



THE CHOICE LAB

# 68° North Conference

on Behavioral Economics in Svolvær, Lofoten  
2-5 August 2017



The Research Council of Norway



## Tuesday August 1

**From 18.30** **Informal get-together for PhD workshop participants**  
Anker Brygge Pub

## Wednesday August 2

Norway's Best Breakfast served from 06.30!

**08.30 – 08.45** **Opening of FAIR-The Choice Lab PhD Workshop**

**08.45 – 09.45** **Keynote lecture by Daniel Benjamin**  
“Genoeconomics: A Primer and Progress Report”

09.45 – 10.15 Felipe Araujo  
“Dynamic Adverse Selection in the Laboratory”

10.15 – 10.30 Coffee break

10.30 – 11.00 Billur Aksoy  
“Donors’ Response to News: When Does Less Information Translate into More Giving?”

11.00 – 11.30 Thomas Neuber  
“State Institutions and the Evolution of Patience”

11.30 – 12.00 Charlotte Ringdal  
“Household bargaining and the uptake of family planning services.”

12.00 – 13.00 Lunch

**13.00 – 14.00** **Keynote lecture by Ingvild Almås**  
“Family and gender: behavior, preferences, and decision maker power”

14.00 – 14.30 Michala Riis-Vestergaard  
“Assessing the Relative Impacts of a Mental Health and a Cash Transfer Intervention in Kenya”

14.30 – 14.45 Coffee break

14.45 – 15.15 Matthias Praxmarer  
“The intrinsic value of decision rights – Team vs. Individual decision-making”

15.15 – 15.45 Serena Cocciolo  
“Gender discrimination in the evaluation of team work vs. individual”

15.45 – 16.15 Ranveig Falch  
“The Boy Crisis: Experimental Evidence on the Acceptance of Males Falling Behind”

**16.15 – 16.30** **Closing remarks PhD Workshop**

## Wednesday August 2 continued

**18.00 – 18.30** Opening of 68° North Conference

**18.30 – 20.00** Panel discussion on Transparency and Reproducibility

Organized by BITSS - Berkeley Initiative for Transparency in the Social Sciences  
with Dan Benjamin, Johannes Haushofer and Matthew Rabin

**From 20.00** Tapas and welcome drinks

Styrhuset Pub, Thon Hotel Lofoten

Later: Optional karaoke at Anker Brygge

## Thursday 3 August 2017

Breakfast served from 06.30

### 09.00 – 10.00 Plenary I: Incentives & Negotiation

09.00 – 09.30 Klaus Schmidt

“Competition and Incentives”

09.30 – 10.00 Uri Gneezy

“Targeted Incentives: Using Violations of the Fungibility Principle to Increase Incentives Effectiveness”

10.00 – 10.30 Lise Vesterlund

“Knowing When to Ask: The Cost of Leaning In”

10.30 – 10.45 Coffee break

### 10.45 – 12.00 TCL Parallel Sessions I-III

Session I “Development”

Session II “Social Preferences”

Session III “Various Experiments”

12:00 – 13:30 Lunch

### 13:30 – 15.00 Parallel Sessions IV-V

Session IV “Charitable Giving & Helping”

Session V “Social & Risk Preferences”

### 15.00 – 16.30 Plenary II: Trust

15.00 – 15.30 Martin Kocher

“Birthright Citizenship and Discrimination in a Migration Society: Combining a Natural Experiment with a Large-Scale Trust Experiment in Schools”

15.30 – 16.00 Björn Bartling

“The Causal Effect of Trust”

### 18.30 Sunset cruise with dinner

Cruise and dinner in the spectacular Trollfjord

## Friday 4 August 2017

Breakfast served from 06.30

### 09.00 – 10.15 Parallel Sessions VI - VII

Session VI “Development”

Session VII “Preferences & Public Goods”

10.15 – 10.30 Coffee break

### 10.30 – 11.45 Parallel Sessions VIII - IX

Session VIII “Tax & Effort Provision”

Session IX “Political Hostility & Anger”

### 11.45 – 15.30 Activities (Lunch included)

Mountain hike, kayak trip, fishing trip, guided bike trip

### 15.30 – 17.00 Plenary III: Strategic Interactions

15.30 – 16.00 Uwe Sunde

“Coping with Complexity -- Experimental Evidence for Narrow Bracketing in Strategic Interactions”

16.00 – 16.30 Tore Ellingsen

“The Person and the Situation: A Formal Theory of Social Pressure”

