Program

COLOGNE GRADUATE SCHOOL
in Management, Economics and Social Sciences

Design & Behavior
Economic Engineering
Cologne

University of Cologne

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Economic Science Association
European Conference
Cologne, September 12th-15th, 2012

Wednesday, September 12th, 2012

Cölner Hofbräu P. Josef Früh

„Früh Brauhaus"

Am Hof 12-18, 50667 Cologne

18:30-21:00	Registration and Reception

The Registration and Reception will take place at the "Früh Brauhaus" (Entrance: "Eden Hotel Früh am Dom").

Conference Venue

University of Cologne
Seminar- and Hörsaalgebäude

Albertus-Magnus-Platz, 50923 Cologne

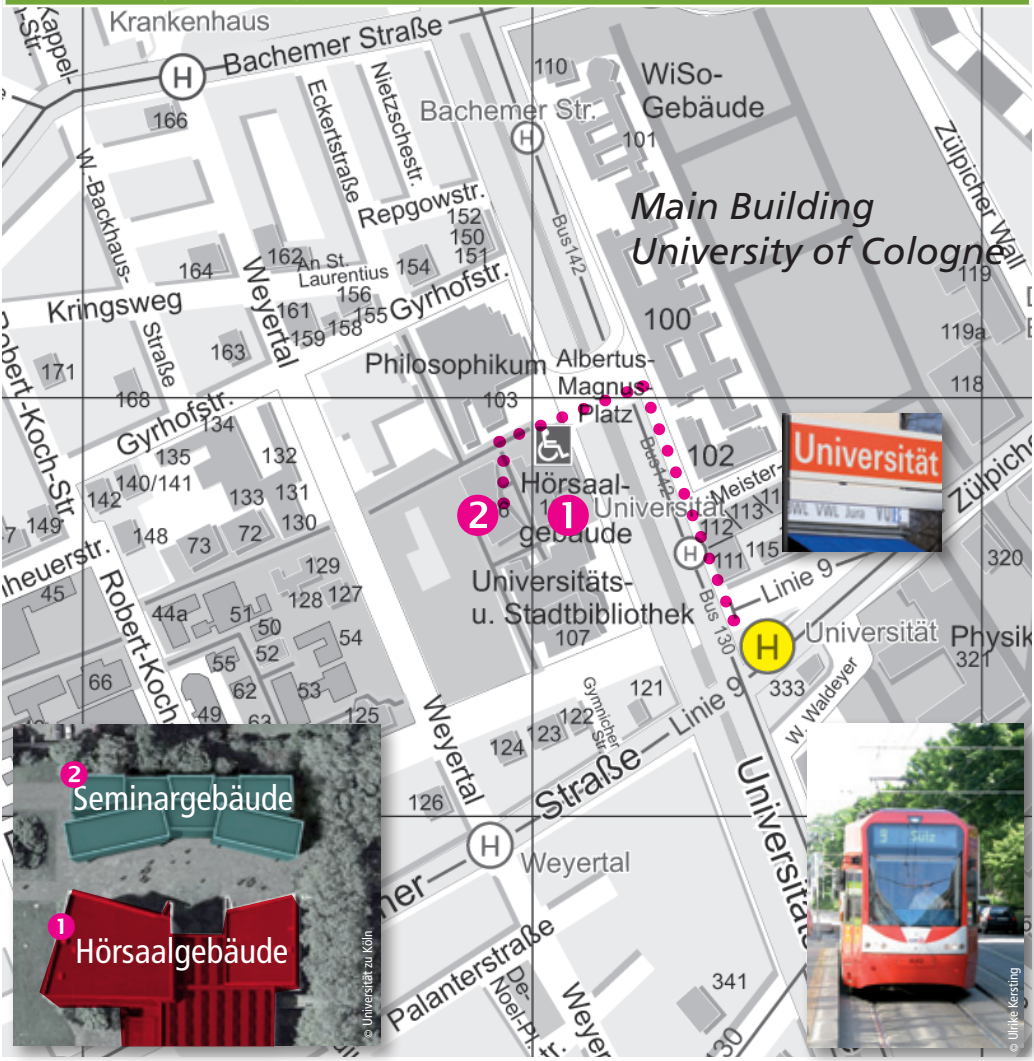
With public transportation take the U9 to "Universität".

