



2009 International Meetings of the Economic Science Association

June 25-28, Washington, D.C.

Conference Program

Thursday, June 25th: Special Lectures on Methods

2:00-3:30 pm: Nat Wilcox (University of Houston): Measuring Risk Attitudes for Prediction and Explanation: A Discussion of Some Issues - Fitzgerald C

3:45-5:15 pm: Joachim Winter (University of Munich): Econometric Challenges in Experimental Economics - Fitzgerald C

Thursday, June 25th, 5:30-7:30 pm

Welcoming Reception - Pre-function C

Friday, June 26th, 8:00am – 9:00am

Breakfast - Pre-function C

Friday, June 26th, 9:00am – 10:00am

Plenary Session: **Rebecca Morton**, New York University

"Experimental Public Choice: New Directions in Electoral Systems and Voting"

Presiding: **Tim Cason**, Purdue University

Location: Fitzgerald C

Friday, June 26th, 10:20am – 12:00pm

Session 1: AUCTIONS I (Chair: Engelmann) - Fitzgerald C

- **James C. Cox** (Georgia State University), "Arms or Legs: Isomorphic Dutch Auctions and Centipede Games"
- **Lucas Rentschler** (Texas A&M University), "An Experimental Investigation of Asymmetric Information in Common Value Auctions",
- **Dirk Engelmann** (University of London), "Does a buyer benefit from bad reputation? Theory and experiments on auctions with default"

Session 2: ADVICE AND INFORMATION (Chair: Serra-Garcia) - Fitzgerald D

- **Juan D. Carrillo** (University of Southern California and CEPR), "Information Gatekeepers: theory and experimental evidence"
- **Steven Schwartz** (Binghamton University), "A note on a laboratory investigation of limited commitment and management control"
- **Yan Chen** (University of Michigan), "Knowledge market design: a field experiment on Google Answers"
- **Marta Serra-Garcia** (Tilburg University), "Are Words as Good as Actions? An Experimental Study on Information Transmission"

Session 3: PUBLIC GOODS (Chair: Willinger) - Fitzgerald E

- **Andreas Leibbrandt** (Institute for Empirical Research in Economics), “Cooperativeness and Impatience in the Tragedy of the Commons”
- **Ananish Chaudhuri** (University of Auckland), “Conditional Cooperation and Social Learning in a laboratory public goods game”
- **Xiaofei Pan** (ICES-George Mason University), “Status competition and cooperation in Voluntary Contribution Mechanism”
- **Marc Willinger** (University Montpellier), “Income redistribution and public good provision: an experiment”

Session 4: LABOR (Chair: Reuben) - Fitzgerald B

- **Stephen V. Burks** (University of Minnesota, Morris), “‘I quit!’ versus ‘you’re fired!’ a competing risks survival analysis of exits among truckers using incentivized measures of cognitive skill”
- **Adam Sanjurjo** (UCSD), “Working Memory Load as a Function of Search Behavior”
- **Ernesto Reuben** (Northwestern University), “Breaking the glass ceiling in experimental markets”

Session 5: PUBLIC CHOICE I (Chair: Piovesan) - Hemingway 1

- **Arne Robert Weiss** (University of Erfurt), “The economic virtues of voting - how political competition limits confiscatory behavior”
- **Marcelo Tyszler** (FGV/SP and Tinbergen Institute / CREED), “Information and Strategic Voting”
- **Calvin Blackwell** (College of Charleston), “An experimental investigation of primary choice and voter turnout”
- **Marco Piovesan** (University of Copenhagen), “Biased voters, unbiased juries? An experimental analysis of Condorcet Jury Theorem”

Session 6: ASSET MARKET (Chair: Lin) - Hemingway 2

- **Calvin Blackwell** (College of Charleston), “An experiment test of marginal trader hypothesis”
- **Sudeep Ghosh** (Hong Kong Polytechnic University), “How do People React to News? An Experimental Investigation of the Effect of News Based Information Flows in Financial Asset Markets”
- **Alen Nasic** (University of Mannheim), “Overreaction in stock forecasts and prices”
- **Shengle Lin** (ICES-George Mason University), “Price Inertia and Under-reaction in Laboratory Asset Markets”

