CERGY-PONTOISE, FRANCE
June 9-10, 2016

INTERNATIONAL MEETING OF ASFEE

Organized by
ESSEC Business School
&
The French Association of Experimental Economics (ASFEE)
Location of the meeting

ESSEC Business School
Avenue Bernard Hirsch
95000 Cergy-Pontoise

Access by public transport, stop at CERGY-PREFECTURE
By RER A (Direction Cergy Le Haut)
By Transilien : Line L (From Gare Saint-Lazare)

Location of the Gala Dinner
Château d’Auvers-sur-Oise
A bus transfer is organized from ESSEC.
Bus leaves at 6:30 PM from Parvis ESSEC.
JUNE 9

### GENERAL PROGRAM

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Location</th>
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<tr>
<td>8:30 AM – 9:15 AM</td>
<td>Registration and Coffee</td>
<td>Hall des Patios</td>
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<tr>
<td>9:15 AM – 9:45 AM</td>
<td>Opening Session</td>
<td>Grand Amphi</td>
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<td>9:45 AM – 10:45 AM</td>
<td>Plenary Session: Prof. Rachel Croson</td>
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<td>10:45 AM – 11:15 AM</td>
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<tr>
<th>Time</th>
<th>Parallel sessions</th>
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<tr>
<td>11:15 AM – 12:50 PM</td>
<td>Public Goods D102</td>
<td>Hall des Patios</td>
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<td>Behavioral Finance / Coordination Games D103</td>
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<td>Choice and Decision D3</td>
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<td>Information and Communication D102</td>
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<td>Other-Regarding Preferences D3</td>
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<td>Choice and Decision / Gender Studies D102</td>
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<td>Lies / Deception / Cheating / Cooperation D103</td>
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<td>Auctions and Market / Neuroeconomics D2</td>
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JUNE 9

8:30 AM – 9:15 AM
Registration & coffee  
Hall des Patios

9:15 AM – 9:45 AM
Opening Session  
Grand Amphi
Jean-Michel Blanquer, Dean of ESSEC Business School
Vincenzo Esposito Vinzi, Dean for Faculty, ESSEC Business School

9:45 AM – 10:45 AM
Plenary Session  
Grand Amphi
Rachel Croson, Dean, College of Business, University of Texas at Arlington
« Experimental Economics Imperialism »

10:45 AM – 11:15 AM
Coffee break  
Hall des Patios

11:15 AM – 12:50 PM
Parallel sessions

Public Goods  
D102
Not All Income is the Same to Everyone: Cognitive Ability and the House Money Effect in Public Goods Games - Julian Hackinger, Technical University of Munich

Personality and inequality in public goods: An experimental study - Bereket Kebede, School of International Development, University of East Anglia (Coauthors: Nicole Gross-Camp, Adrian Martin, Shawn Mcguire, Joseph Munyarukaza)

Bribery and cooperation within a centralized sanctioning system - Justin Buffat, University of Cologne (Coauthor: Julien Senn)

Antisocial punishment in second-party and third-party cooperation games: Experimental evidence from a small-scale society of Papua New Guinea - Andreas Pondorfer, Kiel Institute for the World Economy (Coauthors: Gianluca Grimalda, David Tracer)

Behavioral Finance/Coordination Games  
D103
Experimental evidence on bank runs under a partial deposit insurance – Qana Peia, ESSEC Business School, University of Cergy-Pontoise (Coauthor: Radu Vranceanu)

The effects of short selling and borrowing on traders' expectations and market outcomes - Sébastien Duchêne, GREDEG, University of Nice Sophia Antipolis (Coauthors: Nobuyuki Hanaki, Eric Guerci, Charles Noussair)

Financial literacy and bank runs: an experimental analysis - Vittorio Larocca, ESSEC Business School (Coauthors: Eloisa Campioni, Loredana Mirra, Luca Panaccione)

Overcoming coordination failure in a critical mass game: strategic motives and action disclosure - Aidas Masiliunas, GREQAM, University of Aix-Marseille

Choice and Decision  
D3
Is there a social multiplier? Measuring the impact of social norms on policy interventions about food consumption - Paolo Crosetto, INRA, GAEL, University of Grenoble (Coauthor: Laurent Muller)


The nudge approach as a way to improve web opinion polls quality through an increase in the number of e-mail addresses collected - Matthieu Plonquet, Centre d'Economie de la Sorbonne (Coauthor: Etienne Bressoud)

Measuring source-dependence, utility, loss aversion and event weighting for life duration - Olivier L'Haridon, CREM, University of Rennes 1 (Coauthors: Han Bleichrodt, Arthur Attema)
JUNE 9

