



# IAREP

International Association  
for Research in Economic Psychology

<http://www.iarep.org/>

## Fall 2019 IAREP Newsletter

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Date: December 9, 2019

## **Professor Karl-Erik Wärneryd, a founder of IAREP, passed away at the age of 91**

Karl-Erik is mourned by his wife Eila, children, grandchildren, friends and colleagues. He was born in the parish of Edsvära in Västergötland, in the southwest Sweden. He completed his Master in Business and Economics at the Stockholm School of Economics (SSE) in 1950. Karl-Erik then continued doing research at SSE, while at the same time studying psychology and sociology at what later became Stockholm University (at that time Högskolan i Stockholm). A stipend made it possible for him to continue studying psychology at the University of Chicago, where he got his PhD in psychology in 1955. Back at SSE he established the field of Economic Psychology and was appointed Professor in Economic Psychology in 1963.

Karl-Erik was one of the founders of IAREP – the International Association of Research in Economic Psychology – and with the books *Economic Psychology* and *The Economic Psychology of Consumption* he established the subject in the Nordic countries. All these had a major influence both in other academic fields and various practices. The latter mainly in consumer marketing and mass communication, where the book *Communications and Influence* also played a major role. He also wrote influential books and articles on financial psychology, business ethics, tax behaviours and entrepreneurship. His research centre was also heavily involved in the scheduling of the switch to driving on the right in Sweden, and he was also involved in projects for the United Nations.

But above all we remember Karl-Erik as an inspiring mentor with a curious mind, extremely well-read and knowledgeable in a variety of fields. He was always open to the different ideas of younger PhD students and engaged in their research. He was also a very talented educator who stimulated interesting discussions. And he was highly respected. When Karl-Erik took the stage at international conferences, it became strangely quiet – everyone listened intently to how he summed up the range of ideas and opinions expressed by various researchers, added his own insights and drew conclusions that then became indicative for further research.

We remember Karl-Erik with gratitude and joy.

On behalf of Karl-Erik's PhD students and colleagues,

Claes-Robert Julander and Richard Wahlund

## **1. Letter from the IAREP President**

By Rob Ranyard

IAREP colleagues were sad to hear that our friend and mentor, Karl-Erik Wärneryd, latterly Professor Emeritus at the Stockholm School of Economics (SSE), passed away on August 14<sup>th</sup> 2019 at the age of 91. Karl-Erik was appointed Professor in Economic Psychology at SSE in 1963, where he created one of the first university courses in the field. He was one of the founding fathers of IAREP and made an outstanding contribution to Economic Psychology over five decades. A tribute to him is presented later in the newsletter.

As IAREP members at September's General Assembly will know, there have been changes this year on our Committee. Thanks once again to Past President Erik Hoelzl, who completed his tenure in September, and a belated but warm welcome to Gerrit Antonides, who joined us following his election to the role of President Elect. He joins Honorary Secretary Căzilia Loibl and Honorary Treasurer Agata Gaşiorowska, both re-elected for a second two-year term to continue their excellent work for IAREP. Also joining us on the committee are Carlos Alos-Ferrer and Eldad Yechiam, the new Co-editors-in-Chief of IAREP's journal, the Journal of Economic Psychology. I look forward to working with all of them over the next two years.

The 44<sup>th</sup> annual conference at Croke Park, Dublin in September was a joint meeting with SABE. It was our first in Ireland, and as always was an agreeable occasion for colleagues to exchange research presentations in a supportive and stimulating environment. We would like to thank our hosts of the Behavioural Science Group at the Geary Institute, University College Dublin, and the Scientific Committee. They assembled a varied and stimulating programme of parallel sessions and an excellent set of keynote addresses, including IAREP's Kahneman Lecture by Annamaria Lusardi, whose work on financial literacy and financial education has had a major impact on research and policy worldwide.

IAREP continues to facilitate graduate student participation at the annual conference with a limited number of fee-waiver bursaries, as well celebrating their work via the annual Student Paper Competition, sponsored by Elsevier.

In 2019, IAREP also sponsored several workshops and summer schools, as reported later in this newsletter. Please note our call for proposals for 2020 workshops and summer schools. We look forward to continuing our work in 2020, especially at the 45<sup>th</sup> annual conference, from June 11<sup>th</sup> to 14<sup>th</sup>, in Kristiansand, Norway, organized by Ellen Nyhus and the local committee. The second call for submissions appears later in the newsletter.

Looking further ahead, at the General Assembly we discussed two proposals to host the 2021 annual conference. Subsequently the one from Alexander Neverov and colleagues for Saratov, Russia was changed to a proposal for 2022. I am pleased to report, then, that the Managing Committees of both IAREP and SABE have accepted the other proposal; that from Giuseppe Attanasi and colleagues for a joint IAREP-SABE annual conference in Nice, France in July 2021. As well as the Russian proposal for 2022 we have also received a proposal from Beijing, China. The details of both will be circulated for discussion by members shortly.

