



# IAREP

International Association  
for Research in Economic Psychology

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

## Spring 2019 IAREP Newsletter

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Date: June 6, 2019

## **1. From the IAREP Managing Committee**

### **Letter from the IAREP President**

By Rob Ranyard

Dear IAREP members:

In our last newsletter (Fall, 2018) we reported an anticipated change in editorship of IAREP's journal, the Journal of Economic Psychology, published by Elsevier. However, after the proposed editors withdrew their application, we were delighted that Prof. Carlos Alos-Ferrer of the University of Zurich accepted the post of Co-Editor-in-Chief from 1<sup>st</sup> January, 2019 initially for a four-year period. As you may know, we subsequently issued a call for a second Co-Editor-in-Chief, a psychologist to complement Carlos's expertise grounded in economics. We are equally delighted that, as reported below, Prof. Eldad Yechiam of the Israel Institute of Technology has accepted the position from 1<sup>st</sup> July, 2019. We wish both editors well in their new roles, and look forward to reading their vision for the future of the journal in their forthcoming editorial.

As well as the above, we are looking forward to this year's IAREP-SABE conference in Dublin in September. The program that has been assembled by Liam Delaney's local organizers and the Scientific Committee includes some excellent keynote presentations, including the Kahneman Lecture to be delivered by Annamaria Lusardi, and a lively social program. We are very pleased that so many of you will be joining us in Dublin.

Thanks for everyone who submitted proposals to our calls for workshops and summer schools in the previous newsletter. As usual, we had several excellent proposals, and we funded as many as our funds would allow. We wish the organizers of our sponsored workshops and summer schools good luck with their events, and look forward to their reports in our next newsletter.

Finally, I would like to draw your attention to the call to organize future conferences for IAREP, especially for 2021. We would like to receive responses by the date mentioned in the call so that we can discuss them at the General Assembly to be held during the Dublin conference.

### **Call for Nominations for IAREP Managing Committee**

By Rob Ranyard

Elections for three positions in the IAREP Board, President Elect, Honorary Secretary, and Honorary Treasurer, will take place this year.

The President Elect serves for one year in that role before taking the role of President for two years and Past President in the following year. The current Past President, Erik Hoelzl, retires from the role this year.

The Honorary Secretary and Honorary Treasurer serve for two years with the possibility of reappointment. The current Honorary Treasurer, Agata Gąsiorowska, and the current Honorary Secretary, Căzilia Loibl, are willing to continue in their roles.

The call for nominations for all elected positions is now open and will be closed June 30, 2019. Nominators are asked to provide a brief statement explaining why they are nominating an individual or themselves for an elected position. Nominations should be sent by email to Căzilia Loibl (loibl.3@osu.edu) by June 30th. Self-nominations or the nomination of another person are possible. In line with IAREP Rules, nominees must be members of the Association and nominations must be seconded by one other member of the Association.

### **IAREP Membership Renewals**

By Agata Gaşiorowska

Attendance at IAREP conferences includes IAREP membership for the following year. Delegates who attended Tel Aviv conference were therefore members for 2018, and those who attended conference in London are members for 2019. If a member does not attend two consecutive conferences they need to renew their membership by direct subscription, otherwise it will lapse.

Therefore, members who attended Wageningen Conference in 2016 and did not attend London or Tel Aviv will have to make a payment of 45 Euros or 40.00 GBP for their membership to continue. We will also issue a general reminder via the IAREP mailing list.

Members who are not in good standing are requested to contact Agata (agasiorska@swps.edu.pl), otherwise it will be assumed that they no longer consider themselves IAREP members.