12:50 PM – 2:00 PM
Lunch

Hall des patios

2:00 PM – 3:35 PM
Parallel sessions

Information and Communication

Do the right thing: But for how long? - Rustam Romaniuc, Laboratoire d’Anthropologie Expérimentale, University of Lille
(Coauthors: Cécile Bazart, Julie Rosaz)

Compromise and Attraction Effects in Bargaining - Fabio Galeotti, GATE Lyon Saint-Étienne
(Coauthors: Maria Montero, Anders Poulsen)

Good News and Bad News are Still News: Experimental Evidence on Belief Updating - Alexander Coutts, Nova School of Business and Economics

In-play communication within team - Ludivine Martin, Luxembourg Institute of Socio-Economic Research, CREM, University of Rennes 1
(Coauthors: Julie Rosaz, Angela Sutan)

Peer Effects and Team Work

Piece rate vs. team rewards in interdependent tasks: Evidence from a real-effort experiment - Julien Senn, University of Zurich
(Coauthor: Lorenz Goette)

Choking Meets the Labor Market: Do High-Powered Incentives Harm Performance? - Rosario Macera, Pontificia Universidad Catolica de Chile

Social influence in gain, loss and mixed domain - May Attallah, CREM, University of Rennes 1

On Peer Effects: Contagion of Pro- and Anti-Social Behavior in Charitable Giving and the Role of Social Identity - Eugen Dimant, University of Pennsylvania, Behavioral Ethics Lab & PPE, Harvard University, Edmond J. Safra Center for Ethics

Cognition and Bounded Rationality

Memory vs mental picture: Can learning be quantum? An experimental study - Ismaël Rafai, GREDEG, University of Nice Sophia Antipolis
(Coauthors: Sébastien Duchêne, Eric Guerci, Ariane Lambert-Mogiliansky, Fabien Mathy)

Can we learn in the absence of external feedback? - Marine Hainguerlot, University Paris 1, Panthéon-Sorbonne
(Coauthors: Jean-Christophe Vergnaud, Vincent De Gardelle, Thibault Gajdos)

The empirical content of dominance solvability - Adam Zylbersztejn, GATE Lyon Saint-Etienne
(Coauthors: Nicolas Jacquemet, Nobuyuki Hanaki, Stéphane Luchini)

Individual Reinforcement Learning in the context of a search task: An experimental perspective - Imen Bouhlel, GREDEG, Institut Supérieur d’Économie et Management (ISEM), University of Nice-Sophia Antipolis
(Coauthors: Agnès Festré, Eric Guerci, Corrado Lagazio)

Other-regarding Preferences

Individual preferences across contexts - Hande Erkut, Maastricht University

Competitive selection crowds in non-altruistic trustors - Marc Willinger, LAMETA, University of Montpellier

Do (un)Ethical Activities and Choices in Moral Dilemmas Obey the Law of Demand? - David Masclet, CNRS-CREM, University of Rennes 1
(Coauthor: David Dickinson)

Social preferences or strategic considerations: Meta-analyses on the ultimatum and dictator games - Jean-Christian Tisserand, CRESE, University of Besançon
(Coauthors: François Cochard, Julie Le Gallo)

3:35 PM – 4:00 PM
Coffee Break

Hall des Patios
Gender Studies Choice and Decision  
D102

**Spatial Competition with Demand Uncertainty: A Laboratory Experiment** - Aurélie Bonein, CREM, University of Rennes 1  
(Coauthor: Stéphane Turolla)

Linear vs. non linear pricing: how does tariff complexity impact individual perceptions? Evidence from the lab - Anca Mihut, GATE Lyon Saint-Étienne  
(Coauthors: Stéphane Robin, Carine Staropoli, Valérie Lesgards)

Getting to the Top: affirmative actions in multi-stage tournaments – Valeria Maggian, GATE Lyon Saint-Étienne  
(Coauthors: Antonio Nicolò, Natalia Montinari)

**Lies / Deception / Cheating / Cooperation**  
D103

Strategic Information Transmission with Uncertainty: An Experiment - Robert Hoffmann, Royal Melbourne Institute of Technology

Deterrence and the Timing of Punishment – An Experimental Assessment - Eugen Dimant, Harvard University, Edmond J. Safra Center for Ethics, University of Pennsylvania  
(Coauthors: Johannes Buckenmaier, Ann-Christi Posten, Ulrich Schmidt)

Testing fare evasion in the lab: the moral cost of dishonesty - Zhixin Dai, CNRS, GATE Lyon Saint-Etienne  
(Coauthors: Fabio Galeotti, Marie-Claire Villeval)

