

# THE SABE NEWSLETTER

THE SOCIETY FOR THE ADVANCEMENT OF BEHAVIORAL ECONOMICS

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## 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: <http://www.sabeonline.org>

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Editor: Giuseppe Attanasi

University of Strasbourg

Bureau d'Economie Théorique et Appliquée (BETA)

61 Avenue de la Forêt Noire, 67000 Strasbourg, France

**Contributions for the next issue are very welcome** – email: [attanasi@unistra.fr](mailto:attanasi@unistra.fr)

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## SABE Executive Committee and Board (updated to 10/2013)

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<b>Treasurer:</b>	<a href="#">John Smith</a>	(smithj@camden.rutgers.edu)
<b>Newsletter Editor:</b>	<a href="#">Giuseppe Attanasi</a>	(attanasi@unistra.fr)
<b>Webmaster:</b>	<a href="#">Reza Kheirandish</a>	(rezakheirandish@mail.clayton.edu)

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As editor of the SABE newsletter, let me emphasize the invitation above for more contributions. They would be very welcome and can be sent to me at [attanasi@unistra.fr](mailto:attanasi@unistra.fr).

*Giuseppe Attanasi*

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## PREVIOUS CONFERENCES (2013): Reports

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### **BABEEW (Bay Area Behavioral and Experimental Economics Workshop)**

*University of San Francisco, May 4 2013*

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Report by: **John Ifcher** and **Alessandra Cassar** (*BABEEW 2013 Organizers*)

The Bay Area Behavioral and Experimental Economics Workshop (BABEEW) was held on May 4<sup>th</sup>, 2013, at University of San Francisco (USF). Fifty scholars participated in the workshop and 35 presented their research.

The goal of the workshop was to create a welcoming scholarly environment in which behavioral and experimental economists from the Bay Area and beyond could share their research and ideas. Scholars came from Bay Area institutions (including Berkeley, Davis, Santa Clara University, UC-Santa Cruz, University of San Francisco, and Stanford) as well as many other institutions (including Florida State University, UC-San Diego, UC-Irvine, UCLA, University of Hawaii, and University of Virginia).

There were five parallel sessions in which 35 papers were presented. Session titles included: Games and Auctions, Intertemporal Choice, Social Preferences, Field Experiment, Beliefs and Biases, Social Networks, voting and Insurance, Information, Bargaining and Contracts, and Gender.

There was also a well-attended workshop dinner. The workshop would not have been possible without the generous support of the International Association for Research in Economic Psychology (IAREP), the Society for the Advancement of Behavioral Economics (SABE), the International Confederation for the Advancement of Behavioral Economics and Economic Psychology (ICABEEP), the University of San Francisco, and the Leavey School of Business at Santa Clara University. Our thanks go out to these funders as well as to the scientific committee (including Alessandra Cassar, Dan Friedman, John Ifcher, Linda Kamas, and Charles Sprenger).

Next year's workshop is already in the works. It will likely take place around the same time (first weekend of May). The location will be Stanford University.

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**SABE Session in WEAI (Western Economic Association International) Conference**

*Grand Hyatt Seattle, June 28 – July 2 2013*

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Report by: **John Ifcher** (*SABE Session Organizer and Chair*)

The 88<sup>th</sup> Annual conference of the Western Economic Association International (WEAI) took place in Seattle, Washington from June 28 to July 2, 2013. The Society for the Advancement of Behavioral Economics (SABE) organized eight sessions during this conference.

Scholars came from many institutions across the U.S. (Cornell University, University of Michigan, USC, SCU, University of Montana, University of Oregon, New York University, Duke University, University of Alaska, San Diego University, Carnegie Mellon University, San Diego State University, University of Nevada-Reno, Colorado State University, College of Management-Academic Studies, University of Scranton, University of New Haven, Chapman University, West Chester University of Pennsylvania, and Columbia University) as well as from across the globe (University of Warsaw, Catholic University of Lille, University of Calgary, Max Planck Institute for Tax Law and Public Finance, University of Hamburg, University of Strasbourg, European University Viadrina, Erasmus University, Ludwig Maximilian University, National University of Singapore, Sun Yat-Sen University, Charles University in Prague, University of Erfurt, and University of Toronto).

There were eight sessions in which 26 papers were presented. Session titles included: Subjective Well-Being, Life Satisfaction and Happiness; Social Preferences; Commitment, Cheap Talk, and Retribution in Games; Risk Preferences; Time Preference, Ambiguity Attitudes, and Performance; Expectations and Prices; Insurance, Trading and Asset Allocation; Occupational Choice, Overconfidence and Cursed Equilibrium.

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**BEEMA (Behavioral and Experimental Economists of the Mid-Atlantic) Workshop**

*Haverford College, August 24 2013*

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Report by: **John Smith and David Owens** (*BEEMA 2013 Organizers*)

On August 24, 2013, we convened the BEEMA workshop at Haverford College. We were delighted to have 27 participants, including keynote speaker William Neilson. William Neilson's keynote talk discussed his current research, in addition to insights on publishing from the perspective of his role as the editor of the *Journal of Economic Behavior and Organization*.

The parallel sessions included the topics such as Communication, Altruism, Information and Incentives in Markets and Behavior, Social Structure and Institutions, Labor Market Outcomes, and The Effects of and the Limits on Competition.

Thanks to the generous support of SABE/IAREP/ICABEEP we were able to provide the conference facilities, coffee, and lunch to the participants free of charge.

The conference was so successful that, again thanks to the generous support of SABE/IAREP/ICABEEP, we will hold another conference in summer 2014 at Haverford College.

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## Workshop on Methods in Tax Research

“Shedding light on the shadow of economy: A critical assessment of methods in tax research”

*University of Vienna, Faculty of Psychology, September 26-27 2013*

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Report by: **Christoph Kogler, Eva Hofmann, and Erich Kirchler** (*Workshop Organizers*)

The ICABEEP (International Confederation for the Advancement of Behavioral Economics and Economic Psychology) and IAAP (International Association of Applied Psychology) co-sponsored workshop ‘Shedding light on the shadow of economy: A critical assessments of methods in tax research’ successfully took place at the University of Vienna on 26<sup>th</sup> and 27<sup>th</sup> September. The workshop brought together 53 well-known researchers from different areas of research on tax behavior (e.g., macro- and micro-economists, legal scholars, accountants, psychologists and neuro scientists, researchers at Universities and practitioners from national Austrian and Dutch tax administrations) and students enrolled in the Vienna Doctorate on International Business Taxation coming from 22 countries (e.g., Australia, Italy, Switzerland, UK).

In six sessions participants discussed and evaluated the multitude of different methods used to investigate tax behavior including simulations, experiments, surveys, qualitative approaches (social representations etc.) and physiological measures. The presentations by 14 speakers (Michael Lang, Jane Frecknall-Hughes, Friedrich Schneider, Aloys Prinz, Barbara Summers, Sjoerd Goslinga, Luigi Mittone, Veronika Grimm, Stephan Muehlbacher, Henriette Bongers, Erich Kirchler, Jennifer Stark, Benno Torgler, and Claus Lamm) on the different methods stimulated several animated discussions regarding the advantages as well as disadvantages of the respective methods and generated new research ideas and collaborations.

At the end of the workshop the sessions were summarized by Eduard Mueller and Eva Schrittwieser, members of the Austrian Ministry of Finance, Tax Administration, highlighting the different disciplines and methodical approaches of the presenters. They stimulated again very lively discussions by presenting four questions from the practitioners’ point of view asking researchers, e.g., how to resolve the complexity of tax laws and procedures that is driven by globalization and digitalization.

The social program of the workshop included a cheerful visit of an original Viennese wine bar (Heurigen) in Grinzing, Vienna, on Thursday evening giving workshop participants not only the opportunity to get to know each other and to develop innovative interdisciplinary research projects but also to taste Austrian cuisine and wine typical for the region. On the second day of the workshop the OeBS, the Austrian banknote printing plant, was visited, which allowed workshop participants a fascinating but rarely giving insight in how Euro banknotes are produced from the first printing plate to the final banknote.

Overall, the workshop ‘Shedding light on the shadow of economy: A critical assessments of methods in tax research’ was a great success. It initiated new research projects and collaborations across different methods and disciplines in tax research including the perspective of practitioners from tax administrations. More information on the workshop can be found [here](#).

