

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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1. SABE's INSTITUTIONAL ACTIVITIES

SABE President's Communication

Dear SABE Colleagues,

My first year as President has been marked by the most challenging struggle humanity has faced in many decades. Practical insights from behavioral economics, including from our SABE community, have never been more needed. You have rallied round – attending our online conferences, contributing to the *Journal of Behavioral Economics for Policy's* (JBEP's) Special Issues, and generally being supportive.

Through this difficult year, the SABE Executive Committee has worked as hard and as enthusiastically as ever in enabling SABE to go from strength to strength. I do not know what I would have done without them. Alexis Belianin, with the support of his local organizing team, was the pioneer of SABE's online conferences – with SABE 2020 beamed live from Moscow with exemplary efficiency. We are all well-accustomed by now to the fallibilities of Zoom (and Teams, and Skype) but the 2020 conference ran so smoothly, seamlessly and securely – in spite of the challenges of organizing parallel sessions across myriad time-zone complications. Thanks to Alexis and his local organizing team. This achievement has just been repeated for the joint IAREP/SABE 2021 conference, with others from the SABE Executive – including Behnud Mir Djawadi, Natalia Czap and Giuseppe Attanasi joining Alexis, in collaboration with Gerrit Antonides, to ensure that the pandemic did not stop us from meeting this year for another terrific online conference.

On the financial front, our Treasurer Natalia Czap – in collaboration with Mark Pingle and others – has been tenacious in sorting out our bank accounts and securing our not-for-profit status. So we are now a completely legit organization with our accounts all in order. JBEP is running smoothly, with its RePEc statistics now at around 400 page views and 100 downloads per month, and submission rates growing strongly. Thanks to the other JBEP Editors, the JBEP Editorial Board and all in the SABE community for your support of JBEP, including your willingness to contribute and to review submissions.

So, whilst it has been a difficult year, we have achieved a lot and my thanks to the SABE Community for your support, positivity and patience through these difficult times. We have much to look forward to in 2022, not least our (live!) conference at Lake Tahoe – generously hosted by Mark Pingle and

our first in North America since 2014 (for more details see below). I hope that we will be able to return to regular biennial meetings in North America (SABE's birthplace after all) from 2022 onwards, and I will also look forward to a glamorous time in Nice for our conference in 2023, to be hosted by Giuseppe Attanasi (University of Nice).

Wishing you, your family, friends, colleagues and students all the best through these difficult times. I hope that by 2022 the world will be a happier, calmer place.

Sincerely,

Michelle Baddeley

President of SABE (2020-2022)

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2021 IAREP & SABE Virtual Conference: Review

Location: **Online, via Zoom**

Dates: **June 10-13, 2021**

Info: <https://sabeconomics.org/iarep-sabe-2021/>

The Bi-Annual joint IAREP-SABE 2021 conference was held online on June 10-13, 2021.

The organizing committee consisted of Gerrit Antonides, Agata Gasiorowska and Ellen Nuhus of IAREP, and Giuseppe Attanasi (head of the Programme Committee), Behnud Mir Djawadi, Natalia Czap and Alexis Belianin of SABE.

As in the previous year, it was held in Zoom due to COVID-19 outbreak; technical assistance was provided by the team led by the Higher School of Economics, Russia.

The conference was attended by over 120 registered participants and over 60 students, and covered all major areas of behavioral economics and economic psychology.

Based on ex-post survey, the median participant has attended 3 to 5 sessions, and evaluated the conference as “very good.” Modal evaluations of the keynote talks by **John List** (*Chicago; the Kahneman lecturer*) and **Shyam Sunder** (*Carnegie Mellon; the Herbert Simon lecturer*) were “excellent.”

A big thank to Alexis Belianin (abelianin@hse.ru) and to his team at the [International Laboratory for Experimental and Behavioural Economics](#), for the online organization and management of this exciting online event, that allowed SABE and IAREP to hold their bi-annual conference despite COVID-19 side-effects.

