

2016 North American ESA Conference Program

Time	Room	Topic	Presentations
Thursday, November 10th			
4pm – 7pm		Registration Open	
5pm – 7pm		Welcome reception	
Friday, November 11			
8:00	Sonoran Ballroom	Opening of Conference: Lisa Ordonez, Associate Dean, Eller College of Management	
8:00 – 9:15	Sonoran Ballroom	Plenary session: Vernon Smith, Chapman University, "Learning from Unexpectedly Finding that You Are Wrong: Three Cases from Experimental Economics" Chair: Charles Noussair	
9:25 – 10:25	Cholla	Field Experiments 1	Angelino Viceisza, "Competition and prosociality: A field experiment in Ghana" Danila Serra, "Can patients' reports improve health professionals' performance? Experimental Evidence from Kenya" Victoria Prowse, "Using Goals to Motivate College Students: Theory and Evidence from Field Experiments" Chair: Victoria Prowse
9:25 – 10:25	Ocotillo	Bounded Rationality 1	David Huffman, "Overconfidence and Biased Memory: Evidence from Managers" Marina Agranov, "An Experimental study of Incomplete Preferences, Endowment effect, and Certainty Effect" Luyao Zhang, "Pay for non-instrumental information: an experimental study" Chair: David Huffman
9:25 – 10:25	Saguaro	Markets	Dustin Beckett, "Attribute Overload: examining the effects of price dimensionality on market outcomes" Momo Deretic, "Improving the Accuracy of Entrepreneurial Prediction Markets-An Experiment" Even Piermont, Unawareness and Incomplete Contracts: An Experiment Chair: Dustin Beckett
9:25 – 10:25	Palm	Labor Economics 1	Angela de Oliveira, "It's All about the Relationship: Motivating Workers who 'Do Good'" Kai Ou, "An experiment on inequality and social comparisons"

			Ananish Chaudhuri, "Piece-rates, salaries and tournaments: implications for learning in a cognitively challenging task" Chair: Ananish Chaudhuri
9:25 – 10:25	Canyon	Coordination 1	Ala Avoyan, "What It Takes to Coordinate: Road to Efficiency Through Communication and Commitment" Alexander Usvitskiy, "Productivity-enhancing Public Goods: the Role of Labor Pioneers" Subasish Dugar, "Restricted and Free-form Cheap-Talk and the Scope for Efficient Coordination" Chair: Subasish Dugar
10:25 – 10:40	Coffee Break		
10:40 – 12:20	Cholla	Interventions in Education	Anya Samek, "Towards an Understanding of What Works in Preschool Education" Eszter Czibor, "Does Relative Grading Help Male Students? Evidence from a Field Experiment in the Classroom" Brent Hickman, "Motivation Versus Productivity: A Study of Human Capital Investment Using Field Experiments and Structural Modeling" Jeffrey Livingston, "Measuring Success in Education: The Role of Intrinsic Motivation" Sally Sadoff, "Using behaviour incentives to improve performance on high stakes tests: Evidence from a field experiment" Chair: Anya Samek
10:40 – 12:00	Ocotillo	Gender	Ananish Chaudhuri, "Gender and Leadership: an experimental study" Erte Xiao "Competing by Default: A New Way to Break the Glass Ceiling" Ellen Green "Gender Effects and Selection in the Credence Goods Labor Market" Muriel Niederle "Experimental Evidence of Statistical But Not Taste-Based Gender Discrimination" Chair: Erte Xiao
10:40 – 12:00	Palm	Norms and Morals 1	Erin Krupka, "Promise-keeping, Norms and Behavior" Silvia Saccardo, "Discrimination in Disguise" Judd Kessler "Why Money Cannot Buy Time" Dorothea Kuebler "Clean up your own mess: An experimental study of moral standards and efficiency" Chair: Dorothea Kuebler
10:40 – 12:00	Saguaro	Labor Economics 2	SeEun Jung, "Gender Wage Gaps and Risky vs. Secure Employment: An Experimental Analysis" Vincent Leah-Martin, "When to Quit: Narrow Bracketing and Reference Dependence in Taxi Drivers" Ro'I Zultan, "Leveraging wage subsidies to facilitate fair wages and increase social welfare"

