SABE 2021 Conference will be held in Côte d'Azur : [Campus Saint Jean d'Angély](#), University Conference Centre, 5 rue du 22ème B.C.A., 06357 NICE Cedex 04.

The conference venue can be easily reached by flying to the [Nice Côte d'Azur Airport](#), an international airport located 7 km southwest of Nice. It is the third busiest airport in France (after the two airports in Paris) and serves as a focus city for Air France and an operating base for EasyJet.

Conference dates:

We are still discussing about the exact date of the conference, which will be held in a time slot included in the *first two weeks of July 2021*. Indeed, since we have been told that the Economic Science Association (ESA) 2021 World Meeting will be held in Lyon (1-hour direct flight or a 4-hour train to Nice) around July 10th 2021, and we know that several SABE and some IAREP members usually attend this meeting, we are trying to coordinate with ESA organizers on the dates, such that the two conferences can be held during two consecutive weeks, e.g., with a 1-day delay.

We think that the localization of the conference in Nice – easily reachable by flight from Europe, North Africa, Middle East and US – and the conference venue in the Center of Nice – with lots of available facilities, and at walking distance from the historical center and the seaside (Promenade des Anglais) – would help attendants enjoy traditional French-Italian food, music and atmosphere that will characterize institutional social events and allowed free time.

The Conference Organizers:

Giuseppe Attanasi, Agnès Festré and Michela Chessa

GREDEG (Groupe de REcherche en Droit, Economie et Gestion)

Université Côte d'Azur, Nice

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SABE SESSIONS AT INTERNATIONAL CONFERENCES

SABE Session at ASSA/AEA meetings: Morality and Social Dilemmas in Society

Location: **Manchester Grand Hyatt San Diego, Cove**

Date: **January 4, 2020 (08:00 AM - 10:00 AM)**

The following SABE session at the ASSA meeting is meant to demonstrate state-of-the-art behavioral theory and experimental methodology while also highlighting the broad applicability of social dilemmas in everyday life.

Please find below and on the websites of the [ASSA/AEA](#) all further information.

Session Chair: Angela C. M. de Oliveira (University of Massachusetts-Amherst)

Papers/presentations:

1) Rational Choice in Games with Externalities and Contractions

James Cox (Georgia State University), Vjollca Sadiraj (Georgia State University) and Susan Xu Tang (Georgia State University)

2) Status and Trust in Representative Leaders: A Lab-in-the-Field Experiment in Rural Sarawak

Abhijit Ramalingam (Appalachian State University), Nor Izzatina Abdul Aziz (National University of Malaysia) and Robert Sugden (University of East Anglia)

3) Information and Collective Action in Angolan Schools

Danila Serra (Texas A&M University), Vincenzo Di Maro (World Bank), Stefan Leeffers (Nova University of Lisbon) and Pedro Vicente (Nova University of Lisbon)

4) Civic Engagement as a Second Order Public Good: An Experiment

Louis Putterman (Brown University), Jean-Robert Tyran (University of Vienna) and Kenju Kamei (Durham University)

Discussant(s)

Nathan Chan (University of Massachusetts-Amherst)

Irene Mussio (McMaster University)

Sheheryar Banuri (University of East Anglia)

Billur Aksoy (Rensselaer Polytechnic Institute)

JEL Classifications

D9 - Micro-Based Behavioral Economics



SABE Sessions at the 16th Western Economics Association International Conference

Location: **Fudan University School of Economics, Shanghai, China**

Date: **March 19-22, 2020**

Info: <https://weai.org/conferences/view/7/16th-International-Conference>

As in the previous edition of the Western Economics Association International (15th WEAI) Conference held in Keio University Tokyo (<https://www.weai.org/conferences/view/1/15th-International-Conference>), also in the 16th edition of the WEAI Conference – held in Fudan University School of Economics, Shanghai next March 19-22, 2020 –, Morris Altman and colleagues have organized SABE sessions. SABE sessions, timetable and organizers are reported below.

Full details available at <https://weai.org/files/view/82/Prelim-Prog-Shanghai2020.pdf?t=20191219> :

Friday, March 20@ 8:30 AM–10:15 AM

BEHAVIOURAL MARKETS

Organizers: **Morris Altman** (University of Dundee), **Beryl Y. Chang** (New York University) and **Hannah Altman** (Queensland University of Technology)

Friday, March 20@ 12:45 PM–2:30 PM

ETHICS AND BEHAVIOURAL ECONOMICS

Organizers: **Morris Altman** (University of Dundee), **Beryl Y. Chang** (New York University) and **Hannah Altman** (Queensland University of Technology)

Friday, March 20@ 2:45 PM–4:30 PM

TAKING UNCERTAINTY SERIOUSLY: SIMPLE HEURISTICS FOR A COMPLEX WORLD

Introduction: **Beryl Y. Chang** (New York University)

Keynote Speaker: [**GERD GIGERENZER**](#) (Max Planck Institute for Human Development)

Saturday, March 21@ 8:30 AM–10:15 AM

BEHAVIOURAL DECISION-MAKING IN PRACTICE

Organizers: **Morris Altman** (University of Dundee), **Beryl Y. Chang** (New York University) and **Hannah Altman** (Queensland University of Technology)

Saturday, March 21@ 12:45 PM–2:30 PM

GROUP BEHAVIOUR AND POLICY

Organizers: **Morris Altman** (University of Dundee), **Beryl Y. Chang** (New York University) and **Hannah Altman** (Queensland University of Technology)

Saturday, March 21@ 2:45 PM–4:30 PM

EXPLAINING DECISION-MAKING: INSTITUTIONS, COSTS AND INFORMATION

Organizers: **Morris Altman** (University of Dundee), **Beryl Y. Chang** (New York University) and **Hannah Altman** (Queensland University of Technology)

Saturday, March 21@ 4:45 PM–6:30 PM

EXPERIMENTS IN BEHAVIORAL ECONOMICS

Organizer: **Rudy A. Santore** (University of Tennessee, Knoxville)

SABE Sessions at the 95th Western Economics Association Annual Conference

Location: **Grand Hyatt Denver, Denver, CO, US**

Date: **June 26-30, 2020**

Deadline: **January 17, 2020**

Info: <https://weai.org/conferences/view/8/95th-Annual-Conference>

Last year the Society for the Advancement of Behavioral Economics (SABE) organized 15 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 2020 WEAI annual conference, which will be held in Denver, CO, June 26-30, 2020 (see <https://weai.org/conferences/view/8/95th-Annual-Conference> for additional details regarding the conference).