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2022 SABE Conference in Lake Tahoe

Location: Bally's (Formerly Montbleu) **Lake Tahoe**
55 U.S. Highway 50; Stateline, NV 89449, USA
Dates: **August 8-11 2022**

Save the Date for SABE 2022 Lake Tahoe, USA: August 8-11, 2022

The 2022 edition of the SABE annual conference will be held at Lake Tahoe, USA, on August 8-11, 2022.

Lake Tahoe is the number one outdoor tourist destination in the world, and the southern part of the lake the premium Lake Tahoe recreation location. Bally's Hotel is a premium hotel located on the south end of Lake Tahoe, and SABE has negotiated room rates for conference participants at this four stars hotel of less than \$100 per night (a bit more once you add all the fees and taxes) at this prime season time. In addition to a fine conference, there are numerous outdoor activities you can pursue including hiking, biking, boating, water skiing, parasailing, golf and more.

The conference theme will be "*Behavioral Economics: What Next?*" When SABE was founded in 1982, moving outside the traditional bounds of economics was mostly frowned upon. Now, borrowing ideas and methods from other disciplines is mostly embraced, and a number of economists embracing a behavioral approach have won the Nobel prize. If behavioral economics is not now mainstream, it is at least a big tributary. The primary question those participating in this conference will be asked to consider is, "What next?" The plenary speakers will present work they are pursuing, but they will also be asked to present one idea in their talk regarding where opportunities lie for novel behavioral research. What do you think should be next for behavioral economics? We hope you will come share your ideas and your current research.

If you are a younger scholar or know one, there will also be a **pre-conference workshop held in Reno on the University of Nevada, Reno campus**. More details will be made available later, but this will be a great place for younger scholars to enhance their skill sets, meet potential collaborators, and enjoy a bit more of Northern Nevada. For this opportunity, you will want to save the **August 6 and August 7** dates.

Please direct any questions about the SABE 2022 conference to **Mark Pingle** at pingle@unr.edu



2020 SABE-TFI Impact Essay Award (Award Announcement)

Info: <https://sabeconomics.org/news/tfi-sabe-call-2020/>

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 have been chosen to be recognized for the 2020 edition of the award:

FIRST PLACE (1000 Euro):

Karen Arulsamy (University College Dublin), for “Closing the Mental Health Gap in Pension Participation in the UK with Automatic Enrollment”

SECOND PLACE (500 Euro):

Michele Garagnani (University of Zurich), for “Part-Time Bayesian: Behavioral Heterogeneity in Financial Decisions”

For those of you who are interested, you can download the articles of the 2020 winners of the student competition on SABE's website: <https://sabeconomics.org/news/sabe-tfi-impact-essay-award-2020/>

Also the articles of the 2019 winners of the student competition can be downloaded on SABE's website: <https://sabeconomics.org/news/sabe-tfi-impact-essay-award-2019/>

Congratulations to award recipients from the evaluation committee,

Gerrit Antonides, Pete Lunn, and Shabnam Mousavi



2. OTHER REVELANT CONFERENCES FOR SABE

2022 IAREP Conference in Kristiansand

Location: **Kristiansand, Norway**

Dates: **June 9-12, 2022**

Website: <https://www.uia.no/en/conferences-and-seminars/iarep-2022-conference-kristiansand>

Submission Deadline: **January 15, 2022**

We are very pleased to announce that the 45th P2P annual IAREP-conference will be hosted by The School of Business and Law at the University of Agder (UiA), in Kristiansand, Norway. The annual IAREP conference is an interdisciplinary meeting point of scholars who are interested in the intersection of economics and psychology, as well as sociology, anthropology, neuroscience, and biology. The 2022 IAREP conference will take place June 9-12 2022. We invite you to submit your extended abstract (max 1000 words) or full paper before January 15, 2022. We also invite submissions for thematic sessions of 3-5 presentations each.

For updated information and call for papers, please check the conference website: <https://www.uia.no/en/conferences-and-seminars/iarep-2022-conference-kristiansand>

A registration link will be made available in September 2021. The webpage also includes information about fees, accommodation, and travel.