Internet Access

Wlan: UniKoeln-WEB

User ID (Benutzerkennung): ga000527

Password (Passwort): UltimatumGame



Thursday, September 13th, 2012

University of Cologne

Albertus-Magnus-Platz, 50923 Cologne

09.00-09.10	Welcome (Hörsaalgebäude, Room A2)
09.10-10.30	Keynote: **Behavioral Ethics** **Max Bazerman (Harvard Business School)** (Hörsaalgebäude, Room A2)
10.30-11.00	Coffee Break
11.00-12.30	Parallel Session 1 (Seminargebäude)
12.30-14.00	Lunch
14.00-15.30	Parallel Session 2 (Seminargebäude)
15.30-16.00	Coffee Break
16.00-17.30	Parallel Session 3 (Seminargebäude)
19.00-01.00	**Conference Dinner &** **Boattrip on the river Rhine**

Notes

Conference Dinner

Frankenwerft, 50667 Cologne

The dinner will take place at the boat "MS RheinFantasie":

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With public transportation take the U9 from "Universität" to "Heumarkt" and then walk along the Rhine.

The boarding starts at 19:00. From 20:00 – 22:00 we will take a boattrip on the river.

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Friday, September 14th, 2012

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09.00-10.30	Parallel Session 4 (Seminargebäude)
10.30-11.00	Coffee Break
11.00-12.30	Parallel Session 5 (Seminargebäude)
12.30-14.00	Lunch
14.00-15.30	Keynote: **Punishment Patterns** **Urs Fischbacher (University of Konstanz)** (Hörsaalgebäude, Room A2)
15.30-16.00	Coffee Break
16.00-17.30	Parallel Session 6 (Seminargebäude)
17.30-18.00	Coffee Break
18.00-19.30	Parallel Session 7 (Seminargebäude)

Notes

Saturday, September 15th, 2012

University of Cologne

Albertus-Magnus-Platz, 50923 Cologne

09.00-10.30	Keynote: **Motives and Variations of Ultimatum Experiments** **Werner Güth (Max-Planck-Institute Jena, joint work with Martin Kocher)** (Hörsaalgebäude, Room A2)
10.30-11.00	Coffee Break
11.00-12.30	Parallel Session 8 (Seminargebäude)
12.30-14.00	Lunch
14.00-15.30	Parallel Session 9 (Seminargebäude)
15.30-16.00	Coffee Break

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Thursday, September 13th, 2012

Room	Session 1 11.00-12.30	Session 2 14.00-15.30	Session 3 16.00-17.30
S11	(Im)moral Behavior I	(Im)moral Behavior II	(Im)moral Behavior III
S12	Lying I	Lying II	Lying III
S15	Trust	Trust and Reciprocity	Performance Measures
S21	Public Goods I	Public Goods II	Public Goods III
S22	Effort and Incentives I	Effort and Incentives II	Effort and Incentives III
S25	Intergenerational Fairness	Ignorance	Health

Notes

Friday, September 14th, 2012

Room	Session 4 9.00-10.30	Session 5 11.00-12.30	Session 6 16.00-17.30	Session 7 18.00-19.30
S11	Coordination	Games I	Games II	Games III
S12	(Im)moral Behavior in the Workplace	Self Regulating Organizations	Ambiguity	Risk
S15	Punishment I	Punishment II	Punishment III	Auctions
S21	Public Goods IV	Public Goods V	Behavior in Groups	Time
S22	Social Image and Fairness	Fairness	Voting I	Voting II
S25	Nudges	Networks	Emotions I	Emotions II

Notes

Saturday, September 15th, 2012

Room	Session 8 11.00-12.30	Session 9 14.00-15.30
S11	Markets I	Markets II
S12	Communication I	Communication II
S15	Ultimatum Games and Information/ Competition	Bargaining
S21	Tax Compliance	Gender
S22	Hiring	Age
S25	Investment and Accounting	Macroeconomics
S26	Beauty Contest	Methods

Thursday, September 13th, 2012
Parallel Session 1 (11.00-12.30)

(Im)moral Behavior I (Room S 11)

Henner Gimpel	Decision markets with experts' preferences over the decision: Experimental evidence
Jie Liang	Effort supply under cheating and transgression – some evidences from a real effort task experiment
J. Philipp Reiss	Measuring the distribution of spitefulness
Tobias Regner	Do voluntary payments to advisors improve the quality of financial advice? An experimental sender-receiver game

Lying I (Room S 12)

Fabio Landini	Unethical minds: A profile of cheating behavior
Adrian Stoian	Dishonesty and charitable behavior
Christian Waibel	What drives fraud in a credence goods market? - Evidence from a field experiment
Julian Conrads	Generosity and deception in the field: Evidence from metropolitan mini-markets

