IAREP/SABE 2019
Conference
1st–4th September 2019,
Croke Park Conference Centre, Dublin.

Preliminary Conference Programme
(Version 2)

#IAREPSABE2019

BSP·Lab
BEHAVIOURAL SCIENCE & POLICY LABORATORY
<table>
<thead>
<tr>
<th>Time</th>
<th>Sunday, 1st September</th>
<th>Monday, 2nd September</th>
<th>Tuesday, 3rd September</th>
<th>Wednesday, 4th September</th>
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<tr>
<td>09:15</td>
<td>SABE Early Career Researcher Workshop</td>
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<td>IAREP Kahneman Lecture Annamaria Lusardi (GWU)</td>
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<td>13:00</td>
<td>5pm: Welcome reception and registration at Smock Alley</td>
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<td>13:30</td>
<td>Reception at Smock Alley</td>
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<td>14:00</td>
<td>5.30pm: Cruise 1</td>
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<td>14:30</td>
<td>7.00pm: Cruise 2</td>
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<td>7.30pm: Gala dinner at Croke Park</td>
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# Session Times and Room Allocation

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<tr>
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<th>HOGAN 1</th>
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| **Parallel Session 1**  
*Monday 11:00* | Business | Finance 1 | Health 1 | Pensions | Biases & decisions 1 | Labour market | Social behaviour 1 |                |
| **Parallel Session 2**  
*Monday 13:30* | Law and crime | Finance 2 | Health 2 | Taxation | Biases & decisions 2 | Politics | Social behaviour 2 |                |
| **Parallel Session 3**  
*Monday 15:30* | Environment 1 | Finance 3 | Health 3 | Psychology of money | Biases & decisions 3 | Behavioural economics 1 | Social behaviour 3 |                |
| **Parallel Session 4**  
*Tuesday 11:00* | Environment 2 | Finance 4 | Health 4 | Preferences 1 | Biases & decisions 4 | Behavioural economics 2* | Social behaviour 4 | Finance 8 |
| **Parallel Session 5**  
*Tuesday 13:30* | Environment 3 | Finance 5 | Well-being 1 | Preferences 2 | Biases & decisions 5 | Behavioural economics 3* | Social behaviour 5 | Consumption |
| **Parallel Session 6**  
*Wednesday 11:00* | Environment 4 | Finance 6 | Well-being 2 | Preferences 3 | Biases & decisions 6* | Behavioural public policy 1 | Social behaviour 6 | Gambling |
| **Parallel Session 7**  
*Wednesday 13:30* | Environment 5 | Finance 7* | Generations | Preferences 4 | Biases & decisions 7 | Behavioural public policy 2* | Social behaviour 7 | Social behaviour 8 |

* Submitted session.
PARALLEL SESSIONS

Please note that session times and allocations might need to be changed in a small number of cases to accommodate cancellations or other programme changes. However, we will try to keep these changes to a minimum. The final version of the conference programme will be available online prior to the start of the conference.

**Business**

*Monday 11:00 (HOGAN 1). Session chair: Ofer Azar.*

1. Litigations risk and board gender diversity: Effect of firm complexity and monitoring costs
   *Edward Lawrence (Florida International University)*

2. Consumers’ behavioural responses to reactive CSR after a brand crisis: The role of CSR motives and domain on perceived benevolence and negative word of mouth
   *Ilaria Baghi (University of Modena and Reggio Emilia)*

3. Memory-based models of predicting inferences about brand quality
   *Yvetta Simonyan (University of Bath)*

4. Do fixed payments affect effort? Examining relative thinking in mixed compensation schemes
   *Ofer Azar (Ben-Gurion University of the Negev)*

**Law and crime**

*Monday 13:30 (HOGAN 1). Session chair: Rostislav Stanek.*

1. Endogenous peer group effects on adolescents’ crime reporting intentions
   *Mark Agee (Pennsylvania State University)*

2. Police bias in stop and search, but not as we know it
   *Lara Vomfell (Warwick Business School)*

3. Information search, coherence shifts and their interplay in legal decision making
   *Peter Lewisch (University of Vienna)*

4. Do people prefer inefficient rules over discretion?
   *Rostislav Stanek (Masaryk University)*

**Environment 1**

*Monday 15:30 (HOGAN 1). Session chair: Cathal Fitzgerald.*

1. Worse Is worse and better doesn’t matter? The effects of favorable and unfavorable environmental information on consumers’ willingness to pay
   *Kathleen Jacobs (Alanus University of Arts and Social Sciences)*

2. Taxing waste to stimulate home composting - Behavioural insights
   *Marie Briguglio (University of Malta)*

3. Nudging sustainable consumption: Reducing intention-behavior gap by changing consumers’ purchasing habits
   *Maja Petrushesvksa (HHL Leipzig Graduate School of Management)*

4. The framing of climate action in Ireland
   *Cathal FitzGerald (The National Economic and Social Council - NESC)*
Environment 2

Tuesday 11:00 (HOGAN 1). Session chair: Suchita Srinivasan.