If you would like to present a paper please complete the following [submission form](#) by Friday, January 17, 2020 (you can also [click this link for the submission form](#)).

If you would like to propose a session please email me (jifcher@scu.edu) by January 17, 2020 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 Ifcher

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



NEXT CONFERENCES

11th Annual Meeting of the Southern Europe Experimental Team (SEET)

Location: **Naples, Italy**

Conference Dates: **February 6-8, 2020**

Submission Deadline: **January 07, 2020**

Info: <http://www.seeteam.org/workshop2020/>

The Experimental Community of Southern Europe is pleased to announce the **11th Southern Europe Experimental Team's Meeting (SEET Workshop 2020)**.

The meeting is organized by the Department of Economics of the University of Campania "Luigi Vanvitelli" and will be held in Naples (Italy) on **February 6-8, 2020**.



The meeting promotes active interaction among researchers in experimental economics, behavioral economics and related areas. We also encourage theoretical contributions. A list of potential topics/sessions includes, but is not limited to, (behavioral) game theory, social preferences, risk attitudes, monetary and non-monetary incentives, real and financial markets, field experiments, industrial organization, labor economics, gender economics, networks, and neuroeconomics. Prospective contributors are invited to submit abstracts of their papers to the organizers by **January 07, 2020**.

The scientific committee <http://www.seeteam.org/members/> will evaluate the submissions and will notify the results by **January 10, 2020**.

Naples is one of the most important southern Italian cities. It is well-known for its historical heritage, its typical Mediterranean landscapes and its location in one of the most beautiful parts of the Mediterranean sea: <https://en.wikipedia.org/wiki/Napoli>.

The workshop venue will be at one of the most prestigious hotels on Naples seafront:

Hotel Royal Continental: <http://www.royalgroup.it/royalcontinental/en>



Submissions:

Abstracts should be sent by email to the three conference organizers:

Patrizia Sbriglia (University of Campania – Luigi Vanvitelli, Capua): patrizia.sbriglia@unicampania.it

Marcello Puca (University of Bergamo & Webster University Geneva): marcello.puca@unibg.it

Marco Stimolo (University of Campania – Luigi Vanvitelli, Capua): mrcstimolo@gmail.com

Submission deadline: **January 07, 2020**

Your submission should contain: title, e-mail address, name(s) of the author(s) and affiliations, topic and keywords.

Registration fees:

Early registration (until January 15th) 160€

Regular fee (from January 16th) 180€

The conference registration includes admission to scientific sessions, conference materials and secretarial support.

The deadline for registering for the conference for presenting authors ends on February 1st, 2020.

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11th Thurgau Experimental Economics Meeting: “Information and Behaviour”

Location: **Kreuzlingen, Switzerland**

Conference Dates: **April 7-9, 2020**

Submission Deadline: **January 22, 2020**

Info: www.theem.ch

The topic of the 11th Thurgau Experimental Economics Meeting, organized by the Thurgau Institute of Economics at the University of Konstanz, is “Information and Behaviour”.

Information is crucial for every decision, but how people deal with information is often far from perfect. We would like to discuss questions related to the role of information for behavior, in particular questions related to (i) the acquisition of information (e.g. information cost, attention, information neglect), (ii) the use of information (e.g. beliefs updating, motivated reasoning), and (iii) the transmission of information (e.g. signaling, strategic communication, impression management). These topics are central not only for economics but for all behavioral and social sciences. For this reason, this conference brings together researchers from different fields studying the role of information for behavior – and how behavior conveys information. We welcome contributions on these questions from economics as well as from other disciplines, such as psychology, political science, sociology, or management.

Keynote speakers: *Marina Agranov* and *Andrew Caplin*

If you would like to present your research, please submit an extended abstract (max. 2000 characters, or about 300 words) in .txt format to www.theem.ch by **January 22, 2020**. The conference fee is EUR 200 (including coffee breaks and the conference dinner).

Sincerely,

Urs Fischbacher

Sebastian Fehrler

Katrin Schmelz

Irenaeus Wolff

45th IAREP Annual Conference in Kristiansand

Location: **School of Business and Law at the University of Agder, Kristiansand, Norway**

Conference Dates: **June 11-14, 2020**

Submission Deadline: **January 25, 2020** (for thematic sessions), **February 01, 2020** (for papers)

Info: <https://www.uia.no/en/conferences-and-seminars/iarep-conference-2020>

We welcome contributions from all areas of economic psychology, behavioural economics, judgement and/or decision making. The conference website is now open for submissions of (extended) abstracts/full papers (submission deadline is February 1st 2020). We also welcome suggestions for relevant thematic sessions (deadline January 25th 2020). Suggested topics for thematic sessions will be published on the conference website.

The IAREP-conference is the host of the Kahneman lecture, and in 2020 this lecture will be given by **Barbara Mellers** (Pennsylvania University).

Keynote addresses will also be given by:

Erich Kirchler (University of Vienna),

Lucia Reisch (Copenhagen Business School),

Bertil Tungodden (Norwegian School of Economics).

The conference starts Thursday morning the 11th of June with a workshop for PhD-students/early career researchers. The main conference starts Thursday afternoon with a reception, opening ceremony, and a keynote speech. We plan that the keynote will be followed by a discussion of the future of economic psychology.

Friday the 12th and Saturday the 13th of June will be full conference days, with parallel sessions of paper presentations, a poster session, keynote addresses, the IAREP General Assembly, and of course, an enjoyable social program. On Sunday the 14th, there will be parallel sessions and a key note speech before the conference ends with a late lunch.