Invited keynote speakers

In addition to parallel sessions, a poster session, and the Early Career Researcher workshop, the conference program includes 4 invited lectures, among them the annual Kahneman lecture. We are pleased to announce that the keynotes will be given by:

Professor **Erich Kirchler**, University of Vienna ([homepage](#))

Professor **Barbara Mellers**, University of Pennsylvania ([homepage](#)) (The Daniel Kahneman lecture)

Professor **Lucia Reisch**, University of Cambridge ([homepage](#))

Professor **Bertil Tungodden**, Norwegian School of Economics ([homepage](#))

Topics

We welcome contributions from all areas of economic psychology, behavioral economics, and judgement and/or decision making. Abstracts/full papers will be reviewed and notice of acceptance for either an oral or poster presentation will be given by February 15th 2022.

Topics include, but are not limited to: Behavioral economics/finance - Behavioral policy applications - Bounded rationality - Cognitive, social and personality psychology - Consumer behavior -

Economic psychology - Emotions and decision making - Entrepreneurial behavior - Experimental economics - Fairness - Inequality - Financial literacy/capability - Happiness and wellbeing - Heuristics and biases - Household decision making - Human capital - Intertemporal choice - Investment behavior - Judgment and decision making - Nudging – Ownership and possession - Personality and economic preferences - Psychology of money - Risk and uncertainty - Saving behavior - Self-control - Social norms - Social preferences - Stress and coping - Taxation

Venue

The venue is the campus of University of Agder in Kristiansand, Norway. Traveling to Kristiansand (located southern Norway) is easy with direct flights from Copenhagen, Amsterdam and Oslo, or by ferry from Hirtshals in Denmark.

This conference was originally supposed to take place in June 2020, but because of the Covid19-situation, it has been postponed several times. We received 180 submissions from 33 different countries for the 2020-conference, and we are expecting at least as many submissions this time. We are really looking forward to a P2P conference again and to welcoming you all to Kristiansand and the University of Agder.

On behalf of the local organizing committee,

Ellen K. Nyhus

(Chair of the Organizing Committee)

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1st International Workshop on Agentization

Location: **Online, via Zoom**

Dates: **September 15-17, 2021**

Submission Deadline: **August 16, 2021**

Website: <http://proteusfoundationseries.org/event/first-international-workshop-on-agentization-rendering-conventional-models-with-agent-based-computing/>

While many mathematical and statistical models in the social sciences consist of interacting agents, it is often the case that strong assumptions have to be made for reasons of analytical tractability (e.g., representative agents, rational agents, equal probability of interaction between agents, attainment of agent-level equilibrium).

Agent-based models (ABMs) are an emerging computational approach for studying social and natural phenomena in terms of interacting agents, and which facilitate the relaxation of unrealistic assumptions. Often ABMs address social phenomena about which other more conventional models exist, but direct comparisons of the output of the distinct models are not made directly or else attempted only informally.

This workshop will focus on ABMs that attempt to reproduce the results from conventional models, and then generalize standard results by relaxing model specifications, usually in the direction of more realism. Such models agentize mathematical or econometric models and may demonstrate that conventional results are either robust to certain parametric variations or else special cases of more general results.

The workshop on agentization will be held online through George Mason University, on 15-17 September 2021, sponsored by the Proteus Foundation and organized by the Computational Public Policy Lab and the Center on Social Complexity at Mason. We seek submissions of ABMs that closely reproduce conventional model results and then generalize them. Perhaps you have created an ABM that is similar to some standard model but which produces different results. If your ABM can be directly related to the standard model then it is of interest to this workshop. ABMs that have only notional relation to extant models are not suitable for this event.

People interested in presenting their research at this workshop should submit online by 16 August, either as a paper comparing results from an ABM to standard results, or as an abstract along with a working ABM or typical ABM output demonstrating the salience of their ABM to some existing model. It is our hope to combine a variety of papers describing agentized models from the workshop into an edited book or journal special issue. ABMs are welcome from any domain in which social processes are important. People interested in sitting in on or otherwise participating in this workshop are welcome to indicate their interest through the website.