1. Eliciting attitudes to water services and costs in Scotland: An experimental study
   Cameron Belton (Economic and Social Research Institute)
2. The role of preferences for pro-environmental behaviour amongst urban middle class households in Peru
   Hanna Fuhrmann (German Development Institute, University of East Anglia)
3. Framed messages to promote preferences for energy efficient air conditioners - A discrete choice experiment in Ghana and Philippines
   Sascha Kuhn (German Development Institute)
4. Energy-related financial literacy and bounded rationality in appliance replacement attitudes: Evidence from Nepal
   Suchita Srinivasan (ETH Zurich, Switzerland)

Environment 3

Tuesday 13:30 (HOGAN 1). Session chair: Tensay Meles.

1. Warming to the idea: Results from a targeted randomised control trial to increase the uptake of heat-pumps in Ireland
   Karl Purcell (Sustainable Energy Authority of Ireland)
2. Information, feedback, and policy complementarities: evidence from a field experiment on energy conservation
   Ximeng Fang (University of Bonn)
3. Limited attention in the housing market: Evidence from energy efficiency ratings
   Rodolfo Sejas Portillo (University of Stirling)
4. Heterogeneity in preferences for renewable home heating systems in Ireland
   Tensay Meles (University College Dublin)

Environment 4

Wednesday 11:00 (HOGAN 1). Session chair: Sandip Agarwal.

1. Farm household decision making around farm-level diversification strategies: Evidence from Northern Ireland
   Conall Mullan (Agri Food Bioscience Institute (AFBI))
2. The neighbour effect on dairy farmers’ willingness to accept, adopt, and pay for a vaccine for Johne’s disease
   David Hall (University of Calgary, Faculty of Veterinary Medicine)
3. Does mental accounting of farm produce lead to overconsumption of self-produced food?
   Jiaqi Huang (Wageningen University)
4. Unfolding the bias in farm nutrient management
   Sandip Agarwal (Indian Institute of Science Education and Research (IISER) Bhopal)
**Environment 5**

*Wednesday 13:30 (HOGAN 1). Session chair: Kaywana Raeburn.*

1. Dispositional factors affecting the choices to purchase insurance and to take mitigating measures against flooding
   *Tadeusz Tyszka (Kozminski University)*

2. Myopic behaviors, time inconsistency and present biased preferences in the intertemporal renewable resources harvesting
   *Marco Persichina (Centre for Environmental and Resource Economics, Umea, Sweden)*

3. Pre-testing a home energy advisory report for residential home upgrades
   *Marek Bohacek (Sustainable Energy Authority of Ireland)*

4. Learning in a bandit game and technology choice
   *Kaywana Raeburn (Union College)*

**Finance 1**

*Monday 11:00 (HOGAN 2). Session chair: Benno Guenther.*

1. Illumination or illusion? Placebic information and stock price forecasts
   *Andreas Oehler (Bamberg University)*

2. Contagion and return predictability in asset markets: An experiment with two trees
   *Andreea Victoria Popescu (Tilburg University)*

3. A model of momentum and market states: Theory and evidence
   *Liang Ma (University of South Carolina)*

4. Deposing the disposition effect: Experimental evidence from professional traders
   *Benno Guenther (LSE)*

**Finance 2**

*Monday 13:30 (HOGAN 2). Session chair: Oscar Stalnacke.*

1. How does responsibility sharing affect investment decisions?
   *Kremena Bachmann (Zurich University of Applied Sciences)*

2. Effects of overconfidence on asset holdings among older adults
   *Su Shin (University of Alabama)*

3. Women’s portfolio choices: The relative importance of financial literacy and risk aversion
   *Ellen K. Nyhus (University of Agder)*

4. Measuring individual investors overconfidence
   *Oscar Stalnacke (Umea School of Business and Economics)*
### Finance 3
**Monday 15:30 (HOGAN 2). Session chair: Naveh Eskinazi.**

1. Individual differences in financial behaviour
   *Dominika Maison (University of Warsaw)*

2. Rational agents and the determinants of effective financial literacy: The importance of capabilities, information, framing, defaults and institutional parameters to smart and optimal financial decision-making
   *Morris Altman (Newcastle Business School, University of Newcastle, Australia)*

3. The availability bias and the cryptocurrency Market: A CAPM and behavioural finance approach
   *Stuart Mills (Manchester Metropolitan University)*

4. Derivatives or anchoring? This is the question
   *Naveh Eskinazi (Ben Gurion University of The Negev)*

### Finance 4
**Tuesday 11:00 (HOGAN 2). Session chair: Glenn Harrison.**

1. Effect of competition on the disclosure of verifiable information
   *Jesal Sheth (University of Nottingham)*

2. Encouraging switching for current accounts: A cross-country lab experiment
   Joana S. Lourenco (Joint Research Centre, European Commission)

3. Conned by a cashback? Disclosure, nudges and consumer rationality in mortgage choice
   *Michael King (Trinity College Dublin)*

