



13th Nordic conference on behavioral and experimental economics

Program 28th and 29th September 2018

The 13th Nordic conference on behavioral and experimental economics in Odense



WELCOME TO THE UNIVERSITY OF SOUTHERN DENMARK

We are pleased to announce the 13th Nordic Conference on Behavioral and Experimental Economics. The conference will be hosted at the Department of Business and Economics at University of Southern Denmark on the 28-29 September 2018.

We are honoured to have as keynote speakers Agnieszka Tymula, from the University of Sydney and NYU, and Martin Dufwenberg, from the University of Arizona and the University of Gothenburg.

We look forward to discuss and elaborate on topics within every branch of Economics, including, but not limited to: game theory, risk and uncertainty, bounded rationality, health, management, and industrial organization.

Game on!

Venue

University of Southern Denmark (SDU)
Campus Odense
Campusvej 55
DK-5230 Odense M

➔ sdu.dk

Registration

Registration will be from 8.30 to 9.30 on Friday morning. The registration desk will be adjacent to the auditorium.

Conference area

The conference will be held in the auditorium 0100, and rooms 094, 095, 096, 097.

The coffee breaks will be held in the “Panorama” area just outside the auditorium 0100.

Session information

Sessions last 80 minutes.

We suggest that the presenters divide the time evenly and allow for a few minutes for questions between presentations.

The last presenter is the chair. The chair is in charge of keeping time; please warn presenters when they have 10, 5, and 2 minutes left.

Questions?

The assistants and the organiser will be present to answer questions throughout the conference.

Organizing committee

Sibilla Di Guida (Chair), Associate Professor at the Department of Business and Economics, University of Southern Denmark

Thorbjørn Knudsen, Professor, director of the Strategic Organization Design Unit (SOD), Danish Institute for Advanced Study (D-IAS), University of Southern Denmark

Stephan Billinger, Professor MSO at the Department of Marketing & Management, Danish Institute for Advanced Study (D-IAS), University of Southern Denmark

Lone Grønbaek, Associate Professor at the Department of Business and Economics, University of Southern Denmark

Line Bjørnskov Pedersen, Associate Professor at the Department of Public Health and at the Research Unit of General Practice, University of Southern Denmark

Davide Marchiori, Associate Professor at the Department of Marketing & Management, Danish Institute for Advanced Study (D-IAS), University of Southern Denmark

Rafael Treibich, Assistant Professor at the Department of Business and Economics, University of Southern Denmark

Andreas Ostermaier, Assistant Professor at the Department of Business and Economics, University of Southern Denmark

Huanren Zhang, Assistant Professor at the Department of Business and Economics, University of Southern Denmark

Helle Møller Jensen, Academic Administrative Officer at the Department of Business and Economics, University of Southern Denmark

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University of Southern Denmark Research Fund



GENERAL INFORMATION

Transport

The **shuttle bus** will leave from *Odense Theater*, Jernbanegade 21, and will arrive at SDU, P1 bus stop. From P1 our student helpers will show you how to reach the conference venue.

The two bus rides will be Friday 28th at 8.20 and 8.50 from Odense Theater to SDU. The bus will drive back from SDU to Odense Theater the same day at 18.00 and 18.30.

The two bus rides will be Saturday 29th at 8.00 and 8.30 from Odense Theater to SDU. The bus will drive back from SDU to Odense Theater the same day at 14.30 and 15.00.

To reach SDU by car, drive through Fionivej. Parking is *free* in any of the SDU parking places. The few restricted parking slots are well signaled. If you come by car, use entrance S/32 to enter the university. If you come by public transportation you can find the time table at the conference website .

Internet access

Eduroam can be accessed from all areas of the campus. Participants without an Eduroam log-in can access the open WIFI – it is free and does not require an access code using SDU-VISITOR.

Work room

SDU has several options for those who wish to sit down and work quietly: sofas, chairs, and tables are scattered all around the university. The “Panorama” area (where the coffee breaks are held) also has some sofas and tables for our use.

Furthermore, the auditorium is rented for our use for the conference duration and can be used when no sessions or plenary talks are held there.

