

2009 Regional **ESA** Conference

November 12-14, 2009

Westward Look Resort

Tucson, AZ

Thursday, November 12, 5:30pm –

Welcome Reception – Westward Look Resort

Friday, November 13, 8:00 – 9:00am

Plenary Session: John Kagel, “How Theory Can Inform Experiments (and vice versa)”

Chair: Jacob K. Goeree

Friday, November 13, 9:20am – 10:20pm

Session 1: AUCTIONS FOR POLICY

- Olivier Armantier, “The Bailout Auction: An Auction for ‘Toxic’ Assets”
- Kent Messer, “Adverse Selection in Conservation Auctions: Theoretical and Experimental Results”
- Christopher Anderson, “First Price, Sealed-bid and Simultaneous Multi-round Auctions for OCS Leasing”

Session 2: MATCHING

- Alistair Wilson, “Centralized Matching Mechanisms in the Laboratory”
- Clayton Featherstone, “Why Deferred Acceptance?: An Experimental Look at Strategy in Two-Sided Matching Markets”
- Leeat Yariv, “An Experimental Study of Decentralized Matching”

Session 3: BOUNDED RATIONALITY I

- Timothy Shields, “Are prior beliefs affected by task complexity?”
- Justin Rao, “Experts’ Perceptions of Autocorrelation: The Hot Hand Fallacy Among Professional Basketball Players”
- Daniel Martin, “Search and Satisficing”

Session 4: CHARITABLE GIVING

- Tamara Trafton, “Shop ‘til Poverty Drops? Charitable Giving through Gift Catalogues”
- Anat Bracha, “Conspicuous Compassion: What Do We Signal By Generous Donations?”
- Margaret McConnell, “Moral Framing and Contributions to Public Goods”

Session 5: CONTESTS

- John Lin, “Contests for Status”
- Anya Savikhin, “Simultaneous Decision-Making in Competitive and Cooperative Environments”
- Roman Sheremeta, “The Attack and Defense of Weakest-Link Networks”

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

Session 1: BARGAINING

- Dolgorsuren Dorj, “Cultural Values and Behavior in Two-Person Games”
- Anders Poulsen, “Focal Points in Bargaining Situations”
- Ben Greiner, “Strategic Uncertainty in Bargaining - Experimental Evidence”
- Abel Winn, “Bargaining Behavior in the Anticommons”

Session 2: BIASES I

- Shengle Lin, "Information Diffusion and Asset Price Underreaction"
- Homa Zarghamee, "Money and Minutia: The Domain-Specificity of Time Preference"
- Stephan Meier, "Stability of Time Preferences"
- Yoram Halevy, "Time Consistency and Stationarity: an Experimental Study"

Session 3: BOUNDED RATIONALITY II

- Ayala Arad, "The Tennis Coach Problem: A Game Theoretic and Experimental Study"
- Russell Golman, "Logit Equilibria with Heterogeneous Agents"
- Stefan Penczynski, "Out Of Your Mind - Estimating The Level-k Model"
- Paul Healy, "On the Persistence of Strategic Sophistication: A Test of Level-k Models"

Session 4: CONTRACTS I

- Steven Wu, "Market Competition and Contracting Outcomes"
- Natalia Jimenez, "The Power of Delegation: Allowing Workers to Choose Their Wage"
- Ramon Cobo Reyes, "Increasing Employees' Work-Related Stability in the Lab"
- Steven Wu, "Discretionary Latitude and Relational Contracts"

Session 5: COOPERATION, REPEATED GAMES

- Jingjing Zhang, "Creating Self-Sustained Social Norms through Ostracism and Communication"
- Guillaume Frechette, "Strategies Used in Infinitely Repeated Prisoner's Dilemma"
- Alexander Smith, "Group Composition and Conditional Cooperation"
- Gabriele Camera, "Institutions for Long-Run Cooperation: Experiments on Markets with Frictions"

