

# SABE IAREP

NICE, JUNE 7-10 2023



THEMATIC SESSIONS  
GENERAL MEETINGS  
KEYNOTE SPEAKERS  
POSTER SESSION

PROGRAM



[IAREPSABE2023.SCIENCESCONF.ORG](http://IAREPSABE2023.SCIENCESCONF.ORG)

UNIVERSITÉ  
CÔTE D'AZUR



SABE  
SOCIETY FOR THE ADVANCEMENT OF  
BEHAVIORAL ECONOMICS

IAREP



mshs  
Maison des Sciences de l'Homme  
et de la Société • Sud-Est



ÉCONOMIE  
ET MANAGEMENT  
ÉCOLE UNIVERSITAIRE DE RECHERCHE



SYSTÈMES NUMÉRIQUES  
POUR L'HUMAIN  
ÉCOLE UNIVERSITAIRE DE RECHERCHE

Gredeg  
Groupe de recherche  
en Droit, Économie et Gestion



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# Welcome to Nice!

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We are pleased to welcome you at the joint SABE-IAREP Conference 2023 that is taking place June 8-10, 2023, in Nice at Université Côte d'Azur. The IAREP-SABE Conference is an event jointly organized by the International Association for Research in Economic Psychology (IAREP) and the Society for the Advancement of Behavioral Economics (SABE). Both associations provide a meeting point of scholars

who are interested in the intersection of economics and psychology, as well as sociology, anthropology, neuroscience, and biology. IAREP and SABE have been organizing joint conferences regularly over the last years and decades, bringing together scholars from all over the world and various disciplines. Find out more about each organization on IAREP's and SABE's websites.

# Scientific Committee

- Agata Gasiorowska
- Agnès Festré (Côte d'Azur University)
- Alexis Belianin (HSE University)
- Andrea Guido (BSB Dijon)
- Andrea Martinangeli (BSB Dijon)
- Angela Sutan (Burgundy School of Business)
- Anna Maffioletti (University of Turin)
- Annarita Colasante (UnitelmaSapienza University of Rome)
- Antoine Malézieux (BSB Dijon)
- Avner Ben-Ner
- Barbara Summers (University of Leeds)
- Behnud Mir Djawadi (Paderborn University)
- Caezilia Loibl
- Carlos Alós-Ferrer
- Chad Baum (University of Bonn)
- Christoff Kogler
- Claire Rimbaud (University of Innsbruck)
- Daniela Di Cagno (LUISS Rome)
- David Leiser
- Edwin Ip (University of Exeter)
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- Elena Manzoni (University of Bergamo)
- Eric Guerçi (Université Côte d'Azur)
- Erich Kirchler
- Erik Hoelzl
- Eva Hofmann
- Eyal Lahav (The Open University of Israel)
- Fred van Raaij
- Gerrit Antonides
- Gigi Foster (University of New South Wales, Sidney)
- Giuseppe Attanasi (University La Sapienza, Rome)
- Guilhem Lecouteux (Université Côte d'Azur)
- Henriette Praast (Tilburg University)
- Kristian Myrseth
- Leonhard Lades
- Liam Delaney (LSE)
- Luca Panaccione (Sapienza University of Rome)
- Marcel Zeelenberg (Tilburg University)
- Marie Briguglio (University of Malta)
- Mark Pingle (University of Nevada)
- Martijn van den Assem
- Matthias Kasper
- Michela Chessa (Côte d'Azur University)
- Morris Altman
- Natalia V. Czap (University of Michigan-Dearborn)
- Ofer Azar
- Paolo Zeppini (Université Côte d'Azur)
- Patrizia Sbriglia (University of Campania Vanvitelli)
- Pete Lunn (Economic & Social Research Institute Ireland)
- Raphaël Fargier
- Reza Kheirandish (Clayton State University)
- Rob Ranyard (University of Leeds)
- Rocco Caferra (Unitelma Sapienza University of Rome)
- Sara Gil Gallen (University of Strasbourg)
- Serena Iacobucci
- Shabnam Mousavi (MPI for Human Development, Berlin)
- Siegfried Dewitte
- Simon Kemp (University of Canterbury)
- Stefan Trautmann
- Stefano Papa (Tor Vergata University of Rome)
- Stephen Cheung
- Thomas Post
- Tomas Zaleskiewicz (SWPS University of Social Sciences and Humanities)
- Vera Rita de Mello Ferreira

