



IAREP

International Association
for Research in Economic Psychology

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

Spring 2023 IAREP Newsletter

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Date: April 22th, 2023

1. Letter from the IAREP President

By Vera Rita de Mello Ferreira

Hello, fellow IAREPians!

We are now close to our annual conference, the IAREP-SABE 47th International Conference, to take place on June 07-10, in Nice, at Université Côte d'Azur. There are amazing keynote speakers, and there have been hundreds of submissions, so it promises to be a super conference! If you haven't done it yet, please take a look at the website - <https://iarepsabe2023.sciencesconf.org/resource/page/id/7> And we thank the organizers who have been working hard to make it happen – a big thank you to Agnès Festre, Giuseppe Attanasi, Michela Chessa and the whole team!

Then, along with all the attendees, IAREP should be also getting new members and we look forward to welcoming them, thus making our area even stronger.

We are also about to have elections for the new President Elect. This year there are two candidates, Agata Gasiorowska and Ofer Azar. You will be able to learn more about each of them later on in a dedicated email. But beware of the deadlines, please, as we will have a shorter period of time for voting, because we are trying to include the new members who are now joining in through the conference as well.

There will be voting for the Digital Marketing Specialist position too, currently occupied by Serena Iacobucci, who has been doing a great job for over a year. With this position (originally devised by Past President Gerrit Antonides), IAREP has more fully entered the digital era – which was sort of long overdue...

Speaking of that, we now have our own YouTube channel, which can be found here – <https://www.youtube.com/@iarep1982> – and where you may already watch all the very interesting IAREP seminars that have been taking place since January this year. If you register, you will not risk missing any of the incoming videos! Of course, this is another registration we strongly advise all to make, so you can watch the next seminars live, and interact with the excellent invited researchers - <https://sites.google.com/view/economicpsychologyseminars?pli=1>

Also, Gerrit and Serena will continue the strategy discussion following the Mission, Vision, Goals & Strategies that they have been leading since 2021 (you can check it here – <https://www.iarep.org/index.php/association/mission-vision-and-goals>). And we all thank Gerrit for a fine detailed road map to help conference organizers to get started and/or check their arrangements for a IAREP conference – it is a brilliant tool for those involved in this hard task. Gerrit, by the way, is stepping down as Past President at the conference, so we wish to greatly acknowledge all his excellent contributions over the past few years. Your experience, generosity and wisdom will be certainly missed at the Management Committee and all IAREP, Gerrit!

Our thanks go also to Carlos Alós-Ferrer and Eldad Yechiam, co-editors of the *Journal of Economic Psychology*, who have been doing a great job and making the Journal reach new levels of excellency – along with all the many high quality contributions, of course!

And we have some news about the IAREP Honorary Members, that we expect to bring you formally at the General Assembly during the conference. Again after Gerrit's nudging us sort of repeatedly (just sort of kidding...), we have set up an informal committee with Stephen Lea and Fred van Raaij, who are not only senior but also, as of last year, Honorary Members themselves, plus myself (after all, I have studied the history of economic psychology and, to a certain extent, of the association too for my Ph.D...) to try and settle whatever has remained uncertain about this issue.

Then one last word about a new option for becoming a member, if you come from middle-to-low-income countries – there is a lower fee (15 euros) for those who apply from such countries, hoping to further diversify our membership base, which could make our discipline ever more relevant. Along the same direction, we have decided to partially fund again a workshop primarily dedicated to African students and practitioners, taking place in Kenia, at the Busara Center, where they have been applying behavioural science for some years now (more information here - <https://busaracenter.org/>).

So look out for all these exciting things happening in our Association and we do hope to see you all in Nice next June!

Vera Rita de Mello Ferreira
IAREP President

2. Letter from former President

By Gerrit Antonides

Dear colleagues and friends,

It was a pleasure serving IAREP on the Executive Committee for the last four years, and as President in the middle two years. Although the circumstances were not favorable, due to the COVID-19 pandemic, IAREP has fared well. We have had one year without our annual conference in 2020, one online conference together with SABE in 2021, and one IAREP-only conference in Kristiansand, Norway, in 2022. This year, we have a joint conference with SABE in Nice. Anyone who wishes to organize an IAREP conference may benefit from the conference roadmap that we constructed, based on previous conferences.

The Executive Committee has decided to suggest a new position for a digital marketing specialist. The position was approved at the General Assembly meeting in Kristiansand, and since fulfilled by Serena Iacobucci. As a result, IAREP's presence at Twitter, Instagram, and LinkedIn has increased a lot.

Also, in close discussion with a group of senior IAREP members, Serena and I have developed a Mission and Vision for IAREP (see the IAREP.org website), to be followed by a strategy in the near future.

Thanks to the hard work of the editors of the Journal of Economic Psychology, the impact of the journal has increased to 3.0 in 2022.