## **2. IAREP Annual Conferences**

### **2019 annual IAREP conference in Dublin, Ireland**

By Liam Delany

The 2019 IAREP conference will be organized by Liam Delany of University College Dublin, Ireland. The dates are Sunday, September 1 to Wednesday, September 4, 2019. The Kahneman lecture will be held by Annamaria Lusardi. For more information, visit <https://iarep.ucd.ie/>

Please consider submitting to the conference competitions. For detailed information, see: <https://iarep.ucd.ie/awards/>

--Best Ph.D. Student Paper Award, deadline July 15, 2019

--Journal of Economic Psychology (JOEP) 2018 Paper Award, deadline July 1, 2019

### **2020 annual IAREP conference in Kristiansand, Norway**

By Ellen Nyhus

The 2020 IAREP conference will be organized by Ellen Nyhus of the University of Agder in Kristiansand, Norway. Exactly 25 years after the IAREP conference in Bergen, the dates are set for Thursday, June 11 to Sunday, June 14, 2020.

### **Request for nominations for conference location in 2021**

By Cäzilia Loibl

The IAREP managing committee requests submissions from individuals who are interested in organizing the IAREP conference in 2021. If you are interested, please email IAREP president Rob Ranyard by August 15<sup>th</sup> about the proposed location and dates in 2021 ([R.Ranyard@leeds.ac.uk](mailto:R.Ranyard@leeds.ac.uk)).

### **3. Journal of Economic Psychology**

#### **Second Co-Editor-in-Chief for Journal of Economic Psychology**

By Erik Hoelzl

A Search Committee was tasked to recommend a second Co-Editor-in-Chief to work alongside Carlos Alós-Ferrer on the Journal of Economic Psychology. The Search Committee consisted of Barbara Summers (Leeds University Business School, UK), Ellen Nyhus (University of Agder, Norway), Erich Kirchler (University of Vienna, Austria), Gerrit Antonides (University of Wageningen, Netherlands), and Erik Hoelzl (University of Cologne, Germany). We published a Call for Applications on the website and distributed it through various channels. We reviewed the applications received, evaluated them according to the criteria described in the Call, and made recommendations to the Managing Committee. As a result, Eldad Yechiam (Technion - Israel Institute of Technology) will be appointed Co-Editor-in-Chief for the Journal of Economic Psychology with a planned starting date of July 1, 2019.

#### **Journal of Economic Psychology: A final report and farewell from the former editors**

By Martin Kocher & Stefan Schulz-Hardt

In October 2014, we took over as the editors-in-chief of the Journal of Economic Psychology. Three years later and, thus, roughly two years before the official end of our five-years-term, we stepped down from these editorial positions. In the following, we would like to give a short final report about how the journal has developed over the course of our editorial term, and briefly explain why we stepped down.

In general, JOEP has developed well over the last three years. The number of submissions has increased by almost 30 percent since we took over. Despite this increase, the turnaround times have remained fairly stable. The impact factor has improved compared to 2015, but given the lag in measurement of the impact factor, this result has to be credited first and foremost to our predecessors, Erik Hölzl and Erich Kirchler. Importantly, the more stable five-year impact factor is on the rise, and citation half-life, a measure for persistence in citations of articles over time, has improved as well. All of this is a consequence of authors submitting better papers to JOEP, and in particular a merit of our associate and guest editors as well as our reviewers, who have worked very hard to improve papers in the review process. We want to take the opportunity to thank them for their great service. It was a pleasure to work with all of you, and we experienced much fewer conflict situations than expected when taking over.

About three and a half years ago, when we wrote our JOEP editorial with our “mission statement” for our beginning editorial term, we pointed out that the biggest challenge for the journal (as for many of our competitor journals) would be the replication crisis that plagues our fields. To deal with this challenge, we have, over the course of the last three years, implemented the “transparency and openness promotion (TOP) guidelines” (for more information, see <https://cos.io/top/>), which the Journal of Economic Psychology has officially signed in 2017. Among others, this implies that authors have to make their data, their materials, and their analytical code publicly available once their paper gets accepted. They also have to state in writing that they have reported all experimental conditions (in case the paper is experimental) and disclosed all dependent variables, or they have to outline in the cover letter why they left out some of them. Whereas the former should facilitate the re-analysis of published data and the replication of published studies, the latter should make authors aware of the fact that selective reporting is a malpractice. At the same time, we have also intensified the methodological pre-screening of papers, with a particular emphasis on the robustness of the main results reported in a study. As a consequence, we have often desk-rejected papers where the reported effects were in danger of being spurious, or we have sent back papers to authors with requests for additional analyses clarifying the robustness of the effects, before we would assign these papers to a handling editor. We feel that these measures have helped and continue to help positioning the Journal of Economic Psychology as a scientific outlet that can be trusted.