University smoking policy

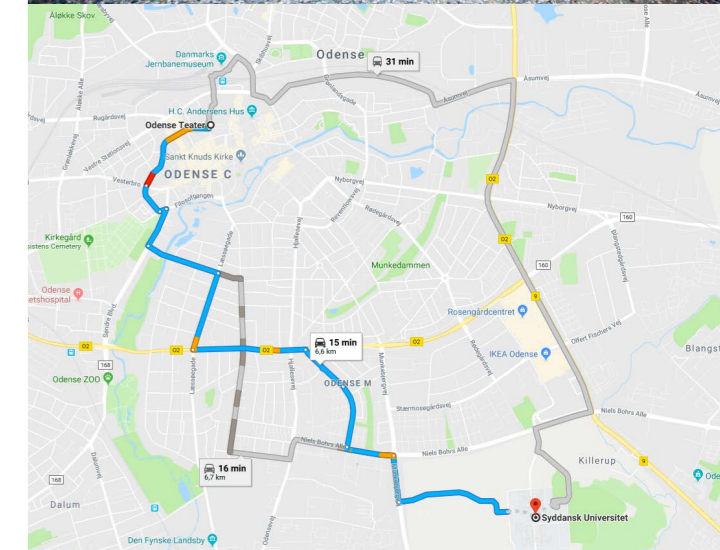
Smoking is prohibited in any indoor area of the university. Smoking is prohibited outdoors, whenever it causes an inconvenience to employees of the university, students or the public.

There are designated outdoor “smoking-shelters” on campus as indicated with blue smoking squares in the map to the left.

SDU Maps - mobile app

SDU Maps is our digital campus map that lets you search for classrooms, labs and other facilities. A wayfinding feature leads you directly to the place. Use the search field at the top left.

The map can be accessed at: maps.sdu.dk
This map is also available as an *app* for IOS and Android smartphones. - Search the App Store or Google Play for 'SDU Maps' to install the free app.





CONFERENCE SCHEDULE

Thursday 27th – Reception from 19.00

On the 27th from 19.00, we will hold a small informal gathering reception at **Odeon** (Odeons Kvarter 1, 5000 Odense C). Odeon is a cultural center, in the very heart of Odense.

Conference dinner

On the 28th, at 19.30, we will hold the conference dinner at “**Bryggeriet Flakhaven**”. It is a micro brewery integrated into a restaurant in the city hall of Odense. They serve food prepared with beer that goes nicely with their own beer.

Friday 28th

8.30 – 9.30	Registration
9.30 – 9.45	Welcome
9.45 – 11.00	Keynote speech: Martin Dufwenberg
11.00 – 11.20	Coffee break
11.20 – 12.40	Parallel session 1
12.40 – 13.40	Lunch
13.40 – 15.00	Parallel session 2
15.00 – 15.20	Coffee break
15.20 – 16.40	Parallel session 3
16.40 – 17.00	Coffee break
17.00 – 18.20	Parallel session 4
19.30	Dinner at “Bryggeriet Flakhaven”

There will be two bus rides from the city center to the University of Southern Denmark. The buses will leave at approximately 8:20 and 8:50.

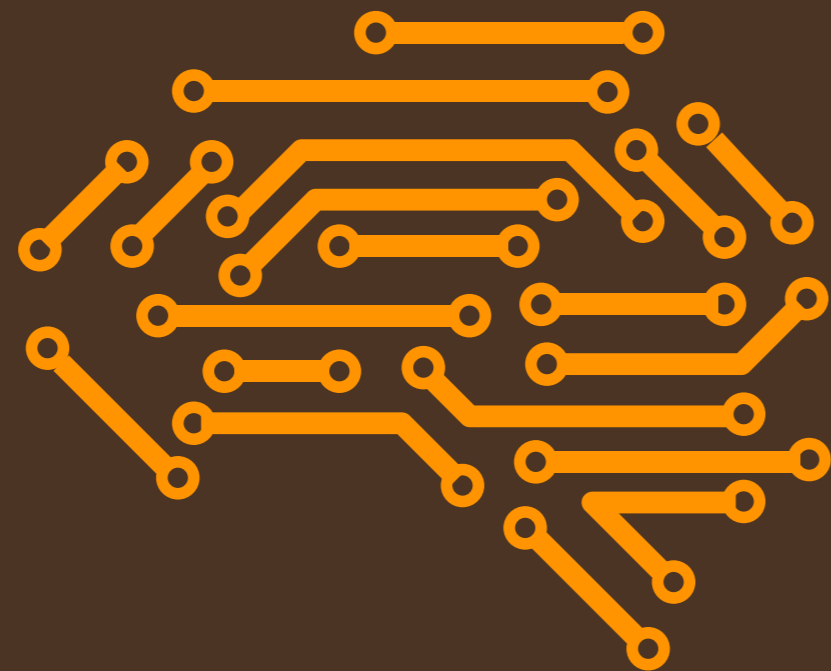
There will be two bus rides from the University of Southern Denmark to the city center. The buses will leave at approximately 18:00 and 18:30.