# Organising Committee

## Academic Organising Committee

- Giuseppe Attanasi (Professor, Sapienza Università di Roma)
- Michela Chessa (Associate Professor, GREDEG, Université Côte d'Azur)
- Raphaël Fargier (Associate Professor, BCL, Université Côte d'Azur)
- Agnès Festré (Professor, GREDEG, Université Côte d'Azur)
- Eric Guerci (Associate Professor, GREDEG, Université Côte d'Azur)
- Guilhem Lecouteux (Associate Professor, GREDEG, Université Côte d'Azur)
- Paolo Zeppini (Associate Professor, GREDEG, Université Côte d'Azur)

## Extended Organising Committee

- Sara Gil-Gallen (MCF contractuel, Université de Strasbourg)
- Ismaël Rafai (Postdoctoral Researcher, AMU)
- Marta Ballatore (PhD Student, GREDEG, Université Côte d'Azur)
- Imen Bouhlel (Post-Doc, European Project, GREDEG, Université Côte d'Azur)
- Barbara Buljat Raymond (PhD Student, GREDEG, Université Côte d'Azur)
- Carlo Ciucani (Università Chieti Pescara)
- Andrea Guido (Associate Professor, Burgundy School of Business, Dijon, France)
- Maxime Perodaud (PhD Student, GREDEG, Université Côte d'Azur)
- Chris Ouangraoua (PhD Student, GREDEG, Université Côte d'Azur)
- Mathieu Chevrier (PhD Student, GREDEG, Université Côte d'Azur)
- Wenxin Xiong (PhD Student, GREDEG, Université Côte d'Azur)
- Timothé Gaucher (PhD Student, GREDEG, Université Côte d'Azur)
- Mira Toumi (Behavioural Sustainability Scientist, Behaven)
- Catherine Chevance (Administration, GREDEG)
- Laurence Gervasoni (Administration, GREDEG)
- Ludivine Grossi (Administration, GREDEG)
- Agnès Moreau (Administration, GREDEG)
- Sami Sfaxi (IT, GREDEG)

# Practical information

## Registration

The registration will be open from Wednesday, June 7th, at 14h00 (or the day after from 8h30). You can register and get your accreditation at the campus.

## How to come

All the lectures will be held at the campus Saint Jean d'Angély.

Address: 24 avenue des Diables Bleus, 06300 NICE).

By tram: take the line 1, direction Hôpital Pasteur, and stop at Saint Jean d'Angély Université (tickets 1,5€ bought at the ticket machine at each tram stop).

## Contact

If you have any questions, feel free to contact us at [iarepsabe2023@sciencesconf.org](mailto:iarepsabe2023@sciencesconf.org)