16.30 – 17.00 Gary Charness

“Self-Serving Conformism”

### 20.00 Conference dinner

Børsen Spiseri

## **Saturday 5 August 2017**

Breakfast served from 07.00

### **09.00 – 10.00 Plenary IV: Cooperation & Norms**

09.00 – 09.30 Sigrid Suetens  
“On Rational Cooperation in Repeated Games”

09.30 – 10.00 Matthias Sutter  
“You are Fired! Productivity Shocks from Work Norm Violations in a Field Experiment”

10.00 – 10.15 Coffee

**10.15 – 11.15 FAIR**  
Bertil Tungodden - The Way Forward  
Kjetil Bjorvatn - Fair Insight Team

**11.15 – 13.00 Mingling and lunch**

## Parallel Sessions

### TCL Parallel Session I-III

Thursday 3 August, 10.45-12.00

<b>Parallel Session I Development</b>	<b>Parallel Session II Social Preferences</b>	<b>Parallel Session III Various experiments</b>
Room 1	Room 2	Room 3
Sandra Halvorsen	Thomas De Haan	Mathias Ekström
Warm Glow, or Anything But?	Fairness Preferences in the Face of Limited Information	Brains or Beauty? Causal Evidence on the Returns to Education and Attractiveness in the Online Dating Market
Ingvild Lindgren Skarpeid	Øivind Schøyen	Ingar Haaland
Idleness: Root of All Evil?	What limits the powerful in imposing the morality of their authority	Learning from the Mariels: Do Immigrants Really Take Our Jobs?
Ingrid Hoem Sjurson	Xiaogeng Xu	Hallgeir Sjøstad
Accountability and Taxation : Experimental Evidence	Giving When Responsible For Others' Risks	Short-Sighted Selfishness? Focusing on the Future Increases Strategic Cooperation
Lars Ivar Oppedal Berge	Sebastian Fest	Andreas Olden
Girl Power	Choice and Personal Responsibility: What is a Morally Relevant Choice?	What Do You Buy When No One's Watching? The Effect of Self-Service Checkouts on the Composition of Sales in Retail

### Parallel Session IV and V

Thursday 3 August, 13.30-15.00

<b>Parallel Session IV Charitable Giving &amp; Helping</b>	<b>Parallel Session V Social &amp; Risk Preferences</b>
<b>Room 1</b>	<b>Room 2</b>
Anya Samek	Erik Sørensen
Do Donors Screen? The Effect of Recipient Contribution on Support for Social Programs	Social Risk Preferences: Theory and Experimental Evidence
Ayelet Gneezy	Dan Benjamin
Overhead Aversion and Charitable Giving	Reconsidering Risk Aversion
Peter Bednarik	Ori Heffetz
Competition Promotes Helping Behavior	Are Reference Points (Necessarily) Lagged Beliefs Over Probabilities?

## Parallel Session VI and VII

Friday 4 August, 09.00-10.15

<b>Parallel Session VI Development Room 1</b>	<b>Parallel Session VII Preferences &amp; Public Goods Room 2</b>
Michael Bauer	Bertil Tungodden
Poverty, Self-Control and Inattention: Experimental Evidence on Behavioral Sources of Impatience Among the Ultra-Poor	Cutthroat Capitalism Versus Cuddly Socialism: Are Americans More Meritocratic and Efficiency-Seeking Than Scandinavians?
Johannes Haushofer	Theo Offerman
Discounting and Reminders	Competition for Status Creates Superstars: An Experiment on Public Good Provision and Network Formation
Ingvild Almås	Kjetil Bjorvatn
The Income Elasticity for Nutrition: Evidence from Unconditional Cash Transfers in Kenya	Inequality, Fairness and Reciprocity in Public Goods Provision

## Parallel Sessions VIII and IX

Friday 4 August, 10.30-11.45

<b>Parallel Session VIII Tax &amp; Effort Provision Room 1</b>	<b>Parallel Session IX Political Hostility &amp; Anger Room 2</b>
Alexander Cappelen	Julie Chytilová
Beliefs about Behavioral Responses to Taxation	Social Contagion of Ethnic Hostility
Dirk Engelmann	Marie Claire Villeval
Preferences over Taxation of High Income Individuals: Evidence from Online and Laboratory Experiments	Political Inclusion and De- Radicalisation
Ola Kvaløy	Martin Dufwenberg
Effort Provision in a Game of Luck: An Experiment	Frustration and Anger in Games