Friday, November 13, 1:20 – 2:40pm

Session 1: AUCTIONS II

- Yuri Khoroshilov, "Jump Bidding in English Auctions: an Experimental Study"
- Christopher Anderson, "Uniform Price Mechanisms for Provision Point Public Goods"
- Hisayuki Yoshimoto, "Risk-Regret Averse Bidders in Sealed Bid Auctions"
- Peter McGee, "Bidding in Private-Value Auctions with Uncertain Values: An Experimental Investigation of Auction Fever"

Session 2: NETWORKS

- Ismael Rodriguez-Lara, "Do Social Networks Prevent Bank Runs?"
- Eyran Gisches, "Information Paradox in Congested Traffic Networks"
- Hironori Otsubo, "Bottleneck Congestion and Modal Split: An Experimental Study"
- Rachel Croson, "Social Networks and Giving to Public Goods"

Session 3: POLITICAL SCIENCE

- Marina Agranov, "Flip-Flopping: the Contrasting Effects of Intense Primaries and General Elections"
- Emanuel Vespa, "An Empirical Investigation of Malapportionment in Bicameral Legislatures"
- Jens Grosser, "Experimental Studies of Lobbying and Redistributive Politics"
- Aniol Llorente-Saguer, "Competitive Equilibrium in Markets for Votes"

Session 4: PUNISHMENTS I

- Erte Xiao, "Profit-Seeking Punishment Corrupts Norm Obedience"
- Lauri Saaksvuori, "Costly Punishment Thrives in Intergroup Conflict"
- Joseph Guse, "Endogenous Income Effects and Overflow Risk in Peer Punishment Experiments"
- Erte Xiao, "Punishment and Cooperation in Stochastic Social Dilemmas"

Session 5: RISK I

- Vjollca Sadiraj, “On the Coefficient of Variation as a Criterion for Decision under Risk”
- Stephanie Wang, “Dynamically Optimized Designs (DODs) for Estimating Risk Preference Parameters”
- James Murphy, “Sharing as Risk Pooling in a Social Dilemma Experiment”
- Andrew Schotter, “Other People’s Money: An Experimental Study of the Impact of Competition for Funds on Risk Taking”

Friday, November 13, 3:00 – 4:20pm

Session 1: THEORETICAL CONTRIBUTIONS

- Angela Stanton, “Ceteris Paribus: Theory and Experiments”
- Dale Stahl, “Heterogeneity of Ambiguity Preferences”
- Yusuke Narita, “Committing to Promises by Guilt: A Generalized Approach to Trust by Communication”
- Ulrich Schmidt, “Endogenous Prospect Theory”

Session 2: BIASES II

- Ori Heffetz, “Is the Endowment Effect a Reference Effect?”
- Zachary Grossman, “Understanding Strategic Ignorance”
- Keith Ericson, “Forgetting We Forget: Overconfidence and Prospective Memory”
- Rachel Croson, “Overconfidence in the Newsvendor Problem”

Session 3: SOCIAL PREFERENCES I

- Mark Harrison, “Feasibility of Using the Method of MacCrimmon and Toda to Characterize Social Preferences”
- Sarah Jacobson, “Peer Pressure in Grassroots Fundraising: The Girl Scout Cookie Phenomenon”
- Stephanie Wang, “Social Preference and Social Image: A Mousetracking Study”
- Mary Rigdon, “Epistemic Conditions and Social Preferences in Trust Games”

Session 4: CONTRACTS II

- Jubo Yan, “Can Context Effects Mitigate the Free-Riding Behavior That Leads to Negative Externalities? An Experimental Investigation”
- Ebru Isgin, “Effects of Communication on Trust and Reciprocity in the Labor Market with Asymmetric Information”
- Radhika Lunawat, “Reputation Effects of Disclosure”
- Alexander Rajko, “Transparency and Disclosing Conflicts of Interest: An Experimental Investigation”

Session 5: FIELD EXPERIMENTS I

- Alessandra Casar, “Effects of Conflict on Children’s Formation of Time and Social Preferences: Experimental Evidence from Georgia”
- Natalia Candelo Londono, “Are public officials less pro-social? Experimental Evidence from Colombia”
- Muriel Niederle, “Do Roses Speak Louder than Words? Signaling in Internet Dating Markets”
- David Reiley, “Online Advertising Reaches the Elderly: Evidence From a Field Experiment on Yahoo!”