Session 7: BETRAYAL AND RISK (Chair: Aimone) - Fitzgerald A

- **Richard Zeckhauser** (Harvard University), “Hard and Soft Betrayals: Showing Internet Experiments Can Conquer the ANDES”
- **Filippos Exadaktylos** (Max Planck Institute), “Unraveling Fairness: the role of (individual) empathy and (social) norms”
- **Arie F. de Wild** (Rotterdam University of Applied Sciences) “A Framework for Risk Appetite using Prospect Theory”
- **Jason A. Aimone** (ICES-George Mason University), “What you don't know can't protect you: effects of avoiding betrayal on trustee behavior”

Friday, June 26th, 12:15 – 1:15pm

Executive Meeting at [Ted's Montana Grill](#), 4300 Wilson Blvd, Arlington, VA

Friday, June 26th, 1:30 – 3:10pm

Session 1: CONTRACTS (Chair: Vadovic) - Fitzgerald A

- **Arne Robert Weiss** (University of Erfurt), “When power meets relations - competitive and strategic power in incomplete contracts markets”
- **Xiangdong Qin** (Shanghai Jiao Tong University), “An experimental investigation on incomplete contract with repeated interaction”
- **Stephan Tontrup** (Max Planck Institute), “The Expressive Function of Contracts, How real contracts save transaction costs”
- **Radovan Vadovic** (Mexico Autonomous Institute of Technology), “The Effects of Mandatory Sick Pay”

Session 2: BEHAVIORAL I (Chair: Brocas) - Fitzgerald B

- **Stefan Penczynski** (London School of Economics), "Focality, Tasks and the Beginning of Level-k Reasoning"
- **Róbert Veszteg** (Universitat Autònoma de Barcelona), “Learning and playing best response in the hide-and-peek game”
- **Artie Zillante** (UNC Charlotte), “The robustness of level-k reasoning in modified beauty contest games”
- **Isabelle Brocas** (U. Southern California), “Measuring attention and strategic behavior in games with private information”

Session 3: BLAME AND SHAME (Chair: Ozbay) - Hemingway 2

- **David Ong** (University of California, Davis), “Sorting with shame in the laboratory”
- **Björn Bartling** (University of Zurich), “Shifting the blame: on delegation and responsibility”
- **Erkut Ozbay** (University of Maryland), “Ashamed to look selfish in a public good game”

Session 4: CHARITABLE GIVING (Chair: Trafton) - Fitzgerald E

- **Judd Kessler** (Harvard University), “When Return Giving Goes Away: Gift Exchange with the Option to Take”
- **Michael Menietti** (University of Pittsburgh), “The Role of Seed Money When Public Projects Have Fixed Costs”
- **Tamara Lynn Trafton** (Vanderbilt University), “Charitable giving through gift catalogues”

Session 5: CONSUMER BEHAVIOR (Chair: Ullberg) - Fitzgerald D

- **Holger Muller** (Otto-von-Guericke-Universität Magdeburg), “Fact or Artifact: Are irrelevant alternatives relevant in consumer decisions?”
- **Julie Rosaz** (University of Lyon), “Updating Beliefs with imperfect signals: Experimental Evidences”
- **Eskil Ullberg** (ICES-George Mason University), “From Hierarchy to Coordination through Market Prices in Patent Trade, An experimental study of coordination between inventive, trading and innovation activities under different market mechanisms and patent validity”

Session 6: INDUSTRIAL ORGANIZATION (Chair: Xiao) - Fitzgerald C

- **Douglas Davis** (Virginia Commonwealth University), “Advance Production, Inventories and Market Power: An Experimental Investigation”
- **John Duffy** (University of Pittsburgh), “Competitive Behavior in Market Games: Evidence and Theory”
- **Omar Al-Ubaydli** (George Mason University), “The nature of excess: investigating price dynamics in Chamberlin Markets”
- **Erte Xiao** (Carnegie Mellon University), “Money Talks? An Experimental Study of Rebates in Online Reputation Systems”

Session 7: CORRUPTION (Chair: Ovchinnikova) - Hemingway 3

- **Mihaela Sarova** (St. Lawrence University), “Psychological Traits and Expectations of Corruption”
- **Lucas Coffman** (Harvard University), “Moral Perceptions in Economic Transactions”
- **Stefka Antonova Lauren Drozynski** (St. Lawrence University), “Does Bribing Pay?: An Experiment on Corruption”
- **Natalia Ovchinnikova** (St. Lawrence University), “Experimental Investigation of Competition in Bribing”