For updates about the program, scientific committee, travel and accommodation, registration, student paper competition, etc, check the conference webpage: <https://www.uia.no/en/conferences-and-seminars/iarep-conference-2020>

You may submit (extended abstracts) and full papers between now and February 1st. You find a link to the submission page at the website.

We are looking forward to welcoming you in Kristiansand!

Ellen Nyhus

Professor UiA , School of Business and Law - Dep. of Management

(In the name of the local organizing committee)



3rd European Association of Young Economists (EAYE) Workshop, Innsbruck

Location: **University of Innsbruck**

Conference Dates: **April 29 – May 01, 2020**

Submission Deadline: **February 01, 2020**

Info: <https://www.uibk.ac.at/credence-goods/events/eaye2020/>

We are pleased to announce that the European Association of Young Economists (EAYE), in collaboration with the University of Innsbruck, invites you to apply for the 3rd EAYE Workshop, which will take place in Innsbruck (Austria) from April, 29 to May, 01 2020.

We welcome applications from young researchers (below the age of 35 years and non-tenured) on all topics applying experimental methods, be it field experiments and experiments with non-standard subjects.

You can find more details and submit your extended abstract (up to max. 1,000 words) until 1st of February 2020 on our workshop website: <https://www.uibk.ac.at/credence-goods/events/eaye2020/>

We are looking forward welcoming you in Innsbruck,

Parampreet Christopher Bindra and ***Helena Fornwagner***

University of Innsbruck

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VI International Scientific School for Young scientists on Economic Policy and Economic Behavior of the Population

Location: **Stolypin Volga Region Institute of Administration**

Conference Dates: **February 25-29, 2020**

Submission Deadline: **February 3, 2020**

Program: http://cper.ru/winter_school_eng_2020.pdf

We are pleased to invite you to take part in the VI International Scientific School for Young scientists on Economic Policy and Economic Behavior of the Population on February 25-29, 2020, which is annually held at the Stolypin Volga Region Institute of Administration - a branch of the RANEPA, Center of Psycho-Economics Researches, Laboratory of economic behavior.

The main objectives of the scientific school are:

- the formation of systemic interdisciplinary thinking in the field of understanding of economic processes (from neurophysiological to macrosocial);
- development of skills for conducting research in the field of economic policy;
- familiarization with current trends in the development of psychology of economic policy and geopolitics;
- development of cooperation between young scientists from different regions and countries;
- ensuring international mobility of young scientists.

The school work program:

LECTURES and expert workshops of leading economic psychologists, behavioral economists and experts in the field of economic policy;

PROBLEM BUSINESS AND ROLE GAMES;

ECONOMIC-PSYCHOLOGICAL SIMULATORS;

PRESENTATION of new publications and distribution of classic works in the field of modern methodology, economic psychology, behavioral economic theory and classical economic theory;

DEVELOPMENT AND PROTECTION of research projects under the leadership of leading world researchers in the field of economics, economic psychology and behavioral economics;

PARTICIPATION in the international student model of the Shanghai Cooperation Organization (SCO).

Applications for participation in the school are accepted as speakers, scientific consultants, leading master classes. The Organizing Committee reserves the right to select candidates that are most relevant to the subject of a scientific school.

Application for participation in the conference sent to e-mail: ecpsy_school@ipei.ru with the note "Last name, initials. On the scientific school of economic psychology".

The application for the school includes:

1. CV (scientific questionnaire)
2. Filled application

The last day to apply for participation in a scientific school is February 3, 2020.

Results will be announced before February 7, 2020.

Arrangement fee Early registration (before January 20, 2020): 50 Euro.

Late registration (until February 3, 2020): 200 Euro.

Download application letter: http://cper.ru/%D0%90pplication_winter_school_2020.docx

Workshop on The Art and Science of Applying Behavioural Science, Stirling

Location: **University of Stirling, UK**

Conference Dates: **April 3, 2020**

Submission Deadline: **February 14, 2020**

Info: <https://www.stir.ac.uk/events/calendar-of-events/2020/april/the-art-and-science-of-applying-behavioural-science/>

The Behavioural Science Centre at the University of Stirling invites researchers and practitioners to take part in a one-day event (on April 3, 2020), entitled: The Art and Science of Applying Behavioural Science - Gathering Evidence on the Process of Collaborating with Non-academic Partners.

Theme of the talks

We invite researchers and practitioners who have run collaborative experiments to present their studies, but with a focus that differs from that typically sought in academic conferences. We want researchers to talk us through the process of collaboration - from the process of agreeing on a research question, study design and data collection, through to implementation of the results in practice. We are particularly keen to learn about compromises, amendments to the initial design and the lessons learnt along the way.

Motivation

There is increasing recognition that experimentation merits a place in policy and business practice. A bewildering number of effects, heuristics and theories are being published and some suggest opposing treatment effects. It can then be difficult to predict the outcomes of interventions *ex ante*. Moreover, the diversity and complexity of contextual influences on behaviour can lead to interventions having the reverse effect than expected when implemented in a field setting (e.g. Mishra, Mishra and Masters, 2011; Robinson and Comerford, 2019).

At the same time, the award of the Nobel Prize in economics to Duflo, Banerjee and Kremer marks a formal recognition that experimentation offers uniquely valuable evidence for informing policy and strategy.

One critique of experimentation is that it can be time-consuming and resource intensive (Pawson, 2006). The goal of this event is to collate evidence from researchers and practitioners on techniques to run field trials efficiently.

The event is a forum for sharing experiences of collaboration between researchers and practitioners. While there is much written about the theory of evidence-based policy, there is little on the practicalities of managing a team comprising very different backgrounds, professional experiences and perhaps even goals. The talks will be by researchers and practitioners and will cover the following:

- How did the idea of collaboration get started?
- How did researchers frame the goals of their research to overcome status quo bias and understandable caution in organisations?
- What unanticipated difficulties have been encountered during the course of the project?

Submission details

Deadline for applications is Friday February 14.