## **2. Minutes of General Assembly meeting**

By Cäzilia Loibl

The meeting was held on 9/3/2019, from 4:45 to 5:30 pm. A total of 29 persons attended.

### 1. Acceptance of last year's minutes, Rob Ranyard

Minutes were accepted as published in the IAREP Spring 2019 newsletter.

### 2. Journal of Economic Psychology editor report, Carlos Alos-Ferrer

The new editors in chief are Carlos Alos-Ferrer (Zurich, Switzerland) since January 1, 2019 and Eldad Yechiam (Technion, Israel) since July 1, 2019. With the change in editorship, nine associate editors left, seven new associate editors joined, and seven associate editors stayed. Three special issues were severely delayed and had to be closed. The submissions are being published in the general issue of the journal. The journal has 86% rejection rate, which has not changed. From January to August 2019, 426 manuscript were submitted and 59 accepted. The average time to desk-reject was 2 weeks, to first decision was 15 weeks, and to final decision was 25 weeks.

### 3. Elections report, Erik Hoelzl

The decision to conduct IAREP elections electronically was decided at the 2016 General Assembly. A call for nominations was published in the IAREP Spring 2019 newsletter and an announcement about the upcoming election was emailed on July 16, 2017, setting the election period from August 14 to 20, 2019. From the 278 IAREP members on the email list, 274 could be contacted. 64 voted, resulting in a participation rate of 23%. The quorum therefore was reached, as the rules state, "In case of electronic voting, the General Assembly can only validly take a decision if at least one tenth of the individual members participate in the ballot."

Election results:

Gerrit Antonides for president-elect: 57 (89%) yes, 1 no, 6 abstain

Cäzilia Loibl for secretary: 61 (95%) yes, 0 no, 3 abstain

Agata Gasiorowska for treasurer: 57 (89%) yes, 3 no, 4 abstain

Results were double-checked by Cäzilia Loibl in her role as secretary.

### 4. Treasurer's report, Agata Gasiorowska

The balanced carried forward from the previous year was 25,868 GBP. Income of 6,213 GBP consists of membership fees. Expenses of 15,284 GBP includes administrative costs (1,020 GBP), conference expenses for invited speakers, best student paper, student fee waiver, and JOEP best paper award (5,513 GBP), support of summer schools and workshops (6,900 GBP), website revision (1,826), annual registration fee at Companies House (26 GBP). A deficit of 8,874 GBP results in a new balance of 16,995 GBP. The forecast for the new year includes income of 10,225 GBP from membership fees and support from Elsevier. Expected expenditures include 8,507 GBP for administrative expenses, conference expenses, workshops, and association registration fees. The budget was approved.

## 5. Information about the 2020 IAREP annual conference in Kristiansand, Norway, Ellen Nyhus

The 45th IAREP conference will be held from June 11 to 14 at the University of Agder in Kristiansand, in southern Norway.

The airport name is Kristiansand Airport Kjevik (KRS), with direct flights from Copenhagen (SAS), Amsterdam (KLM), London (Widerøe), Oslo (Norwegian, SAS) and ferry from Hirtshals, Denmark.

Accommodation is reserved in hotels in the city center in the Yess Hotel (69 EUR), Hotel Dronningen (97 EUR; single room), Thon Parken Hotel (117 EUR). There are plenty of Airbnb.com offerings in the area.

Conference sessions include the keynote lectures, parallel sessions, poster sessions, the General Assembly. Lunches and coffee breaks are included in the conference fee. The social program includes reception and dinner in city center as well as boat trip and dinner at Bragdøya island. The conference venue is the campus of the University of Agder, which is easy to reach from the city center by bus, bike, or a nice walk (3 km).

Kahneman lecturer:

Barbara Mellers. I. George Heyman University professor, Department of Psychology in the School of Arts and Sciences and the Department of Marketing, Wharton University

Webpage: <https://marketing.wharton.upenn.edu/profile/mellers/>

Keynote lecturers:

– Erich Kirchler, professor and Head of the Department of Applied Psychology: Work, Education, Economy at the Faculty of Psychology, University of Vienna.

Webpage: <https://www.wu.ac.at/en/itax/team/prof-erich-kirchler>

– Professor Bertil Tungodden, professor at the Department of Economics, Norwegian School of Economics (NHH), Centre Director of the Centre of Excellence FAIR (Centre for Experimental Research on Fairness, Inequality and Rationality) and co-director of the research group The Choice Lab.

webpage: <https://www.nhh.no/en/employees/faculty/bertil-tungodden/>

– Lucia Reisch, professor of consumer behaviour and consumer policy at the Department of Management, Society and Communication (MSC) within the CBS Sustainability cluster.

Webpage: <https://www.cbs.dk/en/research/departments-and-centres/department-of-management-society-and-communication/staff/lremsc>

## 6. Information about the 2020 SABE annual conference in Moscow, Russia, Alexis

The SABE conference will be held from July 22 to 26 at the Higher School of Economics in Moscow, Russia.