Session 8: TRUST I (Chair: Bosch-Domenech) - Hemingway 1

- **Anya Savikhin** (Purdue University), “An Experimental Study of Trust and Reputation with Differently-Valued Goods”
- **Radhika Lunawat** (University of Minnesota), “Disclosure As a Tool for Building Trust and Stimulating Investment”
- **Cary Deck** (University of Arkansas), “An experimental investigation of trust and sequential trade”
- **Antoni Bosch-Domenech** (Universitat Pompeu Fabra), "The effects of alcohol on trust, trustworthiness and risk taking"

Friday, June 26th, 3:30 – 5:10pm

Session 1: AUCTIONS II (Chair: Morales-Camargo) - Fitzgerald C

- **Tim Cason** (Purdue University), “An Experimental Analysis of the Impact of Information Revelation Policies in Sequential Auctions with Cost Uncertainties”
- **Stephane Robin** (GATE-CNRS University Lyon), “Information Disclosure in Common Value Repeated Auctions”
- **Celine Jullien** (Grenoble university), “An experimental study of investment incentives mechanisms in the electricity industry”
- **Emmanuel Morales-Camargo** (Anderson School of Management of The University of New Mexico), “Divisible-good auctions with uncertainty and differential information: an experimental examination”

Session 2: COORDINATION GAMES I (Chair: Gurguc) - Fitzgerald A

- **Aniol Llorente-Saguer** (Caltech), “Seemingly Irrelevant Information In Coordination Games: An Experimental Amnalysis”
- **Antoni Bosch-Domenech** (Universitat Pompeu Fabra), “On the role of focal points as non-equilibrium coordination device”
- **Anya Savikhin** (Purdue University), “Cooperation Spillovers in Coordination Games”
- **Zeynep Gurguc** (Universitat Pompeu Fabra), “Coordination Failure Caused by Sunspots”

Session 3: RISK AND TIME (Chair: Schunk) - Fitzgerald B

- **Eric Danan** (University of Cergy-Pontoise), “Are preference complete? An experimental measurement of indecisiveness under risk”
- **Vjollca Sadiraj** (Georgia State University), “On the Coefficient of Variation as a Criterion for Decision under Risk”
- **Eike Benjamin Kroll** (Otto-von-Guericke University), “Utility of Time”
- **Daniel Schunk** (University of Zurich), “The impact of time pressure on dynamic choice behavior: theory and experimental evidence”

Session 4: GROUP IDENTITY (Chair: Li) - Hemingway 3

- **Matthew Parrett** (Bridgewater State College), “Group Identity and Reciprocity in the Field: Evidence From Restaurant Tipping”
- **Tomomi Tanaka** (Arizona State University), “Handouts without handshakes: Patronizing out-group preferences in humans”
- **Fan Wu** (University of Magdeburg), “Cultural Affinity in International Joint Ventures”
- **Sherry Li** (University of Texas – Dallas), “Group Identity in Markets”

Session 5: INCENTIVES I (Chair: Sautmann) - Hemingway 1

- **Matt Van Essen** (University of Arizona), “An Experimental Comparison Of three incentive compatible lindahl mechanisms”
- **Stephen Leider** (Harvard University), "Convex incentive schemes, overconfidence and sorting: Experimental evidence"
- **Tulika A. Narayan** (Abt Associates Inc.), “Incentive to discriminate - an experimental investigation of teacher incentives in India”
- **Anja Sautmann** (New York University), “Self-confidence in a principal-agent relationship”

Session 6: METHODS (Chair: Engle-Warnick) - Fitzgerald D

- **Michele Belot** (University of Oxford), “Who should be called to the lab?”
- **Thomas Rietz** (University of Iowa), “Memoirs of an indifferent trader: estimating forecast distribution from prediction markets”
- **Li Hao** (ICES-George Mason University), “A Powerful Nonparametric k-sample Trend Test”
- **Jim Engle-Warnick** (McGill University), “An experimental test of reliability and external validity in media content analysis”