Please submit your application by email, with the subject line “abstract for Behavioural Science in Practice event”. Abstracts should be no more than 250 words, describing your project and how it addresses the themes above. Please submit to david.comerford@stir.ac.uk and simon.mccabe@stir.ac.uk

7th International Meeting on Experimental and Behavioral Social Sciences (IMEBESS)

Location: **University of Lyon, France**

Conference Dates: **May 28-30, 2020**

Submission Deadline: **February 28, 2020**

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

The Nuffield Centre for Experimental Social Sciences of the University of Oxford (CESS) is pleased to announce the Seventh International Meeting on Experimental and Behavioral Social Sciences (IMEBESS) at the University of Lyon, Lyon, France, on 28-30 May 2020.

The conference is locally organized by Marie Claire Villeval along with conference organizer Noah Bacine (CESS Nuffield). The IMEBESS organizing committee consists of Jordi Brandts (Institut d'Anàlisi Econòmica (CSIC) and Barcelona GSE), Raymond Duch (Nuffield College, Oxford University), Enrique Fatás (Loughborough University), Laura Fortunato (University of Oxford) and Diego Gambetta (European University Institute).

We are very fortunate to have three outstanding confirmed speakers:

Carsten K.W. De Dreu (CREED University of Amsterdam),

Rachel Kranton (Duke University)

Rohini Pande (Harvard Kennedy School).

Both theoretical and empirical papers on topics in all areas of the social sciences, such as experimental and behavioral economics, sociology, political science, and psychology are encouraged. The deadline for submitting extended abstracts is 28 February 2020. Authors will receive notification of acceptance by 9 March 2020.

Further information and instructions for submissions are available on the conference web site:

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

Raymond Duch

Official Fellow & Director, Centre for Experimental Social Sciences, Nuffield College

2020 World Meeting of the Economic Science Association (ESA)

Location: **Barnard College of Columbia University, New York, US**

Conference Dates: **June 17-20, 2020**

Submission Deadline: **March 10, 2020**

Info: www.barnard.edu/esa2020world

It is my pleasure to announce the 2020 World Meeting of the ESA will take place at Barnard College of Columbia University in New York City from June 17th (welcome reception) to June 20th, 2020.

Keynote addresses will be given by:

Roland Benabou (Princeton University)

Andrew Schotter (New York University)

Lise Vesterlund (University of Pittsburgh)

Important dates:

March 10, 2020 deadline to submit abstracts

March 20, 2020 notification of acceptance

April 10, 2020 early registration deadline

May 15, 2020 late registration deadline

You can find more details about the conference at: www.barnard.edu/esa2020world

On behalf of the program committee, I look forward to seeing you this summer!

Best,

Homa Zarghamee

Department of Economics, Barnard College



JOURNAL SPECIAL ISSUES

(Call for Papers)

Experimental Economics

“Symposium of pre-results review in experimental economics”

Submission Deadline: **January 15, 2020**

Website: <https://link.springer.com/article/10.1007/s10683-019-09611-4>

Guest Editors:

Urs Fischbacher (University of Konstanz, Germany) [E-Mail](#) [Website](#)

Irenaeus Wolff (University of Konstanz, Germany) [E-Mail](#) [Website](#)

Abstract:

Papers to appear in the *Experimental Economics* Symposium “Pre-Results Review” will go through two stages, a *proposal stage* and a *full-paper stage*. In both stages, there will be a review process, although the criteria for the two stages are different. A proposal is similar to a full paper without a results section. In place of the results section, authors specify the statistical analyses to be executed once the data are collected (after the proposal has been accepted). The proposal further includes a power analysis and a brief (three-sentence) strategy-method conclusion. Proposals will be assessed based on the importance of the research question, on whether the proposal specifies all details of the experiment and subsequent analyses, and whether the design allows one to answer the research question, which includes the issue of whether the study will have sufficient power. The editors may ask for changes to the proposed experimental design and procedures at this stage if they make a revise and resubmit decision.

Once a proposal has been accepted, the authors run the experiment and write the paper. For the full-paper review, there are two cases: the authors submit a ‘minimal version’ of the paper that does exactly what the authors had promised, or the authors submit an ‘extended version’ that includes additional parts. If the authors submit a ‘minimal version’, the full-paper review merely serves to check that the experiment and statistical analysis indeed were exactly as specified in the proposal (notably also that the authors did not leave out any pre-specified analyses). This is a possibility that will always be open to the authors, even if they first try to submit an ‘extended version’ which is rejected in the full-paper review stage. If the authors instead submit an ‘extended version’ with additional treatments, additional statistical analyses or any other additions, the full-paper review will fall into two different parts: the part of the paper that coincides with the ‘minimal version’ will only be checked as outlined above. All additional parts have to be marked as such, and will be subject to the standard review criteria that also apply for standard submissions.

Timeline for the Special Issue:

- Deadline for submissions to the Special Issue: 15th January, 2020;
- Stage-1 reviewing process (to be completed by 15th July, 2020);
- Gathering of data and completion of Stage-2 submission (submission deadline: 15th March, 2021);
- Stage-2 reviewing process (to be completed by 31st July, 2021);
- Symposium to appear in the *Experimental Economics* autumn or winter issue of 2021.



*Journal of Economic Behavior and Organization***3 Special Issues with Keywords “Behavioral” and/or “Experimental” Economics**

Theoretical and Experimental Monetary EconomicsSubmission Deadline: **January 30, 2020**Website: <https://www.journals.elsevier.com/journal-of-economic-behavior-and-organization/call-for-papers/special-issue-on-theoretical-and-experimental-monetary-econo>**Abstract:**

While experimental methods are widespread in microeconomics, they are less common in macroeconomics and finance. Experimental methods, however, have important advantages also in these fields. Specifically, during the recent decades, monetary models have been built on explicit micro foundations leading to well-founded laboratory implementations.

The purpose of this special issue is to gather frontier research related to the use of experimental methods in exploring and developing monetary theory and the impact of macroeconomic policies.

Institutions, Culture and Religion in Economic HistorySubmission Deadline: **April 1, 2020**Website: <https://www.journals.elsevier.com/journal-of-economic-behavior-and-organization/call-for-papers/special-issue-on-institutions-culture-and-religion>

The *Journal of Economic Behavior and Organization* invites researchers to submit papers for a special issue on Institutions, Culture and Religion in Economic History for a special issue to be published in Spring 2021. We welcome submissions that focus on all parts of world including Asia, Africa and South America. We welcome both empirical papers and more theoretical contributions.