Saturday 29th

9.00 – 10.20	Parallel session 5
10.20 – 10.40	Coffee break
10.40 – 12.00	Parallel session 6
12.00 – 13.00	Lunch
13.00 – 13.30	Plenary talk by Anastassia Fedyk, winner of the “Special Prize for young scholars”
13.30 – 14.45	Keynote speech: Agnieszka Tymula
14.45 – 15.00	Farewell

There will be two bus rides from the city center to the University of Southern Denmark. The buses will leave at approximately 8:00 and 8:30.

There will be two bus rides from the University of Southern Denmark to the city center. The buses will leave at approximately 14:30 and 15:00.



PARALLEL SESSIONS OVERVIEW

Friday 28th

Time		Room o94	Room o95	Room o96	Room o97	Auditorium
9.30 – 11.00 Auditorium o100	Welcome Keynote speech: Martin Dufwenberg, University of Arizona and University of Gothenburg Title: Pants on Fire - Perceived Cheating and Concern with Others' Opinion					
11.20 – 12.40	P Session 1	Intertemporal effects	Field experiments	Decision making	Management	
13.40 – 15.00	P Session 2	Politics	Other regarding preferences and reciprocity	Public goods 1	Biases	Risk 1
15.20 – 16.40	P Session 3	Markets	Risk 2	Beliefs and information	Social preferences	
17.00 – 18.20	P Session 4	Theory and methods	Nudge and incentives	Consumer behavior	Public goods 2	

Saturday 29th

Time		Room o94	Room o95	Room o96	Room o97	Auditorium
9.00 – 10.20	P Session 5	Gender and young age	Social preferences	Lying	Entrepreneurship	
10.40 – 12.00	P Session 6	Ethical behavior	Cooperation	Group behavior	Public goods 3	
13.00 – 13.30 Auditorium o100	Plenary talk by Anastassia Fedyk, Harvard University, winner of the "Special Prize for young scholars" Title: Asymmetric Naivité: Beliefs about self-control					
13.30 – 14.45 Auditorium o100	Keynote speech: Agnieszka Tymula, University of Sydney and New York University Title: Neuroeconomics of decision-making					

Session 1

Intertemporal effects, room o94

- Woerner Andrej, **Overcoming Time Inconsistency with a Matched Bet - Theory and Evidence from Exercising**
- Strömbäck Camilla, **Better Self-Control does not Imply Fewer Affective Forecasting Errors**
- Nafziger Julia, **Motivational Goal Bracketing: An Experiment**
- Hardardóttir Hjördis, **The Effect of Cognitive Load on Time Perception and Time Preferences**

Field experiments, room o95

- Wengström Erik, **The effects of feasible goals on academic achievement**
- Wiig Arne, **Tax preferences, job creation and foreign ownership: Experimental evidence from Tanzania**
- ZHU Dianzhuo, **The limit of money in daily ridesharing: Evidence from a field experiment**
- Damgaard Mette Trier, **Procrastination and Deadlines**

Decision making, room o96

- Stephan Nina, **Does receiving a gift instead of house money affect moral behavior? A study on embezzlement**
- Yakobi Ofir, **Loss attention and the Equity Premium Puzzle: an examination of the Myopic Loss Aversion effect**
- Gurevich Gregory, **Description-experience gap in choice under risk: Are emotions involved?**
- Koch Melanie, **Coupled Lotteries—A New Method to Analyze Inequality Aversion**

