

2011 Regional **ESA** Conference

November 10-12, 2011

Westward Look Resort

Tucson, AZ

Thursday, November 10, 5:30 pm – 8:00.¹

Welcome Reception – Sonoran Rooftop, Westward Look Resort

Friday, November 11, 8:00 am – 9:00 am

Plenary Session, Sonoran Ballroom

Thomas Palfrey, Title TBA

Chair: John Wooders

¹ Free margarita punch for the first ½ hour.

Friday, November 11, 9:20am – 10:20am

Session 1, Coyote: ANOMALIES 1

- Greg Hunter, “Unintentional Information Effects and the WTP-WTA disparity: Theory and Experimental Evidence”
- Marta Serra-Garcia, “Complexity and narrow bracketing in credit choice”
- Pietro Ortoleva, “Is it All Connected? Understanding the Relationship Between Behavioral Phenomena”

Session 2, Quail: EMOTIONS AND CHOICE 1

- Homa Zarghamee, “Negative Affect and Overconfidence: A Laboratory Investigation of the Effects of Fear, Anger, and Sadness”
- John Ifcher, “Negative Affect And Time Preferences: A Laboratory Investigation”
- Daniel Martin, “Nudges, Attention, and Mistakes”

Session 3, Javalina: GAMES 1

- Alistair Wilson, “Communication with Multiple Senders and Multiple Dimensions: An Experiment”
- Subhasish Dugar, “Experimental Evidence on Cheap Talk Mechanisms in Two-Person Stag-Hunt Games”
- Joseph Wang, “Experimental Implementations and Robustness of Fully Revealing Equilibria in Multidimensional Cheap Talk”

Session 4, Ocotillo: PUBLIC GOODS 1

- Anna Gumen, “Ethnic Conflict and the Provision of Public Goods: A Framed Field Experiment”
- Sarah Jacobson, “The Scapegoat: How Downstream Externalities Affect Public Good Provision”
- Alexander Smith, “A Causal Model of Contributions in Repeated Public Good Games”

Session 5, Cholla: MORALS

- Daniel Chen, “Markets and Morality: How Does Competition Affect Moral Judgment?”
- Matthew Hashim, “Digital Piracy, Teens, and the Role of Advice”
- John Lightle, “Lost in the Shuffle: An Experimental Study of the Diffusion of Responsibility in Markets”

Friday, November 11, 10:40am – 12:00pm

Session 1, Coyote: GAMES 2

- Guillaume Frechette, “Renegotiation in Repeated Games: An Experimental Study”
- Olexandr Nikolaychuk, “Individual Learning in Games with Asymmetric Information”
- Emanuel Vespa, “Cooperation in Dynamic Games: An Experimental Investigation”
- John Hamman, “Managing Credibility”

Session 2, Quail: GENDER 1

- Ananish Chaudhuri, “Gender Differences in Trust and Trustworthiness: Individuals and Single Sex Groups”
- Jonathan Woon, “Women Don't Run: Gender Differences in Candidate Entry”
- Linda Kamas, “Can Social Preferences Explain Gender Differences in Economic Behavior?”
- Julia Muller, “Can Personality Explain What is Underlying Women's Unwillingness to Compete?”

Session 3, Javalina: SOCIAL PREFERENCES 1

- Erik Kimbrough, “Rules, Rule-Following, and Cooperation”
- Hyejin Ku, “Procedural Fairness and the Willingness to Accept Inequality”
- Todd Feldman, “Attitudes Toward Economic Inequality”
- Sheryl Ball, “Responsibility and Intentionality in Economic Games”

Session 4, Ocotillo: PHYSIOLOGY

- Anna Bassi, “O Sole Mio. An Experimental Analysis of Weather and Risk Attitudes”
- Karina Cordova, “The Impact of Anxiety on Productivity and Decision-Making. Evidence from Laboratory Experiments”
- Burkhard Schipper, “Sex Hormones, Choice under Risk, and Competitive Bidding”
- Charles Sprenger, “Violent Trauma and Risk Preference: Artefactual and Experimental Evidence from Afghanistan”

Session 5, Cholla: VOTING 1

- Rafael Hortala-Vallve, “Does Size Matter? An Experiment on the Effects of District Magnitude on Voter Behaviour”
- Melis Kartal, “Laboratory Elections: Proportional Representation versus Majoritarian Rule”
- Aniol Llorente-Saguer, “Divided Majority and Information Aggregation: a Laboratory Experiment”
- Marina Agranov, “An Experimental Study of Multi-Candidate Elections”

