3rd Annual
Early-Career Behavioral Economics Conference

Sponsored by:

RUSSELL SAGE FOUNDATION

And

Carnegie Mellon University

June 16th & 17th
Tepper School of Business, Posner Hall
322 & 324
Campus Map

Posner 4970 Frew St, Pittsburgh, PA 15213

City Map
3rd Early-Career Behavioral Economics Conference

Meeting Agenda

June 15, 2017

7:30 – 9:30 pm Welcome Reception at Hotel Indigo
Sponsored by the Department of Social and Decision Sciences at CMU

June 16, 2017

8:00 – 8:45 am Breakfast and Registration

8:45 – 9:00 am Opening Remarks

9:00 – 10:30 am Session 1: Taxation and Social Preferences

Heuristic Perceptions of the Income Tax: Evidence and Implications for Debiasing
Alex Rees-Jones (University of Pennsylvania) – with D. Taubinsky
Discussant: Syon Bhanot (Swarthmore College)

When Fair Isn’t Fair: Sophisticated Time Inconsistency in Social Preferences
Jeffrey Naecker (Wesleyan University) – with J. Andreoni, D. Aydin, B. Barton and B.D. Bernheim
Discussant: Rachel Cassidy (Oxford University)

Imagined vs. Actual ‘Others’: An Experiment on Interethnic Giving in Afghanistan
Mohammad Razaq Isaqzadeh (Princeton University) – with L.N. Condra and S. Linardi
Discussant: Elisa Cavatorta (King’s College London)

10:30 – 11:00 am Coffee Break

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

Everyday Econometricians: Selection Neglect When Learning from Others
Kai Barron (University College London) – with S. Huck and P. Jehiel
Discussant: Florian Zimmermann (University of Zurich)

Interpreting Signals: Evidence from Doctor Referrals
Heather Sarsons (Harvard University)
Discussant: Daniel Fragiadakis (Texas A&M University)

Persuasion with Motivated Beliefs
David Hagmann (Carnegie Mellon University) – with G. Loewenstein
Discussant: Peter Schwardmann (University of Munich)

12:30 – 2:00 pm Lunch
2:00 – 4:00 pm  
**Session 3: Market/Contract Design**

**Obviously Strategy-Proof Mechanisms**
Shengwu Li (Stanford University)
**Discussant:** Sebastian Schweighofer-Kodritsch (HU Berlin and WZB)

**Redesigning the Market for Volunteers: A Donor Registry**
Stephanie Heger (University of Sydney) – with E. Garbarino, R. Slonim, C. Wang and D. Waller
**Discussant:** Christine Exley (Harvard University)

**Screening Procrastinators with Automatic-Renewal Contracts**
Johannes Johnen (Universite Catholique de Louvain)
**Discussant:** Daniel Martin (Northwestern University)

**Time vs. State in Insurance: Experimental Evidence from Contract Farming in Kenya**
Jack Willis (Harvard University) – with L. Casaburi
**Discussant:** Vojtech Bartos (University of Munich)

4:00 – 4:30 pm  
Coffee Break

4:30 – 5:30 pm  
**Keynote Lecture: Linda Babcock**

7:30 pm  
**Conference Dinner at The Mansions on Fifth**
**June 17, 2017**

8:00 – 9:00 am  Breakfast

9:00 – 10:30 am  **Session 4: Politics and Information**

**Do People Avoid Morally Relevant Information? Evidence from the Refugee Crisis**  
Eleonora Freddi (Stockholm School of Economics)  
**Discussant:** Russell Golman (Carnegie Mellon University)

**1984 or the Brave New World? Evidence from a Field Experiment on Media Censorship in China**  
David Yang (Stanford University) – with Y. Chen  
**Discussant:** Melis Kartal (Vienna University)

**Social Desirability Bias and Polling Errors in the 2016 Presidential Election**  
Andy Brownback (University of Arkansas) – with A. Novotny  
**Discussant:** Michael Kuhn (University of Oregon)

10:30 – 11:00 am  Coffee Break

11:00 – 12:30 pm  **Session 5: Income, Consumption and Savings**

**Power from the People: Solar Households and Downward Sloping Supply of Electricity**  
Andrea La Nauze (University of Pittsburgh)  
**Discussant:** Paolina Medina (Northwestern University)

**‘I’ll Have What She’s Having’: Identifying Social Influence in Household Mortgage Decisions**  
Avni Shah (University of Toronto) – with W.B. McCartney  
**Discussant:** Christopher Roth (University of Oxford)

**The Ostrich in Us: Selective Attention to Financial Accounts, Income, Spending, and Liquidity**  
Michaela Pagel (Columbia University) – with A. Olafsson  
**Discussant:** Alex Imas (Carnegie Mellon University)

12:30 – 2:00 pm  Lunch

2:00 – 4:00 pm  **Session 6: Human Capital Investments and Competitiveness**

**Student Loan Nudges: Experimental Evidence on Borrowing and Educational Attainment**  
Lesley Turner (University of Maryland) – with B.M. Marx  
**Discussant:** Christina Gravert (University of Gothenburg)
Motives for Educational Attainment
Teodora Boneva (University College London) – with C. Rauh
Discussant: Kate Orkin (University of Oxford)

Behavioral Tools can Increase Parental Engagement: Evidence from a Field Experiment
Sebastian Gallegos (Princeton University) – with S.E. Mayer, A. Kalil and P. Oreopoulos
Discussant: Sean Hundtofte (Federal Reserve Bank of New York)

Gender Differences in Tournament Choices: Risk Preferences, Overconfidence or Competitiveness
Roel van Veldhuizen (WZB)
Discussant: Maria Recalde (IFPRI)

4:00 – 4:30 pm  Coffee Break
4:30 – 5:30 pm  Keynote Lecture: George Loewenstein
7:30 pm  Optional Dinner and Drinks at Urban Tap in East Liberty

The ECBE organizing committee of Silvia Saccardo, Teodora Boneva, Kai Barron, Stephanie Heger, and Paolina Medina would like to thank:

The Russell Sage Foundation, the Department of Social and Decision Sciences, our keynotes Linda Babcock and George Loewenstein, our local organizers Lizzy Stoyle and Eileen Simeone, Leana Chatrath of the Russel Sage Foundation and the conference reviewers for all their efforts to make this conference a success.