Keynote Speaker: *W. Brian Arthur (Santa Fe Institute)*

Organizers: *Center on Social Complexity, Robert Axtell, The Computational Public Policy Lab*



2022 Special Economic Science Association Meeting

Location: **Online**

Dates: **February 1-4, 2022**

Submission Deadline: **September 20, 2021**

Website: <https://www.jilae.org/2022-esa-meeting>

We are very pleased to announce that the University of Chicago | UCEMA Joint Initiative for Latin American Experimental Economics (JILAE) is hosting the *2022 Special ESA Meeting* on **February 3-4, 2022**.

Preceding the conference, on **February 1-2, 2022**, JILAE will host an *Early Career Scholars Workshop on Field Experiments* for Ph.D. students, postdocs, junior faculty, and other early career economists that will be led by John A. List.

All parts of the four-day event will take place virtually on Zoom.

The confirmed **keynote speakers** for the main conference are (in alphabetical order):

- **John A. List** (*University of Chicago*)
- **Robert Metcalfe** (*University of Southern California*)
- **Anya Samek** (*University of California – San Diego*)

Several 100-minute live parallel sessions will be organized with 20 minutes of slides plus 5 minutes of Q&A for each of four presentations. Besides submitting an abstract for an individual paper, participants are also welcome to submit proposals for complete sessions. If you would like to submit a complete session proposal, please email info.jilae@gmail.com. All talks will be recorded and posted promptly so that ultimately you will be able to attend any session regardless of your time zone.

Throughout the conference days, we are developing a series of panels and workshops on professional development and research in experimental economics, especially using field experimental methods.

To submit an abstract: Go to <https://www.economicsscience.org> and log in. Select Conferences, then “2022 Special ESA Meeting”, then Submit Talk. A full manuscript is not required. If you’d like, you can also record a video presenting your talk, you only have to share the link with us in the field where it says “External link”

To register: Follow the same steps and click on Register. Please keep in mind that in order to register for the conference, you have to be a registered paid member of ESA for 2022. To renew your membership or to register and become a paid member, click [here](#) and complete the relevant information.

Registration fees are US\$ 50 (faculty and professionals)/US\$ 20 (students).

Important dates:

- September 20, 2021: deadline to submit abstracts
- November 3, 2021: notification of acceptance
- January 11, 2022: registration deadline

Organizing Committee:

Julio J. Elias, John A. List, Julia Seither, and Karen J. Ye

3. RELEVANT SPECIAL ISSUES for SABE

Economic and Political Studies
(Volume 9, Number 1, March 2021)

Special issue on

“Behavioral and Experimental Economics for Policy Making”

We'd like to draw your attention to a special issue published in *Economic and Political Studies*. The guest editor is **Marie Claire Villeval** who is a Research Professor in Economics at the National Centre for Scientific Research (CNRS) and the GATE (Groupe d'Analyse et de Théorie Économique) research institute at the University of Lyon, France. She is also affiliated with the Institute of Labour Economics (IZA) in Bonn and the Global Labour Organisation. She is the President Elect of the Economic Science Association (ESA). She was the President of the French Economic Association (AFSE) and the Founding President of the French Association of Experimental Economics (ASFEE).

Research Articles

How an All-or-Nothing insurance behaviour challenges economic policies: an experimental approach
Anne Corcos, François Pannequin & Claude Montmarquette

Willingness to pay to reduce future risk: a fundamental issue to invest in prevention behaviour
Jim Engle-Warnick, Julie Héroux & Claude Montmarquette

The multi-dimensional effects of reciprocity on worker effort: evidence from a hybrid field-laboratory labour market experiment
Min-Taec Kim & Robert Slonim

Bubbles and incentives: an experiment on asset markets
Stéphane Robin, Kateřina Strážnická & Marie Claire Villeval

Exposure to conspiracy theories in the lab
Loukas Balafoutas, Alexander Libman, Vasileios Selamis & Björn Vollan

Clientelism and identity
James Habyarimana, Daniel Houser, Stuti Khemani, Viktor Brech, Ginny Seung Choi & Moumita Roy

Please see the journal website for more information: <http://www.tandfonline.com/REPS>

For free access to the special issue on Behavioral and Experimental Economics for Policy Making, please click [here](#).