			Alex Roomets, "Wage Distributions: Preferences and Productivity" Chair: Ro'1 Zultan
10:40 – 12:00	Canyon	Methodology 1	Ron Harstad, "Revealed-Preference Observations, Welfare Economics, Discounting, Risk Aversion, and Teacher Quality" Felipe Augusto de Araujo, "The slider task: an example of restricted inference on incentive effects" Taisuke Imai, "Optimal Adaptive Design: Applications to Experiments with Induced Budget Sets" Robert Mayo, "Replicating the Triadic Trust Experiment on Mechanical Turk" Chair: Ron Harstad
10:40 – 12:00	Desert	Public Choice 1	Aniol Llorente-Saguer, "Unanimous Rules in the Laboratory" Duk Gyoo Kim ""One Bite at the Apple": Legislative Bargaining without Replacement" Natalia Jimenez Jimenez, "Work Productivity and Income Redistribution in a Voting Experiment" Jens Grosser "Communication in collective bargaining: An experimental study" Chair: Jens Grosser
10:40 – 12:00	Mesa	Learning	Benjamin Bushong, "Misattribution of Reference Dependence: Evidence from Real-Effort Experiments" Yijia Wang, "Testability of evolutionary dynamics models based on experimental economics data" Jose Alberto Guerra, "Collective learning in the lab" Tanushree Jhunjhunwala, "The Role of Feedback In Sequential Search" Chair: Benjamin Bushong
10:40 – 12:00	Coyote	Social Preferences 1	William Harbaugh, "Effects of Testosterone on Other Regarding Preferences" Zachary Grossman, "Preference-signaling with multiple agents" Nickolas Gagnon, "Does Reciprocity Persist Over Time?" Lata Gangadharan, "Impact of Social Identity and Reference Group on Envy" Chair: Lata Gangadharan
10:40 – 12:00	Quail	Macroecon. 1	Justin Rietz, "Secondary Currency Acceptance: Experimental Evidence with a Dual Currency Search Model" Daniela Puzzello, "Monetary policies in the Lagos-Wright Model: Experimental Evidence" Felix Mauersberger, "Monetary Policy Rules in a Non-Rational World: A Macroeconomic Experiment" Takashi Shimizu, "Equilibrium Selection in Monetary Search Models: An Experimental Approach" Chair: Daniela Puzzello
10:40 – 12:00	Javelina	Games 1	Ye Jin, "What Determines Non-equilibrium Behavior in Games: Wrong Belief or Limited Ability?" Radovan Vadovic, "Correlated beliefs: Experimental evidence from 2 by2 games" Milos Fisar, "Wage-corruption trade off in a bribery experiment"

			Paul Healy, "Elicited Utility and Irrational Play in the Centipede Game" Chair: Paul Healy
12:00 – 1:00	Lunch (Voucher required)		
1:00 – 2:20	Cholla	Field Experiments 2	Anya Samek, "Dynamic Inconsistency in Food Choice: Experimental Evidence from a Food Desert" John Wooders, "Wimbledon Revisited" Severine Toussaert, "Goal setting for a healthier self: evidence from a weight loss challenge" Ebru Isgin, "Get Thee To The Gym! Combining Behavioral Interventions to Improve Exercise Habits - A Field Experiment" Chair: John Wooders
1:00 – 2:20	Ocotillo	Public Economics 1	Jason Aimone, "Priming the Jury: A laboratory study of the unintended consequences of juror pay donation legislation in the US criminal justice system" Hirofumi Kirokawa, "A Choice Experiment on Taxes: Are Income and Consumption Taxes Equivalent?" Kirill Pogorelskiy, "Media Bias and News Sharing on Social Networks: A Laboratory Study" Sum Tak Kim, "Can Partisan News Shift Political Preference and Voting Behavior? An Experimental Evidence from Taiwan's General Elections 2016" Chair: Jason Aimone
1:00 – 2:20	Saguaro	Norms and Morals 2	Ginny Seung Choi, "Learning whom to trust: An Experiment on Trustworthiness and Social Relationships in Personal Markets" Eric Kimbrough, "Kinship, Fractionalization, and Corruption" Matthew Chao, "Beware of Those Bearing Gifts: Reciprocity to Gifts with Ulterior Motives" Timothy Young, "Pay Secrecy and Worker Effort" Chair: Eric Kimbrough
1:00 – 2:20	Palm	Psychology and Biology	Erin Krupka, "Hunger and Economic Decision-Making: A Direct Test" Christina Rott, "Advice from men and women and selection into competition" Marco Palma, "Self-Control: Skill, Knowledge, or Perishable Resource?" Eric Schniter, "Laboratory tests of tolerated theft and risk-reduction theories of resource exchange" Chair: Erin Krupka
1:00 – 2:20	Desert	Methodology 2	Wei Zhan, "Playing both roles in dictator games" Daphne Chang, "Norms elicitation through implicit/explicit matching: Experimental evidence from two dictator games"