Friday, November 13, 4:40pm – 6:00pm

Session 1: VOLUNTARY CONTRIBUTIONS AND GROUPS

- David Bruner, “Voluntary Contributions to Property Rights”
- Enrique Fatas, “Give Ideology a (Second) Chance: An Experimental Analysis of Ideology in Repeated Social Dilemmas”
- Stephan Meier, “The Impact of Social Ties on Group Interactions: Evidence from Minimal Groups and Randomly Assigned Real Groups”
- Anna Gunnthorsdottir, “Competitive group formation leads to high overall efficiency even if abilities to contribute differ”

Session 2: IO

- Matthew Roelofs, "Innovation Platforms and Absorptive Capacity: Experiments on R&D"
- Maros Servatka, "Sense of Unity and the Holdup Problem: A Behavioral Study of Firm Boundaries"
- Chi Sheh, "Dealer Competition and Financial Market Performance: An Experimental Analysis of Monopoly and Duopoly Structures"
- Lata Gangadharan, "Cooperation Spillovers in Research and Price Competition in Experimental Markets"

Session 3: GENDER

- Tracy Liu, "Are Women More Context-dependent than Men? Gender Effects in Multiple Games"
- Marie-Pierre Dagnies, "Team competition: Eliminating the gender gap in competitiveness"
- Jane Zhang, "Gender and Competition in the Schoolyard: the Persistent Effect of Culture"
- Dorothea Herreiner, "Women's Labor Choices in Promotion Tournaments: Experimental Evidence"

Session 4: FIELD EXPERIMENTS II

- Dmitry Ryvkin, "Can feedback reduce the unskilled-and-unaware problem?"
- Tomomi Tanaka, "ROSCA as a Saving Commitment Device for Sophisticated Hyperbolic Discounters: Field Experiment from Vietnam"
- Young Joo (Grace) Jeon, "Re-examining Price as a Predictor of Answer Quality in an Online Q&A Site"
- Anna Breman, "Opposites Attract: Experimenter Effects in Field Experiments"

Friday, 7:00pm: Poker Tournament

Saturday, November 14, 8:00am – 9:00am

Plenary Session: David Levine, “How Experiments Can Inform Theory (and vice versa)”

Chair: John Wooders

Saturday, November 14, 9:20am – 10:20am

Session 1: COMMUNICATION, DISCRIMINATION, AND CHOICE

- Peter Kriss, “Endogenous Costly Communication and Equilibrium Selection”
- Juan Carlos Suarez, “An Experimental Exploration of Economic Behavior on Kinked Sets”
- Ernesto Reuben, “The Glass Ceiling in Experimental Markets”

Session 2: METHODOLOGY

- Olivier Armantier, “Proper scoring rule: Incentives, stake and hedging effects”
- Patrick Joyce, “Earned, Windfall, Expected and Surprise Payments in a Risky Environment”
- Kate Silz Carson, “Valuations under Fuzzy Preferences”

Session 3: CONTRACTS III

- Philip Mellizo, “An Experiment Evaluating the Distribution of Decision-Control Rights and Their Effect on Performance”
- Nisvan Erkal, “Recursive Contracts, Rat Races, and Rent Dissipation: Theory and Experimental Evidence”
- Simon Gaechter, “Performance Incentives and the Dynamics of Voluntary Cooperation”

Session 4: PUNISHMENTS II

- Lucas Coffman, “Intermediation Reduces Punishment and Reward”
- Gary Charness, “Uncertainty and Deterrence: Experimental Evidence”
- Bogachan Celen, “On Blame-freeness and Reciprocity: An Experimental Study”

Session 5: TRUST GAMES

- Daniel Hall, "Trust in Private and Common Property Experiments: Effects of Stronger Property Right Entitlements"
- Ryan Murphy, "The Trust Allocator Game: The Effects of Credible Signaling and Reputation on Trust Dynamics in Dyads"
- Patrizia Sbriglia, "Peer Effects in Trust Game Experiments"