Xianghong Shirley Wang
Associate Editor, *Economic and Political Studies*

*Experimental Economics***Special Issue in****“Honor of John H. Kagel”**

Submission Deadline: **October 31, 2021**

Website: <https://link.springer.com/article/10.1007/s10683-021-09706-x>

Guest Editors:

Andrzej Baranski-Madrigal (NYUAD)

David Cooper (FSU)

Guillaume Fréchet (NYU)

On the day before the beginning of the North American ESA conference, Thursday, October 28, 2021, a workshop to celebrate John Kagel’s work and highlight his scientific contributions will be held. Al Roth and Muriel Niederle will be plenary speakers, and a full slate of speakers representing John’s distinguished career is scheduled. You can sign up to attend the workshop at the same time you sign up to attend the main conference.

For more information, see <http://w3.econlab.arizona.edu/esa2021/index.php/kagel-symposium/>

In association with the workshop, a **Special Issue in Honor of John H. Kagel** at *Experimental Economics* will be published. Andrzej Baranski-Madrigal, David Cooper and Guillaume Fréchet, will serve as the guest editors of this issue. John’s prolific academic career spans over five decades. His pioneering work has contributed to the advancement and acceptance of experimental methods across the Social Sciences. Given the wide range of research topics he has pursued, the special issue in his honor casts a wide net too. The guest editors are soliciting submissions on topics such as auctions, multilateral bargaining, communication, other-regarding preferences, strategic interactions between teams, cooperation, matching markets, and the role of context in strategic behavior. **The deadline for submissions is October 31st, 2021.**

Here is the link to the [official call for papers](#).

Should you have any questions, feel free to email us at kagelfest@gmail.com.

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*Journal of Economic Behavior and Organization***Special Issue on****“Modern Computing and Economic Calculation”**

Submission Deadline: **September 1, 2021**

Website: <https://www.journals.elsevier.com/journal-of-economic-behavior-and-organization/call-for-papers/modern-computing-economic-calculation>

Guest Editors:

Bruce Caldwell (Duke University)

Steven E. Phelan (Fayetteville State University)

Nikolai G. Wenzel (Fayetteville State University)

The Journal of Economic Behavior and Organization is organizing a Special Issue on Modern Computing and Economic Calculation. The rise of modern computing power (AI, Big Data, quantum computing) may lead to what some have called a fourth industrial revolution. As this new world emerges, traditional constraints on the collection, transmission, storage, and processing of data will continue to change.

A century after the publication of Ludwig von Mises’s essay on economic calculation, and 75 years after the publication of F.A. Hayek’s essay on the use of knowledge in society, modern computing techniques seems to present a new challenge to old arguments. Optimists see a world where messy and inefficient markets are replaced by rational planning, fueled by AI and computers capable of calculating over an entire economy. Skeptics counter with the element of human choice and the valuation of intermediate goods. As early as 1981, Don Lavoie lamented the lack of fruitful engagement among different theoretical perspectives, which typically talked past each other because of different premises. In that spirit, we are issuing this call for papers. We particularly invite papers that consider a world without technological limits on the volume, velocity, and variety of data.

Authors are invited to submit papers from differing perspectives (Neoclassical, Marxist, Austrian) that address the economic calculation debate, as started by Mises and Hayek in the 1930s and 1940s, countered by Oskar Lange and Abba Lerner through the 1970s, and resurrected recently by the challenges of big data (Raj Chetty et al.) and artificial intelligence (Paul Cockshott et al.).

Topics of interest include (but are not limited to): the nature and boundaries of 4th generation firms, implications for economic calculation, new principal-agent problems, the future of work, and anticipated political, legal, and regulatory responses to a world without limits.

Submissions are now open and are due on September 1, 2021. Acceptances and R&Rs will be issued by January 1, 2022, with final revisions due June 1, 2022. Selected authors of accepted papers will be invited to participate in a symposium at the Southern Economic Association (November 2022).