Friday, November 11, 1:20 pm – 2:40pm

Session 1, Coyote: AMBIGUITY

- Ayala Arad, “Imprecise Datasets as a Source of Ambiguity: A Model and Experimental Evidence”
- Peter Duersch, “Benevolent and Malevolent Ellsberg Urns”
- Frederik Witte, “Testing the Propensity of Entrepreneurship Entry Under Ambiguity: An Extrapolation Experiment”
- Andrew Schotter, “Personality and Choice in Risky and Ambiguous Environments: An Experimental Study”

Session 2, Quail: AUCTIONS 1

- Diego Aycinena, “Determinants of Endogenous Participation in Auctions”
- Lindsey Nagy, “Incentivizing Early-Bidding Using Credits in Second-Price Internet Auctions”
- Justin Burkett, “Endogenous Budget Constraints in Auctions”
- Garrett Milam, “Auction Design for Land Use Policy: Thin Markets and Market Power”

Session 3, Javalina: FIELD EXPERIMENTS 1

- James Murphy, “A Field Experiment on Sharing in a Risky Environment. Evidence from Kamchatka, Russia”
- Angelino Viceisza, “To Remit, or Not to Remit: That is the Question. A Remittance Field Experiment”
- Danila Serra, “Participatory Accountability and Collective Action: Experimental Evidence from Albania”
- Lucas Rentschler, “Entrepreneurship, Risk Attitudes and 2D:4D in a Developing Economy: A Field Experiment in Guatemala”

Session 4, Ocotillo: GENDER 2

- Katherine Baldiga, “Gender Differences in Willingness to Guess”
- Johanna Mollerstrom, “Framing and Gender: It's all about the Women”
- Marie-Pierre Dagnies, “Reference Group Neglect: An Experimental Test”
- Muriel Niederle, “Do Single-Sex Schools Make Boys and Girls More Competitive?”

Session 5, Cholla: RECIPROCITY

- Vittorio Pelligra, “Reciprocating Kindness: An Experimental Investigation”
- Aric Shafran, “Reciprocity Across Countries”
- Karim Sadrieh, “The Detrimental Effect of Agent's Reciprocity in the Competition Amongst Principals”
- Maros Servatka, “Status Quo Effects in Fairness Games: Acts of Commission vs. Acts of Omission”

Friday, November 11, 3:00pm – 4:20pm

Session 1, Coyote: CHARITABLE GIVING 1

- Michael Menietti, “Fundraising Goals”
- Anya Savikhin, “Visibility of Contributions and Cost of Information: An Experiment on Public Goods”
- Lucas Coffman, “To Whom are We Donating?”
- Peter DeScioli, “Giving to whom? Altruism in Different Types of Relationships”

Session 2, Quail: CONFLICT AND IDENTITY

- Natalia Candelo Londono, “Social Exclusion and Identity: a Field Experiment with Hispanic Immigrants”
- Ro'i Zultan, “Does Intergroup competition Lead to Intragroup Cooperation?”
- Ernesto Reuben, “On the Escalation and De-escalation of Conflict”
- Roman Sheremeta, “Resolving Conflicts by a Random Device”

Session 3, Javalina: FINANCE

- Sascha Fullbrunn, “Thar "she" blows? Gender, Competition and Bubbles in Experimental Asset Markets”
- Hammad Siddiqi, “The Relevance of Thinking by Analogy for Investors Willingness to Pay: An Experimental Study”
- Cyril Bosch-Rosa, “Cognitive Abilities in Asset Markets”
- Cary Deck, “Asset Markets with Overlapping Generations”

Session 4, Ocotillo: HOMEGROWN PREFERENCES

- Florian Zimmermann, “Preferences for Consistency”
- David Dickinson, “Cognitive Depletion, Choice Consistency, and Risk Preferences”
- David Eil, “Hypobolic Discounting and Willingness-to-Wait”
- Matthias Sutter, “Experimental Choices and the Long-Term Relation to Field Behavior”

Session 5, Cholla: LABOR 1

- Tanya Rosenblat, “Ethnic Discrimination in an Experimental Labor Market”
- Sebastian Goerg, “Wage Discrimination of Migrant Workers and Students in China”
- Jack Fanning, “An Experimental Investigation of Employment Protection and Labor Substitutability”
- Michael Vlassopoulos, “Private and Social Incentives in Effort Provision: An Online Experiment”