In line with the TOP guidelines, we have also explicitly encouraged authors to submit replication studies to JOEP. However, in spite of this, the submissions of replication studies remained relatively rare events. Therefore, when Elsevier launched a larger replication series project for their journals in 2017, we took the opportunity to participate in this project and announced a “special” special issue (on top of the two regular ones starting in that year) on replications in economic psychology and experimental economics, to be published in 2019. With Thomas Schultze, Andreas Mojzisch, Jürgen Huber and Michael Kirchler (two psychologists and two economists), we found four excellent guest editors for this special issue who also brought an important innovation to the editorial processes at JOEP: For the first time, authors also had the opportunity to submit registered reports to JOEP, that is, to submit a relatively brief paper that contains the theoretical background and rationale as well the intended design and the planned analysis for a study. Based on this outline, an editorial decision is being made, which means that the editorial decision then does not depend on the particular results that are obtained later. On top of that, this special issue was also the first JOEP issue that explicitly encouraged the submission of preregistered research (independent of whether or not the paper is a registered report). We feel that such elements substantially expand JOEP’s opportunities and set an example, particularly with regard to facing the challenges from the replication crisis.

Our commitment to the principles of open and transparent science not only guided the above-mentioned changes to the JOEP’s editorial policy; it was also the reason for why we decided to step down from our editorial positions at the end of 2018, a bit more than 1½ years before the end of our term. Since 2016, a consortium of over 200 German universities and research institutions, called DEAL, negotiated with the major scientific publishers over nationwide licensing contracts for their journal portfolios on the basis of open access. While negotiations with Wiley and Springer were successful or were on a successful trajectory (in the meantime, a contract with Wiley has been signed, and an agreement with Springer is close to being finalized), Elsevier stuck to demands

that were unacceptable for the universities and research institutions. As a consequence, the negotiations came into an impasse. Given that our (former) employers were directly affected and there was no perspective for an agreement soon, we felt that, at this stage, we could no longer serve as editors for an Elsevier journal and, at least indirectly, support a business policy that puts our (former) home universities under pressure (for more details, see [https://www.psych.uni-goettingen.de/en/ecosop/elsevier?set\\_language=en](https://www.psych.uni-goettingen.de/en/ecosop/elsevier?set_language=en)). Between the two of us, we had already agreed earlier that, depending on the progress and our assessment of it, we would take a joint decision. Therefore, in June 2018, we informed IAREP and Elsevier that we wanted to step down from our editorial positions, as soon as IAREP would have arranged our succession in an orderly way, but no later than December 31st. With Carlos Alós-Ferrer, IAREP has found an excellent new editor-in-chief, and we wish him and his team of associate editors the best of luck for their editorial terms. We tried our best to handover the journal in order and worked together with Carlos in the transition phase. Once more, we would like to thank everybody at IAREP and all authors for the trust that you have put in us, and we hope that you understand our decision.

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

By Cäzilia 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 Cäzilia Loibl ([loibl.3@osu.edu](mailto:loibl.3@osu.edu)).