			<p>Tanya Rosenblat, "Comparing Methods of Eliciting Social Networks"</p> <p>Carola Grebitus, "Influence of attribute non-attendance on predicting choices"</p> <p>Chair: Tanya Rosenblat</p>
1:00 – 2:20	Mesa	Decisions 1	<p>Barry Sopher, "Constraint-Based Analysis of Complex Economic Environments, or, Recovering the Economics in Behavioral Economics"</p> <p>Taisuke Imai, "A Meta-Analysis on Time Preferences"</p> <p>Ryan Webb "Pairwise Normalization: A Theory of Muti-Attribute Choice"</p> <p>Walter Theseira, "Restoring the Cognitive Functioning of Indebted Households Through Debt Relief"</p> <p>Chair: Walter Theseira</p>
1:00 – 2:20	Canyon	Information	<p>Erkut Ozbay, "Non-Monetary Incentives for Decongesting the Roads"</p> <p>Jacopo Perego, "Rules and Commitment in Communication"</p> <p>Daniel Martin, "Complex Disclosure"</p> <p>Yusufcan Masatlioiglu, "Intrinsic Information Preferences and Skewness"</p> <p>Chair: Erkut Ozbay</p>
1:00 – 2:20	Coyote	Social Preferences 2	<p>Francesca Pancotto, "Cognitive ability, Strategic reasoning and Other-regarding preferences: A field Experiment"</p> <p>Daniel Chen, "A Theory of Experiments: Invariance of Equilibrium to the strategy method and implications for Social Preferences"</p> <p>Rima Maria Rahal, "Turning a Blind Eye to Avoid Discrimination: Eye-Tracking reveals In-group Favoritism in Processing when Groups get Attention"</p> <p>Goekhan Aydogan, You are cold as ice: Preferences for paternalistic decision-making</p> <p>Chair: Daniel Chen</p>
1:00 – 2:20	Quail	Macroecon. 2	<p>Thomas Langer, "Perceiving the real value: How inflation communication affects the attractiveness of delayed consumption"</p> <p>Nobuyuki Hanaki, "The strategic environment effect in beauty contest games"</p> <p>Jasmina Arifovic, "Learning to Believe in Simple Equilibria in a Complex OLG Economy - evidence from the lab"</p> <p>Cathy Zhang, "Competing Currencies in the Laboratory"</p> <p>Chair: Nobuyuki Hanaki</p>
1:00 – 2:20	Javelina	Games 2	<p>Ciril Bosch-Rosa, "Playing Against Self: the one player guessing game"</p> <p>Evan Claford, "Uncertainty Aversion in Game Theory: Experimental Evidence"</p> <p>Erhao Xie, "Identification of Biased Beliefs in Games of Incomplete Information Using Experimental Data"</p> <p>Katarina Dankova, "It's all fun and games: Using game design elements to generate effort"</p>

			Chair: Ciril Bosch-Rosa
2:30 – 3:30	Cholla	Field Experiments 3	Luigi Butera “The Welfare Consequences of Motivating Health Behaviors using Financial Incentives and Social Image” Carrie Xu, “With a Little Help from Your Friends: A Field Experiment on Spillover Effects of Making Study Plans on Student Learning” David Reiley, “How do Suggested Donations Affect Charitable Gifts? Evidence from a Field Experiment in Public Broadcasting” Chair: David Reiley
2:30 – 3:30	Ocotillo	Public Economics 2	Sherry Li, “Bird’s Nest off the Menu: A Natural Experiment on Corruption from China’s Frugality Campaign” Jubo Yan, “The Behavioral Economics of Tax Preparer Choice: The Possible Role of Heuristics” Nicolas Busko, “Which is Better for Green Markets: Subsidies or Surcharges? An Experimental Analysis” Chair: Sherry Li
2:30 – 3:30	Saguaro	Bounded Rationality 2	Emel Filiz Ozbay, “Cognitive Cost of Ignoring” David Owens, “Process Specific Risk Preferences” Jason Ralston, “The Effects of Cognitive Load on Deviations from Optimal Decisions” Chair: Emel Filiz Ozbay
2:30 – 3:30	Palm	Deception 1	Tim Salmon, “Ambiguity in Sentencing” Puja Bhattacharya, “Do as you Say or Say as you Do : the effect of timing on Deceptive Behavior” Agne Kajackaite, “Lying Aversion and the Size of the Lie” Chair: Tim Salmon
2:30 – 3:30	canyon	Social Preferences 3	Johanna Mollerstrom, “Performance, luck and inequality: an experimental investigation of fairness preferences under uncertainty” Jaibin Wu, “Conflict of Interest in Third-Party Reviews: An Experimental Study” Chair: Johanna Mollerstrom
2:30 – 3:30	Desert	Public Choice 2	Andrzej Baranski, “Redistribution and Pre-distribution: An Experimental Study on the Timing of Profit-Sharing Negotiations and Production” Sotiris Georganas, “Strategic Sophistication and the Plebiscite” Daniel Zizzo, “Competence versus Honesty: What Do Voters Care About?” Chair: Daniel Zizzo
2:30 – 3:30	Mesa	Individual Decisions	Aleksandr Alekseev, “Success Decomposition: The Role of Ability and Motivation in Efforts and Performance” Sheen Levine, “Should I Stay or Should I Go? The Cognition of Exploration and Exploitation”

			Claire Mouminoux, "Obfuscation and Trust: Experimental Evidence on Insurance Demand With Multiple Distribution Channels" Chair: Sheen Levine
3:30 – 3:45	Coffee Break		
3:45 – 4:00	Sonoran Ballroom		Remembering Professor Reinhard Selten Chair: Martin Dufwenberg
4:00– 5:00	Sonoran Ballroom		Plenary Session: Ernst Fehr, University of Zurich, "The endogenous emergence of efficient sanctioning institutions" Chair: Martin Dufwenberg
5:10 – 6:30	Cholla	Field Experiments 4	David Jimenez-Gomez, "Nudging and Welfare: Theory and Two Experiments" Cynthia Gong, "Can information disclosure nudge people to close deals? Field evidence from housing market" Linfeng Li, "The effects of common-bond and common-identity on ingroup favoritism" David Wozniak, "Ethnic and Community Differences in Altruistic Behavior: Evidence from Honduras" Chair: David Wozniak
5:10 – 6:30	Ocotillo	Industrial Organization	Xiangdong Qin, "Information, imitation and Cournot competition" Johannes Hoelzemann, "Outside Options, the Hold-Up Problem and Trade Effects" Luke Lindsay, "A New Approach to Experimental Markets with Avoidable Costs" Chair: Stanley Reynolds
5:10 – 6:30	Saguaro	Norms and Morals 3	Sandro Ambuehl, "Who reacts to incentives?" Pavitra Govindan, "How do group norms affect compliance with the law?" William Schulze, "Can the Experimental Laboratory Test the Effect of Social Norm Statements on Taxpayer Compliance?" David Kingsley, "Normative conflict and the emergence of central authority" Chair: William Schulze
5:10 – 6:30	Palm	Labor Economics 3	David Gill, "First-place loving and last-place loathing: How rank in the distribution of performance affects effort provision" Ola Kvaloy, "Smells like team spirit: An experiment on relative performance feedback" David Johnson, "Managing Wage Compression" Fatameh Momeni, "Corporate Social Responsibility and Employee Misbehavior: A Natural Field Experiment" Chair: David Gill