Trust (Room S 15)

Nicolas Fugger	Trust in procurement interactions
Johannes Jarke	Costly monitoring and the emergence of blind trust
Markus Sass	The dynamics of social preferences in repeated trust game experiments

Public Goods I (Room S 21)

Martin Kocher	Endogenous leadership
Iraeneus Wolff	Cooperation when types are common knowledge
Simone Quercia	Conditional cooperation and betrayal aversion
Rainer Michael Rilke	(Public) good example - On feedback and cooperation

Effort and Incentives I (Room S 22)

Florian Lindner	Sabotage in tournaments: Evidence from a natural experiment
Nadja Kairies	How effective is pay-for-performance? An experimental comparison with pure incentive schemes for physicians
Dirk Sliwka	Can contracts signal social norms? - An experimental investigation

Intergenerational Fairness (Room S 25)

Caterina Cruciani	What goes around comes around? Fairness and responsibility across generations
Dennis Dittrich	How do pay comparisons affect employees' effort choices in an intergenerational working context?
Joachim Weimann	Experiments on public debt

Parallel Session 2 (14.00-15.30)

(Im)moral Behavior II (Room S 11)

Gari Walkowitz	Personal values and moral motivation: Disentangling moral integrity and moral hypocrisy
Daniel Chen	Does obscenity law corrode moral values and does it matter? Evidence from 1958-2008
Sebastian Lotz	The body as a source of bounded ethicality: How injustice increases the sensitivity to detect bitterness

Lying II (Room S 12)

Christina Gravert	Taking what you deserve? How a sense of entitlement leads to stealing
Rainer Michael Rilke	Lying and tournament incentives
Michal Krawczyk	Organizational fairness, observability and cheating

Trust and Reciprocity (Room S 15)

Charlotte Klempt	The impact of random help on the dynamics of indirect reciprocity
Niall O'Higgins	The impact of information on behaviour in the trust game
Ismael Rodriguez-Lara	Carry a big stick or no stick at all: An experimental analysis of trust and endogenous punishment
Arne Robert Weiss	On the nature of relational contracting: The influence of power and culture

Public Goods II (Room S 21)

Frederic Schneider	Growing groups, cooperation, and the rate of entry
Sabrina Teyssier	Inequality and punishment in public goods experiments
Gianna Lotito	Is cooperation instinctive? Evidence from the response times in a public goods game
Felix Kölle	Heterogeneity and cooperation in privileged groups

Effort and Incentives II (Room S 22)

Karina Gose	Does unionization harm efficiency in reciprocal labor relationships?
Petra Nieken	Relative performance pay in the shadow of crisis
Francisca Jimenez	Is really communication just cheap-talk? An experimental analysis under different incentive schemes

Ignorance (Room S 25)

Albena Neschen	Strategic ignorance and taking from others
Joel van der Weele	When ignorance is innocence: On information avoidance in moral dilemmas
Kai Spiekermann	Hide and seek: Self-serving norm context shaping through individual strategic manipulation of information
Donja Darai	Do immaterial transfers induce reciprocity? An experiment on information provision and effort choice

Parallel Session 3 (16.00-17.30)

(Im)moral Behavior III (Room S 11)

Nadine Chlass	Giving in dictator games - Experimenter demand effect or preference over the rules of the game?
Tobias Regner	Self-image and moral behavior
Daniel Chen	Hot and cold social preferences

Lying III (Room S 12)

Marc Vorsatz	Deontological versus consequentialistic lying aversion: An experimental investigation
Keiko Aoki	Fair and liar
Miriam Mezger	Can experts reduce the impact of deceptive ratings on the internet? An experiment on product choice with recommendations by managers and experts

Performance Measures (Room S 15)

Carles Solá	Escalation bias in recruitment and performance evaluation
Kathrin Manthei	On the benefits (and potential costs) of objective performance measures – Evidence from a field experiment
Matteo Rizzolli	Severity vs leniency errors in individual and team performance appraisal

Public Goods III (Room S 21)

Stefania Bortolotti	Cooperation and identity in a multiethnic society
Fangfang Tan	Delegation in the provision of global public goods
Gianna Lotito	An experimental inquiry into the nature of relational goods
Özgür Gürerk	Endogenous gender composition in sanctioning institutions

Effort and Incentives III (Room S 22)

