

2010 Regional ESA Conference

November 11-13, 2010

Westward Look Resort

Tucson, AZ

Thursday, November 11, 5:30pm –

Welcome Reception – Westward Look Resort

Friday, November 12, 8:00 am– 9:00am

Plenary Session, Sonoran Ballroom: Matthew Rabin, “How Experiments Can Inform Theory (and vice versa)”

Chair: John Wooders

Friday, November 12, 9:20am – 10:20am

Session 1, Coyote: COMMUNICATION 1

- Justin Rao, “The Power of Asking: How Communication Affects Selfishness, Empathy and Altruism”
- Martin Duwfenberg, “Participation”
- Jingjing Zhang, “Communication & Competition”

Session 2, Quail: AUCTIONS 1

- Yuri Khoroshilov, “Preemptive Bidding in Takeover Auctions: An Experimental Study”
- Isa Hafalir, “Selling Goods of Unknown Quality: Forward versus Spot Auctions”
- Rimvydas Baltaduonis, “Valuation Structure in First Price and Residual Value Auctions: An Experimental Investigation”

Session 3, Javalina: CONTESTS

- Roman Sheremeta, “Multi-Battle Contests: An Experimental Study”
- Dmitry Ryvkin, “An Experimental Study of Bidding in Contests with Incomplete Information”
- Shakun Datta Mago, “Best of Three Contests: Experimental Evidence”

Session 4, Ocotillo: CHARITABLE GIVING

- Benjamin Ho, “Kinks and Notches in the Lab”
- Michael Vlassopoulos, “An Experimental Investigation of Intrinsic Motivations for Giving”
- Margaret McConnell, “Hey Look at Me: Publishing Charitable Contributions”

Session 5, Cholla: FIELD 1

- Angela de Oliveira, “Causes and Consequences of Solidarity Among the Poor”
- Tara Brown, “Strategic Ignorance and Natural Disaster Preparedness, Insurance, and Evacuation Decisions: A Field Study”
- Elaine Liu, “Risk Preferences among Chinese Migrant Workers: Evidence from a Field Experiment”

Friday, November 12, 10:40am – 12:00pm

Session 1, Coyote: COMMUNICATION 2

- Gabriele Camera, “Communication, Commitment, and Deception in Social Dilemmas: Experimental Evidence”
- Bram Cadsby, “Promise-Keeping, Social Distance, and Anonymity in China: An Experimental Investigation”
- Timothy Shields, “Do Liars Believe?”

Session 2, Quail: AUCTIONS 2

- Ernan Haruvy, “The Loser’s Bliss”
- Salvatore Nunnari, “Can Imperfect Best Response Rationalize The Winner’s Curse?: A Structural Econometric Analysis”
- Lucas Rentschler, “Asymmetric Information in Common-Value First-Price Auctions: Experimental Evidence”
- Hisayuki Yoshimoto, “Risk & Regret-Averse Bidders in Sealed-Bid Auctions”

Session 3, Javalina: SEARCH

- Daniel Martin, “Search and Satisficing”
- Sen Geng, “The Effects of Default on Search and Choice: Asymmetric Search and Asymmetric Choice Errors”
- Anya Savikhin, “An Experimental Study of Information Search and Decision-Making with Interactive Technology”
- Peter McGee, “Asymmetric Consumer Search and Gain-Loss Utility”

Session 4, Ocotillo: COORDINATION

- Peter Kriss, “The Effectiveness of Costly Communication in Minimum-Input Coordination Games”
- Joseph Wang, “Using Brain Drain Migration to Induce Education Investment: An Experimental Investigation”
- Jeff Birchby, “Communication, Coordination and Fairness in a Median Game”

Session 5, Cholla: FIELD 2

- Elif Incekara Hafalir, “The Impact of Credit Cards on Spending: A Field Experiment”
- Randall Lewis, “Where’s the Wear-Out? Online Display Ads and the Impact of Frequency”
- Mitchell Hoffman, “Why Are People So Uninformed? Systematic Information Undervaluation and the Roles of Overconfidence and Information Misusage”
- David Reiley, “Northern Exposure: A Field Experiment Measuring Externalities between Search Advertisements”