4. Evaluating the Welfare of Index Insurance
   *Glenn Harrison (Georgie State University)*

### Finance 5
**Tuesday 13:30 (HOGAN 2). Session chair: Vikas Kakkar.**

1. A grounded theory study of how financial planners assess and manage risk
   *Ian Smith (Manchester Metropolitan University)*

2. Sensation seeking and attitude toward financial risk
   *Joanna Sokolowska (University of Social Sciences and Humanities SWPS)*

3. Choice bracketing and cognitive load in credit repayment
   *Erik Hoelzl (University of Cologne)*

4. Wealth, financial literacy and behavioral biases: Evidence from Japan
   *Vikas Kakkar (City University of Hong Kong)*

### Finance 6
**Wednesday 11:00 (HOGAN 2). Session chair: Anna Helka.**

1. Repaying debt and thinking about the future
   *Aidan Feeney (Queen’s University Belfast)*

2. Predicting advice adherence from debt advice appointments
   *Nicole Andelic (Queen’s University Belfast)*

3. Don’t expect too much: The effect of biased expectations on (over)-indebtedness
   *Wiebke Stein (Leibniz University of Hannover)*

4. Different predictors of the propensity to take loans for different purposes
   *Anna Helka (University of Warsaw (Faculty of Psychology))
Finance 7: Using behavioural science to inform financial decision-making (Submitted session)
Wednesday 13:30 (HOGAN 2). Session chair: Shane Timmons.

1. Do some financial product features negatively affect consumer decisions? A review of evidence
   Féidhlim McGowan (Trinity College Dublin)
2. Improving borrowing decisions in the field
   Arnoed Plantinga (Netherlands Authority for the Financial Markets)
3. Algorithm aversion to robo-advice in the wealth management sector
   Maura Feddersen (Financial Conduct Authority)
4. Official advice Improves mortgage-holders’ perceptions of switching: Experimental evidence
   Shane Timmons (Economic and Social Research Institute)
5. Financial Homo Ignorans - Development of the scale measuring behavioral ignorance in the financial context
   Kinga Barrafrem (Linkoping University)

Finance 8:
Tuesday 11:00 (SUITE 687). Session chair: Dimitra Papadovasilaki.

1. Home equity, mortgage borrowing, and food insecurity among older adults
   Caezilia Loibl (The Ohio State University)
2. Understanding on-time mortgage payment history: An application of the responsible financial actions index
   Gloria Preece (Indiana University)
3. Sky’s the limit: An empirical investigation of maximum price and its effect on regret and trading decisions
   Giovanni Burro (University of Warwick)
4. Patterns, emotions, and memory in financial markets: An experimental study
   Dimitra Papadovasilaki (Lake Forest College)

Health 1
Monday 11:00 (NALLY). Session chair: Seda Erdem.

1. Effect of spatial location of calorie information on choice, consumption and eye movements
   Deirdre Robertson (Economic and Social Research Institute)
2. Using message framing to promote healthy snack choices among children: An experimental approach
   Jon Benito-Ostolaza (Public University of Navarre)
3. The distributional consequences of Hungary’s junk food tax: Evidence from financial satisfaction data
   Mona Maier (University of Stirling)
4. A latent variable approach to investigate system I/II decision-making: Evidence from a food choice and eye tracking experiment
   Seda Erdem (University of Stirling)
Health 2
*Monday 13:30 (NALLY). Session chair: Robert Murphy.*

1. Personalised health information and willingness to participate in weight loss programs: Evidence from a randomised experiment  
   *Jonathan Spiteri (University of Malta)*

2. Crowdfunding for health research projects: An online experiment  
   *Francesco Salustri (University of Oxford)*

3. Improving the validation of hospital waiting lists with nudging  
   *Robert Murphy (Department of Health, Ireland)*

4. Informing members of the general population of the influence of dimensions of health on patient’s subjective wellbeing increases the priority placed on mental health  
   *Robert Murphy (Department of Health, Ireland)*

Health 3
*Monday 15:30 (NALLY). Session chair: David Comerford.*

1. Provision of patient ratings improves quality adjusted life years estimates from the general  
   *Robert Murphy (Department of Health, Ireland)*

2. Stocking up or putting off? Durability versus procrastination in explaining transitory effects in the RAND health insurance experiment  
   *Kevin Devereux (University College Dublin)*

3. Why is long-term care insurance and annuity uptake so low? Evidence of nonstandard preferences and limited rationality from a systematic review  
   *Timo Lambregts (Erasmus University Rotterdam)*

4. Preferences for advance notice of death in a non-patient sample  
   *David Comerford (University of Stirling)*

Health 4
*Tuesday 11:00 (NALLY). Session chair: Sarah Swanson.*

1. Increasing cervical screening attendance in Iceland  
   *Linda Karlsdottir (University of Stirling)*

2. Can information about measles help close the vaccination gap? A comparison of two approaches to deliver relevant information to a target group  
   *Malte Petersen (Federal Chancellery)*

3. “Together for safer care” - Designing and testing a program for patient safety and good hand hygiene on ICUs across Germany  
   *Sabrina Artinger (Federal Chancellery)*

4. Addressing gaps in information retention and value perception of IFA pills  
   *Sarah Swanson (Busara Center for Behavioural Economics)*
Well-being 1
Tuesday 13:30 (NALLY). Session chair: Leonhard Lades.