Zahra Murad	Assessing own performance: Reported versus inferred confidence
Elena Pikulina	Effort, investment, and overconfidence
Radu Vranceanu	Cooperation in teams: A real-effort task experiment with punishment and forgiveness
Katrin Schmelz	Control aversion in East and West Germany: A large-scale internet study

Health (Room S 25)

Julian Jamison	Measuring preferences and predicting outcomes
Daniel Wiesen	How to improve patient care? An analysis of pure and mixed incentive schemes for physicians
Steffen Altmann	Nudges at the dentist

Friday, September 14th, 2012
Parallel Session 4 (09.00-10.30)

Coordination (Room S 11)

Simon Gaechter	The power of social relations for coordination: The magic of ‚oneness'
Bernd Irlenbusch	Hierarchy design and coordination
Nikos Nikiforakis	Coordination in games with third-party externalities
Jordi Brandts	Centralized vs. decentralized management: An experimental study

(Im)moral Behavior in the Workplace (Room S 12)

Ritwik Banerjee	Self-selection and social norm in corruption - Experimental evidences from India
Lata Gangadharan	Letting the briber go free: An experiment on mitigating harassment bribes
Christian Kirchhoff	Decision taking with other people's money - Insights from a real donation experiment

Punishment I (Room S 15)

Guillermo Mateu	No crime, no punishment. An experimental analysis of social sanctions in coordination games
Martin Leroch	Social identity and punishment
Sara Godoy	Preventive punishment

Public Goods IV (Room S 21)

Luca Corazzini	Efficiency, coordination and cooperation in threshold public goods experiments
Federica Alberti	Full agreement and the provision of threshold public goods
Sara Elisa Kettner	What can we learn from laboratory public good games about climate change mitigation: Evidence from an artefactual field experiment
Ryoko Wada	Do the discount rates of people affect willingness to pay for environment? - The case of the tideland in Japan -

Social Image and Fairness (Room S 22)

Jana Friedrichsen	Who cares for social image? Interactions between intrinsic motivation and social image concerns
Erik Hölzl	To be moral is to be seen moral: Lack of social recognition encourages further moral striving
Annika Mueller	In the public eye - Distributional choices in rural Malawi under complete and incomplete information

Nudges (Room S 25)

Mira Fischer	Yes, we can! But should we? An empirical test of the normative foundations of nudge
Andreas Bernecker	Do people stick to numbers or to policies? Disentangling anchoring and status quo bias using a CAPTCHA
Stefania Sitzia	Complexity and smart nudges with inattentive consumers
Lucas Coffman	Do small interventions affect large decisions? Experimental evidence from teach for America

Parallel Session 5 (11.00-12.30)

Games I (Room S 11)

Axel Ockenfels	Impulse balance in the newsvendor game
Anja Achtziger	The neural basis of belief updating and rational decision making
Astrid Gamba	Preferences-dependent learning: A theoretical and experimental study
J. Todd Swarthout	Reduction of compound lotteries with objective probabilities: Theory and evidence

Self Regulating Organizations (Room S 12)

Dirk Engelmann	Choosing how to choose: Efficiency concerns and constitutional choice
Shaun Hargreaves Heap	Does organizational democracy help companies?
Andreas Ortmann	Self-regulating organizations under the shadow of governmental oversight: An experimental investigation

Punishment II (Room S 15)

Antonio Alonso	On the role of anonymity for peer punishment and cooperation
Anita Kopányi-Peuker	Endogenizing punishments in social dilemmas - Fostering cooperation through the enhancement of own vulnerability
Andreas Glöckner	Race for power in voluntary contribution games with punishment and instable hierarchies

Public Goods V (Room S 21)

Anna Conte	Experiences in public goods games
Matthias Greiff	The importance of knowing your own reputation
Arthur Schneider	Reputation effects in competitive social dilemma situations: Evidence from a public goods game
Janna Ter Meer	Lying and public goods: Can punishment still be effective?