Session 7: MARKET AND ENVIRONMENT (Chair: Cavalcanti) - Hemingway 2

- **Israel Waichman** (The University of Kiel), “Investment Incentives under Emission Trading: An Experimental Study”
- **Lata Gangadharan** (University of Melbourne), “Price Discovery and Intermediation in International Emissions Markets”
- **Svetlana Pevnitskaya** (Florida State University), “An experimental investigation of incentives in environmental conservation and sustainability”
- **Carina Cavalcanti** (ETH-Zurich), “Social Networks and Community Resource Management”

Session 8: MARKET DESIGN (Chair: Ullberg) - Fitzgerald E

- **Jonathan Alevy** (University of Alaska Anchorage), “Water market experiments in the limari valley of Chile”
- **Bastian Henze** (Tilburg University), “Long term financial transportation rights in natural gas markets- an experimental evaluation”
- **Eskil Ullberg** (ICES – George Mason University), “Substituting Subprime With Premium IPRs, An Experiment Measurement of Indecisiveness Under Risk”

Friday, June 26th, 5:30 – 6:30 pm

Reception - Pre-function C

Friday, June 26th, 6:30 – 9:30 pm

Conference Dinner & Keynote Speech

Vernon Smith and **Bart Wilson**, Chapman University & George Mason University

“Discovering How Socioeconomic Orders Form in the Laboratory”

Presiding: **Daniel Houser**, George Mason University

Location: Fitzgerald C

Saturday, June 27th, 8:00-9:00 am

Breakfast - Pre-function C

Saturday, June 27th, 9:00-9:10 am

ESA Announcements: James Andreoni

Location: Fitzgerald C

Saturday, June 27th, 9:10-10:10 am

Plenary Session: **Leigh Tesfatsion**, Iowa State University

"From Human -Subject to Computational-Agent Experiments (and Everything in Between)"

Presiding: **John Duffy**, University of Pittsburgh

Location: Fitzgerald C

Saturday, June 27th, 10:20 – 12:00pm

Session 1: COORDINATION GAMES II – COMMUNICATION (Chair: Wilson) - Fitzgerald E

- **Peter Kriss** (Carnegie Mellon University), "Endogenous costly communication and equilibrium selection"
- **Hong Qu** (Carnegie Mellon University), "Communication and decentralized coordination with private information"
- **Roman Sheremeta** (Purdue University), "Reducing Efficiency through Communication in Competitive Coordination Games"
- **Alistair Wilson** (New York University), "Costly communication and group decision making"

Session 2: BEHAVIORAL II (Chair: Oprea) - Fitzgerald D

- **Alexander Brown** (Texas A&M), "Experimental Resolution of Uncertainty with Epstein-Zin-Kreps-Porteus Preferences"
- **John Lightle** (Florida State University), "Lying Aversion in Noisy Sender Receiver Games"
- **Israel Waichman** (The University of Kiel, Germany), "A Natural Investigation of the Ultimatum Game: The Kiel Market for Budget Travel by Train"
- **Ryan Oprea** (University of California, Santa Cruz), "Continuous Dilemmas"

Session 3: REDISTRIBUTION (Chair: Bazart) - Hemingway 1

- **David Chavanne** (George Mason University), "The Separate and Joint Effects of Earned Rights and Earned Income on Third-Party Redistribution"
- **Tomomi Tanaka** (Arizona State University), "Measuring Norms of Redistributive Transfers: Experimental and Survey Data from Vietnam"
- **Cecile Bazart** (LAMETA-University of Montpellier), "Tax evasion: presumption of guilt versus presumption of innocence"

Session 4: INDIVIDUAL CHOICE (Chair: Wendel) - Fitzgerald B

- **Claire Owen** (University of Paris), “Behavioral determinants of individuals' musical choices: an experimental perspective”
- **Morten Lau** (Newcastle University), “Individual Discount Rates and Smoking: Evidence From a Field Experiment in Denmark”
- **Stephen Wendel** (University of Maryland), “Paradox lost: Explaining and modeling individual behavior”

Session 5: FIELD EXPERIMENTS (Chair: Nicklisch) - Fitzgerald A

- **Marco Castillo** (ICES-George Mason University), “Do women ask? Bargaining strategies in the field”
- **Charles Noussair** (Tilburg University), “From the lab to the field: public good provision with fishermen”
- **David Reiley** (University of Arizona), “Online Advertising Reaches the Elderly: Evidence from a Field Experiment on Yahoo!”
- **Andreas Nicklisch** (Max Planck Institute), “Controlling versus supporting actions in virtual world principal-agents interactions”

