



Russell Sage Foundation Early Career Behavioral Economics Conference

Meeting Agenda

**University of Chicago
Booth School of Business
Gleacher Center
450 North City Front Plaza Drive
Chicago, Illinois 60611**

July 8, 2015

8:00 – 8:45 am Breakfast and Registration

8:45 – 9:00 am Opening Remarks

9:00 – 10:30 am **Session 1 – Personality and Identity**

Motivated Self-Deception, Identity, and Unethical Behavior

Silvia Saccardo (University of California San Diego) – with U. Gneezy,
M. Serra-Garcia and R. van Veldhuizen

Discussant: Johanna Mollerstrom (George Mason University)

Cognitive Manipulation of Anxiety and Economic Outcomes

Mark Lambiris (University of Lausanne) – with L. Goette and S. Grassi

Discussant: Christina Gravert (University of Gothenburg)

**Ever Failed, Try Again, Succeed Better: Results from a Randomized
Educational Intervention on Grit**

Teodora Boneva (University of Cambridge) – with S. Alan and S. Ertac

Discussant: Gautam Rao (Harvard University)

10:30 – 11:00 am Break

11:00 – 12:30 pm **Session 2 – Beliefs and Information**

Correlation Neglect in Belief Formation

Benjamin Enke (University of Bonn) – with F. Zimmermann

Discussant: Lukas Wenner (UCL)

A Model of Reference-Dependent Belief Choice

Johannes Maier (University of Munich) – with C. König

Discussant: Moshe Hoffman (Harvard University)

**Belief Updating: An Experimental Test of Bayes Rule and the ‘Good-news,
Bad-news’ Asymmetry**

Kai Barron (University College London)

Discussant: Daniel Martin (Northwestern University)

- 12:30 – 2:00 pm Lunch
- 2:00 – 3:30 pm **Session 3 – Charitable Giving and Pro-Social Behavior**
- Waiting To Give**
Stephanie Heger (Washington University Saint Louis) – with A. Craig, E. Garbarino, R. Slonim
Discussant: Heather Schofield (University of Pennsylvania)
- Excusing Selfishness in Charitable Giving: The Role of Risk**
Christine Exley (Harvard University)
Discussant: Syon Bhanot (Harvard University)
- Moral Behavior in Markets**
Yagiz Ozdemir (University of Zurich) – with E. Fehr
Discussant: Frederic Schneider (University of Zurich)
- 3:30 – 4:00 pm Break
- 4:00 – 5:00 pm **Keynote Lecture – Richard H. Thaler**
Misbehaving: The Making of Behavioral Economics
- 7:30 pm **Conference Dinner**
Midway Club, Gleacher Center

July 9, 2015

- 8:00 – 9:00 am Breakfast
- 9:00 – 10:30 am **Session 4 – Incentives and Market Design**
- Market Design for Social Preferences**
Carmen Wang (Harvard University) – with R. Slonim
Discussant: Tristan Gagnon-Bartsch (Harvard)
- The Morale Effects of Pay Inequality**
Supreet Kaur (Columbia University) – with E. Breza and Y. Shamdasani
Discussant: Lea Cassar (University of Zurich)
- Dynamic Unstructured Bargaining with Private Information and Deadlines:
Theory and Experiment**
Gideon Nave (Caltech) – with C. Camerer and A. Smith
Discussant: Benjamin Bushong (Harvard University)
- 10:30 – 11:00 am Break

11:00 – 12:30 pm

Session 5 – Information Disclosure

Is No News (Perceived As) Bad News? An Experimental Investigation of Information Disclosure

Daniel Martin (Northwestern University) – with G. Jin and M. Luca

Discussant: Takeshi Murooka (University of Munich)

Regulating Conflicts of Interest through Public Disclosure

Matthew Chao (Caltech)

Discussant: Marta Serra-Garcia (UCSD)

Are Voters Cursed When Politicians Conceal Policy Preferences? Evidence from a Lab Experiment

Nichole Szembrot (Trinity College)

Discussant: Piotr Evdokimov (ITAM)

12:30 – 1:30 pm

Lunch

1:30 – 3:00 pm

Session 6 – Beliefs and Information II

Beliefs and Utility: Experimental Evidence on Preferences for Information

Florian Zimmermann (University of Zurich) – with A. Falk

Discussant: Jon de Quidt (IIES)

Fantasy and Dread: The Demand for Information and the Consumption Utility of the Future

Joshua Tasoff (Claremont Graduate University)

Discussant: Jeffery Naecker (Wesleyan University)

The Realization Effect: Risk Taking after Realized Versus Paper Losses

Alex Imas (Carnegie Mellon University)

Discussant: Michaela Pagel (Columbia University)

3:00 – 3:30 pm

Break

3:30 – 5:00 pm

Session 7 – Time Preferences, Savings and Expenditures

Hunger Games: Does Hunger Affect Time Preferences

Lydia Ashton (University of Wisconsin-Madison)

Discussant: Jonathan Beauchamp (Harvard University)

Anchoring and Adjustment in the Credit Card Market: Paying Multiples of the Minimum Payment

Paolina Medina (Northwestern University)

Discussant: Sheng Li (UC Berkeley)

The Effects of Debt Forgiveness on Mortgage Borrower Behavior

Sean Hundtofte (Yale)

Discussant: Michaela Pagel (Columbia University)

Participant List

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Alex Imas	Carnegie Mellon University
Alex Rees-Jones	University of Pennsylvania
Benjamin Bushong	Harvard University
Benjamin Enke	University of Bonn
Carmen Wang	Harvard University
Christina Gravert	University of Gothenburg
Christine Exley	Harvard University
Daniel Martin	Northwestern University
David Hagmann	Carnegie Mellon University
Florian Zimmermann	University of Zurich
Frank Schilbach	Massachusetts Institute of Technology
Frederic Schneider	University of Zurich
Gautam Rao	Harvard University & Microsoft Research
Gideon Nave	California Institute of Technology
Heather Schofield	University of Pennsylvania
Jeffrey Naecker	Wesleyan University
Johanna Mollerstrom	George Mason University
Johannes Maier	University of Munich
Jon de Quidt	Institute for International Economic Studies
Jonathan Beauchamp	Harvard University
Joshua Tasoff	Claremont Graduate University
Kai Barron	University College London
Lea Cassar	University of Zurich
Lukas Wenner	University College London
Lydia Ashton	University of Wisconsin, Madison
Mark Lambiris	University of Lausanne
Marta Serra Garcia	University of California, San Diego
Mary Zaki	University of Maryland
Matthew Chao	California Institute of Technology
Michaela Pagel	Columbia University
Moshe Hoffman	Harvard University
Nichole Szembrot	Trinity College
Paolina Medina	Northwestern University
Piotr Evdokimov	ITAM
Sean Hundtofte	Yale University
Seth Blumberg	University of Chicago
Sheng Li	University of California, Berkeley

Silvia Saccardo	University of California, San Diego
Stephanie Heger	Washington University in St. Louis
Supreet Kaur	Columbia University
Syon Bhanot	Harvard University
Takeshi Murooka	University of Munich
Teodora Boneva	University of Cambridge
Tristan Gagnon-Bartsch	Harvard University
Yagiz Özdemir	University of Zurich
Yiwei Zhang	Consumer Financial Protection Bureau