Friday, November 11, 4:40pm – 6:00pm

Session 1, Coyote: COGNITION

- Ned Augenblick, “Cognitive Load, Memory and Randomization”
- Matthew Taylor, “Risk Aversion, Cognitive Ability, and Information Acquisition Across Real and Hypothetical Settings”
- Sen Geng, “Imperfect Perception of Calling Plan Costs and Simplicity Premium”
- Victoria Prowse, “Cognitive Ability, Strategic Sophistication and Learning”

Session 2, Quail: COORDINATION

- Andrea Robbett, “Local Institutions and the Dynamics of Community Sorting”
- Maoliang Ye, “Does Gradualism Build Coordination? A Theory and Experiments”
- Dietmar Fehr, “We Don't Need to Communicate: Endogenous Communication in a Coordination Game”
- Shi Qi, “The Selection Principle, Incentives And Forward Induction: Experimental Evidence From The Weak-Link Game”

Session 3, Javalina: INTERNET

- Michael Bailey, “Measuring the Effectiveness of Targeted Advertising”
- Siyu Yu, “Pure Effect of Homophily on Friendship Formation: Online Field Experiments Using Renren.com”
- Dawn Schrader, “How Much Do People Value Privacy?”
- Roy Chen, “Endogenous Groups and Cooperation”

Session 4, Ocotillo: PUBLIC GOODS 2

- Qian Weng, “Endowment Heterogeneity, Identity, Punishment and Cooperation: Evidence from a Public Good Experiment”
- David Johnson, “Water Cooler Ostracism”
- Sandra Maximiano, “Information Targeting and Coordination: An Experimental Study”
- Dorothea Herreiner, “Punishment and Norm Enforcement in Public Good Games”

Session 5, Cholla: SOCIAL PREFERENCES 2

- Eric Cardella, “Strategic Guilt Induction”
- Xiaofei (Sohpia) Pan, “Social approval, Competition and Cooperation”
- Li Hao, “Honest Lies”
- Greg Leo, “Competitive Altruism”

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

Saturday, November 12, 8:00am – 9:00am

Plenary Session, Sonoran Ballroom

James Cox, “Decision under Risk: Mechanisms, Paradoxes, and Dual Calibrations”

Chair: Daniel Friedman

Saturday, November 12, 9:20am – 10:20am

Session 1, Coyote: GAMES 3

- Caleb Cox, “Inequity Aversion and Advantage Seeking with Asymmetric Competition”
- Marco Castillo, “Revealed Preferences and Expectations: Evidence from Ultimatum Games”
- Zachary Grossman, “Inexpensive Talk”

Session 2, Quail: GENDER 3

- David Wozniak, “Gender, Age, and Ability Differences in the Demands and Effects of Performance Feedback for Competitions”
- Daniel Jones, “Gender Differences in Reputation Concerns: Prosocial Behavior in the Field and Lab”
- Sherry Li, “Gender, Group Identity and Social Preferences”

Session 3, Javalina: METHODOLOGY

- Debajyoti Ray, “Bayesian Rapid Optimal Adaptive Design: Applications Distinguishing Models of Risky Choice and Time Preference”
- Sevgi Yuksel, “Implementing Infinitely Repeated Games In the Laboratory”
- Paul Healy, “How To Pay Subjects: A Characterization of Incentive Compatible Payment Mechanisms”

Session 4, Canyon: PUBLIC GOODS 3

- Ben Greiner, “Imperfect Public Monitoring with Costly Punishment - An Experimental Study”
- Haley Harwell, “Punishment in Simple Games”
- Gary Charness, “Continuous Time and Communication in a Public-goods Experiment”

Session 5, Palm: SOCIAL PREFERENCES 3

- Judd Kessler, “Social Pressure in Low Cooperation Environments”
- Katerina Sherstyuk, “Does Religion and Ethnic Identity Influence Social Preferences? Evidence from Field Experiments in the Philippines”
- David Gill, “Desert and Inequity Aversion in Teams”

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

Session 1, Coyote: AUCTIONS 2

- Husnain Ahmad, “Reference Dependence in Second Price Auctions”
- Erkut Ozbay, “Auctioning Multiple Objects to Constrained Bidders”
- Steven Y. Wu, “Testing Canonical Tournament Theory: On the Impact of Risk, Social Preferences and Utility Structure”
- Tim Salmon, “An Investigation of the Average Bid Mechanism in Procurement Auctions”