Session 6: STRATEGY AND LEARNING (Chair: Dickinson) - Hemingway 2

- **Katerina Sherstyuk** (University of Hawaii), “Inter-Generational Games with Dynamic Externalities”
- **Simon Czermak** (University of Innsbruck), “How does strategic thinking develop with age? Experimental normal-form games with children and adults”
- **James Wei Chen** (National Taiwan University), “Learning to solve the monty hall problem with an 100-door treatment”
- **David L. Dickinson** (Appalachian State University), “Sleep choice and time-of-day effects on p-beauty contest outcomes”

Session 7: JUDGEMENT AND RISK (Chair: Leland) - Fitzgerald C

- **James Andreoni** (University of California, San Diego), “Unexpected Utility: Testing The Assumptions on Risk Preferences Using Convex Budgets”
- **Ragan Petrie** (ICES-George Mason University), “Children's preferences over risky and delayed goods”
- **Erica Morgan** (University of South Carolina), “The Heir and the Spare: Exploring the Relationship between Birth Order, Risk Preferences, and Risky Behavior”
- **Jonathan Leland** (National Science Foundation), “Similarity Judgments in Games”

Saturday, June 27th, 1:30 – 3:10pm

Session 1: AUCTIONS III (Chair: Chen) - Fitzgerald B

- **John L. Hartman** (University of California Santa Barbara), “Testing the sunk cost fallacy in an auction experiment”
- **Ping Zhang** (University of Nottingham), “Collusion in Uniform Price Share Auctions: Mechanism Design and Communication among Bidders”
- **Sean Collins** (Florida State University), “Does Risk Aversion Explain Overbidding?: Feedback in First Price Auctions”
- **Shu-Heng Chen** (National Chengchi University), “Agent-based modeling of cognitive double auction market experiments”

Session 2: LEADERSHIP AND ENTREPRENEURSHIP (Chair: Cooper) - Fitzgerald D

- **Ganna Pogrebna** (Columbia University), “Other-regarding Preferences and Leadership Styles”
- **Joris Gillet** (University of Kent), “Leadership in a weak-link game”
- **Jason Arentz** (ICES - George Mason University), “Does fortune favor the prepared mind?”
- **David Cooper** (Florida State University), “Entrepreneurship and the Willingness to Join a Team”

Session 3: HEURISTICS (Chair: Rao) - Hemingway 2

- **Sigrid Suetens** (Tilburg University), “Freddy plays Lotto-field evidence on the law of small numbers”
- **Roman Sheremeta** (Purdue University), “Endowment Effects in Contests”
- **Justin Rao** (University of California San Diego), “‘He Got Game’ Theory - Optimal Decision Making and the NBA”

Session 4: NEUROECONOMICS (Chair: Vogt) - Fitzgerald A

- **William Ekins** (George Mason University), “The Neural Correlates of Other Regarding Behavior”
- **Robin Chark** (Hong Kong University of Science and Technology), “Neural correlates of strategic and nonstrategic uncertainty: coordination versus competition”
- **Jeannette Brosig** (University of Duisburg-Essen), “Individual differences in behavior: an fMRI study on modified dictator games”
- **Bodo Vogt** (Otto-von-Guericke-Universitat Magdeburg), “Is brain activity observable that leads to an evaluation of a probability of 0.5 that is different from 0.5 in binary lottery choices?”

Session 5: BEHAVIORAL III (Chair: McKinney) - Fitzgerald C

- **Roberto Weber** (Carnegie Mellon University), “Maintaining efficiency while integrating entrants from lower-performing environments: An experimental study”
- **Omar Al-Ubaydli** (George Mason University), “How large looms the ghost of the past? Estimating the effect of precedent in coordination games”
- **Yan Chen** (University of Michigan), “Behavioral spillover in multiple games”
- **C. Nicholas McKinney** (Rhodes College), “Does playing against an error prone opponent influence learning”

Session 6: WILLPOWER AND TEMPTATION (Chair: Ng) - Hemingway 3

- **John Lynham** (University of Hawaii), “Experiments on Procrastination and Willpower”
- **Marco Piovesan** (University of Copenhagen), “Temptation at Work: A Field Experiment on Willpower and Productivity”
- **George Ng** (University of California, Irvine), “Measuring self-control and sophistication: an experiment approach”