## 7. Conferences 2021 and 22, Rob Ranyard

Discussion of a 2021 joint IAREP SABE in Nice, France, or in Saratov, Russia, and a 2022 in Beijing, China as a joint conference with ICAP. Discussion items included costs of the conferences, importance to meet outside of Europe, additional information needs, possibility of a electronic vote to get input from members.

## 8. IAREP statutes, Rob Ranyard

Discussion of need to revise role of country representatives.

## 9. Workshops and summer school overview, Rob Ranyard

*First joint EADM/IAREP workshop:*

Department of Social Psychology, and TIBER (Tilburg Institute for Behavioral Economics Research) Tilburg University

Submitted by: Marcel Zeelenberg, Seger Breugelmans & Christoph Kogler

Determinants and Consequences of Poverty

1000 Euro from IAREP

*2019 Workshops and summer schools*

University of Groningen, the Netherlands

Submitted by: Marijke C. Leliveld, Jan Schmitz and Daniel Västfjäll

How effective charity-company collaborations are created and why people donate to charities

Type: Workshop (1 day), 1000 Euro

University of Kent, Canterbury, UK

Submitted by: Edward Cartwright and Jason Nurse

The Economic Psychology of Phishing, Smishing and Vishing.

Type: Summer school (2 days) + 1 day workshop, 1000 Euro

DCU Business School – Dublin City University

Submitted by: Pierangelo Rosati, Lisa Van der Werff, Riccardo Palumbo

1st ECMCRC Summer School on Behavioral and Neuroscientific research for Economics & Finance

Type: workshop (4 days), 1700 Euro

Pre-conference at the Society for Judgment and Decision-Making annual conference, Montreal, Canada

Submitted by: Oliver Hauser and Jon Jachimowicz

Sizing Up Inequality: Measuring, perceiving and understanding economic inequality

Type: preconference workshop 1.5 days, 1000 Euro

## 10. Personnel changes, Rob Ranyard

Appreciation of Erik Hoelzl's work as IAREP president and past president for IAREP and welcome to Gerrit Antonides as president elect.

### **3. Call for papers: 45th IAREP conference in Kristiansand, Norway, June 11 to 14, 2020**

By Ellen Nyhus

We welcome contributions from all areas of economic psychology, behavioral economics, judgement and/or decision making. The conference website is now open for submissions of abstracts, extended abstracts, and full papers; the submission deadline is February 1, 2020. We also welcome suggestions for relevant thematic sessions; the deadline is January 25, 2020. We have suggested topics on the conference website.

The IAREP conference is the host of the Kahneman lecture, and in 2020 this lecture will be given by professor Barbara Mellers from Pennsylvania University. Key note addresses will also be given by Professors Erich Kirchler, University of Vienna, Lucia Reisch, Copenhagen Business School, and Bertil Tungodden, Norwegian School of Economics.

The conference starts Thursday morning, June 11, with a workshop for PhD students. The main conference starts Thursday afternoon with a reception, opening ceremony, and a keynote speech followed by a discussion of the future of economic psychology. Friday and Saturday, June 12 and 13, are full conference days, with parallel sessions of paper presentations, a poster session, keynote addresses, the IAREP General Assembly, and of course, an enjoyable social program. Sunday, June 14, has parallel sessions and a keynote talk before the conference ends with a late lunch.

For updates about the program, scientific committee, travel and accommodation, registration etc, check the conference webpage: <https://www.uia.no/en/conferences-and-seminars/iarep-conference-2020>

Special information for PhD students: As in every year, the conference confers best Ph.D. student paper awards and provides fee waivers for five students. The deadline for both best paper awards and fee waivers will be in spring.

We are looking forward to welcoming you in Kristiansand!

### **4. IAREP-SABE conference at the Université Côte d'Azur, Nice, France in 2021**

By Giuseppe Attanasi

The IAREP/SABE 2021 Conference will be held in Côte d'Azur : Campus Saint Jean d'Angély, University Conference Centre, 5 rue du 22ème B.C.A., 06357 NICE Cedex 04.

The conference venue can be easily reached by flying to the Nice Côte d'Azur Airport, an international airport located 7 km southwest of Nice. It is the third busiest airport in France (after the two airports in Paris) and serves as a focus city for Air France and an operating base for EasyJet.

Conference dates:

We are still discussing about the exact date of the conference, which will be held in either July 2021 or first part of September 2021. Indeed, since the Economic Science Association (ESA) 2021 World Meeting will be held in Lyon (with a 1-hour direct flight or a 4-hour train Lyon-Nice), and we know that several SABE and some IAREP members usually attend this meeting, we are trying

to coordinate with ESA organizers on the dates, such that the two conferences can be held during two consecutive weeks, e.g., with a 1-day delay.