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## Workshop on (Psychological) Ownership and Decision Making

*Vienna University of Economics and Business, September 26-27 2013*

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Report by: **Bernadette Kamleitner, Stephan Dickert, Christine Bösenkopf, and Ruta Ruzeviciute**  
(*Workshop Organizers*)

The workshop on psychological ownership and decision making was organized by the Institute for Marketing and Consumer Research of the Vienna University of Economics and Business.

Financial support for this workshop was generously provided by IAREP/SABE/ICABEEP, the Vienna University of Economics and Business, and several sponsors (Almdudler, Prodir, Rauch, Waldquelle, WWG).

The aim of the workshop was to bring together scholars from different academic fields to discuss the many facets of (psychological) ownership and how it impacts economic behavior.

A total of 46 invited participants from 11 countries made the two-day workshop in Vienna a great success. Overall, 2 keynote addresses from Prof. Jon Pierce and Prof. Russell Belk, as well as 15 talks, 19 posters, and 2 round-table discussions provided fascinating and new inputs on the multidisciplinary topic of ownership.

The presentations included published and unpublished work on ownership-related fields such as loss aversion and endowment effects, tangible vs. intangible goods, ownership as self-extension, developmental perspectives, acquisition modes, ownership and mere touch, as well as historical and philosophical aspects of the ownership concept.

The scientific level of all presentations was very high, providing evidence for the attractive scientific program and general interest in the field of ownership. The general consensus was that ownership, although used daily in all economic transactions, still holds many questions for researchers to discover.

The many productive discussions during the workshop were complemented by a social evening tour through beautiful Vienna.

As acknowledged by the participants, this workshop was able to bridge the gap between several disciplines and provided for the active exchange of novel ideas to be pursued in collaborative research.

As an outgrowth of the workshop, Prof. Dr. Bernadette Kamleitner and Dr. Stephan Dickert are co-editing a special section on psychological ownership for the Journal of Behavioral Economics (formerly Journal of Socio-Economics).

The organizing team would like to thank all workshop participants and sponsors for making this workshop such a success!

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## NEXT CONFERENCES (2014) by deadline

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### Asia-Pacific Economic Science Association (APESA) Conference

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Location: **University of Auckland Business School, New Zealand**

Workshop Dates: **February 19-22, 2014**

*Extended Submission Deadline:* **November 25, 2013**

Info: <https://www.economicsscience.org/esa/displayConference.html?id=55>

The 2014 Asia-Pacific ESA conference will be held at The University of Auckland Business School in Auckland, New Zealand from Wednesday 19 to Saturday 22 February 2014.

There will be a reception on the evening of Wednesday 19 February 2014 with the conference proper starting on Thursday 20 February. There will be a conference dinner on the evening of Friday 21 February.

**Venue:** The University of Auckland Business School, Owen G. Glenn Building, 12 Grafton Road, Auckland 1142. The university and the business school is located in downtown Auckland.

#### Keynote speakers:

- David J. Cooper (Florida State University)
- Nick Feltovich (Monash University)
- Shachar Kariv (University of California-Berkeley)
- Martin Kocher (University of Munich)

More details about the **program** will be available closer to the date: <http://www.business.auckland.ac.nz/uoa/home/about/od-our-departments/od-economics/seminars-and-events-8/apesa-conference/apesa-programme>

**About ESA:** The Economic Science Association (ESA) is a professional organization devoted to economics as an observational science, using controlled experiments to learn about economic behavior. The ESA welcomes participation by economists interested in the results of such experiments, as well as scholars in psychology, business, political science, and other related fields.

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## 5<sup>th</sup> SEET (Southern Europe Experimental Team) Meeting

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Location: **Sesimbra (Portugal)**

Conference Dates: **January 30 - February 1, 2014**

*Exceptional Submission Deadline for SABE members:* **November 30, 2013**

Info: <http://www.grxworkshop.com/seet/>

The Experimental Community of Southern Europe is pleased to announce the **5<sup>th</sup> Southern Europe Experimental Team's Meeting** (SEET 2014), organized by Pablo Brañas (Middlesex University London), Ayca Ebru (Istanbul Bilgi Üniversitesi), Praveen Kujal (Middlesex University London) and Debrah Meloso (Bocconi University), Chair of the Organizing Committee.

**Venue:** The meeting will be held in Sesimbra (Lisbon Region, Portugal) from January 30 to February 1, 2014. In particular, it will be held in Sana Sesimbra hotel, right on the seafront, in the center of Vila de Sesimbra: <http://www.sesimbra.sanahotels.com/en/>.

This winter meeting mainly promotes active interaction among researchers in experimental economics, behavioral economics and related areas, and we encourage theoretical contributions.

A list of **potential topics/sessions** includes (behavioral) game theory, social preferences, risk attitudes, neuroeconomics, markets, asset markets, field experiments, industrial organization, labor and gender economics, and networks, among others.

Prospective contributors are invited to submit abstracts of their papers to the organizers through the registration form at the SEET website: [http://www.grxworkshop.com/seet/index.php?opt=account\\_login](http://www.grxworkshop.com/seet/index.php?opt=account_login)

For more information, contact [info@grxworkshop.com](mailto:info@grxworkshop.com).

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## 2<sup>nd</sup> Conference on Field Experimentation in Marketing Research

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Location: **Rady School of Management, UC San Diego**

Conference Dates: **March 14-15, 2014**

Submission Deadline: **December 20, 2013**

Info: <http://www.rady.ucsd.edu/events/field-experiments>

### Overview:

The goal of the conference is to bring together leading researchers in marketing and related disciplines such as psychology and economics to discuss key aspects of field experimentation. We seek to promote and advance the use of field experimentation in marketing research by exchanging ideas, discussion of findings, challenges, and best practices.

We are pleased to announce that, following the conference, the *Journal of Marketing Research* (JMR) aims to devote a **special section of papers to Field Experimentation**. All presentations accepted to the conference will automatically qualify for consideration to the special section (please see additional information in the last paragraph of this announcement).

### Format:

The conference will be a two-day event. Building on the success of the 2013 conference <http://www.rady.ucsd.edu/events/field-experiments> we will include in the program a few by leading researchers. We will also have a poster session.

### Abstract Submission:

We invite scholars from all relevant fields to submit abstracts. A peer group of reviewers will select papers for presentation at the symposium, based on extended abstracts (one page, 11- or 12-point fonts, 1 inch margins, single spaced). The abstract should state the paper's objectives, briefly describe the methods, summarize the results obtained, and state the conclusions. Priority will be given to papers not published prior to the conference. All abstracts should be emailed to [fieldexperiments@rady.ucsd.edu](mailto:fieldexperiments@rady.ucsd.edu) by midnight EST on December 20, 2013.

Decisions will be made by January 20, 2014. Authors not selected to give a talk will have an opportunity to present their work at a poster session.

All accepted papers will automatically qualify for consideration in a **special section on Field Experimentation in Marketing Research** of the *Journal of Marketing Research*. Authors wishing to have their papers formally considered will be asked to submit their manuscripts via [http://mc.manuscriptcentral.com/ama\\_jmr](http://mc.manuscriptcentral.com/ama_jmr), designate the manuscript type as "Special Issue New Submission", and include a cover letter noting the manuscript is intended for the special section. All papers will then go through the regular JMR review process.

### Special Issue:

The goal is for the special section to showcase the potential and accomplishments of field experimentation in marketing research. Article submissions will be held to the same high standards expected of any article at JMR. That necessarily implies tremendous attention to methodological rigor and scientific validity. Reviewers will be especially attentive to articles demonstrating how field experimentation can be employed to advance our understanding of consumer behavior and the practice of marketing research. In some cases that might be a demonstration of field experiments providing new

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theoretical insights, but it might also be employed to show a meaningful practical insight into an otherwise abstract theoretical construct.

**Guidelines for manuscripts submitted to this special issue:**

- Papers can offer a test of an existing theory/theories, use field experimentation to better understand existing theories, or demonstrate the impact and/or application of existing theories.
- Manuscripts are not required to, but could offer a theoretical contribution.
- To qualify as a field experiment, an experiment should be done in consumers' natural environment, making sure they are unaware that factors are being manipulated, and that their behavior is being observed/recorded. In most cases this would require collaboration with a firm, non-profit, etc., though some field experiments can be carried out independent of such collaborations.
- Experiments should follow the same criteria of laboratory experiments (e.g., experimental design, sample size, random assignment).