Session 7: COORDINATION GAMES III (Chair: Zhang) - Fitzgerald E

- **Francois Cochard** (University De France), “Do spouses cooperate and why?”
- **Jan Schikora** (University of Munich), “Cooperation with uncertain endowments”
- **Jingjing Zhang** (McMaster University), “Coordination or Collusion? Communication in Output Sharing Partnerships”

Session 8: MARKETS AND BEHAVIOR (Chair: Chaudhuri) - Hemingway 1

- **Diego Aycinena** (Universidad Francisco Marroquin), “Remittances and the Problem of Control: A Field Experiment Among Migrants from El Salvador”
- **Frédéric Schneider** (University of Zurich), “Strategic Substitutes in the Beauty Contest Game”
- **Ananish Chaudhuri** (University of Auckland), “Credible assignments and performance bonuses”

Saturday, June 27th, 3:30 – 5:10pm

Session 1: ECONOMIC PSYCHOLOGY (Chair: Larson) - Hemingway 2

- **Lusha Zhu** (University of Illinois at Urbana-Champaign), “Facial expression of emotions and psychological games”
- **Mahdi Rastad** (University of Illinois at Urbana-Champaign), “Quantifying emotions: functional data analysis of facial expressions”
- **Shaul Almakias** (Bar-Ilan University), “The Ultimatum Game and Expected Utility Maximization-In View of Attachment Theory”
- **Tara Larson** (University of Texas at Dallas), “Strategic Ignorance: Is it a self disciplining device?”

Session 2: PUBLIC CHOICE II (Chair: Aycinena) - Hemingway 3

- **Daniel Houser** (ICES-George Mason University), “Altruism and Political Participation”
- **Emanuel I. Vespa** (New York University), “An experimental investigation of malapportionment in Bicameral legislatures”
- **Sherzod Abdukadirov** (George Mason University), “Emergence of Political Parties during democratic transition”
- **Diego Aycinena** (Universidad Francisco Marroquin), “An experiment on rationality in individual vs. collective choice”

Session 3: PREFERENCES AND MEASUREMENT (Chair: Asparouhova) - Hemingway 1

- **Anthony Nikias** (Texas A&M University), “The effects of budgetary task assignment on subordinate reports with Ex Post audits”
- **Mary Rigdon** (University of Michigan), “Epistemic Conditions and Social Preferences in Trust Games”
- **Elena Asparouhova** (University of Utah), “Cognitive biases, ambiguity aversion and asset pricing in financial markets”

Session 4: INEQUALITY (Chair: Salmon) - Fitzgerald A

- **Laura Razzolini** (Virginia Commonwealth University), “Experimental Evidence on Inequality Aversion: Dictators Give to Help the Less Fortunate”
- **Louis Putterman** (Brown University), “Equality versus incentives: an experiment”
- **Daniel Houser** (ICES – George Mason University), “Inequality Seeking Punishment”
- **Tim Salmon** (Florida state university), “The incentive effects of inequality and economic development”

Session 5: SUBJECTIVE PROBABILITY AND BELIEFS (Chair: Hao) - Fitzgerald E

- **Charles Noussair** (Tilburg University), “The effect of probability presentation mode on elicited certainty equivalents”
- **Jordi Brandts** (Barcelona Graduate School of Economics), “An Experimental Study on Persuasion Bias”
- **Muniza Askari** (University of Paris), “Subjective confidence measurement: an experimental approach”
- **Li Hao** (ICES-George Mason University), “Laboratory Analysis of Declarative and English Clock Procedures for Subjective Probability Elicitation”

Session 6: BEHAVIORAL IV (Chair: Gregoire) - Fitzgerald D

- **Sotiris Georganas** (Ohio State university), “Strategic sophistication: an experimental test”
- **Giuseppe Attanasi** (Toulouse school of Economics), “Games with confirmed proposals: theory and experiments”
- **Joachim Weimann** (Otto-von-Guericke University Madgeburg), “Game or frame? Incentive in modified dictator games”
- **Philippe Gregoire** (Universite Laval), “An Experimental Reexamination of the Disposition Effect”