Saturday, November 14, 10:40 – 12:00pm

Session 1: AUCTIONS III

- Joakim Ahlberg, "Common Value, Multi-Unit Auctions With Private Signals: Comparing Laboratory Experiment With Theory"
- Abdullah Yavas, "Auctions with Positive Synergies: Experimental Evidence"
- Paul Pezanis-Christou, "Information Quality and Behavior in Multi-unit High Bid Auctions"

Session 2: BIASES III

- David Eil, "Reference Dependence in Poker Play"
- Judd Kessler, "Inappropriate Action Aversion"
- William Neilson, "Inactivity Bias and Focal Points in Strategic Form Games: Junk DNA and Mutations in the Common Centipede (Game)"
- Justin Rao, "The Good News-Bad News Effect: Asymmetric Processing of Objective Information about Yourself"

Session 3: SOCIAL PREFERENCES II

- Sigrid Suetens, "Maladaptive Reciprocal Altruism"
- Andreas Leibbrandt, "Other-Regarding Sellers in Naturally Occurring Markets"
- Katerina Sherstyuk, "Playing Both Roles: Role Reversal Effects and Culture in Simple Games"
- James C. Cox, "Revealed Altruism and Power"

Session 4: GAME THEORY

- Duncan James, “Arms or Legs: Isomorphic Dutch Auctions and Centipede Games”
- John Wooders, “Blind Stealing: Experience and Expertise in a Mixed-strategy Poker Experiment”
- Radovan Vadovic, “On dominance play and the disjunction effect”
- Daniel Friedman, “Separating the Hawks from the Doves”

Session 5: FIELD EXPERIMENTS III

- Randall Lewis, “Can Online Display Advertising Attract New Customers? Measuring an Advertiser’s New Accounts with a Large-Scale Experiment on Yahoo!”
- Tanya Rosenblat, “Measuring Trust”
- Avner Ben-Ner, “Trusting and Trustworthiness: What Are They, How to Measure Them, and What Affects Them”
- Daniel Houser, “Temptation at Work: A Field Experiment on Willpower and Productivity”

Saturday, November 14, 1:20pm – 2:40pm

Session 1: CLIMATE CHANGE AND POLLUTION MARKETS

- John Spraggon, “An Experimental Analysis of Compliance in Dynamic Emissions Markets: Some Preliminary Results”
- Svetlana Pevnitskaya , “Does the opportunity to invest in clean technology reduce pollution?”
- Benjamin Ho, “Positive and Negative Social Information on Willingness to Pay for Climate Change Mitigation”
- Jean-Louis Rullière, “Breaking Collusion with Speculation: an Experiment on CO2 Permits Auctions”

Session 2: PUBLIC GOODS

- David McEvoy, "Endogenous Minimum Participation in Voluntary Coalitions that Provide a Public Good"
- Angela de Oliveira, "Race, Community and Local Public Good Provision"
- Bin Xu, "The Empirical Relationship between Fluctuation and Equilibrium: Evidence from Public Goods Experiments"
- Erkut Ozbay, "Ashamed to Look Selfish in a Public Good Game"

Session 3: FINANCE AND MARKETS

- Ryan Oprea, "Extreme Walrasian Dynamics"
- Abdullah Yavas, "Asset Characteristics and Boom and Bust Periods: An Experimental Study"
- Tomoki Kitamura, "Experimental Test for Myopic Loss Aversion in Dynamic Stock Markets"
- Sean Crockett, "A Dynamic General Equilibrium Approach to Asset Pricing Experiments"

Session 4: PREDICTION MARKETS, SCORING RULES

- Lian Jian, "Aggregation and Manipulation in Market Scoring Rules: Effects of Interface and Information Distribution"
- Sera Linardi, "Noise Tolerance As Clues to Difficulty"
- Momo Deretic, "Prediction Market as an Alternative Mechanism for Selection of Corporate R&D Projects"
- Anthony Kwasnica, "Prediction Markets for the Weather"