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**SABE (Society for the Advancement of Behavioral Economics) Annual Conference**  
**“Stretching Behavioral Economics”**

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Location: **Harveys Lake Tahoe (Nevada)**

Conference Dates: **July 21 - July 24, 2014**

Early Submission Deadline: **December 31, 2013**

Info: <http://www.sabeonline.org/UpComing.aspx>

**Early Submission Deadline:**

- Acceptance of your early submission will guarantee a presentation slot, and slots are limited.
- Acceptance of your early submission will also guarantee a reservation at the conference hotel.

**To Submit a Presentation Proposal**, return the following information to Mark Pingle, [pingle@unr.edu](mailto:pingle@unr.edu): Presenter Name; Presenter Affiliation; Presenter Surface Mail Address (Street, City, State, Zip Code); Presenter Email Address; Presenter Phone; Proposed Presentation Title; Presentation Abstract (No more than 300 words).

**Ideal Conference Location:** Lake Tahoe is the number one outdoor tourist destination in the world, and South Tahoe is the premium Lake Tahoe location. Harvey’s Hotel is a premium South Tahoe hotel, and SABE has negotiated room rates for conference participants at this four star hotel of less than \$100 per night at this prime season time. There are numerous outdoor activities you can pursue including, hiking, biking, boating, water skiing, parasailing, golf ...



**Special Conference Features:**

- Pre-Conference Young Researcher Workshop July 21 for PhD students and young PHDs (**see next item in the newsletter**). Reduced conference fee and reduced hotel rates for PhD students.
- Themed general sessions in behavioral finance, behavioral public finance, neuroeconomics, human capital, and group norms. Please suggest another theme, if one is of interest to you!

**Conference Sponsors:** Cognitive and Brain Sciences Group, Department of Economics, and College of Business at the University of Nevada, Reno.

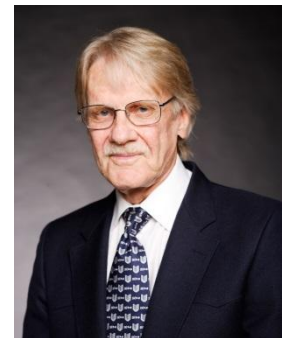
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## Featured Plenary Speakers



*Ulrike Malmendier:* Edward J. and Mollie Arnold Professor of Economics and Haas School of Business Professor of Finance at the University of California, Berkeley. Professor Malmendier has made numerous significant contributions to behavioral economics in many areas, including behavioral finance, economics of organizations, contract theory, law and finance, economics of institutions, and economics and psychology.

*Vernon Smith:* George L. Argyros Endowed Chair in Finance and Economics and co-founder of the Economic Science Institute at Chapman University. Awarded the Nobel Prize in Economic Sciences in 2002 for his groundbreaking work in experimental economics.



*Paul Zak:* Professor of Economics and the founding Director of the Center for Neuroeconomics Studies at Claremont Graduate University. Credited with the first published use of the term “neuroeconomics.” His talk is entitled, “Neuroeconomics: Putting Humans at the Center of Economics.”



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## SABE Young Researcher Pre-Conference Workshop

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Location: **University of Nevada, Reno Campus**

Workshop Date: **July 21, 2014**

Submission Deadline: **December 31, 2013**

Info: <http://www.sabeonline.org/docs/Pre%20Conference%20Workshop.pdf>

**Description:** This workshop is designed to both enhance the research and presentation skills of young researchers and provide exposure to neuroeconomics.

**Cost:** No Cost. Plus, those attending will be offered a reduced Conference Fee for the SABE 2014 Lake Tahoe Conference July 21-24 (**see previous item in the newsletter**).

**Number of Participants Accepted:** 22

**Requirements to Qualify:** Those accepted must be a PhD student, or a recent PhD with junior faculty standing. Those accepted must also have a paper to present and must attend the SABE 2014 Lake Tahoe Conference. (The conference fee, which has not yet been set, will be reduced for attendees, and those accepted for the workshop will automatically be accepted for the Conference.)

**Lodging:** At no charge, workshop participants will be provided a room at Harrah's Hotel in Downtown Reno will for the evening of July 20.

**To Apply:** Email Professor Mark Pingle [pingle@unr.edu](mailto:pingle@unr.edu). Indicate, in 400 words or less, why you would like to attend the workshop and SABE Lake Tahoe 2014 Conference.

**Acceptance Criteria:** Qualified applicants will be accepted on a first come first accepted basis.

### Tentative Workshop Program

8:00-8:30 Breakfast and Introductions at University of Nevada, Reno (UNR)

8:30-9:45 **Workshop 1: *Young Researcher Development I:*** Five pre-selected young researchers will participate in the following development process, with 15 minutes being allocated for each young researcher. First the young researcher presents their research paper in five minutes or less. Second, an experienced researcher, who has read the paper in advance, will use up to five minutes to provide a constructive critique of both the research and the exposition. Third, the remainder of the 15 minute time interval will be used to allow those present at the workshop to raise and discuss any issues related to the presentation and critique. This third interval will begin by allowing any of the experienced journal editors at the workshop to briefly comment on any relevant issues related to the publication process.

9:45-10:00 Break

10:00-11:15 **Workshop 2: *Young Researcher Development II:*** Another five pre-selected young researchers will participate in the following development process, with 15 minutes being allocated for each young researcher. First the young researcher presents their research paper in five minutes

or less. Second, an experienced researcher, who has read the paper in advance, will use up to five minutes to provide a constructive critique of both the research and the exposition. Third, the remainder of the 15 minute time interval will be used to allow those present at the workshop to raise and discuss any issues related to the presentation and critique. This third interval will begin by allowing any of the experienced journal editors at the workshop to briefly comment on any relevant issues related to the publication process.

11:15-11:30 Travel to Harrahs from UNR

11:30-1:15 Harrahs Automobile Museum Visit and Lunch Lecture  
*Speaker and topic yet to be announced*

1:15-1:30 Travel to UNR from Harrahs Automobile Museum

1:30-2:45 **Workshop 3: *Demonstrating Neuroscience:*** The University of Nevada Reno Cognitive and Brain Sciences group will provide participants with small-group demonstrations and training in the use and application of neuroscience techniques for economics research. Exposure will be provided to a range of neuroimaging and neurostimulation techniques, including (a) high-density electroencephalography (EEG) – a procedure in which electrical activity is recorded from the surface of the scalp, (b) functional magnetic resonance imaging (fMRI) – a technique used to map neural activity in the brain by measuring changes in cerebral blood flow, (c) functional near-infrared spectroscopy (fNIRS) – in which physiological changes in the optical properties of cerebral tissue are measured using light in the near-infrared range, and (d) transcranial direct-current stimulation (tDCS) – a form of neurostimulation in which a constant low current is applied to the surface of the skull via small electrodes. The sessions will include demonstrations of research studies in the field of economics in which these techniques have been applied successfully.

2:45-3:00 Break

3:15-4:30 **Workshop 4: *Improving Neuroscience and Economics*** (Organized by Paul Zak): participants will interact with Paul Zak, as he uses videos of some of his experiments, to understand we can be learned by combining neuroscience and economics. By combining the two, both disciplines can be improved.

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### Workshop Sponsors

- The International Confederation for the Advancement of Behavioral Economics and Economic Psychology (ICABEEP): <http://www.iarep.org/ICABEEP.htm>
- Society for the Advancement of Behavioral Economics (SABE):  
<http://www.sabeonline.org/>
- International Association for Research in Economic Psychology (IAREP):  
<http://www.iarep.org/>
- Cognitive and Brain Sciences Group, University of Nevada, Reno:  
[http://groups.unr.edu/unr\\_psych\\_cbs/CBS\\_grad\\_program/Home.html](http://groups.unr.edu/unr_psych_cbs/CBS_grad_program/Home.html)
- Department of Economics, University of Nevada, Reno:  
<http://www.unr.edu/business/academic-departments/economics>
- College of Business, University of Nevada, Reno:  
<http://www.unr.edu/business/>

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## NAG (Norms, Actions, Games) Workshop

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Location: **King's College London, London, UK**

Workshop Dates: **April 1-2, 2014**

Submission Deadline: **January 30, 2014**

Info: <http://www.doc.ic.ac.uk/~pturrini/NAG/>

### Aims:

In strategic interaction, where multiple agents pursue personal objectives, conflict is bound to arise, as the actions of the individual agents have an effect on the welfare of the others. In such situations the need arises for the explicit regulation of individual and collective behavior which has traditionally followed two alternative approaches, well-known in the economics literature: the spontaneous order approach, which studies how norms result from endogenous agreements among rational individuals, and the mechanism design approach, which studies how norms are exogenously designed in order to reach desirable properties.