We think that the localization of the conference in Nice – easily reachable by flight from the Europe, North Africa, Middle East and US – and the conference venue in the Center of Nice – with lots of available facilities, and at walking distance from the historical center and the seaside (Promenade des Anglais) – would help attendees enjoy traditional French-Italian food, music and atmosphere that will characterize institutional social events and allowed free time.

The Conference Organizers: Giuseppe Attanasi, Agnès Festré and Michela Chessa  
Université Côte d’Azur  
Groupe de Recherche en Droit, Economie, Gestion (GREDEG)  
Complexity and Cognition Laboratory  
Laboratory of Experimental Economics  
Project Complexity and Dynamics of Interactions, Networks and Markets

## **5. Call for IAREP workshop and summer school proposals for 2020**

By Rob Ranyard

The IAREP Managing Committee requests proposals to organize summer schools and workshops in economic psychology. We particularly encourage proposals that link economic psychology with other fields within behavioral science, such as behavioral economics, judgement and decision-making, marketing, public policy, and consumer sciences. IAREP dedicates up to 4,000 Euros to sponsor workshops and summer schools taking place in 2020. Please submit your proposal to Cäzilia Loibl (e-mail: [loibl3@osu.edu](mailto:loibl3@osu.edu)) by January 31, 2020.

Information to include in the proposal:

- Title of the event
- Brief description of the event and how it meets the goals of the IAREP funding request
- Names of organizers
- Location and date
- Target audience and how it will be recruited
- Event objectives and outline of content to be taught/discussed
- Names of presenters
- Amount requested from IAREP
- Sources and amounts of matching funds
- Proposed fees for participants
- Whether the funds will be used to provide financial support to students if there are fees associated with the workshop and/or travel support



## **6. Call for submissions: 11th Thurgau Experimental Economics Meeting (theem)**

By Katrin Schmelz

April 7-9, 2020 in Kreuzlingen (CH)

Organized by the Thurgau Institute of Economics at the University of Konstanz

Keynote speakers: Marina Agranov & Andrew Caplin

More information is available on [www.theem.ch](http://www.theem.ch). For further questions please contact us via [info@theem.ch](mailto:info@theem.ch).

Information is crucial for every decision, but how people deal with information is often far from perfect. We would like to discuss questions related to the role of information for behavior, in particular questions related to (i) the acquisition of information (e.g. information cost, attention, information neglect), (ii) the use of information (e.g. beliefs updating, motivated reasoning), and (iii) the transmission of information (e.g. signaling, strategic communication, impression management). These topics are central not only for economics but for all behavioral and social sciences. For this reason, this conference brings together researchers from different fields studying the role of information for behavior – and how behavior conveys information. We welcome contributions on these questions from economics as well as from other disciplines, such as psychology, political science, sociology, or management.

If you would like to present your research, please submit an extended abstract (max. 2000 characters, or about 300 words) in .txt format to [www.theem.ch](http://www.theem.ch) by January 22, 2020. The conference fee is EUR 200 (including coffee breaks and the conference dinner).

## **7. News from the Journal of Economic Psychology**

By Carlos Alos-Ferrer

As those of you who were at the General Assembly know, there will soon be a few changes in the journal. First, we are giving up double-blind reviewing, effective January 1st. Second, we will soon start allowing for Brief Articles (essentially notes, under 4,000 words). Third, Elsevier has now moved us forward in the journal line and we will finally be able to stop using EVISE and switching to the much-more user-friendly Editorial Manager, hopefully as soon as December. More details in my blog: <https://alosferrer.wordpress.com/2019/10/03/changes-at-joep/>

### EVISE journal management system

Our days with EVISE are coming to an end. We are starting the process to switch to Editorial Manager, which should happen in mid-December. Also, around that time or on January 1st, we will end double-blind reviewing and switch to single-blind. I will coordinate both changes to avoid confusion.

### New categories "Replications" and "Brief Reports"

EVISE now has the new categories "Replications" and "Brief Reports" for JoEP. From now on, we have three article types: Regular Article, Replication, and Brief Report. This information is, well, everywhere: in the column "Article Type" of the menus, next to the article ID (JOEP2019\_NNN) in the article page, under the article ID in the first page of the PDF.

The Guide for Authors describes what these new categories are. In short, replications should be just that, and brief reports are notes, e.g. one empirical study, data reanalysis, etc. Both are limited to 4,000 words, and it would be good if they are reviewed particularly swiftly. There is little reason for a referee to take two months for this. Whether associate editors actually enlist two reviewers for these contributions or go with one and their own reading is something that they can decide on a case-by-case basis.

Also, from now on, associate editors have one more degree of freedom: if they ever think that an article might be interesting, but not as a full-fledged contribution, they can get back to the authors and ask them to change the submission to a "Brief Report," obviously shortening the contribution.