5:10 – 6:30	Desert	Social Preferences 4	Hannu Kivimaki, “Thinking fast and slow” Ruike Zhang, “Multidimensional Group Identity: An Experimental Study” Brit Grosskopf, “The Development of Social Preferences” Patrick McGuire, “Earning Your Rank” Chair: Brit Grosskopf
5:10 – 6:30	Canyon	Decisions 2	Clayton Featherstone, “A theory of information nudges” Aidin Hajikhameneh, “Individualism, Collectivism and Alternative Enforcement Mechanisms in Exchange” Goekhan Aydogan, “A playful mind: The advantage of cognitive empathy in strategic interactions” Elena Pikulina, “Value of Power and Autonomy” Chair: Elena Pikulina
5:10 – 6:30	Mesa	Matching 1	André Schmelzer, “Single versus multiple randomization in matching mechanisms” Daniel Stephenson, “Continuous Feedback in School Choice Mechanisms” Robert Hammond, “Boston Strikes Back: Sequential School Choice” Ahrash Dianat, “Equilibrium Selection in the Stable Marriage Problem: Experimental Evidence” Chair: Ahrash Dianat
Saturday, November 12			
8:00 – 9:20	Cholla	Charitable Giving 1	Neslihan Uler, “Demand for Giving to Multiple Charities: Theory and Experiments” Christine Exley, “Finding Excuses to Decline the Ask” Cary Deck, “Contests for Charity” Marta Serra-Garcia, “Putting Time Into Giving Money” Chair, Cary Deck
8:00 – 9:20	Ocotillo	Public Goods 1	Caleb Cox, “Common-value public goods and informational social dilemmas” Nathan Chan, “Limited choice and welfare: Constrained contributions to public goods” John Lynham, “Does the Allocation of Property Rights Matter for Efficiency?” Laura Gee, “Should We Centralize Detections and Sanctions? Peer vs. Centralized Detection and Punishment in the Provision of Public Goods” Chair: Laura Gee
8:00 – 9:20	Saguaro	Norms and Morals 4	Alexander Gotthard Real, “Moral Perceptions of Advised Actions” Daniel Zizzo, “Negative Externalities and Reflecting on What is Socially Right: An Experiment with a UK Population Representative Sample” King King Li, “Why Sin Stocks Have Abnormal Returns? An Experimental and Empirical Investigation on the Effect of Corporate Social Responsibility on Investment Behaviour and Portfolio Choice”

			Huanren Zhang, "Norms, Intrinsic Motivation, and Corruption: An Experimental Investigation" Chair: Daniel Zizzo
8:00 – 9:20	Palm	Communication 1	J. Jobu Babin, "A Picture is Worth a Thousand Words ;) Emoji, Computer-Mediated Communication, and Trust." Katerina Sherstyuk, "Communication, Expectations and Trust: an Experiment with Three Media" Isabel Marcin, "Endogenous Information, Communication and Social Image" Jonathan Woon, "Talk and Text: Verbal versus Numeric Messages in Cheap Talk Experiments" Chair: Jonathan Woon
8:00 – 9:20	Desert	Repeated Games 1	Piotr Evdokinov "Delayed Review in Repeated Relationships" Fabian Dvorak, "Renegotiating Cooperation: Communication in Noisy, Indefinitely Repeated Interactions" Luigi Butera, "Uncertainty as a coordination device: the case of public goods provision" Hajime Kobayashi, "Experiments on Repeated Games with Infrequent Monitoring" Chair: Hajime Kobayashi
8:00 – 9:20	Canyon	Coordination 2	Christopher Roby, "Can Losses Improve Coordination in the Minimum Effort Game?" Bohan Ye, "Erosion of meaning: an experiment study of common-interest game" Phil Grossman, "What information about leaders is important to followers?" Luba Petersen, "Coordinating Expectations through Central Bank Projections" Chair: Luba Petersen
8:00 – 9:20	Coyote	Risk 1	Anat Bracha, "Investment Decision under Negative Interest Rates" Eyal Ert, "From anomalies to forecasts: Choice prediction competition for decisions under risk and ambiguity" Nathaniel Wilcox, "Random Expected Utility and Certainty Equivalents: Mimicry of Probability Weighting Functions" David Bruner, "Does Deliberation Mediate Risk Aversion?" Chair: Nathaniel Wilcox
8:00 – 9:20	Mesa	Social Preferences 5	Garret Ridinger, "Theory of Mind Ability and Cooperation in the Prisoners Dilemma" Kim Fairley, "Social risk preferences and real-life risk behaviors" Jonathan Schultz, "Intuitive defection in two non-WEIRD subject pools" Gustavo Caballero, "Workers stick together? Performance pay inequality, determinants of income and workers' willingness to share earnings" Chair: Garret Ridinger
8:00 – 9:20	Quail	Matching 2	Dorothea Kuebler, "Self-confidence and unraveling in matching markets" Greg Leo, "Preferences over Mechanisms"