How Do Asymmetric Outside Options Influence Behavior in Ultimatum Bargaining? A Systematic Experimental Analysis - Heike Hennig-Schmidt, Bonn University and Oslo University

**Neuroeconomics Auctions and Markets**  
D2

Are Compact Cities Really Greener? A Laboratory Experiment - Laurent Denant-Boëmont, CREM, University of Rennes 1  
(Coauthor: Carl Gaigné)

Endogenous Reference Price Auctions for a Diverse Set of Commodities: An Experimental Analysis - Olivier Armandier, Federal Reserve Bank of New York  
(Coauthor: Charlie Holt)

Cheap Talk Evaluations in Contract Design - Quazi Shahriar, San Diego State University

“Pricebo” in the field? - Expectation-dependent preferences among cocaine users - Fabrice Le Lec, University Paris 1 Panthéon-Sorbonne  
(Coauthor: Christian Ben Lakhdar)

**Collective Decision Making Intertemporal Decision**  
D3

Democracy for polarized committees: The tale of Blotto’s lieutenants - Antonin Macé, Aix-Marseille School of Economics  
(Coauthors: Alessandra Casella, Jean-François Laslier)

When Two Negatives Make an Intertemporal Choice Positive - Ayse Önçüler, ESSEC Business School  
(Coauthors: Yuanyuan Liu, Timothy Heath)

Escape Poverty Trap with Trust? An Experimental Study - Vivian Lei, University of Wisconsin-Milwaukee  
(Coauthors: Kenneth Chan, Filip Vesely)

6:30 PM

Bus Transfer from ESSEC to Auvers-sur-Oise

Bus leaves at 6:30 PM from ESSEC Parvis.

7:00 PM – 10:00 PM

Gala Dinner  
Château d’Auvers/Oise

2015 Best Paper Award

10:00 PM

Bus Transfer from Auvers-sur-Oise to ESSEC
9:00 AM – 10:35 AM

Parallel Sessions

Cooperation

Sustaining Cooperation: A Comparative Evaluation of Cooperative Preferences, Peer Pressure and Formal Punishment - Till Weber, University of Nottingham (Coauthors: Simon Gächter, Ori Weisel)

Public goods provision and solidarity: Does voice matter? - Rustam Romaniuc, Laboratoire d’Anthropologie Expérimentale, Lille Catholic University (Coauthors: Gregory Deangelo, Dimitri Dubois, Bryan McCannon)

Voluntary Separation as a Sanctioning Device for Eternal Cooperation? Reconciling Theory and Evidence - Filip Vesely, University of Wisconsin-Milwaukee (Coauthors: Vivian Lei, Chun-Lei Yang)

Disentangling commitment from social coordination in a voting experiment - Antoine Malezieux, BETA, University of Strasbourg

Cognition and Bounded Rationality

Self-confidence and unraveling in matching markets - Marie-Pierre Dargnies, Dauphine, Recherches en Management Finance (Coauthors: Dorothea Kuebler, Rustamjdan Hakimov)

Attention and awareness as a source of preference reversals: a model and eye-tracking experiment- Eli Spiegelman, Tilburg University (Coauthor: Raul Lopez-Perez)

Status, Risk, and Catching Up - Pallab Mozumder, Florida International University

Game-theoretical and monetary payoffs in laboratory experiments - Robert Veszteg, Waseda University (Coauthor: Yukihiko Funaki)

10:35 AM – 11:00 AM

Coffee Break

11:00 AM – 12:00 PM

Plenary Session

Simon Gaechter, University of Nottingham

«Measuring the impact of Social Relationships: The value of “Oneness”»

12:00 PM – 12:45 PM

ASFEE General Assembly

12:45 PM – 2:00 PM

Lunch
**Public Goods**

**Emotions**


*Impact of Incentives and Motivation on Attention Allocation, an Experimental Study* - Mira Toumi, GREDEG, University of Nice Sophia-Antipolis (Coauthor: Ismaël Rafai)

*Persistence of the effects of monetary and non-monetary incentives: an experimental approach* - Benjamin Ouvrard, BETA, University of Strasbourg

*Effects of objective and perceived comfort on travel mode choice* - Hélène Bouscasse, LAET (Coauthor: Patrick Bonnel)

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**Behavioral Political Economy and Law**

*Risk, Ambiguity and Efficient Liability Rules: Evidence from a Laboratory Experiment* - Nicolas Lampach, BETA, University of Strasbourg (Coauthors: Kene Boun My, Sandrine Spaeter)

*Legal spillovers in time and space: an experimental approach* - Nicolas Jacquemet, Paris School of Economics (Coauthors: Roberto Galbiati, Emeric Henry)