Friday, November 12, 1:20 pm – 2:40pm

Session 1, Coyote: COMMUNICATION, AUTHORITY AND LEADERSHIP

- Ernest Lai, “Authority and Communication in the Laboratory”
- Radovan Vadovic, “Deals”
- Alistair Wilson, “Costly Communication in Groups: Talking too Much & Not Listening Enough”
- Roberto Weber, “Legitimacy: Leader Selection and Efficacy in an Experimental Turnaround Game”

Session 2, Quail: AUCTION 3

- Chinn-Ping Fan, “To Bid or Not to Bid: An Experimental Study of Bidding Behavior in VCG Auction”
- Sascha Schweitzer, “An Experimental Comparison of Spectrum Auctions under Uncertainty”
- Tracy Liu, “Sequential All-pay Auction: An Experimental Study”
- Emel Filiz Ozbay, “Discrete Clock Auctions: An Experimental Study”

Session 3, Javalina: HERDING

- John Hartman, “Exercising in Herds: Treatment Size and Status Specific Peer Effects in a Randomized Exercise Intervention”
- Jason Shachat, “Informational Price Cascades and the Non-aggregation of Asymmetric Information in an Experimental Asset Market”
- Robert Gazzale, “Herd Behavior and Group Identity”

Session 4, Ocotillo: BEHAVIORAL 1

- Victoria Prowse, “A Structural Analysis of Disappointment Aversion in a Real Effort Competition”
- Stephanie Wang, “Hindsight Bias in the Principal-Agent Setting”
- Laura Gee, “Governing Ourselves: Does Third Party Enforcement Crowd out Peer Punishment?”
- Alex Imas, “Conscience Accounting”

Session 5, Cholla: FIELD 3

- Avner Ben-Ner, “The effects of Walking While Working on Productivity and Health: A Field Experiment”
- Peter Martinsson, “Are Nature Lovers Conditional Cooperators? A Study of Donations to a National Park”
- Henry Schneider, “Non-standard Preferences and Irrational Behavior in Auctions: New Evidence from the Field”
- Joseph Wang, “How Price Tags Affect Willingness-To-Pay---Evidence from the Field (and Lab)”

Friday, November 12, 3:00pm – 4:20pm

Session 1, Coyote: MARKET AND MECHANISM DESIGN

- Matt Van Essen, “Information Complexity, Punishment, and Stability in Two Nash Efficient Lindahl Mechanisms”
- Alexander Brown, “Experiments on Mechanisms for the Fair Allocation of Indivisible Goods”
- Al Roth, “Organ Allocation Policy and the Decision to Donate”

Session 2, Quail: FINANCE

- Tibor Neugebauer, “An Experimental Investigation of Initial Public Offerings”
- Sascha Fullbrunn, “Leverage in Experimental Asset Markets”
- Brice Corgnet, “Reaction to Public Information in Asset Markets: Does Ambiguity Matter?”
- Jonathan Alevy, “A Teaching Experiment on Financial Contagion”

Session 3, Javalina: CONTRACTS

- Anat Bracha, “Working Hard or Working Smart?”
- Erin Krupka, “A Meeting of the Minds: Contracts and Social Norms”
- Ebru Isgin, “Heterogeneous Jobs, Asymmetric Information and Relational Contracts”
- Karim Sadrieh, “Strategic Risk in Principal-Agent Contracting”

Session 4, Ocotillo: BEHAVIORAL 2

- Kyle Hyndman, “Procrastination, Self-Imposed Deadlines and Other Commitment Devices: Theory and Experiment”
- Keith Ericson, “Expectations as Endowments: Evidence on Reference-Dependent Preferences from Exchange and Valuation Experiments”
- Jawwad Noor, “Time Preference: Experiments and Foundations”

Session 5, Cholla: GENDER

- David Gill, “Gender Differences and Dynamics in Competition: The Role of Luck”
- David Wozniak, “Gender Differences for Competition in a Market with Relative Performance Feedback”
- Linda Kamas, “The Importance of Being Confident; Gender Differences in Willingness to Compete”

Friday, November 12, 4:40pm – 6:00pm

Session 1, Coyote: **LEARNING AND PREDICTING**

- Cary Deck, “Affecting Policy by Manipulating Prediction Markets: Experimental Evidence”
- Wei Chen, “Bounded Memory, Inertia, Sampling and Weighting Model in Market Entry Games”
- Wang Zhijian, “Social Spiral in Experimental 2x2 Games”
- David Bruner, “Strategic Experimentation in the Lab: Information Spillovers in a One-Armed Bandit Game”