*Journal of Economic Behavior and Organization***Special Issue on
“Markets and Morality”**

Submission Deadline: **December 31, 2021**

Website: <https://www.journals.elsevier.com/journal-of-economic-behavior-and-organization/call-for-papers/markets-and-morality>

Guest Editors:

Ginny Choi (Mercatus Center at George Mason University)

Virgil Henry Storr (George Mason University)

As our societies increasingly grow into market societies, where markets extend beyond being mere tools of organizing economic activity into social and political spheres that were historically governed by nonmarket values, conversations concerning the role that markets should play in our society have intensified. In these conversations (both in the academy and in contemporary politics), there is a vibrant debate over whether or not markets corrupt moral values and undermine social relations.

Interestingly, there have not been many qualitative or quantitative empirical accounts of how markets shape morality. The literature on how markets affect our moral values remains relatively small. This is especially problematic given the central role that markets play in our lives and the very real concerns that many have that they are morally problematic. With this special issue, we hope to further the conversation about the morality of markets by encouraging quantitative and qualitative studies of how markets and market activity impact morality. This aspect of the conversation is fairly young and there is not much of a consensus on whether or not markets corrupt our morals, the mechanisms through which markets might impact our morals, and the best strategies for exploring the relationship between markets and morality.

We invite for the submission studies investigating markets and morality, such as whether the markets corrupt our moral behavior (including but also beyond trust, trustworthiness and deception) and the mechanisms through which markets might impact morality. We are also open to receiving submissions on the best strategies for exploring the relationship between markets. We welcome submissions from other fields including sociology, political science, anthropology.

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*Journal of Economic Psychology***Special Issue on****“Strategic Behavior and Bargaining Process”**

Submission Deadline: **May 31, 2022**

Website: <https://www.journals.elsevier.com/journal-of-economic-psychology/call-for-papers/strategic-behavior-and-bargaining-process>

Guest Editors:

Gary E. Bolton (University of Texas at Dallas)

Emin Karagözoğlu (Bilkent University)

Classic game theory models of bargaining focus on predicting outcomes but have little to say about bargaining process. Cooperative games (Nash 1950) largely side-step the negotiation process altogether. Non-cooperative games (Nash 1953) take the bargaining process – who can do or say what and when – as exogenously given. While the theoretical work has been highly influential, field and laboratory tests of its ability to predict outcomes show mixed results (Roth 1995, Ashenfelter and Iyengar 2009). Some of this empirical work suggests that the missing ingredient is an understanding of the bargaining process (ex., Farrell and Gibbons 1989; Sebenius 1992; Forsythe et al. 1991, Gächter and Riedl 2005; Karagözoğlu and Riedl 2015; Charness 2012; Güth 2012; Crusius et al. 2012; Bolton and Karagözoğlu 2016; Camerer et al. 2019; Karagözoğlu 2019). A separate body of work is directed at training students in business, law, policy, and social science schools to be better negotiators. The guidance in this literature is almost entirely focused on the bargaining process, basing its lessons on clinical observation (Fisher et al., 1992), case study (Sebenius, 1984) or data from experimental work (Thompson, 2009). While highly useful, this literature offers little in the way of a comprehensive theoretical framework for strategizing the bargaining process.

Recently, a new generation of bargaining scholarship has directed its efforts at developing a theoretical understanding of strategic behavior in bargaining process (e.g., Gantner and Kerschbamer, 2016; Anbarcı and Feltovich, 2018; Backus et al., 2019; Karagözoğlu and Kocher, 2019; Luhan et al., 2019; Bochet et al., 2020; Navarro and Vezsteg, 2020; Colzani and Santos Pinto, 2021; Chessa et al., 2021). The annual Bargaining: Experiments, Empirics, and Theory (BEET) workshops initiated and organized by one of the proposers of this special issue works as a platform that encourages interactions between bargaining scholars who use different methods and new approaches to bargaining research. Finally, *Bargaining: Current Research and Future Directions*, a collected volume that is co-edited by Emin Karagözoğlu and Kyle B. Hyndman and will be published by Palgrave MacMillan underlines the importance of understanding bargaining process and strategic behavior in bargaining.