Abstract:

A growing body of research has pointed to the importance of institutions in economic history. Rigorous empirical work has demonstrated the importance of colony legacy, slavery, and state history. In particular, recent work highlights the importance of culture and religion and critical determinants of institutional performance. This special issue will invite papers that speak to these topics and bring new data and evidence to bear on issues such as institutional change, cultural persistence, and the relationship between religion and political economy.

For more information, please click [here](#).

Survey Data, Expectations and the MacroeconomySubmission Deadline: **November 30, 2020**Website: <https://www.journals.elsevier.com/journal-of-economic-behavior-and-organization/call-for-papers/survey-data-expectations-and-the-macroeconomy>

Guest Editor:

Joscha Beckmann (University of Greifswald, Germany) [E-Mail](#) [Website](#)

Robert L. Czudaj (Chemnitz University of Technology) [E-Mail](#) [Website](#)

Abstract:

Understanding expectation building is of crucial importance for both policymakers and academics. The famous Lucas critique has triggered a wide interest in the modeling of expectations. Influencing expectations and reducing disagreement among forecasters has also emerged as one of the most important policy tools conducted by central banks in the aftermath of the global financial crisis.

Survey data of professionals and households is analyzed both at the aggregated and disaggregated level from different perspectives. Recent theoretical contributions have deepened our understanding of expectation building in the context of noisy and sticky information models. Heterogeneous expectation models are also widely used as a cornerstone of theoretical models. At the aggregated level, forecast errors and disagreement among forecasters have also attracted considerable attention as uncertainty measures.

Several questions are still controversially discussed despite the rich amount of conducted research. Uncertainty entertains various transmission channels to the real and financial sector and somehow remains an ambiguous concept. Also, neither the effects of uncertainty nor signaling and uncertainty channel are yet fully understood.

Keywords:

- Macroeconomic effects of uncertainty
- Forecast errors and overshooting of expectations
- Spillover effects in expectations and uncertainty
- Uncertainty and disagreement modeling
- Monetary and fiscal policy transmission in times of uncertainty
- Determinants and updates of individual forecasts
- Information rigidities and heterogeneous expectations
- Household and professional expectations
- Experimental evidence on expectations and uncertainty

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GAMES

5 Special Issues with Keywords “Behavioral” and/or “Experimental” Economics

Behavioral Game TheorySubmission Deadline: **January 30, 2020**Website: https://www.mdpi.com/journal/games/special_issues/Behavioral_Game_Theory**Guest Editor:***Russell Golman* (Carnegie Mellon University, Pittsburgh, United States) [E-Mail](#) [Website](#)**Abstract:**

Humans display pervasive and systematic departures from rationality, which cannot be accounted for by the traditional Nash equilibrium prediction or its various refinements. This has led to the growth of behavioral game theory, which acknowledges bounded rationality, learning, and social preferences. This special issue of Games brings together articles about how people actually make strategic decisions in game theoretic situations. We are looking for both theory and experiments, and especially for research that ties them together. We are particularly interested in the process of strategic decision making, and in research that models or observes response time, attention during deliberation, and/or stochastic choice in games.

Keywords:

- bounded rationality
- cognitive hierarchy theory
- dual accumulator model
- level-k reasoning
- limited iterated reasoning
- noisy introspection
- payoff sensitivity
- psychological game theory
- quantal response equilibrium
- salience

Experiments on Communication in GamesSubmission Deadline: **May 30, 2020**Website: https://www.mdpi.com/journal/games/special_issues/Experiments_Communication**Guest Editors:***Caleb A. Cox* (Virginia Commonwealth University, Richmond, VA, US) [E-Mail](#) [Website](#)*Brock Stoddard* (Appalachian State University, Boone, NC, US) [E-Mail](#) [Website](#)**Abstract:**

Communication can have a large impact on behavior in many games, and content analysis of communication in experiments is a powerful tool for understanding strategic thinking. This Special Issue focuses on experimental studies of communication in games. Potential topics include, but are not limited to, sender–receiver games, the impact of pre-play communication in games, communication in group identity tasks, and content analysis of communication. Any type of communication may be considered, including costly or costless, limited or free-form, and electronic or face-to-face. We welcome submissions using laboratory experiments, field experiments, or meta-analyses of experimental results.

Keywords:

- Communication
- Game theory
- Strategic thinking
- Laboratory experiments
- Field experiments

Impact of Overconfidence and Optimism on Individual DecisionsSubmission Deadline: **June 18, 2020**Website: https://www.mdpi.com/journal/games/special_issues/Individual_Decisions**Guest Editor:***Luís Santos-Pinto* (University of Lausanne, Switzerland) [E-Mail](#) [Website](#)**Abstract:**

Humans display overconfidence and optimism in a large variety of economically relevant situations. A growing literature in experimental economics shows overconfidence and optimism influence individual and strategic decision-making. On the theory side, the focus has been on explaining why humans display these biases, on determining their costs and benefits, and their impact on market and nonmarket interactions. This Special Issue of Games seeks experimental and theoretical contributions on overconfidence and optimism. The list of keywords included below identifies some of the suitable topics, but it is not exhaustive. For this Special Issue we are particularly interested in understanding how overconfidence and optimism evolve over time, how they persist after repeated feedback, their role on individual decision-making, their partial and general equilibrium effects, and their impact on strategic interactions such as market entry, bargaining, contracting, tournaments, and teamwork.