1. Do we need creativity?
   Louis Levy-Garboua (Paris School of Economics, Pantheon-Sorbonne University)

2. On the role of personal values and philosophy of life in happiness technology
   Tal Shavit (The School of Business Administration, The College of Management Academic Studies, Rishon-Le’Zion. Israel)

3. The effects of chronic illness on aspirations and subjective wellbeing
   Sung Soo Lim (Calvin College)

4. Happy Travels? Measuring travel satisfaction in Dublin
   Leonhard Lades (University College Dublin)

Well-being 2
Wednesday 11:00 (NALLY). Session chair: Sven Hartmann.

1. Time use, unemployment, and well-being: An empirical analysis using British time-use data
   Andreas Knabe (Otto von Guericke University Magdeburg)

2. Employee voice and well-being: The moderating role of national culture
   Maria Pereira (University of Coimbra-Faculty of Economics)

3. The happiness effect of reforming a public employment agency
   Max Deter (Bergische Universität Wuppertal)

4. Television and family stereotypes: Evidence from East-Germany
   Sven Hartmann (IAAEU - Trier University)

Labour market
Monday 11:00 (SUITE 686). Session chair: Natalia V Czap.

1. Rabbits and study habits: A field experiment on pacesetters and student effort
   Gert-Jan Romensen (University of Groningen)

2. Who you know or what you know? Job search and matching in the presence of patronage
   Jamelia Harris (University of Oxford)

3. Does expertise and thinking mode matter for accuracy in judgments of job applicants’
   cognitive ability?
   Samantha Sinclair (Linnaeus University)

4. Nudging and empathizing in the classroom: How behavioral economics made me a better
   teacher
   Natalia V Czap (University of Michigan-Dearborn)
Generations


1. Intergenerational cooperation: An experimental study of ageism in trust and exploitation
   Dennis Alexis Valin Dittrich (Touro College Berlin)

2. Grandparents matter: Perspectives on intergenerational altruism and a pilot intergenerational public good experiment
   Marianna Baggio (Università degli Studi di Trento)

3. All I have to do is dream? The role of aspirations of children, parents and teachers for intergenerational mobility
   Reto Odermatt (University of Basel)

4. Slippers and shirt: The long term effect of inequality of opportunity on human capital
   Davide Bellucci (University of Turin)

Pensions

Monday 11:00 (DAVIN). Session chair: Merike Kukk.

1. Lay perceptions about the pension system in Israel
   David Leiser (Ben Gurion University)

2. Three little words? The impact of social security terminology on retirement
   Francisco Perez-Arce (USC)

3. Pension fund management
   Sven Hemlin (GRI, School of Business, Economics & Law, University of Gothenburg)

4. Who owns the savings in the family? Joint and individual financial assets
   Merike Kukk (Tallinn University of Technology, Estonia)

Taxation


1. Delayed audit feedback: Effects on tax compliance, decision time, and Information acquisition
   Christoph Kogler (Tilburg University)

2. The Common Good Provision scale (CGP): An application in the field of tax compliance and charitable giving
   Cinzia Castiglioni (Università Cattolica del Sacro Cuore)

3. ‘We have good news!’ Media negativity bias and tax compliance
   Milos Fisar (Masaryk University)

4. Impact of emotions on tax compliance decisions: A laboratory experiment
   Erich Kirchler (University of Vienna)
Psychology of money
Monday 15:30 (DAVIN). Session chair: Mette M. N. Seldal.

1. What an exciting gift – how much was it? Affective intensity and perceived price interact in gift evaluation
   *Erik Hoelzl (University of Cologne)*

2. Money as a symbol in the relationship between financial advisors and their clients
   *Edoardo Lozza (Università Cattolica del Sacro Cuore)*

3. The impact of cashless payment options on face-to-face fundraising - Evidence from a field experiment
   *Konstantin Homolka (Trier University/ IAAEU)*

4. Characteristics of first adopters of new payment technologies and their financial behavior
   *Mette M. N. Seldal (School of Business and Law, University of Agder)*

Preferences 1
Tuesday 11:00 (DAVIN). Session chair: Liema Davidovich.

1. When is the strategy method appropriate? The role of emotions
   *Elena Manzoni (University of Verona)*

2. Plasticity of human strategic sophistication in interactive decision-making
   *Sibilla Di Guida (University of Southern Denmark)*

3. Child preferences and outcomes: Evidence from rural Bangladesh
   *Shambhavi Priyam (MPI for Research on Collective Goods)*

4. Better the devil you don’t know than the devil you know: Ambiguity preference in the negative domain
   *Liema Davidovich (Ruppin Academic Center)*

Preferences 2
Tuesday 13:30 (DAVIN). Session chair: Bjoern Hartig.