Management, room o97

- Marchiori Davide, **Two fates of hierarchical learning**
- Vollmann Martin, **Subjective and Objective Skill Evaluation**
- Wagner Katharina, **Separation of selection and appraisal: Do omniscient employee selection algorithms reduce or foster**
- Yang Yadi, **Can strategic delegation solve the hold-up problem? An experimental study**

Session 2

Politics, room o94

- Oxholm Anne Sophie, **Testing the myth of fee-for-service and overprovision in health care**
- Hansson Kajsa, **Exploring the Dark Side of Democracy**
- Liu Manwei, **Majority Rule or Dictatorship? An Experimental Study on Endogenous Institutions in Social Dilemma**
- Markussen Thomas, **Group Size and the Effect of Democracy**

Other-regarding preferences and reciprocity, room o95

- Robson Matthew, **Giving to Varying Numbers of Others**
- Knutsen Magnus Våge, **Obstinate Parties and Non-binding Outside Options in the Lab**
- Hajdu Gergely, **Motivated Beliefs and Prosociality**
- Hopp Daniel, **How Altruistic Is Indirect Reciprocity? Evidence from Gift-exchange Games in the Lab**

Public goods 1, room o96

- Stephan Billinger, **Discretionary mechanisms and cooperation in hierarchies: An experimental study**
- Abatayo Anna, **Thankful or thankless: does the past's altruism increase the present's public good contributions?**
- Beeson Morgan, **Using a veil of ignorance to incorporate citizen preferences in willingness-to-pay values**
- van der Heijden Eline, **Analysing group contract design using a lab and a lab-in-the-field threshold public good experiment**

Biases, room o97

- Barron Kai, **Everyday econometricians: Selection neglect and overoptimism when learning from others**
- Verdes Dorina Diana, **On the robustness of the magnitude effect**
- Straub Alexander, **Your wingman could help you land a job**
- Lima de Miranda Katharina, **Overconfidence and hygiene compliance in hospitals**

Risk 1, auditorium o100

- Neumann Thomas, **First- and Second-order Beliefs in Coordination Games: Experimental Evidence**
- Gönül Dogan, **What Makes Pyramid Schemes Work**
- Jawid Asadullah, **Exposure to Climate Change-related Extremes and Individual Risk Preferences: Experimental Evidence of Farmers in Afghanistan**
- Holzmeister Felix, **The Risk Elicitation Puzzle Revisited: Within-Subject (In)consistent Behavior Across Methods**



Session 3

Markets, room o94

- Gomez Martinez Francisco, **Partial Cartels and Mergers with Heterogenous Firms: Experimental Evidence**
- Hennequin Myrna, **Experiences and Expectations in Asset Markets: An Experimental Study**
- Kujansuu Essi Susanna, **How to Cut Wages?—The Fairness of Wage Cuts and Rigidity**
- Nguyen Thien Kim, **Herding Decision: Is it Good for the Market? An Examination of Herd Behaviour Using Asset Market Experiment**

Risk 2, room o95

- Analytis Pantelis P., **Make-or-break: Chasing risky goals or settling for safe rewards**
- Rasmussen Gregers Nytoft, **Patience, risk aversion, and debt behavior**
- Harðardóttir Erla Hrönn, **Reference Dependence and Loss Aversion with Expectations as Reference Points: Field Evidence**
- Detlefsen Lena, **Group Decisions under Risk: The Differences between Shared and Non-shared Consequences**

Beliefs and information, room o96

- Schwarz Marco A., **The Impact of Social Media on Belief Formation**
- Gravert Christina, **Beliefs and actions: How a shift in confidence affects choices**
- Kurschilgen Michael, **Communication is more than Information Sharing—The Role of Status Knowledge**
- Garz Marcel, **Partisan Selective Engagement: Evidence from Facebook**