The present workshop is motivated by the conviction that the two paradigms to understand norms in strategic interaction are by no means incompatible and can be effectively used together for regulative purposes. The aim of the symposium is to gather researchers looking at norms in strategic interaction from different perspectives, i.e. philosophy, computer science, game theory, logic, fostering discussion and interdisciplinary collaboration. Researchers will be given the opportunity of presenting their work in a stimulating environment, without novelty constraints on their contribution.

The workshop will encourage submissions in (but will not be limited to) the following **areas**: Normative multi-agent systems; Norms in experimental game theory; Theories of agency and responsibility; Action formalisms; Theories of collective responsibility and norms; Theories of contracts; Bargaining and negotiation; Coalition formation; Norms and preferences; Theories of compliance; Norm emergence and simulation; Norm change; Deontic logic.

The workshop is sponsored by SINTELNET, the European Network for Social Intelligence, and NIBS, the ESRC Network for Integrated Behavioral Science.

### Chairs:

- Jan Broersen (Department of Information and Computing Science, Utrecht University)
- Alex Possajennikov (School of Economics, University of Nottingham)
- Paolo Turrini (Department of Computing, Imperial College London)

### Invited Speakers:

- Cristina Bicchieri (Department of Philosophy, University of Pennsylvania)
- Urs Fischbacher (Thurgau Institute of Economics, University of Konstanz)
- Martin van Hees (Faculty of Social and Behavioral Sciences, University of Amsterdam)
- Marek Sergot (Department of Computing, Imperial College London)
- Kai Spiekermann (Department of Government, London School of Economics)
- Jorgen Weibull (Department of Economics, Stockholm School of Economics)
- Michael Wooldridge (Department of Computer Science, University of Oxford)

### Submission Instructions:

Contributions on the conference topics from all relevant disciplines are welcome, with special emphasis on interdisciplinary approaches. Short papers/extended abstract (max 3000 words) will be accepted by the submission deadline. Pdf files to be submitted via <https://www.easychair.org/conferences/?conf=nag2014>.

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## THEEM (Thurgau Experimental Economics Meeting) “Cooperation and competition within and between groups”

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Location: **Stein am Rhein (Switzerland)**

Conference Dates: **May 15-17, 2014**

Deadline for paper submission: **January 31, 2014**

Info: <http://www.theem.uni-konstanz.de>

Group identity shapes the behavior of people. It can foster both cooperation within the group and competition with outsiders. However, we also observe conflicts within groups and cooperation between groups. Various group characteristics and institutions moderate these effects. For this workshop we invite contributions that identify and discuss the mechanisms how group membership affects behavior towards in- and out-group members, how groups interact with each other, and to which extent a group is more than just an aggregation of people. We welcome experimental, theoretical, and empirical research from economics, psychology, and other related disciplines.

**Keynote speakers** at the conference are Rachel E. Kranton (Duke University) and Jordi Brandts (Institute for Economic Analysis, CSIC, Barcelona).

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If you would like to present your research at this meeting please submit a paper (or an extended abstract) on [www.theem.ch](http://www.theem.ch). In the conference fee a two nights hotel accommodation at the Hotel Chlosterhof (<http://www.chlosterhof.ch/en/>) in Stein am Rhein where them 2014 will take place is included.

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## XVI FUR (Foundations of Utility and Risk) Conference

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Location: **Erasmus University, Rotterdam (the Netherlands)**

Dates of the Conference: **June 30 - July 2, 2014**

Submission Deadline: **March 15, 2014**

Info: <http://www.eur.nl/ese/fur2014/>

**Scope:** Deviations from classical decision models, including:

- risk: nonexpected utility (Allais);
- uncertainty: ambiguity (Ellsberg);
- intertemporal: hyperbolic discounting;
- game theory: psychological; social preferences;
- social: fairness.

FUR welcomes empirical and theoretical contributions, and applications to other models and to practical problems.

### Typical of FUR

FUR is more interdisciplinary than other conferences. Participants include economists, psychologists, mathematicians, management scientists, philosophers, (non)Bayesian statisticians, and other researchers. FUR is the place to meet open-minded scholars from many disciplines.

### History of FUR

When the Norwegian Ole Hagen was refused tenure in the 1970s because his work on nonexpected utility for risk was judged unpromising, he was determined to prove otherwise. Together with Maurice Allais (1988 Nobel laureate), he founded FUR in 1982. Using the momentum of Kahneman & Tversky (1979 *Econometrica*) and Machina (1982 *Econometrica*), the new models started pervading economics and related disciplines.

As a result, *homo aeconomicus* has increasingly been replaced by *homo sapiens*, for risk and for other decision theories. This improved descriptive models and deepened the understanding of normative and prescriptive models. Further momentum came from experimental economics, which strongly improved experimental standards, exposed artifactual biases, and bolstered real ones. These developments have led to the behavioral revolution, with recent advances in nudging (Thaler) and ambiguity (Ellsberg, Gilboa, Schmeidler).

Since Oslo (1982), FUR has been held in Venice (1984), Aix-en-Provence (1986), Budapest (1988), Durham (1990), Paris (1992), Oslo (1994), Mons (1997), Marrakech (1999), Torino (2001), Paris (2004), Rome (2006), Barcelona (2008), Newcastle (2010), Atlanta (2012), and, now, Rotterdam (2014).

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## 7<sup>th</sup> M-BEES (Maastricht Behavioral and Experimental Economics Symposium)

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Location: **Maastricht University (the Netherlands)**

Conference Date: **June 2, 2014**

Deadline for paper submission: **March 16, 2014**

The Economics Department (AE1) of Maastricht University hosts the 7th Maastricht Behavioral and Experimental Economics Symposium (M-BEES) on June 2, 2014.

The broad topic of the Symposium is Theory and Experiments and centers around the question if and how economic experiments can inform economic theory and vice versa.

The Symposium takes place on a single day and closes with a social dinner.

There are two invited keynote speakers opening and closing the program with contributed sessions in between. Next year the keynote speakers are Muriel Niederle (Stanford University) and Drazen Prelec (MIT).

SABE is among the sponsors of this symposium.

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## GRADUATE PROGRAMS & WINTER/SPRING/SUMMER SCHOOLS (2014) by deadline

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### Winter School (Three related workshops) in Israel “Learning, decisions, and bounded rationality”

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Locations: **Technion, Haifa, and Dead Sea**

Workshop Dates: **January 23-29, 2014**

Submission Deadline: **December 1, 2013**

The three workshops will present different approaches to the study of decision making, learning, and bounded rationality. In addition, graduate students and post doc fellows are invited to apply to a winter school that will be based on the three workshops with the option of getting academic credit for participation.

The formal teachers of the course will be Ido Erev (Technion), Eyal Ert (Hebrew University), Doron Kliger (Haifa University), Arnon Lotem (Tel Aviv University). The school requirements include the attendance of the three workshops (the session on Saturday is optional), and one additional session (on Jan 29). The students' main task is to build on the research presented in the workshops to propose new research projects. The proposed projects will be presented on the last session, and the final papers will be submitted after two weeks.

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#### **The program:**

##### ***Workshop 1: The Math Psych approach and Decision Field Theory***

January 23, Room 527 Bloomfield bldg., Technion (9:30- 17:30)

- *Organizers:* Rachel Barkan and Kinneret Teodorescu.
- *Speakers:* Rachel Barkan, Jerome Busemeyer, James Townsend, Tim Pleskac, Adele Diederich, Amnon Rapoport, Jörg Rieskamp, Tom Wallsten, and Eldad Yechiam.

##### ***Workshop 2: Learning and bounded rationality***

January 24-25, Dan Panorama, Haifa (9:30 to 17:30)

- *Organizers:* Ido Erev, Reinhard Selten, Sabine Pittnauer and Martin Hohnisch.

The first day will include reviews of distinct approaches to learning and bounded rationality, and the second day will focus on experimental study of decisions from experience.

- *Speakers:* Jerome Busemeyer, Jerker Denrell, Eyal Ert, Klaus Fiedler, Drew Fudenberg, Coty Gonzalez, Liat Hadar, Elad Hazan, Ralph Hertwig, Robin Hogarth, Yaakov Kareev, Howard Kunreuther, Ben Newell, Mark Pauly, Sabine Pittnauer, Amnon Rapoport, Jörg Rieskamp, Zur Shapira, Avi Shmida, Reinhard Selten and John Sterman.