*Trust me, I have a Conflict of Interest! Testing the efficacy of disclosure in retail investment advice* - Geneviève Helleringer, Essec Business School / IECL, Oxford University

*Persistence of power: repeated multilateral bargaining* - Chloe Tergiman, The Pennsylvania State University, Smeal College of Business (Coauthors: Marina Agranov, Christopher Cotton)

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**Labor and Workplace Discrimination / Gender Studies**

*The costs of discrimination* - Emmanuel Peterle, CRESE, University of Franche-Comté (Coauthors: David Dickinson, David Masclet)

*Reducing gender biases in performance evaluations by spreading results of past research* - Anne Boring, OFCE, Sciences Po, Paris (Coauthor: Arnaud Philippe)

*The Impact of Relative Performance Feedback on Confidence Beliefs, Performance and Preferences across Dissimilar Domains* - Zahra Murad, University of Surrey (Coauthor: Lingbo Huang)

*Gender effect and psychological traits analysis in a double sequential dictator game* - Eric Guerci, GREDEG, Institut Supérieur d’Économie et Management (ISEM), University of Nice-Sophia Antipolis (Coauthor: Sylvie Thoron)

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**Choice and Decision**

*Strategic Behavior: A key to Understand How Cheap Talk Works* - Laurent Muller, GAEL, University of Grenoble (Coauthors: Stéphane Bergeron, Maurice Doyon)

*Myopic punishment* - Rémi Gaultier, LAMETA, University of Montpellier (Coauthor: Marc Willinger)

*The formation of partnerships in social networks* - Stéphane Robin, GATE Lyon Saint-Etienne (Coauthors: Francis Bloch, Bhaskar Dutta, Min Zhu)

*Does Rawls’ ‘Original Position’ Induce Fairness? Experimental Findings on Selection Criteria in a Discrete Nash Demand Game Played from Behind the ‘Veil of Ignorance’* - Sumit Sarkar, XLRI - Xavier School of Management (Coauthor: Soumyakanti Chakraborty)
3:35 PM – 4:00 PM
Coffee Break

4:00 PM – 5:10 PM
Parallel sessions

Environment and Common Pool Resources

Environmental labelling and consumption changes: A food choice experiment - Laurent Muller, GAEIL, University of Grenoble
(Coauthors: Anne Lacroix, Bernard Ruffieux)

An Experimental Study of a Common Property Renewable Resource Game in Continuous Time - Dina Tasneem, American University of Sharjah
(Coauthors: Jim Engle-Warnick, Hassan Benchekroun)

Sharing liability under insolvency: an experiment - Eve-Angeline Lambert, BETA, University of Lorraine
(Coauthors: Julien Jacob, Serge Garcia)

Public Policies / Taxation

The influence of tax morality and others’ income reporting behaviour on tax evasion: An experimental study - Nathalie Etchart-Vincent, CNRS & Centre d'économie de la Sorbonne
(Coauthor: Emmanuelle Taugourdeau)

The Effects of Policy Pledges on Voting Decisions Based on Income Groups: An Experimental Analysis on Vote Buying - Ceren Ay, Istanbul University
Department of Public Finance
(Coauthor: Bilge Ozturk Goktuna)

Preferences for Redistribution in the US, Italy, Germany, Norway: An Experimental Comparative Study - Gianluca Grimalda, Kiel Institute for the World Economy
(Coauthors: Francesco Farina, Ulrich Schmidt)

Peer Effects and Team Work

Endogenous Crackdowns: Theory and Experimental Evidence - Zhixin Dai, GATE Lyon Saint-Etienne

Tax Evasion and Institutions: An Experiment on the Role of Principal Witness Regulations - Eugen Dimant, University of Pennsylvania, Behavioral Ethics Lab & PPE, Harvard University, Edmond J. Safra Center for Ethics
(Coauthors: Johannes Buckenmaier, Luigi Mittone)

No more extra miles: experimental evidence on the critical role of time autonomy for processes of innovation and production - Benjamin Bajmel, University of Freiburg
(Coauthor: Stephan Lengsfeld)
Organizing Committee

Delphine Dubart (ESSEC Business School)

Arnaud Lefranc (THEMA, University of Cergy-Pontoise)

Ayse Önçüler (Essec Business School)

Angela Sutan (LESSAC, ESC Dijon)

Radu Vranceanu (THEMA, ESSEC Business School)

Websites

ESSEC Experimental Lab
http://behavioralresearchlab.essec.edu

ESSEC Research Center

Thema
http://thema.u-tery.fr

Labex
http://labex-mme-dii.u-tery.fr