Session 7: PUBLIC GOODS AND PUNISHMENT (Chair: Rustagi) - Fitzgerald C

- **Mark Isaac** (Florida State University), “Endogenous Production Technology in A Public Goods Enterprise”
- **Marie Claire Villeval** (University of Lyon) “Threats and Sanctions in a Public Good Experiment”
- **Erte Xiao** (Carnegie Mellon University), “Profit-seeking punishment corrupts norm obedience”
- **Devesh Rustagi** (ETH-Zurich), “Conditional cooperation, costly monitoring, and participatory forest management in Ethiopia”

Session 8: PREFERENCES AND FAIRNESS (Chair: Abbink) - Fitzgerald B

- **John Smith** (Rutgers University-Camden), “The Endogenous Nature of Other-Regarding Preferences”
- **Stephan Tontrup** (Max Planck Institute), “Pricing Procedural Fairness”
- **Mariana Blanco** (Universidad Del Rosario), “Preferences and beliefs in the sequential prisoner's dilemma: a within-subject analysis”
- **Klaus Abbink** (University of Amsterdam), “Pointless Vendettas”

Sunday, June 28, 8:00-9:00 am

Breakfast - Pre-function C

Sunday, June 28, 9:00-10:00 am

Plenary Session: **Soo Hong Chew**, Hong Kong University of Science & Technology

"New Directions in Exploring the Neurobiological Basis of Decision Making under Uncertainty"

Presiding: **Charles Noussair**, Tilburg University

Location: Fitzgerald C

Sunday, June 28th, 10:20am – 12:00pm

Session 1: BARGAINING AND GENDER DIFFERENCES (Chair: Maximiano) - Fitzgerald A

- **David Wozniak** (University of Oregon), "Can endocrinological variation help explain preference differences for competitive environment",
- **Dorothea K Herreiner** (Loyola Marymount University), "Do intentions matter for empowerment? Procedural justice in simple bargaining games"
- **Sandra Maximiano** (The University of Chicago), "Gender, negotiation and culture"

Session 2: INCENTIVES II (Chair: Yang) - Hemingway 1

- **Pedro Rey Biel** (Universitat Autònoma de Barcelona), "The incentive effects of affirmative action in a real-effort tournament"
- **E. Glenn Dutcher** (Florida State University), "Does telecommunicating affect productivity"
- **Ferdinand Vieider** (Université de Lyon), "Separating real incentives and accountability"
- **Xiaolan Yang** (Zhejiang University), "A Cross-cultural Experimental Study on Wage Inequality and Performance"

Session 3: BEHAVIORAL V (Chair: Beckman) - Fitzgerald D

- **Katerina Sherstyuk** (University of Hawaii), "Cultural values and behavior in dictator, ultimatum bargaining, and trust games"
- **Marie-Helene Cloutier** (University of Montreal), "An experimental analysis of game complexity"
- **Steven Beckman** (University of Colorado Denver), "Dictators Eventually Take It All"

Session 4: OTHER REGARDING PREFERENCES (Chair: Khan) - Fitzgerald E

- **Jonathan Lalky** (University of Pittsburgh), “Why do people write reviews? Altruism and spite in ratings”
- **Eric Set** (University of Illinois at Urbana-Champaign), “Testing other-regarding preferences in sociopaths”
- **Hayat Khan** (La Trobe University, Australia), “Modeling Social Preferences: A Generalized Model of Inequity Aversion”

Session 5: PUNISHMENT AND NORM OBEDIENCE (Chair: Viceisza) - Fitzgerald B

- **Songfa Zhong** (Hong Kong University of Science and Technology), “A neuroeconomics study of third party punishment”
- **Andreas Fuster** (Harvard University), “Another Hidden Cost of Incentives: The Detrimental Effect on Norm Enforcement”
- **Angelino Viceisza** (International Food Policy Research Institute), “Breaking the norm: an empirical investigation into the unraveling of good behavior”

Session 6: TRUST AND VIRTUAL WORLDS (Chair: Chuah) - Fitzgerald C

- **Michael Naef** (Royal Holloway, University of London), “Can we Trust the trust game? A comprehensive Examination”
- **Sascha Fullbrunn** (University of Magdeburg), “Trust in anonymous virtual Worlds - An experimental study in Second Life”
- **Juergen Bracht** (University of Aberdeen), “How to Place Trust Well: An Experimental Study in the Role of the Source of Information”
- **Swee-Hoon Chuah** (Nottingham University), “Trust in V-commerce: an experimental approach”