***Field trip to the Dead Sea via Rehovot and Rahat***

January 26, leaving Dan Panorama Haifa at 9:00

A visit to Sharoni Shafir's Bee laboratory in Rehovot, lunch and a discussion of the Israeli law and the Beduin culture in Rahat, hike in nature around the dead sea.

***Workshop 3: Decisions, risk and ambiguity***

January 27-29, the Dead Sea

- *Organizers*: Peter Wakker, Han Bleichrodt and Ido Erev.

The first two days will include short talks on decision theory, prospect theory, and the effect of experience.

- *Speakers* (partial list): Han Bleichrodt, Kinneret Teodorescu, Ori Plonsky, Peter Wakker, Tomás Lejarraga,, Tim Rakow, Nathan Ashby, Tilmann Betsch, Renato Frey, Doron Kliger, Idan Zelikovich.

The last day (Jan 29, 9:00-12:00) will be devoted to presentations by the students of the winter school.

**Funding bodies:** North-Rhine-Westphalian Academy of Sciences Humanities and the Arts, and by the Max Wertheimer Minerva center, the I-CORE center for empirical law (ISF), the Microsoft-Technion e-commerce research center, and the Erasmus-Technion fund. Some of the students accepted to the winter school will be offered free accommodation in the conference hotel in the Dead Sea.

**To apply to the winter school** please send a short email that explains your background, and why you want to attend, to the school's TA Michael Sobolev ([sobolevmic@gmail.com](mailto:sobolevmic@gmail.com)) by the application deadline. Adding your CV to the letter can help.



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## Spring School in Behavioral Economics

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Location: UC San Diego, CA

School Dates: March 9-13, 2014

Application Deadline: **December 31, 2013**

Info: <http://blogg.nhh.no/thechoicelab/?p=4639>

The **Choice Lab at the Norwegian School of Economics** (NHH) and the **Rady School of Management at UC San Diego** will host the second spring school in behavioral economics (here's a link to last year's web page <https://sites.google.com/site/radyspringschool2013/>).

The goal of the spring school is to introduce graduate students to new and exciting research in the field. This is a great opportunity for graduate students to expand their behavioral skills and learn what behavioral economics research is about. Topics include social preferences, behavioral game theory, incentives, charitable giving and behavioral interventions.

The Spring School is comprised of a series of lectures by different speakers. A strong emphasis is given to informal interactions, and students will be given the opportunity to present their work in poster sessions.

The school will be followed by a conference on field experiments in marketing in which you will be able to sit (<http://www.rady.ucsd.edu/events/field-experiments/2014/>).

We do not have money to reimburse travel, but will cover the participants' costs during the workshop, including housing and most meals.

**To apply**, please send your curriculum vitae and a short (up to 1000 words) statement of research interest, all in one pdf file to [rady.spring.school@gmail.com](mailto:rady.spring.school@gmail.com). We will also need a letter of recommendation to be sent to the same email address.

**Speakers** this year include:

- Jim Andreoni (UCSD)
- Alexander Cappelen (NHH)
- Gary Charness (UCSB)
- Uri Gneezy (UCSD)
- Alex Imas (CMU)
- Shahar Kariv (Berkeley)
- John List (Chicago)
- Sally Sadoff (UCSD)
- Marta Serra (UCSD)
- Theo Offerman (Amsterdam)
- Bertil Tungodden (NHH)
- Lise Vesterlund (Pittsburgh)

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## Research Master in Cognitive and Clinical Neuroscience Specialization in Neuroeconomics

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Location: **Maastricht University, The Netherlands**

Beginning of the next program: **September 2014**

Application Deadline: **1 April 2014**

Info: [www.maastrichtuniversity.nl/fpn/researchmaster](http://www.maastrichtuniversity.nl/fpn/researchmaster)

The **Research Master in Neuroeconomics** at **Maastricht University** is a two-year, selective, internationally oriented and English taught program designed for excellent students who wish to continue their graduate studies in preparation for a career in research.

The Research Master in Neuroeconomics is a truly interdisciplinary endeavor and jointly organized by the Faculty of Psychology and Neuroscience (FPN) and the Economics Departments of the School of Business and Economics (SBE).

Students will follow courses at SBE as well as FPN and will receive an in-depth training in quantitative theoretical and empirical methods in economics, game theory, and cognitive neuroscience as well as extensive hands-on training in all aspects of experimental and neuroimaging research.

The program combines methodological training with theoretical and experimental approaches from economics, psychology, and neuroscience to study human decisions in all its aspects.

Excellent research internship opportunities will be offered at Maastricht University as well as at prestigious universities and institutions in Europe and North-America.

Each year, the program will admit a maximum of 20-25 students to each of the five specializations. Admission is limited to students with at least a university Bachelor's degree, completed before 1 September 2014.

Remark: **1 February 2014** is the application deadline for students who intend to apply for a Maastricht University scholarship (only applicable for non-EU/EEA students).

The purpose of the research master in Cognitive and Clinical Neuroscience is to prepare students to pursue a PhD study. Graduates in the specializations Psychopathology and Neuropsychology who complete a clinical minor may also qualify to pursue advanced clinical training. The program also provides a solid background for careers in a variety of other settings, which may include the following: scientific research and policy functions in research institutes, somatic and mental health treatment institutions, forensic institutes, centers for educational research and counseling, insurance providers, government agencies, pharmaceutical, food, and medical technology industries.

On average, more than 90% of the graduates find their desired job or training position within 3-6 months after graduation. The majority (75%) embarks on PhD projects at top universities. Another 15% pursue clinical training or are employed in industry.

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## 7th Barcelona LeeX Experimental Economics Summer School in Macroeconomics

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Universitat Pompeu Fabra Barcelona, Spain

School Dates: **June 11-17, 2014**

Deadline for paper submission: **April 21, 2014**

Info: [http://www.upf.edu/leex/events/bleess\\_2014/index.html](http://www.upf.edu/leex/events/bleess_2014/index.html)

The aim of the summer school is to **introduce macroeconomists to experimental methods** and to **further promote the use of experiments in the evaluation of macroeconomic models**. While macroeconomic theories have traditionally been tested using non-experimental “field” data, many modern, micro-founded macroeconomic models can also be tested in the laboratory and researchers have begun to pursue such experimental tests. This year’s program will focus on laboratory studies that are relevant to current global financial crisis.

Graduate students specializing in macroeconomics or experimental economics, as well as junior faculty members and other macroeconomic researchers who have an interest in experimental or behavioral approaches are encouraged to apply. Students will be taught experimental methods and exposed to a number of macroeconomic applications that have been tested experimentally.

Students will be asked to participate in experiments and to develop their own experimental macroeconomic projects. Faculty will assist with and critique these projects.

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We invite summer school students to present their ongoing research during the summer school. Such presentations may take the form of presentations during the summer school or a poster session during the associated conference workshop, depending on the number of students seeking to present their work. Such presentations will be at the discretion of the summer school organizers.

Students can submit research proposals as part of their summer school application, though this is not a requirement for participation in the summer school. Indeed, one purpose of the summer school is to think of macroeconomic topics and models that can be implemented in the laboratory in a way that advances our knowledge of behavior.

Summer school students are also invited to attend the **2 day 5th LeeX (Laboratory of Experimental Economics) International Workshop** co-organized with Barcelona GSE Summer Forum on Theoretical and Experimental Macroeconomics from **June 9-10, 2014** that will also take place at UPF.

Summer school in experimental macroeconomics faculty:

- Charles Noussair (Tilburg University);
- Cars Hommes (University of Amsterdam);
- Shyam Sunder (Yale University);
- John Duffy (University of Pittsburgh);
- Frank Heinemann (Technische Universität Berlin);
- Rosemarie Nagel (ICREA, Universitat Pompeu Fabra, and Barcelona GSE).

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## SPECIAL ISSUES (Call for Papers) by deadline

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### Call for Papers Special issue on

### “Neuroscience and Marketing” *Journal of Marketing Research*

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Submission Deadline: **November 30, 2013**

Guest Co-editors:

- **Colin Camerer** (Caltech; [camerer@hss.caltech.edu](mailto:camerer@hss.caltech.edu))
- **Carolyn Yoon** (University of Michigan; [yoone@umich.edu](mailto:yoone@umich.edu))

The *Journal of Marketing Research* invites submissions for a special section on the interface between neuroscience and marketing. Tremendous gains in understanding the brain have taken place over the last decade, and with them interest in gaining deeper theoretical and process-level insights that ultimately lead to better marketing decisions.