Social preferences, room o97

- Kahsay Goytom Abraha, **Trust and Regulation of Forest Management: Micro-level evidence from Ethiopia**
- Václav Korběl, **Underlying motivations for rule-violation among juvenile delinquents: A lab-in-the-field experiment**
- Merkel Anna, **Do People Prefer to Donate to Identified Recipients? New Evidence on the Identified Victim Effect**
- Piech Richard, **Personal Goals Predict Altruism: A Link between Nonmaterialistic Values and Giving**

Session 4

Theory and methods, room o94

- Yiakoumi Despina, **The UK capacity auction design: an experimental study**
- Sanchez-Moscona Daniel, **Conformity: An axiomatic approach**
- Kolstad Ivar, **Do economists act like democrats or technocratic paternalists?**
- Carlson Jim Ingebretsen, **Visual Attraction: Modes of Presentation and Focusing in Economic Choice**

Nudge and incentives, room o95

- Ostermaier Andreas, **Performance evaluation and creativity: Balancing originality and usefulness.**
- Cingl Lubomir, **Employing Behavioral Economics: Improving the Efficiency of TV License Fees Collection**
- Çitçi Sadettin Haluk, **The Power of Financial Incentives versus the Power of Suggestion**

Consumer behavior, room o96

- Reme Bjørn-Atle, **The Poking Effect: Price Changes, Information and Inertia in the Market for Mobile Subscriptions**
- Røhr Helene Lie, **Free to Switch or Switched Off? Consumer Heterogeneity in Choice of Mobile Subscriptions**
- Tjernström Emilia, **Nonlinear Pricing Complexity and Consumer Behavior**

Public goods 2, room o97

- Hippel Svenja, **Testing the Informational Robustness of a Public Good Mechanism**
- Koch Christian, **Covenants before the Swords: Normative Conflict and Cooperation in Heterogeneous Groups**
- Lohse Johannes, **Cooperating with the Future: The Impact of Contemporaneous Peer Punishment**
- Pancotto Francesca, **Optional PGG and Antisocial Punishment: A Lab in the Field Experiment**



Session 5

Gender and young age, room o94

- Wiborg Vegard Sjurseike, **Collaboration, Alphabetical Order and Gender Discrimination**
- Willadsen Helene, **Gender differences in competitiveness: evidence from children in Denmark**
- Willadsen Helene, **Validating survey measures for children**

Social preferences, room o95

- Strang Louis, **(Not) Everyone can be a Winner – The Role of Payoff Interdependence for Redistribution**
- Titeca Hannes, **Do I care what you think of me? Varying observability in a public goods experiment**
- Xu Xiaogeng, **Giving When Responsible for Others' Risks**
- Paetzel Fabian, **A little uncertainty diminishes social preferences**

Lying, room o96

- Tausch Franziska, **Dishonesty in Insurance Underwriting: Evidence from an Online Experiment**
- Filippin Antonio, **Effects of one-shot Vs. cumulative reporting of productivity**
- Homolka Konstantin, **Little Lies and Blind Eyes—Experimental Evidence on Cheating and Task Performance in Work Groups**
- van den Assem Martijn, **Malleable Lies: Communication and Cooperation in a High Stakes TV Game Show**

Entrepreneurship, room o97

- Nielsen Kristian Roed, **Reward-based crowdfunding and sustainable entrepreneurship: A web experiment**
- Schüler Diana, **The entrepreneurial decision of young Koreans: Studying the influence of institutions via a priming**
- Wayand Martina, **Money for Sustainability: Cash is Good - More Cash is Better!**
- Pabst Stefan, **Coordinating contribution in crowdfunding sustainable entrepreneurship**

Session 6

Ethical behavior, room o94

- Topi Miettinen, **Deterrence, Contagion, and Legitimacy in Anti-Corruption Policymaking: An Experimental Analysis**
- Kim Duk Gyoo, **Penalty Lottery**
- Nurminen Tuomas, **Tax evasion in the lab - A comparison of reporting institutions in a competitive market**
- Heinicke Franziska, **Lying on two dimensions and moral spillovers**

Cooperation, room o95

- Zhang Huanren, **Cooperation under the shadow of inequality**
- Haering Alexander, **Does sequential decision making trigger collective investment in R&D cooperation?**
- Yimei Hu, **Compete for the co-created value: an experimental study on cooperation**
- Schneider Frederic, **The Persistent Power of Promises**