Fairness (Room S 22)

Marina Schroeder	Concurrence of pro-social and anti-social preferences
Hawal Shamon	Does the social context matter for non-reflective income justice evaluations? A factorial survey approach
Francesca Pancotto	Are self-regarding subjects more rational?
Yang Yang	Inequity aversion revisited

Networks (Room S 25)

Marco Mantovani	Myopic or farsighted? An experiment on network formation
Stephanie Rosenkranz	Dynamic public good networks: An experimental test of the law of the few
Claudia Neri	Opinion formation and revision in social networks: Experimental evidence

Parallel Session 6 (16.00-17.30)

Games II (Room S 11)

Sven Fischer	Preferences over (negative) externalities
Philippos Louis	Seeing is believing? An experiment on strategic thinking
J. Todd Swarthout	The independence axiom and the bipolar behaviorist
Alexia Gaudeul	An experimental study of the partnership game with imperfect public information, and of the effect of varying exit provisions

Ambiguity (Room S 12)

Christoph Feldhaus	People prefer risks to be correlated
Sascha Füllbrunn	An experimental consideration of strong ambiguity in call markets and double auction markets
Ayse Onculer	Ambiguity attitudes across probabilities and over time
Christian Wilde	Ambiguity aversion: Experimental modeling, evidence, and implications for pricing

Punishment III (Room S 15)

Lilia Zhurakhovska	Words substitute fists - Power of justifying sanctions by explicit reasons
Peguy Ndodjang	Do your previous good deeds towards others make me more tolerant to your current bad deeds?
Kristoffel Grechenig	Information-sensitive sanctioning institutions - from individual to institutional fitness

Behavior in Groups (Room S 21)

Ulrike Müller	Does decentralized service delivery work? Insights from a lab-in-the-field experiment in India
Peter Werner	Beliefs and social behavior in groups
Ali Seyhun Saral	Group polarization on altruistic behaviour: Comparing two cases
Roi Zultan	Social motives in intergroup conflict and cooperation

Voting I (Room S 22)

Georg Dura Granic	The problem of the divided majority: Information aggregation and uncertainty
Nicolaas Vriend	Political motivations and electoral competition: Equilibrium analysis and experimental evidence
Aniol Llorente-Saguer	Not convicting the innocent: Unanimity rule, abstention and quorum

Emotions I (Room S 25)

Silvia Grätz	Facing a dilemma: Cooperative behavior and beauty
Alexander K. Wagner	Too tired to be fair? Ego depletion and the instability of social preferences
Birte Englich	Can't you take a joke? The impact of funniness on moral judgments in the case of workplace-bullying
Jörg Oechssler	Imitation under stress

Parallel Session 7 (18.00-19.30)

Games III (Room S 11)

Carlos Alos-Ferrer	Preference reversals: Time and again
Kiryl Khalmetski	Positive and negative surprises in a dictator game: Theory and evidence
Elke Renner	Information and over-dissipation in rent-seeking contests
Javier Rodero	An experimental analysis of the trade-offs between production and appropriation

Risk (Room S 12)

Susann Fiedler	The dynamics of decision making in risky choice: An eye-tracking analysis
Paolo Crosetto	The bomb risk elicitation task
Amrei Marie Lahno	Peer effects in risk taking: Uncovering the channels
Carsten Schmidt	Double or nothing

Auctions (Room S 15)

Lyuba Ilieva	Favoritism in auctions: An experimental analysis
Christoph Brunner	Premium auctions and risk preferences: An experimental study
Eduarda Fernandes	The dynamic Vickrey auction for the initial allocation of emission permits - An experimental study
Radosveta Ivanova-Stenzel	Auction choice behavior

Time (Room S 21)

Emre Koc	Pensions and consumption decisions: Evidence from the lab
Philipp Lergetporer	Getting more patient - The development of time preferences in children
Selcuk Onay	Differential discounting of hedonic and utilitarian rewards: The effect of outcome related affect on time-sensitivity

Voting II (Room S 22)

Dominik Duell	Social identification and the nature of electoral representation: A laboratory experiment
Hannah Schildberg-Hoerisch	Institution formation when returns from public goods are heterogeneous
Arne Robert Weiss	Clean evidence on expressive voting

Emotions II (Room S 25)

Agnes Bäker	On the context-dependency of inequality aversion - Experimental evidence and a stylized model
Matteo Ploner	Would you mind if I get more? An experimental study of the envy game
Christian Koch	The virtue ethics hypothesis: Is there a nexus between virtues and well-being?
Anna Dorfman	The effects of pride versus pleasure on pro social behavior

Saturday, September 15th, 2012
Parallel Session 8 (11.00-12.30)

Markets I (Room S 11)

David Kusterer	Leniency in feedback: The role of uncertainty
Armin Falk	Morals and markets
Luke Lindsay	Stabilising the economy: Market design and general equilibrium

Communication I (Room S 12)

Matthew Ellman	Let's talk: How communication affects contract design
Marco Kleine	Voice effects on generosity towards an independent decision maker: Experimental evidence
Benjamin Pelloux	Verbal feedback in a public good experiment
Nikita Krugljakov	Social closure and social norms