1. Self-control: Determinants, life outcomes and intergenerational implications
   *Daniel Kamhoefer (University of Duesseldorf)*

2. Childhood self-control and adult economic outcomes
   *Michael Daly (Maynooth University)*

3. A weak commitment is worse than no commitment at all
   *Stephen Cheung (The University of Sydney)*

4. Two wrongs make a right?! Is the sunk cost fallacy a commitment device against present bias?
   *Bjoern Hartig (Royal Holloway, University of London)*

Preferences 3
Wednesday 11:00 (DAVIN). Session chair: Matteo Migheli.

1. Age brings patience to the rich but impatience to the poor
   *Giovanni Burro (University of Warwick)*

2. Impact of meditation on subjective temporal discount rates of monetary rewards
   *Madeline Quinlan (London School of Economics and Political Science)*

3. Choice inertia with limited comparability: Procrastination can save you from quacks
   *Bartlomiej Wisnicki (Warsaw School of Economics)*

4. Type stability and response times: Evidence from a public goods game
   *Matteo Migheli (Università degli Studi di Torino)*
Preferences 4
Wednesday 13:30 (DAVIN). Session chair: Avi Israel.

1. Pollution, decision-making and risk-aversion
   Daniel Pereira (George Washington University)
2. Age-related differences in risk tolerance and susceptibility to asymmetric dominance effect
   Maciej Koscielniak (SWPS University of Social Sciences and Humanities, Poland)
3. You should think in a foreign language if you want to take more risk! The role of thoughts valence and regret anticipation
   Rafal Muda (Maria Curie-Sklodowska University)
4. The effect of SMS notifications (“interrupted overload”) on time preference and risk aversion
   Avi Israel (Ben-Gurion University)

Biases & decisions 1
Monday 11:00 (SUITE 679). Session chair: Maryam Dilmaghani.

1. Incentives, performance and choking in darts
   Bouke Klein Teeselink (VU Amsterdam)
2. Gripping the reins: Is there an endowment effect for power?
   Gigi Foster (University Of New South Wales)
3. Dynamic choice with status quo bias: Theory and design of efficient experiment
   Hassan Nosratabadi (Universite Catholique de Louvain)
4. Gender differences in performance under time constraint: Evidence from chess tournaments
   Maryam Dilmaghani (Saint Mary’s University)

Biases & decisions 2

1. Jumping to conclusions when sampling biases are neglected: Evidence & theory
   Agnes Pinter (Universidad Autonoma de Madrid)
2. Socioeconomic differences in economic forecasts: Parsing signal from noise using an experiment crossed with a natural experiment
   David Comerford (University of Stirling)
3. Bayesian updating, learning and imitating: Evidence from laboratory experiments
   Doris Laepple (National University of Ireland Galway)
4. Belief Distributions, Overconfidence and Bayes Rule
   Glenn Harrison (Georgie State University)

Biases & decisions 3

1. Trading in search of structure: Market relationships as a compensatory control tool
   Agata Gasiorowska (SWPS University of Social Sciences and Humanities)
2. Why Buddhist economics Is needed: Overcoming large scale biophysical and socio-economic dysfunctions
   John Tomer (Manhattan College)
3. Exploring the link between religiosity and honesty: An experimental approach
   Maryam Dilmaghani (Saint Mary’s University)
4. Reversing the order of modeling human behavior
   Shabnam Mousavi (Max Planck Institute for Human Development)
Biases & decisions 4  
**Tuesday 11:00 (SUITE 679). Session chair: Alvaro Chacon.**

1. Mood effect in the car inspection market  
   *Margaret Samahita (University College Dublin)*

2. Interventions for rumination lead to different decision outcomes depending on age  
   *Joyce Mertens (Maastricht University)*

3. Thinking in a foreign language distorts reasoning  
   *Damian Pienkosz (Maria Curie Sklodowska University)*

4. Algorithm aversion or appreciation? Insights from a diary study  
   *Alvaro Chacon (Pontificia Universidad Catolica de Chile)*

Biases & decisions 5  
**Tuesday 13:30 (SUITE 679). Session chair: Alexis Belianin.**

1. “What percent?” versus “How many out of 100”: A Comparison of reported likelihoods  
   *David Comerford (University of Stirling)*

2. Relative thinking with substitute goods: Does it exist with real choices?  
   *Ofer Azar (Ben-Gurion University of the Negev)*

3. Weak rank dependent utility and risk tradeoffs in virtual gain-loss state space  
   *G. Charles-Cadogan (University of Leicester)*

4. Behaviour and beliefs in long-distance interactive online experiments between Russian cities  
   *Alexis Belianin (BELab NRU HSE)*

Biases & decisions 6: Stochastic choice and errors (Submitted session)  
**Wednesday 11:00 (SUITE 679). Session chair: Carlos Alos-Ferrer.**

1. Strength of preference and decision making under risk  
   *Michele Garagnani (University of Zurich)*

2. Imperfect Bayesians  
   *Federica Farolfi (University of Zurich)*

3. A tale of two mechanisms: The determinants of errors in decisions under risk  
   *Johannes Buckenmaier (University of Zurich)*