Session 2, Quail: ANOMALIES 2

- Joshua Tasoff, “Overoptimism About Future Performance: Evidence From Rebate Experiments”
- Bei Zhang, “Overconfidence under High Stakes: a Study of College Applicants in China”
- Terri Kneeland, “Behavioural Anomalies: Evidence from Online Workers”
- David Freeman, “Rank-dependent Utility as a Unified Theory of Behavioural Anomalies”

Session 3, Javalina: CHARITABLE GIVING 2

- Alex Imas, “Conscience Accounting”
- James Andreoni, “Avoiding Altruism. A Field Experiment on Sorting and Charitable Giving”
- Robert Gazzale, “Revealed Preferences: Altruism when Relative Consumption and Donations May Matter”
- Lise Vesterlund, “How Low Can You Go? Donation Visibility in the Case of Multi Dimensional Status”

Session 4, Canyon: COOPERATION

- Danyang Li, “Image Motivation in Cooperative Behavior: Evidence from an Experimental Test”
- Asen Ivanov, “A Simple Approach for Organizing Behavior and Explaining Cooperation in Repeated Games”
- Erte Xiao, “Justification and Cooperation”
- David Goldbaum, “Cooperation and Competition in the Emergence of Social Order”

Session 5, Palm: NEUROECONOMICS

- Jason Aimone, “Post Traumatic Stress Disorder, Trust, and the Brain in Combat Veterans”
- Ryan Webb, “The Stochastic Neural Decision Process and Modeling Choice in a Mixed Strategy Game”
- Agnieszka Tymula, “Relating Risk Preference, Water Rewards, and Thirst: Wealth and Utility in Monkeys”
- Alec Smith, “Neural Predictors of Strikes in Asymmetric Information Bargaining”

Saturday, November 12, 1:20pm – 2:40pm

Session 1, Coyote: ELICITATION

- Mike Urbancic, “Testing Distributional Dependence in the Becker-DeGroot-Marschak Mechanism”
- Stephanie Wang, “Time Preference: Dynamic Elicitation and Applications”
- Michael Kuhn, “Estimating Time Preferences from Experimental Data: New Elicitation and Estimation Strategies”
- Hong Chao, “Reference Point and Risk Attitude: An Experimental Study”

Session 2, Quail: FIELD EXPERIMENTS 2

- Andrew Zeitlin, “Information and Coordination in Community-based Monitoring of Public Services”
- Tracy Liu, “Crowdsourcing with All-pay Auctions: a Field Experiment on Taskcn”
- Peter Twieg, “Can More Be Less? An Experimental Test of the Resource Curse”
- Justin Rao, “Endgame: Time Preference and Demand for Beliefs Two Weeks Before the Apocalypse”

Session 3, Javalina: GAMES 4

- Isabel Trevino, “Costly Information Acquisition in a Speculative Attack: Theory and Experiments”
- Sherry Forbes, “Defensive Strategies for Deterrence: An Application to Piracy”
- Malcolm Kass, “The UN in a Lab, Examining the Effectiveness of Cost Sharing in Nested PD Games”
- Charles Holt, “The Paradox of Misaligned Profiling: Experimental Evidence”

Session 4, Canyon: GENDER 4

- Megan OMalley, “Gender Differences in Competition Attitudes: A Developed Country Phenomenon?”
- Thomas Buser, “Competitiveness and Career Choice”
- Lijia Wei, “Gender and Bidding Heterogeneity in Buy and Sell Auctions”
- Karen Khachatryan, “Gender Differences in Preferences at a Young Age: Experimental Evidence from Armenia”

Session 5, Palm: IO

- Ammara Mahmood, “An Experimental Investigation of Behaviour Based Price Discrimination”
- Utteeyo Dasgupta, “Selection into Skill Accumulation: Evidence using Observational and Experimental Data”
- Rimvydas Baltaduonis, “Flicking the Switch: Retail Demand-Side Response under Alternative Electricity Pricing Contracts”
- Andrew Kloosterman, “Directed Search with Heterogeneous Firms: An Experimental Study”

Session 6, Desert: LABOR 2

- Ebru Isgin, “Occupational Choice and Labor Market Performance”
- Ericka Scherenberg Farret, “Is Your Employee Motivated or does She Follow Rules?”
- David Owens, “The Control Premium: A Preference for Payoff Autonomy”
- Olivier Armantier, “Framing of Incentives and Effort Provision”

