"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
Tel: +972-3-6409712, +972-3-6409202
Fax: +972-3-6405967
E-Mail: sapircen@post.tau.ac.il

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

Session 1
10:00- 11:00
Dan Ariely
(joint with Uri Gneezy, George Loewenstein and Nina Mazar)

“Large Stakes and Big Mistakes”

Nagore Iriberri
(joint with Ghazala Azmat)

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

Session 2
11:00-12:00
Lorenz Goette
(joint with Alain Cohn and Ernst Fehr).

“Fairness and Effort: Evidence from Field Experiment”

Bradley Ruffle
(joint with Ze‘ev Shtudiner)

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

12:00-13:30  LUNCH BREAK

Session 3
13:30-14:30
Gary Charness
(joint with Nicholas Burger and John Lynham)

“Field and Laboratory Experiments on Procrastination and Willpower”

Caterina Calsamiglia
(joint with Jorg Franke and Pedro Rey-Biel)

“The Incentive Effects of Affirmative Action in a Real- Effort Tournament”
<table>
<thead>
<tr>
<th>Session 4</th>
<th>14:35 - 15:35</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ido Erev</td>
<td>&quot;On the Weighting of Losses and of Low Probability Extreme Outcomes&quot;</td>
</tr>
<tr>
<td>Ayala Arad</td>
<td>&quot;The Tennis Coach Problem&quot;</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Session 5</th>
<th>16:00 - 17:00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Erik Eyster</td>
<td>&quot;Cursed Markets&quot;</td>
</tr>
<tr>
<td>Anat Bracha</td>
<td>&quot;Affective Decision Making: A Behavioral Theory of Choice&quot;</td>
</tr>
</tbody>
</table>
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
10:00-11:30

Stephan Meier
(joint with Lorenz Goette, David Huffman and Matthias Sutter)

“The Role of Group Boundaries in Human Altruism and Anti-Social Behavior”

Ori Heffetz

“Visibility and Economic Behavior”

11:30 - 12:00  BREAK

Session 2
12:00-13:00

Uri Gneezy
(joint with Sanjiv Erat)

“White Lies”

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

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