## **4. Announcements**

### **Call for Papers: Special Issue “Sharing Economy and the Issue of (Dis)Trust” in Frontiers in Psychology**

By Eva Hofmann, Barbara Hartl & Ann-Marie Nienaber

In the sharing economy consumers have rather access to a good than actually owning it. Thus, they started sharing goods such as cars and rooms. This is a new trend that was driven by the rapid development of technology. Within consumer psychology, (dis)trust has been identified as important factor stimulating/hindering participation in the sharing economy, meaning that consumers make themselves vulnerable towards different actors in the sharing economy. There is a lack of research on trust towards the different actors of the sharing economy (owner of a shared good, intermediating platforms, other shared goods' users) in the digital age, and also a lack of research on distrust in general. With the current Research Topic, we welcome theoretical and empirical manuscripts addressing this research gap of trust and distrust in the sharing economy.

For more information and submission: <https://www.frontiersin.org/research-topics/10261/sharing-economy-and-the-issue-of-distrust>

Submission deadlines: 30 August 2019 for the abstract (optional), 6 January 2019 for the manuscript.

**Call for Expressions of Interest: A Book of Behavioral Economics Research authored and edited by Women.**

By Roger Frantz, San Diego State University

Routledge Advances in Behavioral Economics and Finance wants to publish a book of original research in any aspect of behavioral Economics, authored by women. We are also interested in having a female behavioral economist edit the volume. If you are interested in either authoring a paper and/or editing the volume then please contact: Professor Roger Frantz; Editor, Routledge Advances in Behavioral Economics and Finance; rfrantz@sdsu.edu.

**Call for Special Issue: Behavioral and Neuroeconomics in Organizations, Households, and Everywhere Else.**

By Roger Frantz, San Diego State University

The Journal of Behavioral Economics for Policy (JBEP) wants to public a special issue on Behavioral and Neuroeconomics in Organizations, Households, and Everywhere Else. If you are interested in submitting a paper please contact Prof. Roger Frantz, Special Issues Editor, JBEP, at rfrantz@sdsu.edu.

**Announcement of 2020 AP-ESA Conference in Beijing and Inauguration of China Behavioral and Experimental Economics Forum**

By Xianghong Shirley Wang, Renmin University of China

In 2020, the Asia-Pacific meeting of the Economic Science Association will be hosted by the School of Economics at Renmin University of China, in combination with the second ChinaBEEF, on February 22, 2020. We have confirmed with Professor George Loewenstein from Carnegie Mellon University as a keynote speaker. We will be excited to welcome you in Beijing.

We are very proud to announce that the 1st China Behavioral and Experimental Economics Forum (ChinaBEEF) was held at the Zhejiang University of Finance and Economics on 14 April 2019. More than 260 researchers and experts from universities inside and outside China attended the forum. Zhang Yongshan, the president of Economic Research Journal (in Chinese), hosted the morning plenary session. Three professors gave the keynote speeches. Du Ninghua from Shanghai University of Finance and Economics spoke on “Behavioral Contract Design”. Wang Xianghong from Renmin University of China talked about “Relative Income in Behavioral Economics”. Ye Hang Zhejiang University of Finance and Economics gave a speech on “Theory Construction: The Mission of Behavioral Economics”. In the afternoon, there were 11 parallel sessions. The participants presented studies on individual decision-making, behavioral games, market design experiments, field experiments, behavioral finance, and other topics.

This forum was first initiated by scholars from seven universities in China and it aims to build a platform for academic exchanges between researchers in China in the areas of behavioral and experimental economics and promote cross-country exchanges of scholars.

**Call for Applications: 1st ECMCRC Summer School on Behavioral and Neuroscientific Research for Economics and Finance**

By Pierangelo Rosati, Dublin City University

The European Capital Markets CRC is proud to announce the 1st ECMCRC Summer School on Behavioral and Neuroscientific Research for Economics and Finance. The Summer School aims to offer students the opportunity to acquire both theoretical and practical knowledge of the key theories, instruments and techniques currently used to undertake high-impact behavioral and neuroscientific research projects in the fields of economics and finance. This Summer School has been explicitly designed to attract and create practical value for Ph.D. students and post-doctoral researchers, and to seed future research collaborations among participants. Hands-on sessions focusing on the use of neurobiofeedback, eye tracking and data analytics will follow more theoretical lectures which will provide attendees with a grounding in behavioral economics and finance, experimental economics and neuroeconomics. Each day of the Summer School will conclude with a short keynote presentation aiming to provide examples of industry applications of behavioral research and advice on how to design and publish high-impact research and establish and manage an academic career. The event has been kindly supported by IAREP and by DCU Business School.