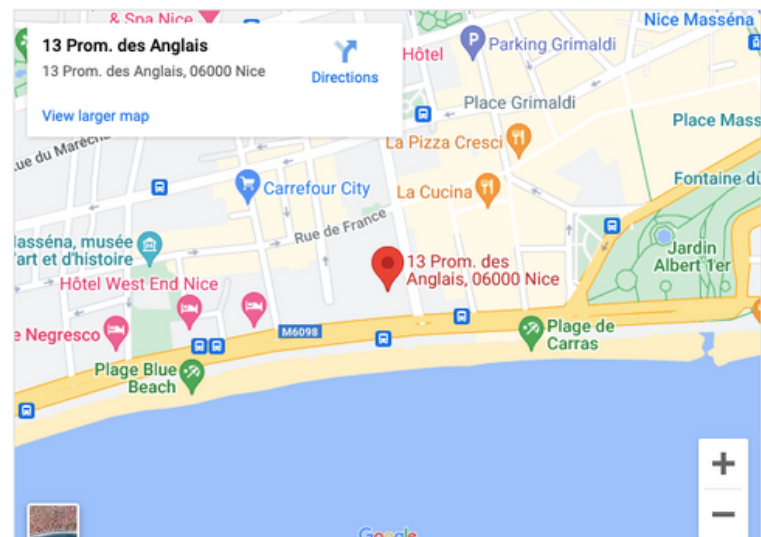
## Health

To call a doctor/emergency: 112  
Nearest pharmacy: Pharmacie Angely, 22 Rue Jules et Aline Avigdor, 06300 Nice

## Conference venue:



## Gala Dinner:



**P.S. Tap water in Nice is drinkable! You can bring your own bottles for refill.**

# Social events

## Welcome reception

The welcome reception will be held at the EUR ELMI square at the campus Saint Jean d'Angély, on Wednesday, June 7th, starting at 18h30.

The campus, built in 1990, is located in the center of Nice, in a neighbourhood called Nice Riquier. It is a multi-component campus that welcomes students from EUR ELMI, the Faculty of Dental Surgery, Odontology, IAE and Bachelor's degree in Economics and Management.



## Gala Dinner

The Gala dinner will take place at Palais de la Méditerranée on June, 9th, 2023, starting at 19h30.

The Palais de la Méditerranée was built by architects Charles and Marcel Dalmas, in 1929 for the American millionaire Frank Jay Gould. At the time, the place epitomised 1930s glamour with a casino, theatre, restaurant and cocktail bar. It was originally a major centre for the arts in Nice, and national and international art exhibitions were held there.

# Keynote Speakers





# George Loewenstein

George Loewenstein is the Herbert A. Simon University Professor of Economics and Psychology at Carnegie Mellon University. He received his PhD from Yale University in 1985 and since then has held academic positions at The University of Chicago and Carnegie Mellon University, and fellowships at Center for Advanced Study in the Behavioral Sciences, The Institute for Advanced Study in Princeton, The Russell Sage Foundation, The Institute for Advanced Study (Wissenschaftskolleg) in Berlin, and the London School of Economics. He is one of the founders of the fields of behavioral economics and neuroeconomics. His research focuses both on applications of psychology to economics and applications of economic-style thinking to psychology.

Keynote Lecture



7/6/2023



17.00 H



AMPHI 1

## Title: Land, labor, capital and.. ATTENTION (The economics of Attention)

**ABSTRACT** As Herbert Simon foresaw in the early stages of what has come to be known as the information age, a widespread abundance of information has made limited attention an increasingly pivotal constraint on economic activity, to the degree that attention is now the primary factor of production required by many forms of both labor -- e.g., computer programming) and leisure (e.g., social media use). In this talk, I will summarize a few of the main themes of a new review paper on the economics of attention, written for the Journal of Economic Literature. In it, we summarize what is known about the psychology of attention and review the rapidly expanding literature in economics that deals with attention. We show that limited attention can account for diverse documented violations of the classical economic model across the domains of risk, time, social, and information preferences. We argue that a robust "economics of attention" is needed to help economists grapple with the effects of artificial intelligence and other novel digital technologies more effectively.





# Dilip Soman

Dilip Soman is a Canada Research Chair in Behavioural Science and Economics at the Rotman School of Management, University of Toronto. He has degrees in behavioral science, marketing, and engineering, and is interested in the applications of behavioral science in organizations, and for welfare and policy. He is the co-author of *Managing Customer Value* (2022), author of *The Last Mile* (2015) and co-editor of *The Behaviorally Informed Organization* (2021) and *Behavioral Science in the Wild* (2022). He has taught in the U.S.A, Hong Kong and Canada, and has worked with several corporations, governments and start-ups. His non-academic interests include procrastination, cricket, travel, and taking weekends seriously.