In the corporate marketing community, practitioners are already relying widely on neuromarketing methods to measure attention, arousal, and emotional responses. Despite these trends, there is also healthy skepticism in the academic and corporate marketing communities about what neuroscientific methods really tell us. Consequently, rigorous, marketing-specific research is needed to address precisely what current neuroscience offers for understanding consumer choice, and potentially evaluating and extending methods already in use by marketing academics and practitioners.

We invite scholars from all fields to submit papers that demonstrate the power and promise of using neuroscientific knowledge and methods to answer important marketing questions. Submitted papers are expected to meet the high standards typical of top-flight research in neuroscience, and also to be relevant and clearly explicated for the JMR's readership (which has limited knowledge of neuroscientific detail).

Please submit manuscripts via <http://mc.manuscriptcentral.com/amajmr>.

Enter “Author Center” and then “Submit a New Manuscript”.

You should indicate in the cover letter that the manuscript is intended for the special section.

Expected Publication Date: December 2014.

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**Call for Papers**  
**Special issue on**  
**“Voluntary Market Payments”**  
*Journal of Socio-Economics*

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Extended deadline for initial submission: **December 16, 2013**.

Guest Editor: **Martin Natter** (Goethe University Frankfurt, [natter@wiwi.uni-frankfurt.de](mailto:natter@wiwi.uni-frankfurt.de))

The Journal of Socio-Economics is inviting submissions for a special issue on Voluntary Market Payments. Voluntary market payments, such as tipping, have a long tradition and sometimes reflect a significant part of the overall payment for a service. More recently voluntary payments have also been adopted or tested at an increasing rate by diverse services such as restaurants, sports events, car repair, hotels, cinema tickets, music downloads or zoos as temporary or even as permanent pricing mechanism for the full service or part of it. Under the name “Pay-what-you-want” (PWYW) or “Pay-as-you-wish” some of these services have gained a significant number of new customers and received customers’ attention while others failed. Implementations vary in their degree of interaction between seller and buyer, the usage of reference prices, combinations with social purposes, sales channels and the value of offered products or services. The increasing number of implementations enables field studies that can help to address interesting research questions.

The special issue on voluntary payments focuses on new thinking and research that helps to better understand the characteristics of and differences between different forms of voluntary payments and their implications for service implementations and the allocation of marketing investments. The special issue encourages submissions focusing on key research questions that include, but are not limited to:

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- How does PWYW pricing influence tipping behavior when both exist (e.g., in restaurants)?
- What is the influence of the social context on voluntary payments?
- What are the roles of provider’s perceived costs and effort for tipping and voluntary payments under price mechanisms such as PWYW?
- Do customers adapt their voluntary payments to their consumption?
- How can firms incorporate voluntary payments in their sales process?
- PWYW pricing has only been studied in B2C settings. Are there feasible implementations in a B2B setting?
- What is the role of provider’s brand under PWYW pricing?
- What is the role of convenience in voluntary payment schemes and what is an appropriate model to deal with that?

Papers can be submitted earlier than the deadline and in that case they will start to be handled immediately. Those papers that are invited to revise and resubmit will get three months to do so. The Guest Editor’s policy in most cases is to make a final decision on the second round. When submitting a paper, authors should use the EES system (<http://ees.elsevier.com/jse/default.asp>) and choose the appropriate article category (authors select SI: Voluntary Market Payments) to mark that the paper should be considered for this special issue. Only original papers not currently under review or published in other journals may be submitted.

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**Call for Papers**  
**Special issue on**  
**“Applications and Innovations of Eye-Movement Research in Judgment and Decision Making”**  
*Journal of Behavioral Decision Making*

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Submission Deadline: **January 1, 2014.**

Guest Editors:

- **Nathaniel Ashby** (University of Essex; [nashby@essex.ac.uk](mailto:nashby@essex.ac.uk))
- **Joseph Johnson** (Miami University; [jgjohnson@MiamiOH.edu](mailto:jgjohnson@MiamiOH.edu))
- **Ian Krajbich** (Ohio State University; [Krajbich@gmail.com](mailto:Krajbich@gmail.com))
- **Michel Wedel** (University of Maryland; [mwedel@rhsmith.umd.edu](mailto:mwedel@rhsmith.umd.edu))

Resident Editor:

- **J. Frank Yates** (University of Michigan; [jfyates@umich.edu](mailto:jfyates@umich.edu))

**Theme of the Special Issue:**

At the heart of human judgment and decision making research lies the ultimate goal of understanding the underlying processes that shape and drive human behavior. One methodology that has the potential to provide such insights, which is currently seeing a dramatic rise in application in the field of judgment and decision making research, is eye tracking. While eye tracking methodologies have been employed in decision research for nearly 30 years, only recently have they become more mainstream.

This increase in the use of eye tracking methodologies has provided exciting new insights into the processes underlying human behaviors and judgments.

However, in spite of this proliferation, in many regards the full potential of eye movement recording remains to be realized, with potentially fruitful avenues of research yet to be explored and more advanced analysis techniques remaining underutilized. This special issue aims to publish studies that either address current shortcomings in the use of eye tracking methodologies, present advanced analytic techniques, use eye tracking methodologies to facilitate novel investigations of research areas which have thus far been neglected, or use eye tracking methodologies to directly and empirically test and advance current theory.

We invite submissions that fall broadly into one of the following **topic areas**, but submissions addressing other topics will also be considered:

- Advances in general eye tracking methodologies and data analysis (existing datasets are available from the guest editors upon request).
- The application of eye tracking methodologies in currently neglected areas such as: usability research, medical decision making, imaging research, and in the wild.
- Empirical tests of theory and computational/process models using eye tracking methodologies.
- The union of eye tracking methodologies with neural and/or physiological measures in decision research.
- The use of eye tracking methodologies to examine individual differences in behavioral decision making.

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**Submission Information:**

Anyone with an interest in the issues raised above is invited to submit a full paper to the JBDM Manuscript Central site (<http://mc.manuscriptcentral.com/bdm>), indicating in the covering letter that the manuscript should be considered for the special issue on eye tracking. Submitted papers should contain original and unpublished work, and should not exceed 10,000 words (excluding references) with a maximum of 5 Figures/Tables. Manuscripts should be submitted electronically in accordance with the Wiley & Sons guidelines. All submitted papers will be refereed according to their originality, methodological soundness, clarity of the presented results and conclusions, and the relevance of the submission for the special issue.

We appreciate that studies involving the use of eye tracking can be more time consuming than studies involving only behavioral responses. As such, the submission deadline may be extended under special circumstances. However, late submissions will only be accepted if the author(s) of the submission contact one of the Guest Editors well in advance and provide a compelling explanation for why they are unlikely to make this deadline.

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## Call for Papers Special issue on

### “Psychological Ownership and Economic Decisions: The implications of Perceived and Real Ownership for Economic Behavior”

*Journal of Socio-Economics*

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Submission Deadline: **January 10, 2014.**

Special Section Editors:

- **Bernadette Kamleitner** (Vienna University of Economics and Business, [bernadette.kamleitner@wu.ac.at](mailto:bernadette.kamleitner@wu.ac.at))
- **Stephan Dickert** (Vienna University of Economics and Business, [stephan.dickert@wu.ac.at](mailto:stephan.dickert@wu.ac.at))

Ownership is a concept that is present in nearly all interactions involving (the exchange of) goods. Evidently, every economic transaction also involves a transfer of ownership. It therefore comes as no surprise that ownership is at the center of many research endeavors in economic decision making. Prominent examples include violations of rational behavior as shown in the endowment effect, where ownership of a good leads to higher valuations and under-trading in markets, as well as distribution of wealth and bargaining problems, in which rational self-interest is pitted against social preferences and fairness considerations. In other areas of the social sciences, in particular psychology the topic of ownership has also generated a plethora of research ranging from the social and cognitive underpinnings of what it means to “own” something to the evolutionary and developmental origins of the concept of possessions. Whereas economic research has examined ownership largely in the context of exchanges of goods, psychological research has also focused on the motivational and situational effects of (psychological) ownership on (economic) everyday decisions and behaviors. What is remarkable is that there have been hardly any crosslinks between different groups of researchers and disciplines working on the same fundamental phenomenon.