4. Preference reversals: An eye-tracking study  
   *Alexander Ritschel (University of Zurich)*

5. The determinants of preference reversals in lottery choice  
   *Carlos Alos-Ferrer (University of Zurich)*

Biases & decisions 7  
**Wednesday 13:30 (SUITE 679). Session chair: Wenjie Han.**

1. Do people harness deliberate ignorance to avoid envy and its detrimental effects?  
   *Andreas Orland (University of Potsdam)*

2. Information avoidance, echo chambers and uninformed decisions  
   *Pasqualina Arca (University of Manchester)*

3. Confirmation bias and markets for information  
   *Sean Ferguson (University of Edinburgh)*

4. Algorithms and information avoidance  
   *Wenjie Han (The University of Chicago)*
Gambling
Wednesday 11:00 (SUITE 687). Session chair: Don Ross.

1. Gamblers’ behavior
   Antonio Filippin (University of Milan)
2. Equivalent gambling warning labels are perceived differently
   Philip Newall (University of Warwick)
3. Proximity preferences from the gambler’s fallacy bias support a replenishment heuristic under conditions of loss
   Sirin Zhang (Vassar College)
4. Welfare effects of gambling
   Don Ross (University College Cork)

Consumption
Tuesday 13:30 (SUITE 687). Session chair: Katarina Kostelic.

1. Stop the music? The effect of music on risky financial decisions: An experimental study
   Eyal Lahav (College of Management Academic Studies. Israel)
2. Field experiments in restaurants: The effects of music
   Merav Malcman (Ben-Gurion University)
3. Effects of asymmetric expectation disconfirmation and evaluability of mobile phone attributes on consumer satisfaction
   Gerrit Antonides (Wageningen University)
4. Commodity choice analysis: Time and distance influence
   Katarina Kostelic (Juraj Dobrila University of Pula)

Politics

1. The economic psychology of Brexit
   Stephen Lea (University of Exeter)
2. Monetary incentives, voting and performance
   Ginevra Marandola (Joint Research Centre, European Commission)
3. Region, nation, and redistribution: Experimental evidence on social identity and policy preferences among Belgian local politicians
   Colin Kuehnhanss (Vrije Universiteit Brussel)
4. Experimental research on population growth projections
   Behnud Mir Djawadi (Paderborn University, Germany)

Behavioural public policy 1
Wednesday 11:00 (SUITE 686). Session chair: Victor Klockmann.

1. What factors inform public assessments of social policy interventions (e.g. nudges)?
   Magda Osman (Queen Mary University of London)
2. A regulatory framework for nudging
   Sarah Arduin (Trinity College Dublin)
3. Combining to strengthen: psychology, policy-making and education, consumer protection, regulation, choice architecture
   Vera Rita Ferreira (Vertice PSI)
4. A model of persistent effects from behavioral interventions
   Victor Klockmann (Goethe University Frankfurt)
Behavioural public policy 2: Applying behavioural insights in policymaking: experiences from practitioners (Submitted session)

1. Applying behavioural insights in policymaking - Experiences from practitioners
   Sabrina Artinger (Federal Chancellery, Germany)
2. TBC
   Aletta Boele
3. TBC
   Ginevra Marandola (Joint Research Centre, European Commission)
4. Can information about measles help close the vaccination gap? A comparison of two approaches to deliver relevant information to a target group
   Malte Petersen (Federal Chancellery)
5. Encouraging switching for current accounts: A cross-country lab experiment
   Joana S. Lourenco (Joint Research Centre, European Commission)
6. Reversing the order of modeling human behavior
   Shabnam Mousavi (Max Planck Institute for Human Development)

Behavioural economics 1
Monday 15:30 (SUITE 686). Session chair: Roger Frantz.

1. How good are choice heuristics?
   Eduard Brandstaetter (Johannes Kepler University Linz)
2. What experimental economics has contributed to behavioral economics: A view from 20 top papers in experimental economics
   Mark Pingle (University of Nevada, Reno)
3. Misunderstandings and misinterpretations of economist, business school academicians, business practitioners, and graduate students about hypothesis testing
   Reza Kheirandish (Clayton State University)
4. The two beginnings of behavioral economics
   Roger Frantz (San Diego State University)

Behavioural economics 2: Pushing the frontiers of behavioural economics and finance (Submitted session in memory of Fabrizio Ghisellini)
Tuesday 11:00 (SUITE 686). Session chair: Morris Altman, Beryl Chang.