Keynote Lecture



8/6/2023



9.00 H



AMPHI 1

## Title: Behavioural Science at Scale

**ABSTRACT** Interventions based on behavioural science are increasingly being used by governments and organizations all over the world to help citizens and other entities make better, welfare-enhancing choices. Many of these interventions are adaptations of findings in the lab or small pilots. I will focus the challenges in translating academic findings to scalable interventions. I will present examples from field interventions conducted in Canada, South Korea and Mexico in the domains of productivity, consumer credit card spending, and contribution to pension plans (N's from 1000 to 0.5 MM) to illustrate four specific barriers to translation and scaling behavioral interventions: 1) Interventions that require attention and engagement do not translate and scale well, 2) Changes in the mode of delivery of interventions can cause secondary, unanticipated effects, 3) In solving one problem, interventions could potentially create a new problem due to heterogeneity in the situation facing participants, 4) Heterogeneity across recipients will result in heterogeneous treatment effects, and hence successfully scaled interventions need not be homogenous. I will conclude with six prescriptions targeted to both researchers and practitioners for how we could overcome the translation and scaling challenges and increase the utility of our work for societal impact.



# Eliana La Ferrara

Eliana La Ferrara is Professor of Public Policy at Harvard Kennedy School. She received a PhD in Economics from Harvard in 1999. Prior to joining HKS, she was the Invernizzi Chair in Development Economics at Bocconi University, Milan, where she founded and directed the Laboratory for Effective Anti-poverty Policies (LEAP). She is Vice-President of the Econometric Society, Foreign Honorary Member of the American Economic Association, and International Honorary Member of the American Academy of Arts and Sciences. She is also NBER Research Associate, Director of Development Economics at CEPR, and J-PAL Affiliate. She was president of the Bureau for Research and Economic Analysis of Development (BREAD) in 2016-2019 and of the European Economic Association in 2018. She is the recipient of the 2020 Birgit Grodal Award. Her research focuses on Development Economics and Political Economics, particularly on the role of social factors in economic development. Her work has been published in leading economic journals. \*Photo credits @ Women in Economics

Keynote Lecture



9/6/2023



9.00 H



AMPHI 1

## Title: Changing Harmful Norms

**ABSTRACT** Harmful gender norms are persistent in many countries, despite the efficiency and equity costs they entail. This lecture will discuss what factors may contribute to this persistence, and how these norms may be eradicated. We will start by modeling the natural evolution of the norm in a setting where people wish to conform to others and where multiple alternative choices are available. The model will allow to establish conditions under which transitions from more to less harmful norms can occur. We will then discuss policies that may be implemented to facilitate this transition, focusing on the role of information, misperceptions, and cultural identity. We will review recent experimental evidence from policy interventions aimed at reducing the prevalence of female genital cutting in Somalia and in Sierra Leone.



# Martin Dufwenberg

Martin Dufwenberg is Karl & Stevie Eller Professor and Head of the Economics Department at the University of Arizona, and an Honorary Visiting Professor at the University of Gothenburg. He defended his PhD in Uppsala in 1995, and was subsequently affiliated with universities in Tilburg, Uppsala, Stockholm, Bonn, as well as Bocconi University in Milan. His research uses game theory and experiments to incorporate insights from psychology into economic analysis. His publications appeared in many scientific outlets including *Econometrica*, *American Economic Review*, *Neuron*, *Review of Economic Studies*, *Journal of Economic Theory*, *Games & Economic Behavior*, and *Journal of Economic Literature*. Much of his current work concerns developing and applying a formal framework called psychological game theory, which is useful for modeling, e.g., a host of emotions, reciprocity, social norms, or image concerns.

**Keynote Lecture**



9/6/2023



16.00 H



AMPHI 1

## **Title: Psychological Game Theory**

**ABSTRACT** Emotions, reciprocity, and image concerns influence motivation in ways that depend on beliefs (own or others'). The mathematical framework of psychological game theory can describe such sentiments and be used to explore how they shape choices and economic outcomes. I'll explain how and why, and I'll discuss not only theory but also related experiments.