This special section in the Journal of Socio-economics (JSE) is aimed at showcasing the different approaches to the economic and psychological research on ownership. It will thus explore the relevance of the concept of (psychological) ownership for theorizing in economics and explanations of economic behavior. **Suggested topics** include (but are certainly not limited to):

- Phenomena related to and advancing the endowment effects, including comparisons of different domains and explanations for endowment effects;
- Differences and similarities across modes of ownership and types of owners (e.g., groups, firms, individuals);
- Antecedents and consequences of perceived or psychological ownership on diverse behaviors in diverse markets (including markets such as employment markets, digital markets and non-monetary exchange platforms);
- Conceptual and empirical distinctions between ownership and other types of person-object relations such as common goods.

We invite both conceptual and empirical papers with a variety of perspectives on how (psychological) ownership influences economic choices, valuations and behavior. The Journal of Socio-Economics publishes scholarly work on various economic topics related to other social sciences, such as psychology and sociology. Authors are advised to take into account the broad and interdisciplinary readership of the journal when writing their manuscripts. More information can be found here:

<http://www.journals.elsevier.com/journal-of-socio-economics/>

Only original papers not currently under review or published in other journals may be submitted by the deadline. Prior submission of abstracts is not required, although authors are invited to send them if they have questions about topics and suitability. The review process of submitted manuscripts will follow the standard of JSE. Please precisely follow the guidelines for authors and only submit your manuscript via JSE’s online submission system (see <http://ees.elsevier.com/jse/>).

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**Call for Papers**  
**Special issue on****“Shedding Light on the Shadow of the Economy – Research Methods in Studies  
on Tax Behavior”***Review of Behavioral Economics*

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Submission Deadline: **January 31, 2014**

Guest Editors:

- **Eva Hofmann** (University of Vienna; [eva.hofmann@univie.ac.at](mailto:eva.hofmann@univie.ac.at))
- **Erich Kirchler** (University of Vienna; [erich.kirchler@univie.ac.at](mailto:erich.kirchler@univie.ac.at))
- **Christoph Kogler** (University of Vienna; [christoph.kogler@univie.ac.at](mailto:christoph.kogler@univie.ac.at))

On behalf of the *Review of Behavioral Economics* ([http://www.nowpublishers.com/journals/Review of Behavioral Economics/](http://www.nowpublishers.com/journals/ReviewofBehavioralEconomics/)) we invite colleagues to submit their work to a special issue on research methods applied in social scientific studies of tax behavior. We are especially interested in papers that present classical and novel methods and that consider the strengths and limitations of research methods. This may include quantitative and qualitative methods applied in law, history, macro-economics, micro-economics, neuro-science, sociology, anthropology, psychology, etc. Examples could be topics such as: Tax compliance in the laboratory, field experiments, focus groups, narratives, and simulations.

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**Disciplines and Research:**

We welcome papers from a variety of disciplines engaged with tax behavior research. Approaches may include, but are not limited to, theoretical analyses and empirical studies. In any case, papers should be appropriate for the *Review of Behavioral Economics* audience, largely, economists and psychologists and other social scientists.

**Submissions:**

Manuscripts should be prepared according to the guidelines outlined on the website of the *Review of Behavioral Economics* ([https://editorialexpress.com/cgi-bin/e-editor/e-submit\\_v12.cgi?dbase=rbe](https://editorialexpress.com/cgi-bin/e-editor/e-submit_v12.cgi?dbase=rbe)). Manuscripts should be submitted by the deadline through that website. Authors should indicate that their manuscript should be considered for the “Special Issue Shedding Light on the Shadow of the Economy. Research Methods in Studies on Tax Behavior”.

**Reviewing process:**

The reviewing process will go through Morris Altman, editor of the *Review of Behavioral Economics*. The guest editors will supply three to four names of potential referees for each paper; the editor-in-chief selects two from the list, plus a third referee. Referee reports will be sent to the editor, and he requests a revision or rejects a submission. Guest editors will be consulted and will introduce the accepted paper in the journal. We expect the special issue to be published in the second half of 2015.

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**Call for Papers**  
**Special issue on****“Behavioral Economics of Education”***Journal of Economic Behavior and Organization*

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Submission Deadline: **February 1, 2014**

Guest editors:

- **Eric Bettinger** (Stanford University; [ebettinger@stanford.edu](mailto:ebettinger@stanford.edu))
- **Helena Skyt Nielsen** (Aarhus University; [hnielsen@econ.au.dk](mailto:hnielsen@econ.au.dk))
- **Daniel Schunk** (Johannes-Gutenberg-Universität Mainz; [daniel.schunk@uni-mainz.de](mailto:daniel.schunk@uni-mainz.de))

The *Journal of Economic Behavior & Organization* (JEBO) will publish a special issue on Behavioral Economics of Education. Behavioral Economics of Education integrates knowledge about human behavior from the broad social science perspective to enhance and extend economic analysis of educational decision making.

The aim of this special issue is to understand the mechanisms inducing some students to succeed in education and others to abandon it. Understanding these processes better allows policy makers to channel resources and to design study programs that support people in achieving more education. We particularly seek to advance quantitative education research using tools rooted in experimental economics, behavioral economics and psychology. Standard economic and econometric models are unable to explain the large dropout rates and seemingly irrational behavior such as low effort provision in the educational system. Such puzzles induce a need for merging in fields such as behavioral economics and educational psychology. We especially invite papers related to time preferences, self-control and self-regulation in education. The special issue is thought to cover both theoretical and empirical work, and we welcome submissions concerning all stages in the education system: pre-school, compulsory schooling and post-compulsory education.

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**Submission:**

Please submit your manuscript via JEBO's online submission and editorial system, and select "Behavioral Economics of Education Special Issue". To be considered for publication, manuscripts must be received before the deadline. Please conform to the standard guidelines for submission to JEBO. Details can be found in the Guide for Authors section at the Journal's website <http://www.journals.elsevier.com/journal-of-economic-behavior-and-organization>.

We expect the special issue to appear in print in the first half of 2015. JEBO's standard submission fee is waived for this special issue.

**One-revision policy:**

To speed up the revision process, we will apply a one-revision policy. All publication decisions will be made after no more than one revision. Submissions are first screened by the editors, and those within the scope of the special issue are then sent to expert referees for evaluation.

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## Call for Papers Special issue for

### “R users”

*Journal of Research in Personality*

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Submission Deadline: **February 1, 2014**

Editor-in-chief: **Richard Lucas** (Michigan State University, [lucasri@msu.edu](mailto:lucasri@msu.edu))

Data sharing and replication of previously published work are topics currently high on the agenda for many of us. Besides increased transparency and quality control, these initiatives promote better understanding of published work. In addition they allow authors to receive a quality stamp not only on their hypothesis and results, but also on their statistical methods and actual data.

The editors of the *Journal of Research in Personality* (JRP) recently published an editorial discussing these topics in an attempt to set new standards for JRP. You can find it [here](#).

As a next step, JRP is now working on developing a tool that will allow authors who use the statistical package R to supply their underlying code with their published article. The R code will then be made visible (with R-code highlighting) on Scimedirect, embedded within the article itself. For some analyses, the code may actually be able to be run in a special module on Scimedirect (though the technical developments are ongoing at Elsevier).

We are looking to collect a number of high quality articles to be presented as a special issue that demonstrates these new features. This issue will be used as showcase for this initiative, will be made Open Access (at no cost to the author) and will hopefully encourage future authors to take advantage of this new resource.

Articles submitted for this special issue should address some topic related to personality psychology and should meet JRP standards for publication.

Authors should submit well-documented R code that can be published alongside the article. Ideally, authors who submit an article for this special issue will also be able to make their data publicly available.

Papers should be submitted through the JRP portal (<http://ees.elsevier.com/yjrpe>) by the deadline (though if you have an idea for a paper that cannot be completed within this time frame, please contact the editor-in-chief. Any other questions can also be directed to the editor).

We anticipate that the special issue will be published in late 2014.

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**Call for Papers**  
**Special issue on**  
**“Experiments in Charitable Giving”**  
*Journal of Socio-Economics*

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Submission Deadline: **April 16, 2014**

Special Issue Editors:

- **John List** (University of Chicago)
- **Michael Price** (University of Tennessee)
- **Anya Savikhin Samek** (University of Wisconsin-Madison)

### Aims and Scope

Recent years have seen an enormous increase and interest in research utilizing experimental methods, both in the laboratory and in the field, to address questions about charitable giving. The special issue on Experiments in Charitable Giving aims to collect high quality and innovative work utilizing experimental methods that address questions about the underlying motivation to be pro-social and the different mechanisms that affect pro-social behavior. Papers utilizing experimental methods from economics, psychology, marketing and related areas of decision-making are welcome, including but not limited to:

- Underpinnings of pro-social behavior: pure altruism, warm glow, moral cost/social pressure, empathy.
- Effects of different solicitation mechanisms: matches/seed grants, social information/norms, rewards (conditional and unconditional), importance of the ask, experiments demonstrating avoidance of the ask, charitable auctions, charity linked products, Pay-What-You-Want pricing.