Brief reports are short research articles, limited to 4,000 words in length. Brief reports include focused reports on single empirical studies, data re-analyses for new purposes, variants of previously-published empirical studies (especially those published in the journal), and short formal-analytical contributions linked to well-established empirical phenomena. Brief reports do not include opinion pieces, qualitative studies, or verbal discussions of the literature (such contributions are out of the scope of the journal). The introduction of a Brief Report should be concise and refer only to the key related literature.

Replications are short, focused articles reporting replications (successful or not) of previously-published studies. In general, they should not exceed 4,000 words in length. It is recommended that the title of such contributions starts with "Replication: ..."

## **8. Call for book reviewers for Journal of Economic Psychology**

By Căzilia Loibl

The Journal of Economic Psychology aims to increase the number of book reviews which are a popular, much downloaded part of the journal. Book reviews in the journal are about 2,000 words long and include a general overview of the book as well as a discussion of the chapters. If you are willing to provide a book review or have suggestions for a book that could be of interest to readers of JOEP, please send an email to Căzilia Loibl ([loibl.3@osu.edu](mailto:loibl.3@osu.edu)).

## **9. News from the Journal of Behavioral and Experimental Economics**

By Ofer Azar

Because the Journal of Behavioral and Experimental Economics publishes articles in the areas that many IAREP members are interested in, I want to update the IAREP community about the journal.

I am happy to report that the Journal of Behavioral and Experimental Economics continues its trajectory of increasing impact and improvement in various performance measures. In Journal Citation Reports (JCR) of 2018 that was released a few months ago, the 2-year impact factor of JoBEE increased from 0.966 to 1.14 (an increase of 18%). In economics impact factors are not high in general, and this impact factor of 1.14 is above the impact factor of prestigious journals such as the Scandinavian Journal of Economics, Oxford Economic Papers, Journal of Economics and Management Strategy, Games and Economics Behavior, Journal of Industrial Economics, International Journal of Industrial Organization and other well-known journals. Moreover, JoBEE

had a 21% increase in the 5-year impact factor, a 69% increase in the Eigenfactor Score, a 26% increase in the Article Influence Score, and a 73% increase in the Normalized Eigenfactor. The latter two are normalized such that the average journal has the same value every year, so any increase is not at all trivial because it means not only absolute improvement but also improvement relative to other journals.

In addition, Scimago Journal & Country Rank (SJR) data also demonstrate the improvement of JoBEE (see <https://www.scimagojr.com/journalsearch.php?q=21100372152&tip=sid&clean=0>). While at JCR JoBEE has impact factors only for a few years, in SJR it has data for 20 years, and the data is combined for JoBEE and its former title, the Journal of Socio-Economics. Various measures in SJR show the improvement in JoBEE, and in particular the SJR value went up from 0.593 in 2017 to 0.755 in 2018. The quartiles in which JoBEE ranks suggest that the improvement is not only absolute but also relative to other journals. JoBEE is ranked in three different disciplines and the relative improvement can be seen in all of them. For example, in Applied Psychology JoBEE ranked as Q3-Q4 15-20 years ago, then many years it ranked as Q3, and in 2018 it ranked as Q2. In Economics and Econometrics JoBEE was in Q2-Q3 until 2014 and in Q2 since 2015. In Social Sciences (miscellaneous) JoBEE was usually in Q2, but in the last couple of years it was in Q1. Overall, in 2018 JoBEE is in Q1 in one ranking (Social Sciences miscellaneous) and in Q2 in the other two rankings, which is the best overall ranking in JoBEE history.

I want to take this opportunity to thank the Associate Editors, Book Review Editor, Editorial Board Members and ad-hoc referees, whose cooperation and efforts help me tremendously in editing the journal and improving both the quality of the journal and the efficiency and timeliness of the review process. And to our authors – thank you for sending us your papers and please consider the Journal of Behavioral and Experimental Economics as an outlet for your high-quality research.

## **10. New books**

By Shabnam Mousavi

1. A Fast and Frugal Finance: Bridging Contemporary Behavioral Finance and Ecological Rationality Authors: W. Forbes, A. Igboekwu, and S. Mousavi  
All information available here: <https://www.elsevier.com/books/a-fast-and-frugal-finance/forbes/978-0-12-812495-6>

2. The Behavioral Finance Revolution: A New Approach to Financial Policies and Regulations  
Editors: R. Viale, S. Mousavi, B. Alemanni, and U. Filo2o  
All info available here: <https://www.e-elgar.com/shop/the-behavioural-finance-revolution>

## **11. Review of 2019 IAREP-SABE conference in Dublin, Ireland**

By Căzilia Loibl

The 2019 IAREP conference was organized by Liam Delany of University College Dublin, Ireland, from September 1 to 4, 2019. With close to 300 participants, the conference was well attended and Corke Park provided a memorable setting for a successful conference. An engaging Kahneman lecture was held by Annamaria Lusardi. The three keynote lectures by Arie Kapteyn, Warren Thorngate, and Wilhelm Hofmann were inspiring. Social highlights included the opening

ceremony at the historic Smock Alley, the river cruise, and the gala dinner at Croke Park. The conference website is still accessible at <https://iarep.ucd.ie/> A big thank-you to Liam Delaney, Leo Lades, and the Dublin team!