			Tingting Ding, "An Experimental Study on Sequential School Choice Mechanisms" Siqi Pan, "Constrained School Choice and Information Acquisition" Chair: Dorothea Kuebler
8:00 – 9:20	Javelina	Finance 1	Sascha Fullbrunn, "Hidden vs. Known Gender Effects in Experimental Asset Markets" Stefan Palan, "Is there a premium for socially responsible investments?" Douglas Davis, "Fixed Prices and Regulatory Discretion as Triggers for Contingent Capital Conversion: An Experimental Examination" Nilinjan Roy, "Consumption Smoothing and Price Predictability with Heterogeneous Traders in Experimental Asset Markets" Chair: Douglas Davis
9:30 – 10:30	Cholla	Energy Efficiency	Robert Metcalfe, "Too Much of a Good Thing? Energy Subsidies for the Poor" Florian Rundhammer, "Targeting Multiple Policy Margins: Evidence from Two Social Nudges in Energy Conservation" Judd Kessler, "The Welfare Effects of Nudges: A Case Study of Energy Use Social Comparisons" Chair: Robert Metcalfe
9:30 – 10:30	Ocotillo	Public Goods 2	Guidon Fenig, "The Race to the Bottom in the Voluntary Contribution Mechanism with Complementarity" Abhijit Ramalingam, "Competition for Resources and Self-Governance in Teams" Tamar Kugler, "Greed is (Not Always) Good" Chair: Tamar Kugler
9:30 – 10:30	Palm	Bounded Rationality 3	Yoram Halevy, "Utility and Procedures: what came first?" Ian Krajbich, "Revealed indifference" Collin Weigel, "Don't Stop Now: A Laboratory Investigation of the Sunk Cost Effect" Chair: Yoram Halevy
9:30 – 10:30	Saguaro	Deception 2	Haimanti Bhattacharya, "The Hidden Cost of Bargaining: Evidence from A Cheating-Prone Marketplace" Curtis Price, "Moral Elasticity: A Measurement of the Value of Ethics" Andy Brownback, "Does Justice Want to Be Blind? The Role of Information in Punishment Decisions" Chair: Danyang Li
9:30 – 10:30	Desert	Beliefs	Pieran Jiao, "Payoff-Based Belief Distortion" Doron Sonsino, "Separating miscalibration from informational confidence" Rachel Landsman, "Equal Pay for Equal Work" Chair: Doron Sonsino

9:30 – 10:30	Canyon	Labor Economics 4	Mackenzie Alston, “How Unemployment Affects Worker Motivation” Lucas Coffman, “Deadlines” Victor Gonzalez, “Believe me you are (not) that bad” Chair: Lucas Coffman
9:30 – 10:30	Coyote	Social Preferences 6	Rick Wilson, “Evidence for Out-Group Altruism in the Aftermath of Violence” David McEvoy, “Inequality Aversion and Coalition Formation” Jeongbin Kim, “Time Preference and Cooperation in Infinitely Repeated Game Experiments” Chair: Rick Wilson
9:30 – 10:30	Javelina	Finance 2	Edward Halim, “Agency Problem, CEO Incentives and Stock Price Dynamics: An Experimental Asset Market Approach” David Dickinson, “The Impact of Sleep and Time-of-day on Outcomes in a Global Experimental Asset Market” Corina Besliu, “Payout Policy, Investor Rationality, and Market Efficiency: Evidence from Laboratory Experiments” Chair: David Dickinson
10:30 – 10:45	Coffee break		
10:45 – 12:05	Cholla	Field Experiments 5	Marta Maras, “Paying before or paying after? The role of social norms and expectations in a Pay-What-You-Want environment” Salvador Contreras, “Education environment and its effect on performance and lecture evaluation” Shagata Mukherjee, “Are Women Universally Better Clients in Microfinance? Evidence from Matrilineal and Patrilineal Societies in India” Charlotte Ringdal, “Gender and bargaining power in the household: Effects on investments in children” Chair: Shagata Mukherjee
10:45 – 12:05	Ocotillo	Public Goods 3	Jean-Louis Rulliere, “Does free riding resist to the competition?” Brock Stoddard, “Strategic Thinking in Public Goods Games with Teams” Kjell Arne Brekke, “When kindness generates unkindness. Why positive framing cannot solve the tragedy of the commons: an experimental investigation.” Abdul Kidwai, “Does Increased Uncertainty Lead to More Conservation? Risk versus Ambiguity in Threshold Common Pool Resources” Chair: Jean-Louis Rulliere