Keywords:

- overconfidence
- optimism
- incentives
- contracts
- firms
- consumers
- workers
- partial equilibrium
- general equilibrium
- laboratory experiments

Experiments on Dishonesty in Strategic InteractionsSubmission Deadline: **September 1, 2020**Website: https://www.mdpi.com/journal/games/special_issues/Dishonesty**Guest Editors:***Rainer Michael Rilke* (WHU Otto Beisheim School of Management, Vallendar, Germany) [E-Mail](#) [Website](#)*Stefania Bortolotti* (MPI for Research On Collective Goods, Bonn, Germany) [E-Mail](#) [Website](#)**Abstract:**

A large body of economic experiments on dishonest behavior in games has generated many insights into the general principles of ethical behavior. The majority of papers in this field have focused on

individual decision-making environments and explored individual and situational determinants of dishonest behavior. The Special Issue “Experiments on Dishonesty in Strategic Interactions” encourages submissions of experiments where dishonesty unfolds in strategic interactions, i.e., where a subject’s dishonest conduct has immediate consequences for others. Relevant topics include (but are not limited to) lying in collaborative situations, the effect of competition on dishonest behavior, and the role of peer pressure, reputation, observability, and accountability (whistleblowing) for lying. We accept both laboratory and field experiments. To promote the verifiability and replicability of empirical results, submissions should include a power analysis, and all data should be made available upon publication.

Keywords:

- Experiments
- Lying and dishonesty
- Strategic interaction

Social Preferences in the Trust Game

Submission Deadline: **September 30, 2020**

Website: https://www.mdpi.com/journal/games/special_issues/Trust_Game

Guest Editors:

Giuseppe Attanasi (Université Côte d'Azur, Nice, France) [E-Mail](#) [Website](#)

Pierpaolo Battigalli (Università Bocconi, Milan, Italy) [E-Mail](#) [Website](#)

Elena Manzoni (Università degli Studi di Verona, Verona, Italy) [E-Mail](#) [Website](#)

Abstract:

The Trust Game is a stylized social dilemma in which the trustor may take a costly action that generates a social return, and the trustee decides how to divide such return between himself and the trustor. Due to its simple structure, the Trust Game has been widely used in the literature to study – theoretically and/or experimentally – several types of trustees’ social preferences, including distributional preferences such as inequity aversion or revealed altruism, and belief-dependent preferences such as guilt aversion, reciprocity, shame aversion and other image concerns. As shown by all these studies, the Trust Game is a powerful tool for both theoretical and experimental work. Indeed, several other distributional and belief-dependent preferences may affect players’ behavior in the Trust Game. Games will publish a special issue which aims to gather theoretical and experimental work on social preferences in the Trust Game. Relevant topics include (but are not limited to):

- distributional preferences of the trustor and the trustee;
- belief-dependent preferences of the trustor and the trustee;
- evolution of social preferences through repeated interaction.

Keywords:

- Trust Game
- Belief-dependent preferences
- Distributional preferences
- Evolution of preferences
- Experiments



*Sustainability***“New Patterns in Consumer Behavior”**

Submission Deadline: **August 31, 2020**

Website: https://www.mdpi.com/journal/sustainability/special_issues/New_Behavior

Guest Editors:

Edoardo Lozza (Catholic University of the Sacred Heart, Milan, Italy) [E-Mail](#) [Website](#)

Cinzia Castiglioni (Catholic University of the Sacred Heart, Milan, Italy) [E-Mail](#) [Website](#)

Abstract:

A wide variety of factors at psychological, social, and economic levels can lead consumers towards (or against) sustainable choices/behaviors. Recent events that took place at an international level—for example, global economic crisis, marketing globalization, digitalization, and climate change concerns—have determined many changes in consumer attitudes, aspirations, and purchasing patterns. Such changes include, but are not limited to, new consumption strategies, decline of hyperconsumerism in favor of a new frugality, sustainable and ethical consumption (organic, fair trade, or second-hand products), increasing interest in ‘free-from’ and functional food, new relationships with brands, etc. Such changes in consumption patterns might not be merely temporary but could leave a more permanent footprint on the psychology of consumers.

As each feature of the new socio-economic situation has led the vast majority of consumers to look for new landmarks, understanding new patterns in consumer behavior is important because it can significantly help businesses and professionals to fulfill consumers’ needs and meet their expectations. Besides helping businesses to attain their long-term goals, such understanding can also help minimize consumer disorientation and increase their general wellbeing.

This Special Issue will collect a selection of papers presenting original and innovative contributions to the study of new patterns in consumer behavior, focusing on both theoretical and pragmatic implications of the occurring changes.

Keywords:

- Consumer behavior
- Consumer psychology
- New consumption patterns
- Consumption strategies
- Sustainable consumption
- Ethical consumption
- Global financial crisis

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MISCELLANEOUS

News about the *Journal of Behavioral and Experimental Economics*

Dear SABE members,

As many of you are involved with the *Journal of Behavioral and Experimental Economics* as authors, reviewers, readers, etc., I want to share with you some good news about the journal.

I am happy to report that in the last review of the ABDC (Australian Business Deans Council) ranking, the *Journal of Behavioral and Experimental Economics* was upgraded to a ranking of A (the ranking is available at <https://abdc.edu.au/research/abdc-journal-list/>). This upgrade reflects the improvement in the journal's impact over the last years. I see this upgrade as good news not just for the journal but also for the field more broadly.

I am grateful to Ananish Chaudhuri who helped to prepare the application and submitted it and to all the other colleagues from Australia and New Zealand who signed the application (only scholars from Australia and New Zealand can make the formal submission). The review procedure also allowed to attach support letters from prominent scholars worldwide, and I am very grateful to Al Roth, Dan Ariely and Uri Gneezy for writing letters of support for the upgrade application.

In addition, I am happy to report that the *Journal of Behavioral and Experimental Economics* continues its trajectory of increasing impact and improvement in various performance measures. In Journal Citation Reports (JCR) of 2018 that was released a few months ago, the 2-year impact factor of JoBEE increased from 0.966 to 1.14 (an increase of 18%).

In economics impact factors are not high in general, and this impact factor of 1.14 is above the impact factor of prestigious journals such as the *Scandinavian Journal of Economics*, *Oxford Economic Papers*, *Journal of Economics and Management Strategy*, *Games and Economic Behavior*, *Journal of Industrial Economics*, *International Journal of Industrial Organization* and other well-known journals.

Moreover, JoBEE had a 21% increase in the 5-year impact factor, a 69% increase in the Eigenfactor Score, a 26% increase in the Article Influence Score, and a 73% increase in the Normalized Eigenfactor. The latter two are normalized such that the average journal has the same value every year, so any increase is not at all trivial because it means not only absolute improvement but also improvement relative to other journals.