In addition to gifts of money, we are especially interested in volunteerism and what drives that behavior. We are also interested in experiments that focus on blood and organ donation, and those focusing on promoting conservation efforts and the voluntary provision of environmental quality.

Only papers utilizing experimental methods will be considered. Papers will be evaluated on the applicability to broad topics of relevance in the domain of charitable giving.

### Submission Information

Selection of papers for the special issue will follow peer review. Submissions should be made on-line. Please indicate that your paper is meant for the special issue in Experiments in Charitable Giving during the submission process.

Papers can be submitted earlier than the deadline and in that case they will start to be handled immediately. Those papers that are invited to revise and resubmit will get three months to do so. The Guest Editor's policy in most cases is to make a final decision on the second round. When submitting a paper, authors should use the EES system (<http://ees.elsevier.com/jse/default.asp>) and choose the appropriate article category (authors select SI: Experiments in Charitable Giving) to mark that the paper should be considered for this special issue. Only original papers not currently under review or published in other journals may be submitted.

For questions, please contact Anya Samek ([anyasamek@gmail.com](mailto:anyasamek@gmail.com))

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## MISCELLANEOUS

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### ICABEEP news

Report by: **Ofer Azar** (*Chairperson of the ICABEEP Executive Committee*)

On behalf of the ICABEEP Executive Committee, I am happy to report some news on IAREP-SABE-ICABEEP sponsored activities. The sponsorship of these activities was made possible thanks to the decision of IAREP and SABE to provide funding for such joint activities. The successful joint workshops and conference show that the cooperation between IAREP and SABE helps to encourage activities in economic psychology, behavioral economics, and related fields.

In July 2013 we met in the joint SABE-IAREP-ICABEEP conference in Atlanta. The conference was successful in many ways – we had great keynote talks, interesting sessions, excellent food, joyful entertainment (a concert and a great stand-up comedy), and even the weather was nice. I wish to thank the organizers Shabnam Mousavi and Reza Kheirandish for their efforts and time in organizing this conference.

In 2014 we plan to have separate conferences (IAREP in Paris and SABE in a resort hotel in the Lake Tahoe area), and in 2015 a joint conference is planned again, with a proposal to have it in Romania.

Following the decision of SABE and IAREP in 2012 to provide funding again for joint IAREP-SABE-ICABEEP activities (3000 Euros from SABE and 3000 Euros from IAREP), the ICABEEP Executive Committee issued a call for proposals. Four excellent proposals were received and the committee decided to fund all four. The four proposals that were funded took place by now and include the following (**see next items in the newsletter**):

1. Bay Area Behavioral and Experimental Economics Workshop (BABEEW), organized by John Ifcher (Santa Clara University) and Alessandra Cassar (University of San Francisco), which took place in May 2013.
2. A workshop of the Behavioral and Experimental Economists of the Mid-Atlantic (BEEMA), organized by John Smith and David Owens, which took place in August 2013.
3. A workshop organized by Christoph Kogler and Eva Hofmann (Faculty of Psychology, University of Vienna) on “Shedding light on the shadow of economy: A critical assessments of methods in tax research” (September 2013).
4. A workshop on “Ownership and Economic Decisions” organized by Bernadette Kamleitner and Stephan Dickert (Vienna University of Economics and Business) (September 2013).

Links to these workshops and additional information about ICABEEP activities is posted on [http://www.iarep.org/ICABEEP\\_activities.htm](http://www.iarep.org/ICABEEP_activities.htm) and some other information appears on <http://www.iarep.org/ICABEEP.htm>.

In 2013 ICABEEP was again allocated 6000 Euros (divided equally between IAREP and SABE) for joint activities, and a call for proposals yielded seven proposals. The ICABEEP Executive Committee decided to fund six of the seven. More information about these activities will be posted as it becomes available.

I want to thank IAREP and SABE for their continued support of these joint activities, and to thank the other members of the ICABEEP Executive Committee (Gerrit Antonides, Ewa Gucwa-Lesny, Vera Rita de Mello Ferreira, Charlotte Phelps, and Gideon Yaniv) for their help.

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## Results of Elsevier/IAREP Best Student Paper Competition 2013

**Report by:** Agata Gasiorowska (*Editor of the IAREP newsletter*)

This year, the **Elsevier/IAREP Best Student Paper Competition 2013**, was announced during the gala dinner in **Atlanta** at the **SABE/IAREP/ICABEEP conference**, chaired by Shabnam Mousavi and Reza Kheirandish (25th-29th July, 2013, USA, Atlanta).

The **Award Committee** of the Best Student Paper Competition 2013 was composed of four members:

- David Leiser, as the Award Committee Chair.
- Agata Gasiorowska
- Tomasz Zaleskiewicz
- Charlotte Phelps

We wish to thank all our colleagues for advertising this Paper competition and all the participants. The papers were evaluated according to (a) the interest of subject area; (b) the quality of research; and (c) the quality of writing.

The Award Committee attributed the **first prize** of 1000 Euros to **Sylviane Chassot**, Universität St. Gallen, for her paper “Implicit cognition, capabilities, and incentives: assessing investment response to the renewable energy revolution”. The prize also entitles her to a year’s subscription to the *Journal of Economic Psychology*.

The **second prize** was given to **Sarah Morehead**, University of Maine, for her paper on “Psychological Distance as a Unifying Construct for Interdisciplinary Choice Models”.

The **third prize** went to **Urmimala Sen**, Georgia State University, for her paper on “Competition and Cooperation in Rural India: A Gender-Caste Study”.

The second and third best papers/authors each receive a year’s subscription to the *Journal of Economic Psychology*.

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## News about the 2016 joint IAREP-SABE-ICABEEP conference

- It will be held in **Wageningen**, The Netherlands.
- Dates will be set for **July, 2016**.
- Wageningen is a small town in the middle of the Netherlands, and can be reached conveniently by rail from **Schiphol Airport**.
- A boat tour on the **river Rhine** is most likely.
- **Suggestions for keynote speakers** are welcome. Please send them to **Gerrit Antonides** ([gerrit.antonides@wur.nl](mailto:gerrit.antonides@wur.nl)).

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**New Journal: [Review Of Behavioral Economics](#)**

Editor-in-Chief: **J. Barkley Rosser, Jr.** (James Madison University; [rosserjb@jmu.edu](mailto:rosserjb@jmu.edu))

Editor: **Morris Altman** (Victoria University of Wellington; [morris.altman@vuw.ac.nz](mailto:morris.altman@vuw.ac.nz))

**Editorial Aims:**

The Review of Behavioral Economics (ROBE) seeks to extend and develop the study of behavioral economics. The journal encourages a transdisciplinary and pluralistic perspective in the tradition of the late Herbert A. Simon, long recognized as the founder of modern behavioral economics, for whom the concepts of bounded rationality and satisficing were based on psychological, cognitive, and computational limits of human knowledge and behavior, the decision-making environment, and the evolutionary capabilities of the human being.

ROBE sees behavioral economics embedded in a broader behavioral science that includes most of the social sciences, as well as aspects of the natural and mathematical sciences. The journal is open to a variety of approaches and methods, both mainstream and non-orthodox, as well as theoretical, empirical, and narrative. While empirical work may rely on laboratory or field experiments, published data, case studies, surveys, or simulations, we encourage authors to emphasize the strength and importance of relationships observed and statistically analyzed in their data. Discussion of policy implications of any findings is encouraged.

All papers are subject to a double-blind review process, but final decisions will be made by the editors and not by the referees. The journal seeks to publish cutting edge research that will change our understanding of human behavior in its economic and broader social contexts. We appreciate that some of the most innovative and important papers can leave some readers (and referees) in disagreement with their arguments or findings. The journal will also publish special issues and target articles with comments from time to time as appropriate. We welcome and encourage comments or suggestions on these and other matters at any time.

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**Charlotte Phelps joined IZA as a Research Fellow in November 2013**

See her profile on the IZA website:

[http://www.iza.org/en/webcontent/personnel/photos/index\\_html?key=9677](http://www.iza.org/en/webcontent/personnel/photos/index_html?key=9677)

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