# Conference Programme



# Conference schedule

Wednesday 7 June	Thursday 8 June	Friday 9 June	Saturday 10 June
8h00-10h15: ECR Workshop	<b>9h00-10h30: The Kahneman lecture: Dilip Soman</b>	<b>9h00-10h30: The Simon lecture: Eliana La Ferrara</b>	9h00-10h00: SABE GENERAL ASSEMBLY
10h15-10h40: Coffee break	10h30-10h50: Coffee break	10h30-10h50: Coffee break	10h-11h: IAREP GENERAL ASSEMBLY
10h40-11h50: ECR Workshop	10h50-12h30: Thematic Sessions #1 (9 Parallel + 1 special session)	10h50-12h30: Thematic Sessions #4 (8 Parallel + 1 special session)	11h-11h20: Coffee break
11h50-13h05: Lunch break			11h20-13h00: Thematic Sessions #6 (7 Parallel sessions)
13h05-14h20: ECR Workshop	12h30 - 14h00: Lunch break + Poster Session	12h30 - 14h00: Lunch break	13h00 - 14h30: Lunch break
14h20-15h20: Round table - Emotion and Decision Making	14h00-15h40: Thematic Sessions #2 (9 Parallel + 1 special session)	14h00-15h40: Thematic Sessions #5 (9 Parallel + 1 special session)	14h30-16h10: Thematic Sessions #7 (7 Parallel sessions)
15h20-16h30: Coffee break	15h40-16h00: Coffee break	15h40-16h00: Coffee break	
16h30-17h0: Welcome address	16h00-17h40: Thematic Sessions #3 (9 Parallel + 1 special session)	<b>16h00-17h30: Keynote lecture: Martin Dufwenberg</b>	
<b>17h00-18h30: Keynote lecture: George Loewenstein</b>		17h30-18h30: JoEP Meet the Editors & Fred van Raaij Best paper	
18h30-20h00: Welcome drink EUR ELMI Square			
			From 19h30 Gala Dinner Palais de la Méditerranée

# Program Overview

## Wednesday, 7 June 2023

8h00 - 10h15 | **IAREP Early Career Researcher Workshop** | Amphi 1

*10h15 - 10h40 (Coffee break)*

10h40 - 11h50 | **IAREP Early Career Researcher Workshop** | Amphi 1

*11h50 - 13h05 (Lunch break)*

13h05 - 14h20 | **IAREP Early Career Researcher Workshop** | Amphi 1

14h20 - 15h20 | **Round table-Emotion and Decision Making** | Amphi 1

*15h20 - 16h30 (Coffee break)*

16h30 - 17h00 | **Welcome address by Jeanick Brisswalter, President of Université Côte d'Azur** | Amphi 1

17h00 - 18h30 | **Keynote lecture: George Loewenstein** | Amphi 1

18h30 - 20h00 | **Welcome drink** | EUR ELMI square

## Thursday, 8 June 2023

9h00 - 10h30 | **The Kahneman lecture: Dilip Soman** | Amphi 1

*10h30 - 10h50 (Coffee break)*

10h50 - 12h30 | **Thematic Sessions #1**

- 1.1. **Behavioral Public Policy 1** | Room 203
- 1.2. **Environment 1** | Room 209
- 1.3. **Decision Making 1** | Room 211
- 1.4. **Emotion & Personality 1** | Room 232
- 1.5. **Gender biases, inequalities and discriminations 1** | Room 305
- 1.6. **Social preferences 1** | Room 309
- 1.7. **Finance 1** | Room 402
- 1.8. **AI** | Room 405
- 1.9. **Varia 1** | Room 409
- 1.10. **Wellbeing and Policy 1 (Special session)** | Room 302

12h30 - 14h00 (Lunch break + **Poster Session**)