10:45 – 12:05	Saguaro	Norms and Morals 5	Andrew Siu, “Escalating Anger and Punishment” Franziska Heinicke, “Exploring self-image motives in the hypothetical bias for private goods” Sebastian Goerg, “Norm Violations and their Spillovers” Jia Liu, “Incentive to Uphold Social Norms in the Face of Direct Externality and Selfish Temptation” Chair: Sebastian Goerg
10:45 – 12:05	Palm	Labor Economics 5	Timothy Flannery, “The Use of Non-monotonic Contracts in a Single Period Game: An Experimental Investigation” Ahrash Dianat, “Statistical Discrimination in the Lab: How to Create it, How to Break it” Dustin Tracy, “When the Novelty Wears out: The Impact of Revealing the Intent to Nudge on Real Effort” Jiayi Bao, “Equality and Equity in Compensation” Chair: Jiayi Bao
10:45 – 12:05	Desert	Coordination 3	Maren Tonn, “Minimum effort coordination on continuous time $\hat{\epsilon}$ ” An experimental analysis with changing payoff structure” Glenn Dutcher, “Should you offer to pay your employees to quit?” Jonathan Lafky, “Living a Lie: Laboratory Evidence on Public Preference Falsification” Julian Romero, “Learning to play fair in coordination games” Chair: Julian Romero
10:45 – 12:05	Canyon	Deception 3	Danila Serra, “Motivating Whistleblowers” Ori Weisel, “Lying at the expense of Max and Fritz: The effect of social value orientation, victim identity, and framing on dishonest behavior” Joseph Wang, “Extreme (and Non-Extreme) Punishments in Sender-Receiver Games with Judicial Error: An Experimental Investigation” Jennifer Pate, “Temptation and Cheating: Experimental Evidence” Chair: Jennifer Pate
10:45 – 12:05	Mesa	Risk 2	Yaron Lahav, “What Happens to Risk Preferences when Interest Rates Fall? An Experimental Study” Yi Li, “When Multiple Price Lists Meet General Risk Theories” Todd Swarthout, “Evaluating the Welfare of Index Insurance” Alistair Wilson, “Regret in one-shot and recurrent decisions: a cautionary tale” Chair: Alistair Wilson
10:45 – 12:05	Coyote	Decisions 3	Tridib Sharma, “Dominated Choices” Timothy Shields, “Incentives, Truth, and Consequence” Colin Corbett, “Risk Preferences for Real Effort Tasks” Emanuel Vespa, “Hypothetical Thinking: Revisiting Classic Anomalies in the Laboratory”

			Chair: Tridip Sharma
10:45 – 12:05	Quail	Matching 3	Rustamjian Hakimov, “Iterative Versus Standard Deferred Acceptance: Experimental Evidence” Luke Lindsay, “Matching workers to firms: how can an agency increase employment?” Yan Chen, “Chinese College Admissions Reforms: Experimental and Empirical Evaluations” Yingzhi Liang, “A Dynamic College Admission Mechanism in Inner Mongolia: Theory and Experiment” Chair: Yan Chen
10:45 – 12:05	Javelina	Finance 3	Philipp Marquardt, “Testing Rational Expectation Formation and the Pricing of Random Earnings Shocks” Ozlem Ozdemir, “Overconfidence and bubbles in experimental asset markets” Ryuichiro Ishikawa, “Difference of Price dynamics between trading institutions in longtime horizon experimental asset markets” Yohanes Riyanto, “Asset Markets with Insider Trading Regulations: An Experimental Analysis” Chair: Yohanes Riyanto
12:05 – 1:05	Coyote	Panel discussion: Pathways to tenure Panelists: Yan Chen, Rachel Croson, Catherine Eckel, Elizabeth Hoffman, Laura Razzolini, Sara Solnick, Lise Vesterlund Graduate students and assistant professors only, registration is required	
12:05 – 1:10	Lunch (Voucher required)		
1:10 – 2:30	Cholla	Field Experiments 6	Jana Gallus, “Fostering Voluntary Contributions to a Public Good: A Large-Scale Natural Field Experiment at Wikipedia” Rong Rong, “Intra-household time preference: an artefactual field experiment” Berber Kramer, “Cooking Contests to Enhance Nutrition: A Field Experiment in Bangladesh” Prachi Jain, “Household Bargaining in Kenya” Chair: Rong Rong
1:10 – 2:30	Ocotillo	Public Goods 4	Ark Fangzhou Zhang, “Group Membership and Public Goods Contribution - Evidence from English Wikipedia” Xinxin Lyu, “Anger Management: Aggression and Punishment in the Provision of Public Goods” Zhi Li, “Assurance Payments for Multi-Unit Threshold Public Goods Provision: An Experimental Investigation” Alex Smith, “Investing in Durable Technologies for Producing Public Goods” Chair: Alex Smith
1:10 – 2:30	Saguaro	Norms and Morals 6	Jeffrey Butler, “The Causal Impact of Cultural Identity on Cooperation” Diego Aycinena, “An Experiment on Status and Impunity” Mariana Blanco “How to Make a Criminal”

