68° North Conference
on Behavioral Economics in Svolvær, Lofoten
2-5 August 2017
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

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

16.00 – 16.30  Tore Ellingsen

“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

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<td>Warm Glow, or Anything But?</td>
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<td>Idleness: Root of All Evil?</td>
<td>What limits the powerful in imposing the morality of their authority</td>
<td>Learning from the Mariels: Do Immigrants Really Take Our Jobs?</td>
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<td>Ingrid Hoem Sjursen</td>
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<td>Accountability and Taxation: Experimental Evidence</td>
<td>Giving When Responsible For Others' Risks</td>
<td>Short-Sighted Selfishness? Focusing on the Future Increases Strategic Cooperation</td>
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<td>Lars Ivar Oppedal Berge</td>
<td>Sebastian Fest</td>
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<td>Girl Power</td>
<td>Choice and Personal Responsibility: What is a Morally Relevant Choice?</td>
<td>What Do You Buy When No One's Watching? The Effect of Self-Service Checkouts on the Composition of Sales in Retail</td>
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**Parallel Session IV and V**  
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<td>Overhead Aversion and Charitable Giving</td>
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<td>Competition Promotes Helping Behavior</td>
<td>Are Reference Points (Necessarily) Lagged Beliefs Over Probabilities?</td>
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<td>Discounting and Reminders</td>
<td>Competition for Status Creates Superstars: An Experiment on Public Good Provision and Network Formation</td>
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<td>The Income Elasticity for Nutrition: Evidence from Unconditional Cash Transfers in Kenya</td>
<td>Inequality, Fairness and Reciprocity in Public Goods Provision</td>
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### Parallel Sessions VIII and IX
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<td>Preferences over Taxation of High Income Individuals: Evidence from Online and Laboratory Experiments</td>
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