14h00 - 15h40 | **Thematic Sessions #2**

- 2.1. **Health 1** | Room 203
- 2.2. **Environment 2** | Room 209
- 2.3. **Decision Making 2** | Room 211
- 2.4. **Information & Cognition 1** | Room 232
- 2.5. **Honesty 1** | Room 305
- 2.6. **Psychological Game Theory** | Room 309
- 2.7. **Financial literacy 1** | Room 402
- 2.8. **Sport** | Room 405
- 2.9. **Varia 2** | Room 409
- 2.10. **Wellbeing and Policy 2 (Special session)** | Room 302

15h40 - 16h00 (Coffee break)

16h00 - 17h40 | **Thematic Sessions #3**

- 3.1. **Behavioral Public Policy 2** | Room 203
- 3.2. **Tax policy 1** | Room 209
- 3.3. **Consumer behavior 1** | Room 211
- 3.4. **Emotion & Personality 2** | Room 232
- 3.5. **Gender biases, inequalities and discriminations 2** | Room 305
- 3.6. **Social preferences 2** | Room 309
- 3.7. **Finance 2** | Room 402
- 3.8. **Decision making 3** | Room 409
- 3.9. **Varia 3** | Room 405
- 3.10. **Taxation 1 (Special session)** | Room 302

## **Friday, 9 June 2023**

9h00 - 10h30 | **The Simon lecture: Eliana La Ferrara** | Amphi 1

10h30 - 10h50 (Coffee break)

10h50 - 12h30 | **Thematic Sessions #4**

- 4.1. **Health 2** | Room 203
- 4.2. **Environment 3** | Room 209
- 4.3. **Decision Making 4** | Room 211
- 4.4. **Information & Cognition 2** | Room 232
- 4.5. **Gender biases, inequalities and discriminations 3** | Room 305
- 4.6. **Social preferences 3** | Room 309
- 4.7. **Finance 3** | Room 402
- 4.9. **Varia 4** | Room 405
- 4.10. **Taxation 2 (Special session)** | Room 302

12h30 - 14h00 (Lunch break)

## 14h00 - 15h40 | **Thematic Sessions #5**

- 5.1. **Behavioral Public Policy 3** | Room 203
- 5.2. **Environment 4** | Room 209
- 5.3. **Consumer behavior 2** | Room 211
- 5.4. **Information & Cognition 3** | Room 232
- 5.5. **Emotion & Personality 3** | Room 305
- 5.6. **Social preferences 4** | Room 309
- 5.7. **Finance 4** | Room 409
- 5.8. **Methodology** | Room 402
- 5.9. **Varia 5** | Room 405
- 5.10. **Behavioural science in policy (Special session)** | Room 302

*15h40 - 16h00 (Coffee break)*

16h00 - 17h30 | **Keynote lecture: Martin Dufwenberg** | Amphi 1

17h30 - 18h30 | **JoEP Meet the Editors & Fred van Raaij Best paper** | Amphi 1

From 19h30 | **Gala Dinner** | Palais de la Méditerranée

## Saturday, 10 June 2023

9h00 - 10h00 | **SABE General Assembly** | Amphi 1

10h00 - 11h00 | **IAREP General Assembly** | Amphi 1

*11h00 - 11h20 (Coffee break)*

## 11h20 - 13h00 | **Thematic Sessions #6**

- 6.1. **Health 3** | Room 203
- 6.2. **Tax policy 2** | Room 209
- 6.3. **Decision Making 5** | Room 211
- 6.4. **Information & Cognition 4** | Room 232
- 6.5. **Gender biases, inequalities and discriminations 4** | Room 305
- 6.6. **Social preferences 5** | Room 309
- 6.7. **Financial literacy 2** | Room 402

*13h00 - 14h30 (Lunch break)*

## 14h30 - 16h10 | **Thematic Sessions #7**

- 7.1. **Behavioral Public Policy 4** | Room 203
- 7.2. **Environment 5** | Room 209
- 7.3. **Decision Making 6** | Room 211
- 7.4. **Emotion & Personality 4** | Room 232
- 7.5. **Honesty 2** | Room 305
- 7.6. **Social preferences 6** | Room 309
- 7.7. **Finance 5** | Room 402



# IAREP S.ÀBE

47TH INTERNATIONAL CONFERENCE