			Ming Hsu, "A model of group-contingent preferences" Chair: Mariana Blanco
1:10 – 2:30	Palm	Deception 4	Matthew Chao, "Why do goal-based incentives cause cheating? Unpacking the confounding effects of goals, social comparisons and monetary pay" Sven Simon, "Deception under Time Pressure: Conscious Decision or a Problem of Awareness?" Daniel Houser, "Acquired Impulse Control: An Experimental Analysis of Cheating Among Humans Intolerant to Alcohol" Quy Nguyen, "Bayesian Persuasion: Evidence from the Laboratory" Chair: Daniel Houser
1:10 – 2:30	Desert	Repeated Games 2	Daniela Puzzello, "An Experimental Study of Finitely and Infinitely Repeated Linear Public Goods Games" Devdepta Bose, "Infinitely Repeated Games - Attractions towards efficiency and fairness" Lenka Habetinova, "Competition and the Selfish Interpretation of Incentives" Tibor Neugebauer, "Taming Selten's horse by impulse response" Chair: Tibor Neugebauer
1:10 – 2:30	Mesa	Ambiguity	Adriana Breaban, "Emotional antecedents of ambiguity attitudes" Sean Crockett, "Measuring Certainty Equivalent Probabilities for Ambiguity" Diego Pulido, "Trust, ambiguity, and financial decision-making" Ryoko Wada, "Does happiness affect individuals' priors and attitudes towards risk/ambiguity?" Chair: Sean Crockett
1:10 – 2:30	Canyon	Risk 3	John Spraggon, "Reward the Lucky? An Experimental Investigation of the Impact of Agency and Luck on Bonuses" Linda Thunstrom, "Strategic Self-Ignorance Negates the Effect of Risk Information" Yaron Lahav, "Lead, Follow, or Get Out of the way: An Experimental Study on Competition and Risk Preferences" Daniel Friedman, "Varieties of Risk Preference Elicitation" Chair: Daniel Friedman
1:10 – 2:30	Coyote	Group Behavior 1	Pol Campos, "Helping Behavior and Group Size" Ann Kathrin Blankenberg, "Effects of Group Identity on "Public Goods Provision" in a Competitive Setting" Georg Weizsaecker, "An experiment on social mislearning" Kirby Nielsen, "Team vs. Individual Behavior with Non-Binding Commitments" Chair: Georg Weizsaecker

1:10 – 2:30	Quail	Contests 1	Roman Sheremeta, “Designing Contests Between Heterogeneous Contestants: An Experimental Study of Tie-Breaks and Bid-Caps in All-Pay Auctions” Johannes Leutgeb, “Games played through agents in the laboratory: A test of Prat & Rustichini's model” Ruike Zhang, “Us versus Them: Intra- and Inter Group Identity Diversity in Rent-Seeking Contests” Susan Xu Tang, “Tax Competition for Mobile Capital: An Experiment” Chair: Roman Sheremeta
1:10 – 2:30	Javelina	Finance 4	Olga Rud, “Competition aggravates moral hazard: a Principal-Agent experiment” Matt McMahon, “Dividend Payments and Excess Cash: An Experimental Analysis” Klajdi Bregu, “Overconfidence and (Over)Trading: The Effect of Feedback on Trading Behavior” Ryan Oprea, “Are Biased Beliefs Fit to Survive? An Experimental Test of the Market Selection Hypothesis” Chair: Ryan Oprea
2:40 – 4:00	Cholla	Special session in honor of Elizabeth Hoffman	Younjun Kim, “Pre-play Learning and the Preference Reversal Phenomenon” Anthony Kwasnica, “An Experimental Investigation of Supplier Coordination With Endogenously-Selected Groups” Jason Shachat, “The Market Allocation of Strategic Positions and the selection of egoist” Remarks by Charles Plott and Kevin McCabe Chair: Yan Chen
2:40 – 4:00	Ocotillo	Public Goods 5	Abdul Kidwai, “Uncertainty and Intentions in Threshold Public Goods: An Experimental Investigation” Billur Aksoy, “Uninformed Giving: Experiment” Lawrence De Geest, “Deterring poaching from a common-pool resource” Chair: Abdul Kidwai
2:40 – 4:00	Palm	Auctions	Svetlana Pevnitskaya, “Bidding under Ambiguity” Alexander Brown, “Maximal Auctions: Using QRE for Optimal Mechanism Design” Tim Cason, “Large Constrained Auctions from Testbed to Field: The Victoria Gaming Machine Auction” Tracy Liu, “Selling Multiple Units: An Experimental Investigation” Chair: Tim Cason
2:40 – 4:00	Saguaro	Labor Economics 6	Xiaoxue Gao, “Job Market Signaling: An Experimental Study of Education Degree as an Imperfect Signal” Daniel Hedblom, “Structural Estimation of Non-Monetary Incentives” Leanne Roncolato, “Balancing paid market work and unpaid care work: An experiment”