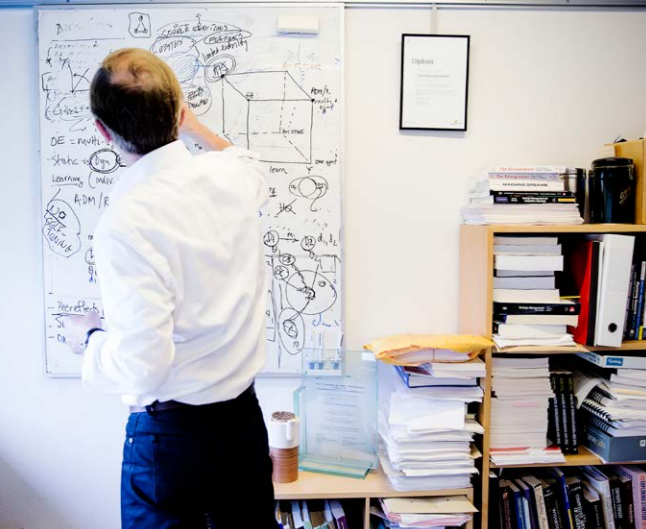
Group behavior, room o96

- Durinik Michal, **Group Identity, Internal Promotion and External Hiring**
- Klausmann Tim, **Identity Choice and Effort how identity-framed communication improves integration of refugees**
- Hu Xiaocheng, **Subjective Evaluation of Group Leaders in a Multi-tasking Environment: a Firm-level Experiment in China**
- Jimenez Jimenez Francisca, **When Intragroup Cooperation Overcomes Intergroup Inequality: Controlling for Group Composition in All-can-win Competitions**

Public goods 3, room o97

- Persichina Marco, **Cascading Defections from Cooperation Triggered by Present-Biased Behaviors in the Commons**
- Eymess Tillmann, **Conforming with Norms of Cooperation**
- Miklanek Tomas, **What Drives Conditional Cooperation in the Private Provision of Public Goods?**





THE UNIVERSITY OF SOUTHERN DENMARK

Facts about the university

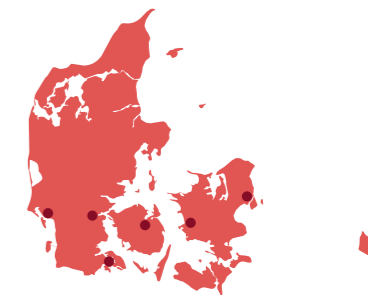
The University of Southern Denmark (then Odense University) was founded in 1966 in Odense. Since then the university has undergone several mergers, and today SDU is the third largest university in Denmark with campuses in 6 cities across Denmark. In the past 50 years SDU has grown to become one of the World's best young universities. We strive to perform excellence in research and education in a close collaboration with the surrounding society, and we seek new and innovative ways to do so.

The hallmarks of the SDU are the quality of our research, our strong regional links, our international outlook and, not least, the thousands of ambitious and committed students and staff working here.

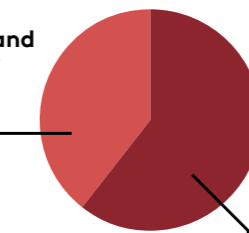
sdu.dk

5 faculties in **6** cities

Business and Social Sciences, Engineering, Humanities, Health and Science



1.513
Technical and adm. staff

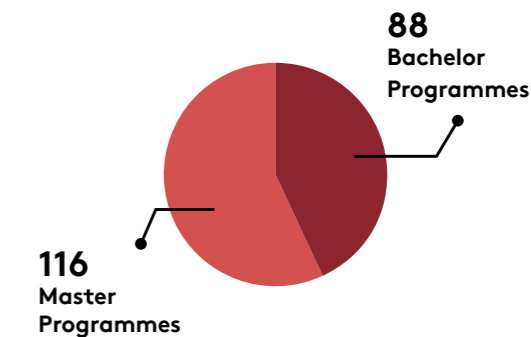


2.325
Academic staff

3.838
Staff member (FTE)

204
Programmes

31.299
Students



116
Master Programmes

88
Bachelor Programmes



ODENSE CITY

Odense is the third-largest city in Denmark. It has a population of around 175,000 people, and is the main city of the island of Funen, which is placed in the middle of Denmark. By road, Odense is located 144km to the southeast of Aarhus, and 167km to the southwest of Copenhagen.