Session 2, Quail: **INTERNET TECHNOLOGY AND SOCIAL DILEMMAS**

- Peter Twieg, “Investigating the Endogenous Emergence of Social Networks and Trade: A Virtual Worlds Experiment”
- Walter Yuan, “Developing Rich Internet Applications for Experimental Economics”
- Chris Anderson, “Individual Quota-Managed Common Pool Resources with Price and Intertemporal Externalities”
- Kevin McCabe, “A Virtual World Experiment on Emergent Behavior in Collective Action Problems”

Session 3, Javalina: **METHODOLOGY**

- Rodney Garratt, “Ideal Bootstrapping and Exact Recombination: Applications to Auction Experiments”
- Todd Feldman, “Econometrics and Computational Economics: An Exercise in Compatibility”
- Hisayuki Yoshimoto, “Simple Structural Estimation Method with Experimental Auction Data”

Session 4, Ocotillo: **MACRO AND INFLATION**

- Blaz Zakelj, “Uncertainty and Disagreement in Forecasting Inflation: Evidence from the Laboratory”
- Olivier Armantier, “Inflation Expectations and Behavior: Do Survey Respondents Act on their Beliefs?”
- Sotiris Georganas, “Frequency Bias in Consumers’ Perceptions of Inflation”
- Damjan Pfajfar, “Frictions, Persistence, and Central Bank Policy in an Experimental Dynamic Stochastic General Equilibrium Economy”

Session 5, Cholla: **GAMES 1**

- Li Hao, “Appearing Honest: Accurate Belief Elicitation Does Not Require Outcome Verification”
- Antoni Bosch-Domenech, “A Finite Mixture Analysis of Beauty-Contest Data Using Generalized Beta Distributions”
- Chloe Tergiman, “The Process of Choice in Guessing Games”
- Andreas Leibbrandt, “Do Competitive Workplaces Deter Female Workers? A Large-scale Natural Field Experiment on Gender Differences in Job-entry Decisions”

Friday, 7:00pm: Late Night Gathering (on the Palm Terrace)

Saturday, November 13, 8:00am – 9:00am

Plenary Session, Sonoran Ballroom: Dan Friedman, “How Theory Can Inform Experiments (and vice versa)”

Chair: Jacob K Goeree

Saturday, November 13, 9:20am – 10:20am

Session 1, Coyote: BARGAINING 1

- Jeremy Clark, “The Effect of Entitlements and Equality on Cooperative Bargaining with Private, Unverifiable Information”
- Kristof Madarasz, “Bargaining with Biased Beliefs: The Case of Information Projection”
- Marco Castillo, “Reference Points in Bargaining”

Session 2, Quail: RECIPROCITY AND COOPERATION

- Michael Kuhn, “Building Rational Cooperation: Learning to Start Small”
- Ro'i Zultan, “Transparency and Technology in Teams”
- Tanjim Hossain, “I Work for Money, But Favors are Free”

Session 3, Javalina: OVERCONFIDENCE AND BELIEFS

- Muriel Niederle, “Self-Confidence Management: Theory and Experimental Evidence”
- David Owens, “An Unlucky Feeling: Overconfidence and Noisy Feedback”
- Aaron Bodoh-Creed, “Mood, Associative Memory, and the Formation and Dynamics of Belief”

Session 4, Canyon: ENVIRONMENT

- Todd Cherry, “Environmental Conflicts with Asymmetric Reimbursement: Evidence from the Lab”
- John Lynham, “Cap and Trade: Does Allocation Matter?”
- Stefan Seifert, “Multi-unit Multi-item Auctions: a Comparison of Different Formats and Sequencing”

Session 5, Palm: FIELD 4

- Dorothea Herreiner, “Working up a Sweat to Compete - The Role of Stress for Preferences to Compete”
- Ragan Petrie, “When are Women more Risk Taking than Men: Evidence from Entrepreneurs”
- Margaret McConnell, “Belief in Yourself: A Field Experiment on Emotion and Savings in Ghana”