Saturday, November 12, 3:00pm – 4:20pm

Session 1, Coyote: EMOTIONS AND GAMES

- Terry Connolly, “Emotion, Decision, and Risk: Betting on Gambles versus Betting on People”
- Zvika Neeman, “Aggressiveness, Anxiousness and Entry Games: How Trait Emotions Affect Strategic Behavior”
- Manuela Angelucci, “The Impact of Anxiety on Productivity and Decision-Making: Evidence from Laboratory Experiments”
- Tamar Kugler, “Regret, Consequential Thinking and Trust Game Behavior”

Session 2, Quail: GAMES 5

- Daniel Fragiadakis, “Identifying Predictable Players in Two-Person Guessing Games”
- Guillaume Hollard, “Do Level-0 player Really Exist? Evidence from an Experiment with Chess Players”
- Alex Roomets, “A Mechanism to Elicit Continuation Values in Experiments”
- Giovanna Devetag, “An Eye-tracking Study of Feature-based Choice in One-shot Games”

Session 3, Javalina: MARKETS

- Sean Crockett, “Momentum Trading”
- Luba Petersen, “Nonneutrality of Money and Expectations in Experimental General Equilibrium Environment”
- Kenan Kalayci, “Confusopoly: Competition and Obfuscation in Markets”
- John Spraggon, “Price Controls and Banking in Emissions Trading: An Experimental Evaluation”

Session 4, Canyon: REAL TIME

- Jim Parco, “Credible Signaling and Nonrandom Matching in a Real-Time Trust Dilemma”
- Jean Paul Rabanal, “Looking Underwater in the Lab”
- Nilanjan Roy, “Reciprocal Favor Exchange: An Experiment in Continuous Time”
- Ryan Oprea, “Games of Economic Survival”

Session 5, Palm: VOTING

- King King Li, "The Dominated Candidate Effect in Voting: Evidences from Laboratory Experiments and German Federal Elections"
- Sotiris Georganas, "Coalition Formation in a Legislative Voting Game"
- Jared Barton, "Negative Campaigning, Fundraising, and Voter Turnout: A Field Experiment"
- Martin Dufwenberg, "Thanks but No Thanks: Non-Intervention Agreements & Land Conflict Avoidance"

Session 6, Desert: SOCIAL CHOICE

- Sheryl Ball, "Experimental Social Choice: The Impact of Nosy Preferences on Efficiency"
- Alexander Brown, "An Experimental Examination of an Envy-Free Mechanism"
- Andrew Barr, "Private Information Revelation Under Various Collective Action Institutions"
- Darryl Seale, "Sequential Observation and Selection by Committee"

Saturday, November 12, 4:40pm – 6:00pm

Session 1, Canyon: NETWORKS

- Eyran Gisches, "Choice of Routes in the Braess Paradox under Atomic Splittable Flow"
- Michael McBride, "The Enemy You Can't See: An Investigation of the Disruption of Dark Networks"
- James Walker, "Punishment Networks in Public Good Games: Experimental Evidence"
- Kevin McCabe, "An Experimental Study of Trust Networks"

Session 2, Palm: PUBLIC GOODS 4

- Jonathan Lafky, "Birth, Death and Public Good Provision"
- Kate Silz Carson, "Rank, Social Group Identity, and Punishment in a Public Goods Game: Preliminary Results"
- Justin Krieg, "Behavioral Spillovers in Simultaneous Public Goods Games: Impact of Incentives and Information"

Session 3, Desert: RISKY CHOICE

- Ragan Petrie, "On the Heterogeneity of Children's Decision Making: Risk Preferences"
- Vjollca Sadiraj, "Paradoxes and Mechanisms for Choice under Risk"
- Radovan Vadovic, "Monotonicity: An Experimental Test"
- J. Todd Swarthout, "The Independence Axiom and the Bipolar Behaviorist"

Session 4, Mesa: SOCIAL PREFERENCES 4

- Birendra Rai, "Testing the Analytical Framework of Other-Regarding Preferences"
- Tomoki Kitamura, "Fairness under Risky Environments: An Experimental Analysis"
- Peter Kriss, "On the Robustness of Preferences Underlying Punishment"
- Ryan Murphy, "Measuring Social Preferences and Predicting Cooperation"