Odense has close associations with Hans Christian Andersen, who is remembered above all for his fairy tales. He was born in the city in 1805 and spent his childhood here. It is thought his birthplace is the small yellow house on the corner of Hans Jensens Stræde and Bangs Boder in the old town. In 1908 the house was opened as the Hans Christian Andersen Museum. It documents his life from his childhood years as the son of a struggling shoemaker, to his schooling, career as an author, and later life, with artefacts providing an insight into his acquaintances and adventures. Andersen's childhood home is on Munkemøllestræde not far from the cathedral. He lived in the little half-timbered house from the age of two until he was 14. Opened as a museum in 1930, the house contains an exhibition of the cobbling tools used by his father and other items based on Andersen's own descriptions.

Throughout the city there are numerous statues and sculptures representing characters from the stories of Hans Christian Andersen. They include the Steadfast Tin Soldier, the Mermaid, the Shepherdess and the Chimney Sweep, the Toad, the Darning Needle, the Emperor's New Clothes, the Sea Horse, the Paper Boat, the Flying Trunk and the Wild Swans. There is also a distinctive statue of Andersen in Eventyrparken (The Fairy Tale Park) beside the cathedral. Sculpted by Louis Hasselriis in 1888, it

shows the storyteller with a book in his hand, ready to entertain onlookers with his fairy tales

The city is home to Odense Palace which was erected by Frederick IV, who died there in 1730. Now an administrative building, it stands on the site of Sankt Hans Kloster, a 15th-century monastery which was transferred to the Crown in 1536

It is also home to Odense Theater which was first established in 1796, and is Denmark's second oldest theatrical enterprise and one of the country's three main theatres. The original building was on Sortebrødre Torv was used until 1914 when a new building designed by Jacobsen was opened on Jernbanegade. It has three stages. The theatre also has stages in the former sugar factory "Sukkerkogeriet".

Odense is the commercial hub of Funen, and has a notable shopping district with a diversity of stores. The *Rosengårdscentret* shopping centre is located in the south-eastern part of Odense. The centre dates from 1971 and is the second largest in Denmark with 100,000m².

Tourism is an important source of income for the city. In 2011, Odense ZOO was Funen's most popular tourist attraction and the eleventh most popular in Denmark with 405,913 visitors. The zoo was founded in 1930 and covers an area of 8.9 acres and has roughly 2,000 animals, covering 147 species. In 2001, Odense ZOO inaugurated a DKK 60 mio. "Oceanium" featuring South American animal life.



Hosted by:

Department of Business and Economics

The Department of Business and Economics has a strong tradition for high-quality research and teaching within the fields of economics and business. This is demonstrated through numerous publications in leading international journals, as well as through the education of highly valued candidates at the Bachelor, Master, and PhD level.

The research and teaching activities at the department are organized within three groups:

- Accounting and Finance
- Macroeconomics, Trade, Economic History, and Econometrics
- Microeconomics and Management Science

The research covers both theoretical and empirical subjects, but the use of economic theory and quantitative methods such as mathematics, statistics, econometrics and computer science characterizes most research projects.

The department has three cross-disciplinary focus areas: Accounting and Finance, Economic Development under the programme Historical Economics and Development Group (HEDG), and health economics. The latter is organized in the Centre of Health Economics Research (COHERE) – which comprises researchers from both the Faculty of Health and the Faculty of Business and Social Sciences.

The main study programmes at the department are: BSc and MSc in Economics (oecon.); BSc and MSc in Economics and Business Administration (HA and cand.merc.); BSc and MSc in Mathematics and Economics (scient.oecon.); and MSc in Business Administration and Auditing (cand.merc.aud.).

Approximately 70 people from 15 different countries currently work at the department plus a number of external teachers.

Further information about the research and teaching activities of the Department of Business and Economics is available at:

➔ sdu.dk/ivoe