The new effort, while still nascent, is beginning to generate a steady stream of papers, making this an excellent time for a special issue on the subject. The *Journal of Economic Psychology* is a natural fit for the issue, due to its cross-disciplinary stance and audience. We would welcome experimental (lab, field, lab-in-the-field) and empirical papers, as well as brief theoretical papers linked to well-established empirical phenomena. The list of topics include (but is not restricted to) first offers, concessions, timing of offers/concessions, deadline effect, bargaining duration, communication, negotiation text analysis, emotions and emotional change during bargaining, neurological/biological markers, reference point formation, anchors, focal points, unstructured/semi-structured bargaining, bluffing, threats, war of attrition, protocols and procedures, bargaining protocol design, and bargaining over an endogenously determined (or jointly produced) surplus.

Journal of Economic Psychology
Special Issue on
“Biological Foundations of Economic Decision Making”

Submission Deadline: **May 31, 2022**

Website: <https://www.journals.elsevier.com/journal-of-economic-psychology/call-for-papers/biological-foundations-of-economic-decision-making>

Coordinating Guest Editor

Kim Fairley (Leiden University)

Guest Editors:

Helena Fornwagner (Universität Regensburg)

Aysu Okbay (VU Amsterdam)

While many different drivers of individual decision-making, like the role of socioeconomic factors, demographic factors such as age and gender, or the influence of choice architecture, have received considerable attention, more fundamental, rudimentary aspects like biological factors that drive economic behavior are still poorly understood.

This special issue focuses on different biological aspects that underlie economic decisions. In particular, we would welcome contributions that study the connection between economic behavior and **brain activity** (e.g., neuroimaging data), **hormonal aspects** (e.g., administered hormones, blood samples, pregnancy, menstrual phase, 2D:4D ratio), the **microbiome**, and **genes and heritability** (e.g., gene-environment interactions, polygenic scores, studies with twins, siblings or adopted children).

We aim for articles from different disciplines, especially psychology and economics, which study individual decision-making (thus excluding work on household or collective group decisions). If they are based on experiments, these studies should preferably use incentivized measures to examine behavior. We will also welcome review articles or meta-analyses. Besides fulfilling the Journal's excellent submission standards, we plan to exclude work based on candidate genes and underpowered analyses (<0.8). Additionally, we would value research that uses pre-registration plans and would only accept authors that, subject to IRB and privacy restrictions, will make their data and instructions available to foster transparency and allow replications.

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4. MISCELLANEOUS

Recent publication in *Nature Human Behavior*:
“Generous with individuals and selfish to the masses”

Dear friends and colleagues,

I would like to call your attention to my recent publication in *Nature Human Behavior*, “Generous with individuals and selfish to the masses,” which is currently being covered by the popular press around the world.

You can access the paper here:

<https://rdcu.be/cqPad>

Summary (research highlight) in *Nature*:

<https://www.nature.com/articles/d41586-021-02120-6>

Extended summary in *Nature*’s “Behind the Paper”:

<https://socialsciences.nature.com/posts/selfish-to-the-masses>

Report in *New Scientist*:

<https://www.newscientist.com/article/2285525-people-happily-steal-from-groups-even-if-they-are-generous-one-on-one/>

Rapport dans *Le Temps*:

<https://www.letemps.ch/economie/100-euros-pouvons-devenir-escrocs>

Artículo en *QUO*:

<https://www.quo.es/psicologia/q2108077301/dinero-robar-comportamiento-humano/>

Kind regards,

Carlos Alos-Ferrer

Co-Editor in Chief, *Journal of Economic Psychology*
NOMIS Professor for Decision and Neuroeconomic Theory
Zurich Center for Neuroeconomics (ZNE)
Department of Economics, University of Zurich



**Interdisciplinary El-Erian Institute
for Behavioural Economics and Public Policy
at University of Cambridge**

As of September 2021, Prof. **Lucia Reisch** (formerly: Copenhagen Business School) will be the new El-Erian Professor for Behavioural Economics and Public Policy at the University of Cambridge and Fellow of Queens' College.

She will build up an interdisciplinary El-Erian Institute for Behavioural Economics and Public Policy, hosted by the Department of Politics and International Studies and supported by the School of the Humanities and Social Sciences.

More information here:

<https://www.polis.cam.ac.uk/news/lucia-reisch-appointed-el-erian-professor-behavioural-economics-and-policy>

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