1. Advancement of behavioral economics and finance (BEF) as a 2-stage process
   Beryl Chang (New York University)
2. What do heuristics have to do with regulations and policymaking
   Shabnam Mousavi (Max Planck Institute for Human Development)
3. Nudges versus institutional design capabilities formation to improve real world financial decision making
   Morris Altman (Newcastle Business School, Australia)
4. Lay misunderstanding of economics and public policy
   David Leiser (Ben Gurion University)
5. TBC
   Paolo Sironi
Behavioural economics 3: Panel Discussion on “The history of SABE and aspirations for its future” and “the contributions of behavioural economics to social science” (Submitted session)

1. Mark Pingle (University of Nevada, Reno)
2. Morris Altman (Newcastle Business School, University of Newcastle, Australia)
3. Roger Frantz (San Diego State University)
4. Shabnam Mousavi (Max Planck Institute for Human Development)
5. Michelle Baddeley (University of South Australia)

Social behaviour 1
Monday 11:00 (SUITE 688). Session chair: Thomas Sabitzer.

1. Intrinsic vs. extrinsic motivators on creative collaboration: The effect of sharing rewards
   Giuseppe Attanasi (Universite Cote d’Azur, Nice (GREDEG))
2. A comparison of the traditional and sharing economy hospitality industry: The difference in
generalized and direct reciprocity
   Eva Hofmann (WU, Vienna University of Economics and Business)
3. Freed books - The usage of public bookcases
   Sarah Marth (Vienna University of Economics and Business)
4. Uncooperative sharing - Dealing with conflicts in community gardens
   Thomas Sabitzer (WU - Vienna University of Economics and Business)

Social behaviour 2

1. Impact of gender and pre-violation trust on trust dynamics after an apology
   Anna Macko (Kozminski University)
2. The impact of trust on corruption
   Hans Czap (University of Michigan - Dearborn)
3. The effects of feeling (un)trusted on exploration in an ambidextrous decision task
   Diya Abraham (Masaryk University)
4. Residential discrimination and trustworthiness
   Ondrej Krcal (Masaryk University)

Social behaviour 3
Monday 15:30 (SUITE 688). Session chair: Barbara Hartl.

1. Illusions of control: The impact of overconfidence on the relationship between fairness,
   trust, and organizational outcomes
   Sarah Bonau (University of Pecs)
2. Do men and women negotiate differently in the absence of potential discrimination or social
   costs?
   Jenny Save-Soderbergh (Stockholm University, The Swedish Institute of Social Research)
3. Inequality, social distance, and giving
   Enda Hargaden (University of Tennessee, Knoxville)
4. Social representations of the sharing economy - An analysis of representative surveys of
   German and British consumers
   Barbara Hartl (Vienne University of Economics and Business; Danube University Krems)
Social behaviour 4  
Tuesday 11:00 (SUITE 688). Session chair: Robert Stueber.

1. Was Banfield right? New insights from a nationwide laboratory experiment  
Pierluigi Conzo (University of Turin & Collegio Carlo Alberto)
2. Do tightwads cheat more? An experimental study  
Erez Siniver (College of Management)
3. Distinguishing reciprocity from the joy of destruction: An anatomy of money burning game  
Katarina Cellarova (Masaryk University, Brno, Czech Republic)
4. Motivated motive selection in the lying-dictator game  
Robert Stueber (WZB Berlin)

Social behaviour 5  
Tuesday 13:30 (SUITE 688). Session chair: Tomasz Zaleskiewicz.

1. Economic socialization index as a tool for predicting destructive economic behavior  
Alena Obolenskaya (Ural State Pedagogical University)
2. Enough Is not enough: Dispositional greed, work, and overearning  
Marcel Zeelenberg (Tilburg University & VU Amsterdam)
3. The impact of personal reward on the economic value of moral judgment  
Reut Blaywais (Ben Gurion University of the Negev, Israel)
4. Market mindset increases utilitarian moral choices  
Tomasz Zaleskiewicz (SWPS University of Social Sciences and Humanities)

Social behaviour 6  
Wednesday 11:00 (SUITE 688). Session chair: Andrea Martinangeli.

1. (Mis)Perceptions about immigration and voting behavior  
Pierluigi Conzo (University of Turin & Collegio Carlo Alberto)
2. Experiencing booms and busts in the welfare state and preferences for redistribution  
Kerstin Hansen (University of Basel)
3. Do minorities misrepresent their ethnicity to avoid being discriminated? Experimental evidence from Georgia  
Philipp Lergetporer (ifo Institute Munich)
4. Immigration, poverty and demand for redistribution: Causal evidence from a survey experiment  
Andrea Martinangeli (Max Planck Institute for Tax Law and Public Finance)

Social behaviour 7  

1. The neglected costs of helping: An experiment on the motives underlying harmful support  
Alicia von Schenk (Goethe University Frankfurt)
2. Scapegoating: Experimental evidence  
Jana Cahlikova (Max Planck Institute for Tax Law and Public Finance)
3. Last word not yet spoken: Last place and rank reversal aversion  
Andrea Martinangeli (Max Planck Institute for Tax Law and Public Finance)
4. Pure altruism, warm-glow, and burnout: The case of Japanese nurses  
Shusaku Sasaki (Graduate School of Economics, Kyoto University)
Social behaviour 8
Wednesday 13:30 (SUITE 687). Session chair: Chiara Natalie Focacci.