In addition, Scimago Journal & Country Rank (SJR) data also demonstrate the improvement of JoBEE (see <https://www.scimagojr.com/journalsearch.php?q=21100372152&tip=sid&clean=0>).

While at JCR JoBEE has impact factors only for a few years, in SJR it has data for 20 years, and the data is combined for JoBEE and its former title, the Journal of Socio-Economics.

Various measures in SJR show the improvement in JoBEE, and in particular the SJR value went up from 0.593 in 2017 to 0.755 in 2018. The quartiles in which JoBEE ranks suggest that the improvement is not only absolute but also relative to other journals. JoBEE is ranked in three different disciplines and the relative improvement can be seen in all of them. For example, in Applied Psychology JoBEE ranked as Q3-Q4 15-20 years ago, then many years it ranked as Q3, and in 2018 it ranked as Q2.

In Economics and Econometrics JoBEE was in Q2-Q3 until 2014 and in Q2 since 2015.

In Social Sciences (miscellaneous) JoBEE was usually in Q2, but in the last couple of years it was in Q1. Overall, in 2018 JoBEE is in Q1 in one ranking (Social Sciences miscellaneous) and in Q2 in the other two rankings, which is the best overall ranking in JoBEE history.

I want to take this opportunity to thank the Associate Editors, Book Review Editor, Editorial Board Members and ad-hoc referees, whose cooperation and efforts help me tremendously in editing the journal and improving both the quality of the journal and the efficiency and timeliness of the review process.

And to our authors – thank you for sending us your papers and please consider the *Journal of Behavioral and Experimental Economics* as an outlet for your high-quality research.

All the best,

Ofer Azar

Editor, *Journal of Behavioral and Experimental Economics*

New Book:

“A Fast and Frugal Finance: Bridging Contemporary Behavioral Finance and Ecological Rationality”

Website: <https://www.elsevier.com/books/a-fast-and-frugal-finance/forbes/978-0-12-812495-6>

Authors:

William Forbes (Waterford Institute of Technology, Ireland and Groningen University, The Netherlands)

Aloysius Obinna Igboekwu (School of Management and Business, Aberystwyth University, UK)

Shabnam Mousavi (Max Planck Institute for Human Development, Berlin, Germany)

Description:

A Fast and Frugal Finance: Bridging Contemporary Behavioural Finance and Ecological Rationality adds psychological reality to classical financial reasoning. It shows how financial professionals can reach better and quicker decisions using the ‘fast and frugal’ framework for decision-making, adding dramatically to time and outcome efficiency, while also retaining accuracy. The book provides the reader with an adaptive toolbox of heuristic tools and classification systems to aid real-world decisions. Throughout, financial applications are presented alongside real-world examples to help readers solve established problems in finance, including stock buying and selling decisions, when faced with not only risk but fundamental uncertainty.

The book concludes by describing potential solutions to financial problems in the forefront of contemporary debates, and calls for taking psychological insights seriously.

Key Features:

- Demonstrates how well-constructed ‘fast and frugal’ models can outperform standard models in time and outcome efficiency
- Focuses on how financial decisions are made in reality, using heuristics, rather than how such decisions should be made
- Discusses how cognition and the decision-making context interact in producing ‘fast and frugal’ choices that follow ecological rationality
- Explores the development of decision-making trees in finance to aid in decision-making

Readership:

Graduate students studying for a degree in finance, accounting, or economics that include a course in behavioral finance or finance, and early career researchers conducting primary research in behavioral finance. Professionals, including finance managers, financial controllers and treasurers.



New Book:

“The Behavioral Finance Revolution: A New Approach to Financial Policies and Regulations”

Website: <https://www.e-elgar.com/shop/the-behavioural-finance-revolution>

Edited by:

Riccardo Viale (University of Milano-Bicocca, Italy and Herbert Simon Society)

Shabnam Mousavi (Max Planck Institute for Human Development, Germany)

Barbara Alemanni (University of Genoa)

Umberto Filotto (University of Rome “Tor Vergata”, Italy)

Contributors:

B. Alemanni, C. Attia, M. Bianco, G. Bracchi, E. Cervellati, C. Cruciani, G. De Felice, M. Egidi, U. Filotto, F. Franceschi, G. Gardenal, G. Gigerenzer, C. Giorgiantonio, D. Hilton, N. Linciano, A. Lojschova, D. Masciandaro, B. Mojon, P. Mottura, S. Mousavi, A. Penalver, L. Portelli, U. Rigoni, S. Rossi, Z. Rotondi, G. Sillari, A. Varaldo, R. Viale, G. Zevi

Abstract:

Financial markets are complex. Regulators strive to predict ways in which they can malfunction and create rules to prevent this from happening, yet behavioural impacts are often overlooked. This book explores how behavioural finance can go hand-in-hand with traditional methods to help banks and regulators create better policies. It also demonstrates how the behavioural finance revolution has opened the way to a more integrated approach to the analysis of economic phenomena.

More Information:

Financial markets are complex. Regulators strive to predict ways in which they can malfunction and create rules to prevent this from happening, yet behavioural impacts are often overlooked. This book explores how behavioural finance can go hand-in-hand with traditional methods to help banks and regulators create better policies. It also demonstrates how the behavioural finance revolution has opened the way to a more integrated approach to the analysis of economic phenomena. This book adopts a forward-looking agenda that takes account of existing practices based on behavioural science. It focuses on how to make financial markets an arena for fair play as a central criterion for securing and enhancing societal well being. It examines how bounded rationality, heuristic decision making, aversion to losses, endowment effects and social preferences may impact financial decisions, thus exposing the flaws in traditional forecasting methods that rely on an over-simplified representation of the individual.

With contributions from both academics and practitioners, this book will be fundamental reading for researchers in the finance and behavioural economics. Regulators who wish to utilise behavioural policymaking will also find this a beneficial read.