#### Dublin survey results

A total of 72 responses we received in a follow-up survey to the Dublin conference participants (28% response rate). The average rating of the Dublin conference is an excellent 4.3 on a scale from 1 to 5.

#### Summary of conference highlights:

Conference dinner +++ ECR Workshop +++ Enough time for presentation and questions, which enabled the emphasis on the exchange of the ideas +++ Every session I attended was well attended. There should be more joint IAREP/SABE Conferences +++ Great location and friendly scholars +++ High quality talks, many RCT's and results that are relevant beyond academia +++ Historical overview, excellent organization +++ I enjoyed the atmosphere the most - it was truly an exchange of knowledge in benevolent, inspiring and supporting environment! +++ Key notes, gala dinner - and just meeting colleagues +++ Location of the conference, workshop for doctoral students, boat trip +++ Many papers in the parallel sessions +++ My favorite part was the keynote speakers, talks +++ People, similarity of the papers in the same sessions +++ Quality of papers +++ Seamless flow, proper break intervals, location, variety of talks +++ Sessions, and excellent lunches. Plenary speakers were good. Thank you for the boat tour! A real plus for socializing +++ The catering and venue organization was really impressive +++ The conference venue (Croke Park Stadium), the friendliness of the organizers (!) +++ The conference was organized very very well! +++ The dinner was great to have deeper chats with people who we met during the conference +++ The reception at Smock Alley Theater with talk by local historian was interesting. Panels were well organized +++ There was much to like. First the reception at Smock Alley with the presentation of Dublin. The venue at Croke Park including the rooms and catering. The boat trip. The keynotes were very strong and also diverse. And also very important the quality of the talks and sessions was very high +++ There were many networking opportunities and I've met some interesting and inspiring scientists +++ To know different people from all over the world, to make new colleagues with the same interest, the gala dinner and the speech about financial education made by Annamaria Lusardi +++ Very strongly organized conference.

For the upcoming conferences, concerns about costs were most often mentioned with regard to the Kristiansand conference; timing was second. With regard to Moscow, cost, location and timing were mentioned by equal numbers of respondents.

#### Fee waiver awardees:

- Jeff Healy, Athabasca University Faculty of Business, Canada, Advisor: Janice Thomas
- Jamelia Harris, University of Oxford, UK, Advisor: Christopher Adam
- Alvaro Chacon, Pontificia Universidad Católica, Chile, Advisor: Tomas Reyes

“Once again I would like to thank IAREP for the conference fee waiver award. This was my first academic conference and was very valuable for me. The Early Career Workshop was an excellent start to the week. I received valuable feedback on my work so far, and met other doctoral students who made the rest of the week that much more enjoyable. I also received valuable feedback during

the poster session from a number of people, and I had interesting and helpful conversations with the presenters on either side of me who had similar interests. Dr. Lusardi's keynote presentation helped clarify some of the questions I will use during the data collection stage of my research, and I also noted a number of helpful references which I hadn't read yet. Other presentations provided further ideas and references, especially Dr. Maison's work. We spoke after and she provided me with advice, feedback, and sent me a chapter of her book. In all, the conference was both enjoyable and productive. It certainly exceeded my expectations and I achieved my goals that I laid out for myself prior to the conference.”

“I presented a paper in the Labor Markets sessions of the first set of parallel sessions. My presentation was well-received, and some interesting questions were posed. Some of which will be incorporated into an updated version of the paper. My research primarily sits in the field of International Development/Development Economics. Hence it was interesting to attend sessions that are more focused on measurement of latent traits, and to get more insight on how current research has tried to improve the validity and reliability in measuring psychological constructs which are often used in development economics. I also enjoyed the many social events organized by the conference team, and the opportunity to meet a vast selection of people who work in behavioral economics and experimental methods from all over the world. All in all, the trip was very useful and productive, and was greatly assisted by the financial support from the PhD fee waiver award. I am now able to update the paper post-conference; and progress to the third and final empirical chapter of my thesis.”

“Attending the IAREP/SABE 2019 conference was a professionally rewarding experience. I want to congratulate the organizers for every detail. First of all, the venue was a great choice. Croke Park has excellent rooms, and the view of the field was breathtaking. I enjoyed a lot the keynote lectures, particularly the one on financial literacy given by Professor Lusardi. For me, a highlight of the event was attending the SABE early career researcher workshop, held on the first day. Sharing with other researchers that are in a similar stage than mine, and also receiving quality advice from experienced professors in our research topics, was very useful. I enjoyed socializing with colleagues from other institutions during those days: the gala dinner and the boat trip were excellent moments to have fun and meet other researchers. Definitely, I really liked attending the conference, and I appreciate the effort done by IAREP and SABE coordination committee. Thank you very much, and I hope to participate in another conference soon.”