1. Residential discrimination and trustworthiness
   Ondrej Krcal (Masaryk University)

2. Investment proficiency and unit trust awareness of young retail investors in Malaysian urban city
   Lalua Rahsiad (Management & Science University, Malaysia)

3. The impact of moral reasoning, moral identity and retaliation on whistleblowing behavior:
   An experimental study
   Sabrina Schaefers (Paderborn University)

4. “Should I stay or should I go?”: Seeking a social identity in the labour market
   Chiara Natalie Focacci (University of Bologna)
1. Exploring the internal and external drivers of knowledge workers’ productivity in mobile settings  
   Alessandra Abeille (Imperial College London)
2. The aversion to monetary incentives for behavioral change  
   Viola Ackfeld (University of Cologne)
3. False perceptions of quality signals for exercise professionals the danger of asymmetric information an application of Akerlof’s market for lemons model  
   Hannah Altman (Queensland University of Technology)
4. Overconfidence: the role of gender and public observability  
   Hayk Amirkhanyan (Faculty of Economic Sciences, University of Warsaw)
5. Managing reputation in a repeated interaction: An experimental analysis  
   Shahin Baghirov (Koc University)
6. Environmental engagement, religion and spirituality in the context of religious disaffiliation  
   Marie Briguglio (University of Malta)
7. Cheating evaluation modulated by time pressure in the Matrix Task  
   Vitor Campos (University of Sao Paulo)
8. Explaining adherence to the gluten-free diet for celiac and non-celiac people  
   Maurizio Canavari (University of Bologna)
9. Nudging for innovation  
   Graziela Di Giorgi (Independent Consultant)
10. Work, money and academic dishonesty: What feeds tolerance to informal practices in students?  
    Elena Druica (University of Bucharest)
11. Choice architecture engages norms to influence pro-environmental choices  
    Catalina Estrada-Mejia (Università de los Andes)
12. Do we study values of participants or their imagination? A qualitative study of perception of dishonesty experiments  
    Nikola Frollova (University of Economics, Prague)
13. The Money illusion influence on decision-making under uncertainty  
    Fedor Golubev (Center of Psycho-Economic Researches of SVRIA)
14. The price of social impact: Tradeoff between social and business value  
    Gal Gutman (Ben Gurion University)
15. Examining values as behavioural drivers in personal financial decision-making  
    Jeff Healy (Athabasca University)
16. Social norms in the process of incurring and repaying financial liabilities  
    Anna Helka (University of Social Sciences and Humanities, Katowice Faculty of Psychology)
17. Friends as tools: The relationship between dispositional greed and friendships  
    Karlijn Hoyer (Tilburg University)
18. A relative-rank model of context effects in the long term  
    Yu-Chun Huang (University of Warwick)
19. Influence of distance of beneficiaries on reactions to social advertising depending on consumer’s personal values  
   Dominika Maison (University of Warsaw)

20. Psychological ownership and acceptability of water system management policies  
   Vanja Medugorac (University College Dublin)

21. Influenza vaccination in health care: The lack of free-riding, the effects of moral appeals and mandates  
   Laetitia Mulder (University of Groningen)

22. Financial fragility in the Nordic and Baltic regions: A comparison of the relative effects of financial knowledge, financial habits and time orientation  
   Ellen Nyhus (University of Agder)

23. Are economists sexists and if so why?  
   Dimitra Papadovasilaki (Lake Forest College)

24. Trust as an individualized matching tool for bank clients and counsellors  
   Julia Pitters (IUBH)

25. Financial well-being and overconfidence bias  
   Cliff Robb (University of Wisconsin-Madison)

26. How do specific learning disabilities affect time and risk preferences?  
   Mosi Rosenboim (Ben Gurion University of the Negev)

27. Is your government making you sad?: Measuring the direct and indirect effects of government quality on reported levels of happiness in multiple world populations  
   Juhee Ryu (Korea International School)

28. Overconfidence and initial public offering decisions among the Polish managers: A behavioral corporate finance perspective  
   Marcin Rzeszutek (Faculty of Psychology, University of Warsaw)

29. What factors affect the decision to undergo dental examinations?  
   Shosh Shahrabani (The Yezreel Valley College)

30. Out of time? The effect of infrequent traumatic events on individuals’ time preferences, insurance take-out, and pro-social behavior  
   Ori Shai (University of Haifa)

31. The rich get richer and the poor get poorer: Investors’ behavior post biotechnology firms IPO  
   Smadar Siev (Ono Academic College)

32. How to deal with procrastination by better understanding of discounting  
   Vineta Silkane (Vidzeme University of Applied Sciences)

33. Biodiversity conservation: What people know vs. what they do  
   Jonathan Spiteri (University of Malta)

34. The influence of autonomy on job satisfaction in Japan: Focusing on self-determination theory  
   Midori Waki (Graduate School of Information and Communication)

35. Are the effects of self-control depletion on financial risk-taking domain specific?  
   Christopher Wilson (Teesside University)

36. Immoral money promotes prosocial behavior  
   Hongchuan Zhang (Central University of Finance and Economics, China)