Ultimatum Games and Information/Competition (Room S 15)

Eliran Halali	When rationality and fairness conflict: The role of cognitive-control in the ultimatum game
Daniel Dittmer	Simultaneous ultimata: Responder induced competition
Ben Greiner	The effect of pre-play communication in ultimatum bargaining with asymmetric information about pie sizes
Joshua Chen-Yuan Teng	Fair institution eases responders to accept low payoffs in the ultimatum game

Tax Compliance (Room S 21)

Pietro Battiston	Social pressure as a determinant for tax compliance: A field experiment
Behnud Djawadi	The impact of tax knowledge and budget spending influence on tax compliance
Natalia Montinari	Entitlements and fairness bias: Explaining willingness to pay tax
Rene Bekkers	Limits of social influence on giving: Who is affected when and why?

Hiring (Room S 22)

Vessela Daskalova	Social identity, coordination, and discrimination: An experiment
Regine Oexl	Does reciprocity foster mediocrity?
Gerhard Riener	Sorting through affirmative action: Two field experiments in Colombia

Investment and Accounting (Room S 25)

Ralf Bergheim	Fair value accounting and investment behavior - Are nonprofessional investors naive?
Donja Darai	Strategic investment incentives in two-stage games: Substitutes versus complements
Sabrina Teyssier	Valuing non-financial performance: An experiment with professional private equity investors
Satoshi Taguchi	The economic consequences of global accounting convergence: An experimental study

Beauty Contest (Room S 26)

Caroline Baethge	Performance in the beauty contest: How strategic discussion enhances team reasoning
Kenju Akai	The value of the social isolation
Angela Sutan	Strategizing when substitutabilities are at play: Experimental evidence from beauty contest games

Parallel Session 9 (14.00-15.30)

Markets II (Room S 11)

Caroline Bonn	Trader inflow and price bubbles in experimental asset markets
Peter Dürsch	Bertrand competition in an inflationary environment
Andreas Hildenbrand	Is a firm a firm? A Stackelberg experiment

Communication II (Room S 12)

Manuel Grieder	Valuable voice? Merits and pitfalls of communication
Anita Gantner	Collusion in the pivotal mechanism
Amrei Marie Lahno	Sorry is the easiest word: Luck and excuse in a stochastic principal-agent experiment

Bargaining (Room S 15)

Florian Morath	Alliances in the shadow of conflict
James Tremewan	Experiments on multilateral bargaining in continuous time
Kei Tsutsui	Experimental evidence of concession-making
Ulrike Vollstädt	Power asymmetry and escalation in bargaining

Gender (Room S 21)

Marie-Claire Villeval	Do women prefer a co-operative work environment?
Vanessa Mertins	Priming and gender differences
Linda Kamas	Can behavior in laboratory experiments explain gender differences in labor market outcomes? Willingness to compete, confidence, risk aversion, and social preferences

Age (Room S 22)

Silvia Angerer	The effects of parochialism and age on cooperative behavior: An experimental investigation
Micaela Kulesz	Pro-social and anti-social behavior across young and elderly
Kirsten Häger	Incentives for children in experiments

Macroeconomics (Room S 25)

Andreas Orland	Personality traits and the perception of macroeconomic indicators
Romain Baeriswyl	Reducing overreaction to central banks disclosures: Theory and experiment
Roberto Ricciuti	An experimental AK model of growth

Methods (Room S 26)

Federica Alberti	Studying deception without deceiving participants: An experiment of deception experiments
Christoph Bühren	Agency theory and experimenters' payment schemes
Erik Wengström	The relationship between risky choice behavior and cognitive abilities: Preferences or noise?
Rene Bekkers	Principle of care and generosity

Notes for Presenters

Note that we have scheduled the parallel sessions for 90 minutes each. Since some sessions have 4 papers presenters are limited to a total of 22 minutes including discussion. In sessions with 3 presenters the fourth slot will not be used. There are no assigned discussants, but we recommend that presenters leave at least the final 5 minutes for audience questions and comments. The final presenter in each session will act as session chair and timekeeper.

5 MINUTES LEFT

1 MINUTE LEFT

0

MINUTES LEFT

CONFERENCE ORGANIZERS:

Bernd Irlenbusch

Axel Ockenfels

Bettina Rockenbach

Dirk Sliwka

CONTACT

Email: **esaeurope@uni-koeln.de**

Webpage: **www.esa.uni-koeln.de**

ESA Webpage: **www.economicscience.org**

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