Saturday, November 13, 10:40am – 12:00pm

Session 1, Coyote: BARGAINING 2

- Roman Sheremeta, “Make Him an Offer He Can't Refuse: Avoiding Conflicts through Side Payments”
- George Ng, “Multilateral Bargaining in the Anticommons”
- Luis Miller, “Decision Costs in Legislative Bargaining: an Experimental Analysis”
- Alex Roomets, “Dealing with Eminent Domain”

Session 2, Quail: COMMON POOL RESOURCE PROBLEMS AND PROPERTY RIGHTS

- Sarah Jacobson, “Favor-Trading as Anti-Social Logrolling”
- John Lynham, “An Experimental Investigation of the Resource Curse”
- Bart Wilson, “Mine and Thine: The Territorial Foundations of Human Property”
- Francisco Campos-Ortiz, “Security of Property as a Public Good: A Five Country Multi-Institutional Decision-Making Experiment”

Session 3, Javalina: AMBIGUITY AND RISK

- Pietro Ortoleva, “Uncertain Probabilities vs. Uncertain Outcomes: An Experimental Study of Attitudes Towards Ambiguity”
- Charles Sprenger, “Uncertainty Equivalents: Linear Tests of the Independence Axiom”
- David Bruner, “Risk Aversion and Stochastic Dominance: Are They Equivalent?”
- Francis Tapon, “The Impact of Risk Aversion and Stress on the Incentive Effect of Performance Pay”

Session 4, Canyon: IO 1

- Daniel Cracau, “Judo Economics in the Lab”
- John Morgan, “Does Free Entry Eliminate Economic Profits? An Experimental Study”
- Quoc Tran, “Optimal Transfer Price Strategies: An Experimental Investigation”
- Arthur Schneider, “Predatory Pricing: Myths and Misconceptions”

Session 5, Palm: FIELD 5

- Jonathan Alevy, “Risk Attitudes Elicited from Lotteries for Cash and for Water: A Field Experiment in the Limari Valley of Chile”
- Tanya Rosenblat, “Risk-Sharing in Social Networks: A Field Experiment”
- Markus Mobius, “Treasure Hunt”

Saturday, November 13, 1:20pm – 2:40pm

Session 1, Coyote: PUBLIC GOODS 1

- Ro'i Zultan, "Cycles of Conditional Cooperation in a Real-Time Voluntary Contribution Mechanism"
- Judd Kessler, "Endogenous Signals and Public Good Provision"
- Sherry Li, "Common Identity and the Voluntary Provision of Public Goods: An Experimental Investigation"
- Anya Savikhin, "Visibility of Contributions and Cost of Information: An Experiment on Public Goods"

Session 2, Quail: SOCIAL PREFERENCES 1

- Marina Schroeder, "Behavioral Correlates of Poverty, Lack of Prospects, and Vandalism"
- Erez Yoeli, "Does Social Approval Stimulate Prosocial Behavior? Evidence from a Field Experiment in the Residential Electricity Market"
- Karina Gose, "Fair Wages When Employers Face the Risk of Losing Money"

Session 3, Javalina: POKER, PRICING, AND RISK

- Charles Sprenger, "An Endowment Effect for Risk"
- David Eil, "Staying Ahead and Getting Even: Evidence from Behavior of Profitable Online Poker Players"
- Amnon Rapoport, "Competitive Dynamic Pricing with Alternative Offers: Theory and Experiment"
- Rami Zwick, "Pay What You Want as a Profitable Pricing Strategy"

Session 4, Canyon: IO 2

- Aric Shafran, "Consumer Rationing and Cournot Outcomes: Experimental Evidence"
- Jens Grosser, "Patents versus Subsidies"
- Momo Deretic, "Prediction Market as an Alternative Mechanism for Selection of Corporate R&D Projects: An Experiment"
- Natalia Shestakova, "Overcoming Consumer Biases in the Choice of Pricing Schemes"

Session 5, Palm: GAMES 2

- Munseob Lee, "Over-investment in a Sequential Game with Laboratory Experiment"
- Catherine Eckel, "The Care Game"
- Paul Healy, "Epistemic Foundations for the Failure of Nash Equilibrium"
- Dorothea Herreiner, "Can We Be Nice and Strategic? Implementing the Cooperative-Competitive (coco) Value in Experiments"