			Shuo Yang, "Social Distance and Technology Sharing between Trainers and Trainees: A Field Experiment" Chair: Shuo Yang
2:40 – 4:00	Desert	Repeated Games 3	Yaroslav Rosokha, "Constructing Strategies in the Indefinitely Repeated Prisoner's Dilemma with Multiple Opponents" Joachim Talloen, "Costly Information in Private Generosity: Willingness to Pay to for Conditional Giving" Huan Xie, "Sustaining Cooperation via Community Enforcement or Specialized Enforcement: An Experimental Study" Nilinjan Roy, "Turn-taking in repeated public good games" Chair: Nilinjan Roy
2:40 – 4:00	Canyon	Bargaining 1	Javier Portillo, "Land-Assembly and Externalities: How does the prospect of future positive externalities affect land aggregation outcomes?" Elif Demiral, "Gender Differences in the Ultimatum Game" Arkady Konovalov, "Bargaining, Fast and Slow: Response Times in Strategic Settings" Chair: Elif Demiral
2:40 – 4:00	Mesa	Communication 2	Quazi Shahriar, "Deception: The Role of Uncertain Consequences" Fulya Ersoy, "Social Transmission of Financial Decision Making Skills: A Case of the Blind Leading the Blind?" Miguel Fonseca, "Will Any Gossip Do? Gossip Does Not Need To Be Perfectly Accurate To Promote Trust" Jing Li, "Teamwork or Free Riding: An Experimental Study of the Effect of Communication on Complex Decision Making" Chair: Miguel Fonseca
2:40 – 4:00	Coyote	Group Behavior 2	Michael Kurschilgen, "Can purely voluntary redistribution stabilize a hierarchical social order?" Luke Boosey, "Team production with leader-determined allocation of proceeds" Sara Godoy, "Out-group Anger and Riots" Bryan McCannon, "Individual Effort and Committee Decision Making" Chair: Sara Godoy
2:40 – 4:00	Quail	Contests 2	Jens Grosser, "Candidate entry and political polarization: An experimental study" Boon Han Koh, "What motivates participants in real-effort tasks: Is it the journey or the destination?" Kuangli Xie, "Stock Options In Executive Compensation Given Firm Competition" Le Zhang, "Goal Setting In Tournament With Sabotage: Theory and Experimental Evidence" Chair: Jens Grosser

2:40 – 4:00	Javelina	Charitable Giving 2	Weiwen Leung, “Can Choice Sets Make Donors Give More?” Luigi Butera, “Delegating altruism: Toward an understanding of agency in charitable giving” Gary Charness, “Charity in the laboratory: Matching, competition, and group identity” Chair: Gary Charness
4:00 – 4:15	Coffee Break		
4:15 – 5:35	Cholla	Field Experiments 7	James C. Cox, “Fit as a Fiddle or Sick as a Dog: Effects of Subjective Patient Reports on Uptake of Clinical Decision Support” Angela de Oliveira, “Worthiness versus Self-Interest in Charitable Giving: Evidence from a Low-Income, Minority Neighborhood” Annika Mueller, “Improving intergroup relations through actual and imagined contact: A field experiment with Malawian shopkeepers and Chinese migrants” Chair: James C. Cox
4:15 – 5:35	Ocotillo	Group Behavior 3	Stefano Balmelli, “The Market Structure for Creativity” Enrique Fatas, “(Weak) Democracies go to war” Eric Dickson, “Racial Profiling, Deterrence, Legitimacy, and Compliance: Experimental Evidence” Ben Greiner, “The Case for Nil Votes: Voter Behavior under Asymmetric Information in Compulsory and Voluntary Voting Systems” Chair: Enrique Fatas
4:15 – 5:35	Saguaro	Development Economics	Jeremy Clark, “The applicability of micro-finance to higher risk business ventures: An experimental study” Prachi Jain, “Motives to Share: Evidence from a Risk Sharing Experiment in Kenya” Salma Khaled, “Image Motivation and the Willingness to Pay for Preventative Health Care: The Impact of Conformity and Status Seeking” Maria Recalde, “Leadership and risk taking: Field evidence from Malawi” Chair: Maria Recalde
4:15 – 5:35	Palm	Emotions	John Lynham, “Stress and Temporal Discounting: Do Domains Matter?” Heike Henning Schmidt, “Emotion at Stake: The role of stake size and emotions in a power-to-take game experiment in China with a comparison to Europe” Brianna Halliday, “Gender, Emotions, and Tournament Performance in the Laboratory” Edward Millner, “Feelings of Ownership and Allocation in Dictator Games” Chair: Heike Henning Schmidt
4:15 – 5:35	Desert	Bounded Rationality 4	Jeevant Rampal, “Opponent's Cognitive Ability and Optimal Choices” Eric Set, “An experimental study of how (poorly) we decode partisan information”

			James Wei Chen, "Pupil dilation reveals latent decision processes in value-based choice" Binglin Gong, "Understanding Search Behavior: The Roles of Loss Aversion and Mental Costs" Chair: James Wei Chen
4:15 – 5:35	Canyon	Bargaining 2	Antonio Alonso Arechar, "The Role of Power in Strategic Negotiation" Maros Servatka, "Investment in Outside Options as Opportunistic Behavior: An Experimental Investigation" Andrew Kloosterman, Ultimatum Game Bargaining in a Partially Directed Search Market" Kyle Hyndman, "Dissolving Partnerships Under Risk: An Experimental Investigation" Chair Maros Servatka
5:45 – 6:45	Sonoran Ballroom	Plenary Session: John List, University of Chicago "The Dozen Things I Wish Experimental Economists Did (More Of)" Chair: Andreas Blume	