Session 5: RISK II

- J. Todd Swarthout, "Direct Elicitation of Risk-Controlled Time Preferences"
- Alexander Brown, "Experimental Resolution of Uncertainty with Epstein-Zin-Kreps-Porteus Preferences"
- Charles Sprenger, "Estimating Time Preferences from Convex Budgets"
- James Andreoni, "Risk Preferences are Not Time Preferences"

Saturday, November 14, 3:00pm – 4:20pm

Session 1: AUCTIONS IV

- Emmanuel Morales-Camargo, “Divisible-Good Auctions with Uncertainty and Differential Information: An Experimental Examination”
- Anmol Ratan, “Trading Intentions and Reference-Dependent preferences in Auctions”
- Jason Shachat, “Procuring Commodities: Request for Quote or Reverse Auctions?”

Session 2: GROUPS AND BEHAVIOR

- Tibor Neugebauer, “Competition as a Team Incentive: Comparing Within- and Between-Team Competition”
- Marco Castillo, “Peer Effects in Risky Decisions”
- Enrique Fatas, “Stand by Me”
- Catherine Eckel, “Extinction”

Session 3: SOCIAL PREFERENCES III

- Tara Larson, “Strategic Ignorance: Is it a Self-Disciplining Device?”
- Astri Drange Hole, “Normative Standards for Assessing Economic Institutions: An Experimental Approach”
- Anthony Nikias, “The Effects of Relative Project Evaluation and Commitment on Subordinate Budget Reports”
- Pedro Rey-Biel, “Elicited Beliefs and Social Information in Modified Dictator Games: What Do Dictators Believe Other Dictators Do?”

Session 4: SOCIAL DISTANCE AND SOCIAL IDENTITY

- Sheheryar Banuri, “Analyzing Nepotism: Impacts of Group Identity on Social Efficiency”
- Avner Ben-Ner, “Dominance of Deep over Surface-Level Identity Similarity: Experimental Evidence from Simultaneous Presentation of Multiple Identities”
- Yufei Ren, “Social Identity and Inequality: The Impact of China’s Hukou System”
- Sherry Li, “Social Distance in a Virtual World Experiment”

Session 5: COORDINATION

- Kyle Hyndman, “On the Role of Information and Strategic Delay in Coordination Games: Theory and Experiment”
- Muruvvet Buyukboyaci, “Risk Aversion and Equilibrium Selection in Stag-Hunt Games”
- Cary Deck, “Perfect and Imperfect Monitoring in a Real-Time Minimum-Effort Game”

Saturday, November 14, 4:40 – 6:00pm

Session 1: CLASSROOM EXPERIMENTS AND COMMON POOL RESOURCE PROBLEMS

- Paul Johnson, “A Classroom Business Cycle Experiment”
- Neslihan Uler, “Experimental Tests of the ‘Partnership Solution’ to the Common-Property Problem”
- Charles Holt, “Water Externalities: Tragedy of the Common Canal”
- Jingjing Zhang, “Shut Up and Fish: The Role of Communication when Output-Sharing is Used to Manage a Common Pool Resource”

Session 2: LEARNING AND GUIDANCE

- David Owens, “An Experimental Study of Observational Learning with Payoff Externalities”
- Erik Kimbrough, “Learning to Respect Property”
- Amy Choy, “Guidance and its adherence”
- Joseph Wang, “Epiphany Learning for Bayesian Updating: Overcoming the Generalized Monty Hall Problem”

Session 3: NEURO

- Alec Smith, “An fMRI Study of Belief-Dependent Guilt”
- Kan Takeuchi, “The Effect of Music Listening on Decision Making under Uncertainty: An Experimental Study”
- Thomas Buser, “The Impact of Female Sex Hormones on Competitiveness”
- Ian Krajbich, “Neurally Informed Mechanism Design for Public Goods”

Session 4: FIELD EXPERIMENTS IV

- Margaret McConnell, "Getting to the Top of Mind: Limited Attention, Borrowing, and Saving"
- Ragan Petrie, "Signaling in Markets: A Field Experiment"
- John Lafky, "Why do People Write Reviews? Theory and Evidence on Online Ratings"
- Tanya Rosenblat, "Self-serving Beliefs"