Saturday, November 13, 3:00pm – 4:20pm

Session 1, Coyote: PUBLIC GOODS 2

- Stephanie Wang, “Moral Framing and Contributions to Public Goods”
- Glenn Dutcher, “Vicarious Punishment Effects in Public Goods Settings”
- Ernesto Reuben, “Communication and the Provision of Global Versus Local Public Goods”
- Sean D'Evelyn, “Public vs. Private Strategies in a Voluntary Contributions Mechanism”

Session 2, Quail: SOCIAL PREFERENCES 2

- Katerina Sherstyuk, “Other-Regarding Behavior Under Collective Action”
- Chia-Yang Lin, “Decision and Behavior in Ultimatum Game with Multi Targets”
- David McEvoy, “To Each According to What They Deserve: Spiteful Behavior in an Ultimatum Game”
- Simon Gaechter, “Understanding Peer Effects in Pro-social Behavior: Social Norms or Social Preferences?”

Session 3, Javalina: GROUP BEHAVIOR

- Laurent Denant Boemont, “Temptation and Commitment within Peer Groups: An Experimental Study”
- Stefan Penczynski, “Persuasion and Strategic Thinking”
- Jason Aimone, “Endogenous Group Formation via Unproductive Costs”
- Andrea Robbett, “Heterogeneity, Mobility, and the Role of Local Institutions in Self-Organizing Communities”

Session 4, Canyon: BEHAVIORAL IO

- Robert Gazzale, “Market Experience and Loss Aversion: Another Experiment”
- Peter Katuscak, “Consumer Reactions to Complex Pricing Schemes”
- Brian Wallace, “The Impact of Price Frames on Consumer Decision Making”
- Stephen Leider, “Contracts, Biases and Consumption of Access Services”

Session 5, Palm: (UN)ETHICAL BEHAVIOR

- Sheheryar Banuri, “Effects of Policy Shocks on Bribery: Experimental Evidence from the US and Pakistan”
- Francisco Campos-Ortiz, “Experience, Attitudes and Corrupt Behavior: Insights from an Experiment on Bribery”
- Basit Zafar, “Social Identity, Trust and Discrimination”
- Erin Krupka, “Endogenous Regulation and Ethical Behavior”

Saturday, November 13, 4:40pm – 6:00pm

Session 1, Coyote: TAXES AND REDISTRIBUTION

- Neslihan Uler, “Luck or Effort: Determinants of Redistribution”
- Jason Delaney, “An Experimental Test of the Pigovian Hypothesis”
- Roberta Calvet, “The Role of Empathy and Sympathy in Tax Compliance: an Experiment”
- Kahwa Douoguih, “Do taxpayers Use Charity Donations to Keep Auditors at Bay? Theory and Evidence”

Session 2, Quail: GROUP AND SOCIAL IDENTITY

- Maros Servatka, “Group Identity and Relation-Specific Investment: An Experimental Investigation”
- Enrique Fatas, “Language and Conflict: An Experiment on Natural Identity and Cooperation”
- Quazi Shahriar, “Group Identity and the Moral Hazard Problem: Evidence from the Field”
- Zachary Grossman, “Social-Signaling Under Anonymity: Beliefs-Based Altruism or Rule- Rationality?”

Session 3, Javalina: MARKETS

- Yuan Shao, “Shape effects on Performance of Continuous Double Auction Market with Intelligent Traders”
- Antonio Morales, “An Experiment on Economic Natural Selection and Competition”
- Nicholas Galunic, “Equilibrium Selection in Two-Sided Markets”
- Jasmina Arifovic, “The role of Information in a Continuous Double Auction - Individual Evolutionary Learning and Experiment”

Session 4, Canyon: BEHAVIORAL ANOMALIES, SELF IMAGE, AND SELF DECEPTION

- Jean-Louis Rulliere, “Self-Image and Teamwork: An Experimental Test”
- Miguel Fonseca, “Fairness Bargaining and Social Context: An Experimental Investigation”
- Gary Charness, “Overconfidence, Self-deception, and Social Signaling”

Session 5, Palm: CAMPAIGN DONATIONS AND VOTING

- Arthur Zillante, “Donations and Policy Choice”
- Emanuel Vespa, “Pivotal Voting in the Laboratory”
- Ben Greiner, “Voter Behavior Under Asymmetric Information in Compulsory and Voluntary Voting Systems: An Experimental Study”