## **12. Report about Joint IAREP/EADM/TIBER Workshop: Determinants and Consequences of Poverty**

By Marcel Zeelenberg, Seger Breugelmans, and Christoph Kogler

On Thursday 31 January 2019, we organized an IAREP and EADM co-sponsored workshop on the topic of determinants and consequences of poverty at Tilburg University. The workshop had the intention to bring together different theoretical and practical perspectives on poverty and decision-making. Speakers from different universities and disciplines as well as from organizations with a focus on application of theoretical knowledge presented their research and insights. We welcomed approximately 50 participants from many different countries (e.g., China, Germany, Turkey, France, UK) and with different backgrounds (e.g., academics from economics, psychology, sociology, marketing; working in the public sector such as policy advisors of the

municipality of Tilburg, researchers from the NIBUD - the National Institute for Family Finance Information and from the AFM - The Dutch Authority for the Financial Markets). The workshop was held in the newly renovated Portrait Room of Tilburg University. Thanks to the funding of IAREP and EADM we were able to offer participation in the workshop without any conference fee.

As the first speaker, Patricio Dalton (Department of Economics, Tilburg University) shared his insights on psychological poverty traps with the audience. Next, Mirre Stallen (Amsterdam University of Applied Sciences) presented an online tool to support debt assistance. Goedele Krekels from IESEG School of Management in Paris then informed about her research on a potential link between childhood poverty and dispositional greed. In the following, Wilco van Dijk (Social & Organizational Psychology, Leiden University) revealed very interesting results of his research on scarcity and decision making. The workshop continued with an inspiring talk by Caroline Dewilde from the Department of Sociology at Tilburg University who presented alarming data on poverty and the access to welfare benefits across Europe. The final speaker was Arnoud Plantinga from the Dutch Authority for the Financial Markets who presented insights from empirical studies on causes and consequences of financial shame.

Altogether, we were successful in providing participants with economic, psychological, sociological, and practical perspectives and in facilitating the dialogue between theoretical and practical research on poverty. During the coffee breaks and at the closing drinks reception, participants, speakers and the organizers had ample opportunities to discuss the findings presented and this fostered new collaboration and research.

### **13. Report about Report about IAREP-sponsored workshop: Pre-conference at the Society for Judgment and Decision-Making annual conference, Montreal, Canada**

By Oliver Hauser and Jon Jachimowicz

On November 14th and 15th, 2019, 30 graduate students, post-docs, and assistant professors came to Montreal for a workshop just before SJDM that focused on inequality. The workshop took an unconventional “unconference” format, where traditional keynotes (by Anandi Mani & Alexander Cappelen), panel speakers and junior flash talks occurred alongside hands-on working sessions, including one where all attendees worked together collaboratively on a review paper assessing the various measures of perceived economic inequality, as well as a pre-registration session for a large-scale company dataset. Through this collaborative environment, participants worked together and kick-started several collaborations. More importantly, participants by working together got to know each other better, learned from each other, and continue to build an interdisciplinary community exploring inequality from a number of different perspectives. The success of the workshop can be measured by its impact, with several papers now being written as a direct result of the collaborations that kicked off at the workshop. We are very grateful for the support of IAREP without which we would not have been able to put this workshop together.

#### **14. Report about IAREP-sponsored workshop: How effective charity-company collaborations are created and why people donate to nonprofit organizations**

By Marijke C. Leliveld, Jan Schmitz and Daniel Västfjäll

We look back to a very successful workshop on cause-marketing and charity donations, which took place on November 8, 2019 in Groningen, the Netherlands. Companies and charities often collaborate in an effort to engage in corporate responsibility (company) and to have an increase in donations (charity). To understand how these collaborations work best for both the company as well as the charity it is necessary to better understand the motivations of people to buy at CM investing companies, but also why people engage in moral behavior like donating to charities in the first place.

These questions are studied in the field of psychology, marketing, as well as behavioral economics. Each of these disciplines take their own perspectives and use their own methods, yet the topic of research is the same. The aim of the workshop was therefore to bring together scholars and practitioners working on these topics. We received a workshop grant from IAREP, as well as financial support of the Centre for PPE, University Groningen. This enabled us to have six international speakers from all disciplines, as well as to award three travel bursaries for PhD students. As such, Jo Cutler (University of Sussex), Martina Vacondio (University of Klagenfurt), and Julian Harke (WZB Berlin) could pitch their research during the poster session.

Around 30 people attended the workshop, all with different backgrounds. Moreover, not only scholars attended the workshop, but also fundraising practitioners. Overall, our aim to bring together people working on cause marketing and charity donations was fully met, and speakers and attendees were very positive about the day.