WHEN: July 1-4, 2019

WHERE: DCU Business School, Dublin City University, Ireland

WEBSITE: <https://iidb.ie/ecmcrc-summer-school-on-behavioral-and-neuroscientific-research/>

**Invitation to Pre-register: Trust Professional Development Workshop at Academy of Management**

By Oliver Schilke, The University of Arizona

We invite you to attend the 7th AOM Professional Development Workshop (PDW) on "Trust between Individuals and Organizations." Please find the details below or at <https://aom.org/meetings/sess2019.asp?id=11054>

Scheduled: Saturday, Aug 10 2019, 11:30AM - 1:30PM at Boston Hynes Convention Center

Organizers: Bart De Jong, Oliver Schilke

Panelists: Darcy Fudge Kamal, Ranjay Gulati, M Audrey Korsgaard

Facilitators: Laura Huang, Dejun Kong, Tony Simons, Stefan Thau, Libby Leann Weber

The workshop consists of three segments:

(1) Panel discussion. This year's focal topic is "conceptual extensions of trust;"

(2) Roundtable discussions around trust;

(3) Paper development workshop (optional). The facilitators provide in-depth feedback on work-in-progress trust research previously submitted by workshop participants. These papers should be in an advanced developmental stage, targeted at a scholarly management journal, and no more than 40 double-spaced pages in length.

Note that pre-registration is a requirement for participating in this PDW. To pre-register, please go to <https://tinyurl.com/2019trustpdw> and enter in the requested information, including whether you wish to only participate in the first two segments, or also in the third (paper development) segment.



The latter will require you to upload a paper of your project-in-progress. Make sure you pre-register for the PDW no later than July 27, 2019.

### **Review of 1st Annual Meeting of Economic Psychology Division of Chinese Psychological Society**

By Jieyu Lv and Ziqiang Xin, Central University of Finance and Economics, Beijing, China

The 1st Annual Meeting of Economic Psychology Division of Chinese Psychological Society took place from May 17-19, 2019. Presentations addressed economic psychology in China, individuals' economic behaviors, marketing and consumer psychology, finance and investment psychology, economic decision making, nudges and other relevant research. It was a meeting of scholars who are interested in the intersection of psychology and economics, which attracted about 150 researchers from more than 30 institutions. The five invited keynote speakers were Shu Li (Chinese Academic of Sciences), Kaiping Peng (Tsinghua University), Jin Luo (Capital Normal University), Peter Dong Wong (Visa) and Ziqiang Xin (Central University of Finance and Economics). Other prominent speakers were Qinghua He (Southwest University), Xianjun She (CCTV), Jiangqun Liao (Tsinghua University), Yiwen Wang (Fuzhou University) and Shenghua Luan (Chinese Academic of Sciences). The meeting was chaired by professor Ziqiang Xin with the goal to establish an official platform for researchers working on economic psychology-related topics in China. Knowledge exchanges concerning psychological mechanism of economic behaviors, drawing public attention to economic psychology, and ideas to promote establishment and development of an economic psychology discipline in China were discussed. For details, see <http://ssp.cufe.edu.cn/info/1066/4836.htm> (in Chinese).

For queries, please contact Dr. Jieyu Lv ([lvjieyu515@cufe.edu.cn](mailto:lvjieyu515@cufe.edu.cn)) at the Central University of Finance and Economics

## **5. IAREP Contact Information**

To become a member of IAREP and receive this newsletter twice per year, please contact Agata Gaşiorowska, Honorary Treasurer, SWPS Uniwersytet, [agasiorska@swps.edu.pl](mailto:agasiorska@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/>

The IAREP managing committee:

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