

**Haverford Meeting on Behavioral and Experimental Economics  
BEEMA 2013  
Haverford College, August 24, 2013**

Due to the generous funding by SABE/IAREP/ICABEEP and the Mellon Foundation, we are able to provide the conference facilities, coffee, and lunch to the participants free of charge.

**Overview:**

The conference, the coffees, and the lunch will take place in Stokes Hall (Building 7 on the Haverford campus map) or Chase Hall (Building 8)

9:00-9:25      Period 0: 2 parallel sessions of 1 paper  
9:30-10:45    Period 1: 2 parallel sessions of 3 papers  
10:45-11:00   Coffee (Stokes Hall)  
11:00-12:15   Period 2: 2 parallel sessions of 3 papers  
12:15-1:25    Lunch in CPGC cafe (Stokes 104)  
1:25-2:15     Period 3: 2 parallel sessions of 2 papers  
2:15-2:30     Coffee (Stokes Hall)  
2:30-4:10     Period 4: 2 parallel sessions of 4 papers  
4:10-4:25     Coffee (Stokes Hall)  
4:25-5:25     William Neilson, Keynote speaker (Chase Auditorium)

Dinner at 7:00 pm, La Locanda Del Ghiottone, 130 N 3rd St, Philadelphia, PA 19106

Note that the last author within each session is the session chair. The chair is charged with ensuring that the session proceeds in a timely fashion. Each contribution has 20 minutes, with 5 additional minutes at the end for questions and/or discussion

**9:00-9:25      Period 0: 2 parallel sessions of 1 paper**

**Session 0.1  
Stokes 014**

Demanding or Deferring: Cross-cultural Gender Differences in Communication-Siyu Wang

**Session 0.2  
Chase Auditorium**

Cognitive ability and learning to play equilibrium: A level-k analysis-David Gill

**9:30-10:45      Period 1: 2 parallel sessions of 3 papers**

**Session 1.1      Communication: Concealing Policy Preferences, Noise, and Incentives  
Stokes 014**

Are Voters Cursed When Politicians Conceal Policy Preferences?-Nichole Szembrot

Eliciting Private Information with Noise: The Case of Randomized Response-Ernest Lai

Incentives to Communicate: Theoretical Predictions and Experimental Evidence-Jonathan Lafky

**Session 1.2 Information and Incentives in Markets and Behavior**  
**Chase Auditorium**

Information Effects in Dynamic Matching Mechanisms: An Experimental Study-Ahrash Dianat

Payment Systems in the Healthcare Industry: An Experimental Study of Physician Incentives-  
Ellen Green

Information Feedback Effects in Retail Electricity Markets-Rimvydas Baltaduonis

**10:45-11:00 Coffee (Stokes Hall)**

**11:00-12:15 Period 2: 2 parallel sessions of 3 papers**

**Session 2.1 Behavioral Biases: Identity, Time Discounting, and Sunk Costs**  
**Stokes 014**

Clientelism and Identity-Viktor Brech

Area Under “k” (AUK): An Improved Method to Index Delay Discounting Using Numerical  
Integration-Shawn Patrick Gilroy

Mercurial Sunk Cost Effects-Donald Hantula

**Session 2.2 Altruism: Procedural Altruism, Incentives, and How It Is Affected By  
Uncertainty**  
**Chase Auditorium**

Only Mine or All Ours: An Artefactual Field Experiment on Procedural Altruism-Utteeyo  
Dasgupta

Incentives for Giving: The Effect of Social Comparison Processes on Individual Donation  
Behavior-Marta Maras

Altruism and Uncertainty-David Owens

**12:15-1:25 Lunch in CPGC cafe (Stokes 104)**

**1:25-2:15 Period 3: 2 parallel sessions of 2 papers**

**Session 3.1 Social Structure and Institutions**  
**Stokes 014**

Innate preference for social order inhibits redistribution across human societies-Benjamin Ho

Endogenous Commons Governance in a Spatial Commons Experiment-Peter Twieg

**Session 3.2 Labor Market Outcomes**  
**Chase Auditorium**

Can Behavior in Laboratory Experiments Explain Gender Differences in Labor Market Outcomes? Willingness to Compete, Confidence, Risk Aversion, and Social Preferences-Anne Preston