“The workshop was a great opportunity to learn about how different disciplines study giving behavior, both from the perspective of the charities, as well as the donors or consumers. It is truly inspiring that there are so many researchers who care about increasing the amount of donations, and consequently, about making the world a better place.” Marta K. Wronska, University of Groningen

Given the enthusiasm of the speakers and attendees, we are looking into possibilities to organize such an event again in the future. On behalf of the organizers: Marijke Leliveld [m.c.leliveld@rug.nl](mailto:m.c.leliveld@rug.nl).

#### **15. Report about IAREP-sponsored summer school: The Human Aspects of Cyber-crime and Online Fraud**

By Edward Cartwright and Jason Nurse

In July we held a summer school on the economic psychology of cyber-security with financial support from IAREP. Fraud and cyber-crime are a threat to modern society that is only going to grow as we embrace and increasingly rely on digital technology. Most examples of cyber-crime result from a combination of social engineering and human ‘vulnerability’. In short, criminals use a range of techniques, from intimidation to friendliness, in order to engage with, and ‘game’ victims, ultimately for the purpose of defrauding them. These techniques are arguably best

understood through the lens of psychology. But we should also recognise that the manipulation revolves around money and so behavioural economics and the economics of crime can provide important additional insight. While there is a burgeoning literature on cyber-psychology there is relatively little work on the interplay between economics, psychology and cyber-crime. This summer school had the intention of exposing junior researchers to the background knowledge they would need to work in this area. In doing so it can help to build a cross-disciplinary network of collaboration and stimulate future research in this area.

The three-day summer school included sessions on: (a) understanding cyber-crime, social engineering (phishing, smishing, vishing) and fraud by Jason R.C. Nurse (School of Computing University of Kent), (b) the profiling of cyber criminals, by Maria Bada (Cambridge Cybercrime Centre, University of Cambridge), (c) from the front lines: A law enforcement perspective by Aimee Payne (Cyber Protect and Prevent Officer for Kent Police), (d) are cyber-criminals psychologists by Jason R.C. Nurse, (e) the psychology behind (in)secure behaviour in the workplace, by Emma Williams (School of Psychological Science, University of Bristol) (f) £27 billion or £1.2 million: Measuring the costs of cyber-crime and fraud in the UK, by Edward Cartwright (Department of Economics and Marketing, De Montfort University), (g) to pay or not: The economics and game theory behind ransomware and crimes of extortion, by Anna Cartwright (Department of Accounting, Finance and Economics, Coventry University). Workshop attendees were also given chance to discuss and obtain feedback on their own research projects.

The workshop was attended by around 30 participants, including PhD students from economics, psychology and computer science as well as civil servants and cyber professionals. The funding from IAREP allowed us to support the travel and accommodation expenses of a number of PhD students. The summer school was also sponsored by the Institute for Applied Economics and Social Value (De Montfort University) and the Kent Interdisciplinary Research Centre in Cyber Security (University of Kent). For more details please contact Edward Cartwright ([edward.cartwright@dmu.ac.uk](mailto:edward.cartwright@dmu.ac.uk)).

## **16. Report about IAREP-sponsored workshop: 1st ECMCRC Summer School on Behavioral and Neuroscientific research for Economics and Finance, Dublin, Ireland**

By Pierangelo Rosati, Lisa Van der Werff, Riccardo Palumbo

The 1st ECMCRC Summer School on Behavioral and Neuroscientific research for Economics and Finance was hosted by DCU Business School from July 1 to July 4, 2019. The attendees of this first had the opportunity to engage with academics coming from the three different continents and to learn from them the key theories, instruments and techniques currently used to undertake high-impact behavioral and neuroscientific research projects in the fields of economics and finance. The last days of the Summer School was dedicated to a Paper-a-Thon, a practical group sessions aiming at developing a complete research proposal to be presented to a panel of academics.

The Summer School was kindly supported by IAREP and given the success of this first edition, a second edition has been scheduled already for July 2020. More information will be released shortly on the [ECMCRC Website](http://www.ecmcr.org), see <http://www.ecmcr.org>.



## 17. IAREP Membership Renewals

By Agata Gaşiorowska

Attendance at IAREP conferences includes IAREP membership for the following year. Delegates who attended the London conference were therefore members for 2019, and those who attended conference in Dublin are members for 2020. If a member does not attend two consecutive conferences need to contact Agata ([agasiorowska@swps.edu.pl](mailto:agasiorowska@swps.edu.pl)) to renew their membership.

## 18. IAREP Contact Information

To become a member of IAREP and receive this newsletter twice per year, please contact Agata Gaşiorowska, Honorary Treasurer, SWPS Uniwersytet, [agasiorowska@swps.edu.pl](mailto:agasiorowska@swps.edu.pl) or visit our membership website: <http://iarep.org/index.php/membership>

This newsletter was edited by Căzilia Loibl. Feedback is always welcome: [loibl.3@osu.edu](mailto:loibl.3@osu.edu)  
Current and past newsletters are on the web, see: <http://www.iarep.org/>

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