

June 15th, 2009



**The Pinhas Sapir Center for
Development, Tel Aviv University**

**The Eitan Berglas School of Economics
Tel Aviv University**

"Individual Decision-Making: A Behavioral Approach"

Wednesday, June 17th and Thursday, June 18th, 2009

The Eitan Berglas School of Economics
Ofair Hall
Tel Aviv University

Please confirm your participation to:

The Pinhas Sapir Center for Development

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**An updated program and abstracts may be downloaded from
The Sapir Center's website: <http://sapir.tau.ac.il>**

**Parking will be available at the Smolarz underground parking lot adjacent to Campus Gate 16,
George Wise Street, Ramat Aviv.**

Upon presentation of this program, the parking fee will be 14 NIS for the day.

Program

Each speaker has 25 minutes and 5 minutes for questions.

Wednesday, June 17th 2009

09:30 -10:00 GATHERING
Greetings: Anat Bracha – Conference Organizer

Dan Ariely
(joint with Uri Gneezy, George Loewenstein and Nina Mazar)

“Large Stakes and Big Mistakes”

Session 1

10:00- 11:00 Nagore Iriberry
(joint with Ghazala Azmat)

*“The Importance of Relative Performance Feedback Information:
Evidence from a Randomized Natural Experiment”*

Lorenz Goette
(joint with Alain Cohn and Ernst Fehr).

“Fairness and Effort: Evidence from Field Experiment”

Session 2

11:00-12:00 Bradley Ruffle
(joint with Ze'ev Shtudiner)

*“Are Beautiful People More Employable? Evidence from a Field
Experiment”*

12:00-13:30 LUNCH BREAK

Gary Charness
(joint with Nicholas Burger and John Lynham)

“Field and Laboratory Experiments on Procrastination and Willpower”

Session 3

13:30-14:30 Caterina Calsamiglia
(joint with Jorg Franke and Pedro Rey-Biel)

*“The Incentive Effects of Affirmative Action in a Real- Effort
Tournament”*

Session 4
14:35 -15:35

Erik Eyster
(joint with Matthew Rabin and Dimitri Vayanos)

“Cursed Markets”

Ayala Arad

“The Tennis Coach Problem”

15:35 - 16:00 BREAK

Session 5
16:00 - 17:00

Ido Erev
(joint with Eyal Ert)

“On the Weighting of Losses and of Low Probability Extreme Outcomes”

Anat Bracha
(joint with Donald J. Brown)

“Affective Decision Making: A Behavioral Theory of Choice”

Thursday, June 18th 2009

09:30 -10:00 GATHERING

Lise Vesterlund
(joint with Anat Bracha and Michael Menietti)

“The Role of Seed Money when Public Projects have Fixed Costs”

Session 1
(joint with Lorenz Goette, David Huffman and Matthias Sutter)

10:00-11:30 *“The Role of Group Boundaries in Human Altruism and Anti-Social Behavior”*

Ori Heffetz

“Visibility and Economic Behavior”

11:30 - 12:00 BREAK

Uri Gneezy
(joint with Sanjiv Erat)

Session 2 *“White Lies”*

12:00-13:00

Eyal Winter
(joint with Ignacio Garcia-Jurado, Jose Mendez-Naya Luciano, Mendez Naya)

“Mental Equilibrium and Rational Emotions”

13:00 -14:15 Lunch Break and General Discussion

List of Participants

Dan Ariely	The Fuqua School of Business, Duke University
Ayala Arad	The Eitan Berglas School of Economics, Tel Aviv University
Anat Bracha	The Eitan Berglas School of Economics, Tel Aviv University
Caterina Calsamiglia	Department d'Economia I Historia Economica, Universitat Autònoma de Barcelona
Gary Charness	Department of Economics, UC Santa Barbara
Ido Erev	The William Davidson Faculty of Industrial Engineering and Management, Technion – Israel Institute of Technology
Erik Eyster	Department of Economics, The London School of Economics and Political Science
Uri Gneezy	Rady School of Management, UC San Diego
Lorenz F.Goette	Department of Political Economics, University of Geneva
Ori Heffetz	The Johnson Graduate School of Management, Cornell University
Nagore Iriberry	Department of Economics and Business, Universitat Pompeu Fabra
Stephan Meier	Columbia Business School, Columbia University
Bradley Ruffle	Department of Economics, Ben-Gurion University of the Negev
Lise Vesterlund	Department of Economics, University of Pittsburgh
Eyal Winter	Department of Economics and The Center of the Study of Rationality, The Hebrew University of Jerusalem