Occupational Choice and Labor Market Performance-Ebru Isgin

**2:15-2:30 Coffee (Stokes Hall)**

**2:30-4:10 Period 4: 2 parallel sessions of 4 papers**

**Session 4.1 The Effects of and the Limits on Competition**  
**Stokes 014**

A Two-Way Street: Multiple Price Lists, the Common Ratio Effect and Preference Reversals-David Eil

Competing Altruists-Gregory Leo

Competition, Fear of Retaliation, and Concern for Others-Donald Vandegrift

The Effects of Competition on the Nature of Cheating Behavior-Mary L. Rigdon

**Session 4.2 Four Papers Which Really Don't Fit Anywhere Else, But If You Really Want a Common Theme, Maybe "Taking the 'Brain' Seriously: Understanding Uncertainty, Emotions, and Cognition"**  
**Chase Auditorium**

Ignorance and Its Responses: Perspectives from Great Literature-Devjani Roy

Suspense-optimal college football playoffs-Daniel Stone

Modeling the winner's curse in the lab-Steven Bosworth

Cognitive load and strategic sophistication-John Smith

**4:10-4:25 Coffee (Stokes Hall)**

**4:25-5:25 William Neilson, Keynote speaker (Chase Auditorium)**

**Dinner at 7:00 pm, La Locanda Del Ghiottone, 130 N 3rd St, Philadelphia, PA 19106**

Note: A group of participants will head to the restaurant via the Norristown High Speed Line after the conference.

## **Participants, Affiliation, Session**

Rimvydas Baltaduonis, Gettysburg College, Session 1.2  
<http://public.gettysburg.edu/~rbaltadu/index.html>

Steven Bosworth, University of Pittsburgh, Session 4.2  
<http://www.pitt.edu/~sjb74>

Viktor Brech, George Mason University, Session 2.1

Utteeyo Dasgupta, Franklin and Marshall College, Session 2.2  
<https://edisk.fandm.edu/utteeyo.dasgupta>

Ahrash Dianat, Interdisciplinary Center for Economic Science (ICES), Department of Economics, George Mason University, Session 1.2

David Eil, George Mason University, Session 4.1

David Gill, Oxford University, Session 0.2

Ellen Green, University of Delaware, Session 1.2  
<http://www.lerner.udel.edu/faculty-staff/faculty/ellen-green>

Shawn Gilroy, Temple University, Session 2.1  
[www.smallnstats.com](http://www.smallnstats.com)

Donald Hantula, Temple University, Session 2.1

Benjamin Ho, Vassar College, Session 3.1  
<http://irving.vassar.edu/faculty/bh/bh.htm>

Ebru Işgin, West Chester University, Session 3.2  
<https://sites.google.com/site/ebruishgin/>

Jonathan Lafky, Lafayette College, Session 1.1

Ernest Lai, Lehigh University, Session 1.1  
<http://www.lehigh.edu/~kwl409>

Gregory Leo, University of California Santa Barbara, Session 4.1  
[econ.ucsb.edu/~leo](http://econ.ucsb.edu/~leo)

Marta Maras, Bocconi University, Milan, Italy, Session 2.2  
<http://didattica.unibocconi.eu/docenti/cv.php?rif=111414>

William Neilson, University of Tennessee, Knoxville, Keynote Speaker  
<http://web.utk.edu/~wneilson/>

David Owens, Haverford College, Session 2.2  
<https://sites.google.com/a/haverford.edu/dowens/home>

Anne Preston, Haverford College, Session 3.2

Devjani Roy, Harvard Kennedy School, Session 4.2  
<http://www.hks.harvard.edu/fs/rzeckhau/>

Mary L. Rigdon, Rutgers University, Session 4.1

John Smith, Rutgers University-Camden, Session 4.2  
<http://crab.rutgers.edu/~smithj/>

Daniel F. Stone, Bowdoin College, Session 4.2  
<http://www.bowdoin.edu/faculty/d/dstone/index.shtml>

Nichole Szembrot, Cornell University, Session 1.1  
<https://sites.google.com/a/cornell.edu/nszembrot/>

Peter Twieg, George Mason University, Session 3.1  
<http://www.petertwieg.com/>

Donald Vandegrift, The College of New Jersey, Session 4.1  
<http://vandegrift.intrasun.tcnj.edu/index.htm>

Siyu Wang, George Mason University, Session 0.1