New Book:

“The Evolutionary Origins of Markets”

Website: <https://www.routledge.com/The-Evolutionary-Origins-of-Markets-How-Evolution-Psychology-and-Biology/Avsar/p/book/9780815387190>

Dear Colleagues:

I am very happy to announce that my book, **The Evolutionary Origins of Markets**, has just been published with Routledge. The book integrates the growing body of experimental evidence on human nature scattered across a variety of disciplines from experimental economics to social neuroscience into a coherent and original narrative about the extent to which market (or impersonal exchange) relations are reflective of the basic human sociality that was originally adapted to a more tribal existence.

Please consider recommending the title to the libraries around you.

Looking forward to hearing your comments.

Best wishes,

Rojhat Avsar

Association Professor of Economics

Columbia College Chicago

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Course on Behavioral Environmental Economics at SLU Ultuna, Sweden (Review)

After receiving the best **PhD course prize** last year, a Behavioural Environmental Economics course was organized again in June 2019 in SLU (Swedish University of Agricultural Sciences) Ultuna Campus.

The course aims to provide understanding of topics in environmental and resource economics from a behavioural economics perspective. Students learn how to apply the theory and the methods such as field and laboratory experiments to the environmental issues to discover how individuals actually behave, and how normative theories and frameworks fail to capture the actual behaviour.

Compared to last year, number of applications and the accepted students are doubled in 2019: We received 85 applications from all over the world and 40 of them were accepted.

For details visit: <https://sites.google.com/view/obenbayrak/bee-course-workshop/bee2019>

BEEEn Network: We also have a group called BEEEn (Behavioural Environmental Economics Network) which aims to bring scholars together working on issues related to environmental and resource economics from a behavioural perspective. BEEEn collects and disseminate information about related conferences, research and announcements. If you want to learn more about the group and become a member visit: <https://sites.google.com/view/obenbayrak/been>

Dr. Oben K. Bayrak

Centre for Environmental and Resource Economics

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Conference on Behavioral Economic Solutions for Egypt 2019 (Report)

The first Behavioral Economic Conference in Egypt (and the Arab region) has been held on Tuesday **December 3rd, 2019** at Mohamed Shafik Gabr Hall and Moataz Al-Alfi Hall AUC New Cairo.

Below the agenda of the event:

10:00-10:15 **Welcome address**

Dr. Sherif Kamel
Dean, AUC School of Business

10:15-10:30 **Opening remarks**

Dr. Abla Abdel Latif
Director, The Egyptian Center for Economic Studies

10:30-12:30 **Panel Discussion on Behavioral Applications in Policy and Business**

Moderator: *Dr. Samer Atallah, Associate Dean for Graduate Studies and Research, AUC School of Business*

Panelists:

Dr. Shabnam Mousavi, President of the Society for the Advancement of Behavioral Economics (SABE), Germany - How “smart” a policy needs to be?

Dr. Fadi Makki, Founder and Head, Nudge Lebanon - Key success factors for setting up nudge units in the Arab region

Dr. Channing Jang, CSO and Vice President, the Busara Center for Behavioral Economics, Kenya - Using behavioral decision-making labs in developing countries

Dr. Mohamed El-Komi, Economics Professor and Director of BEDMLab at AUC - Getting to know behavioral economics and how it is applied on the ground

12:30-13:30 **Launching the BEDMLab (Behavioral and Economic Decision-Making Lab)**

13:30-14:30 **Lunch and networking** (Moataz Al-Alfi Hall)

14:30-15:30 Roundtable discussion on: **How do we apply behavioral sciences? A method for efficient behavioral design**

Josh Martin, Managing Director, ideas42, USA

15:30-16:00 **Closing remarks**

Dr. Abla Abdel Latif
Director, The Egyptian Center for Economic Studies

The purpose of this conference was to bring together a group of high-profile international experts in behavioral sciences to closely interact with interested stakeholders in Egypt, in order to explore the

applications and policy solutions that are provided by behavioral economics. Behavioral economics is the integration of economics and other related disciplines including psychology, neuroscience and behavioral sciences. It provides soft, cost-efficient and easy-to-adopt solutions for policymakers. Governments and businesses alike have been benefiting from the many applications that are provided by behavioral economics. Hence, many countries have created Behavioral Insights Units to provide their institutions with tailor-designed and evidence-based behavioral solutions.

During the conference, the newly established **Behavioral and Economic Decision-Making Lab (BEDMLab)** was launched. This is the second experimental economic lab in the region (beside the one at NYU Abu Dhabi). This will, hopefully, be a great addition to behavioral and experimental economic research and policy making in non WEIRD (Western, Educated, Industrialized, Rich and Democratic) countries.

Some of the conference pictures are available at this [link](#).

Mohamed El-Komi

Director of BEDMLab at the American University in Cairo

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Vernon L. Smith Excellence Award in Experimental Finance

Application Deadline: **February 28, 2020**

We would like to announce the call for nominations for the first annual **Vernon L. Smith Excellence Award in Experimental Finance**. The *Society for Experimental Finance* and *Chapman University* will award a prize of US\$2000 for the most outstanding article published in a peer-reviewed journal in 2019 using the method 'Experimental Finance'.

In addition to the monetary prize, the author or representative from the authors of the winning paper will be invited to present that paper and related research at the World Conference of the Society of Experimental Finance from June 10-12, 2020 in Innsbruck, Austria.

We would like to invite you to nominate a paper. To qualify it must be published in 2019 using the method 'Experimental Finance'. The date must be the in-print date rather than the on-line date. You may send the nomination via an email to the secretary of the society via s.fullbrunn@fm.ru.nl. Please write 'VERNON SMITH EXCELLENCE AWARD' in the subject field. Nominations of own papers are possible.

We will generate a shortlist of papers from the nominations. The shortlist will be evaluated by a panel, who will then decide the winner. The panel members are:

- Elena Asparouhova (University of Utah)
- Michael Kirchler (University of Innsbruck)
- Dave Porter (Chapman University)
- Utz Weitzel (VU Amsterdam and Radboud University)

The deadline for submitting a nomination is FEBRUARY 28, 2020.

We are looking forward to receive your nominations!

Sascha Füllbrunn

Secretary, *Society for Experimental Finance*

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