Furthermore, a high-profile online seminar series has been started by Carlos Alós-Ferrer and Leonhard Lades.

I believe all these activities show that IAREP is alive and innovating. I trust the Executive Committee will pursue the current development of IAREP and take further initiatives. I also would like to thank the Executive Committee members for the nice and productive cooperation in the past few years. Finally, I hope to attend future IAREP conferences for as long as possible as a regular member.

Gerrit Antonides

3. SABE-IAREP conference in Nice, France, 7th to 10th June 2023

By Eva Hofmann

The SABE-IAREP conference will take place at the Graduate School EUR ELMI of Université Côte d'Azur in **Nice, France**, June 7-10, 2023. This conference is an interdisciplinary meeting point of scholars who are interested in the intersection of economics and psychology, as well as sociology, anthropology, neuroscience, and biology. Scholars from economic psychology, behavioral economics, judgement and decision making, and related fields, are invited to participate in the conference.

For updated information, please check the conference website:

<https://iarepsabe2023.sciencesconf.org>

Invited keynote speakers:

Keynote: **George Loewenstein** (Carnegie Mellon University;

<https://www.cmu.edu/dietrich/sds/people/faculty/george-loewenstein.html>)

Keynote: **Martin Dufwenberg** (University of Arizona & University of Gothenburg;

<https://eller.arizona.edu/people/martin-dufwenberg>)

IAREP Kahneman Lecture: **Dilip Soman** (University of Toronto;

<https://www.rotman.utoronto.ca/FacultyAndResearch/Faculty/FacultyBios/Soman>)

SABE Simon Lecture: **Eliana La Ferrara** (Harvard Kennedy School;

<https://www.hks.harvard.edu/faculty/eliana-la-ferrara>)

Venue: Université Côte d'Azur, Nice, France; more information is available on the conference website <https://iarepsabe2023.sciencesconf.org>.

Important dates

Late registration deadline: April 30th, 2023

Very late registration deadline: May 31st, 2023

Local organizing committee

GREDEG (UMR CNRS 7321) and Graduate School of Economics and Management of Université Côte d'Azur (ELMI), Université Côte d'Azur (UCA) iarepsabe2023@sciensesconf.org

4. Minutes of General Assembly 2022, Kristiansand, Norway

By Eva Hofmann

The meeting was held on 11 June 2022, from 4:20 to 5.45 pm (CET). A total of 19 persons attended. Chair was Gerrit Antonides.

- **Minutes GA June 2021** (by Gerrit Antonides)
The minutes were accepted as a true record of the meeting by all of the participants of the general assembly.
- **Treasurer's report** (by Leonhard Lades)

As of 08.06.2022 (before the conference in Kristiansand), the association's balance is 20,455.39 GBP. The income from 11.06.2021 to 08.06.2022 was 7,529.05 GBP and consisted of membership fees from the virtual conference, additional membership fees, support from Elsevier and compensation from the bank. The expenditures from 11.06.2021 to 08.06.2022 were 5,766.50 GBP and consisted of payments for prizes, gifts, workshops, and administration. Overall, IAREP made a surplus of 1,762.55 GBP. The treasurer's report is approved by all persons present at the general assembly.

It is proposed to introduce a reduced membership fee of 15 EUR for PhD students and researchers from lower-middle income countries (as defined by the World Bank) when not attending a conference. The fee for all other members should be 60 EUR. Fee income from the conferences is not subject to this change. All present IAREP members voted for the change of fee structure.

It is discussed that only members are allowed to send announcements via the e-mail list, and that only members are eligible to apply for funding from IAREP. All present IAREP members voted for this procedure.

- **Editors Report** (by Eldad Yechiam)

The Journal of Economic Psychology (JoEP) has not changed a lot; there were no changes in staff and no changes in the type of content.

Brief reports are well received by authors, there have been some submissions. Replication studies were submitted to the JoEP, but not many; JoEP has received only one replication study in 2022 so far.

For 2022 JoEP has received eight proposals for Special Issues and accepted three of them to be published. One of the Special Issue "Strategic behavior and bargaining process" was very successful with several submissions, another one "Biological Foundations of Economic Decision Making" received less submissions and for the third Special Issue "Cognition and Economic Behavior" the deadline is still open.

The number of submitted articles is slightly increasing (projected for 2022, 686 articles), and decisions are at a good pace (e.g., avg. time to desk-decision 1.4 weeks).;

News & Plans: Carlos Alós-Ferrer worked on the submission process

The impact factor of JoEP has increased to 2.04.

An analysis shows that special issues have similar or even more attention than regular issues, therefore it is important to publish Special Issues in JoEP.

More and more authors go for open access options, when publishing their papers in JoEP, so that the paper can be accessed by interested readers without payment.

JoEP's authors stem mainly from Europe, but also from the US and Asia.

Eldad Yechiam and Carlos Alós-Ferrer will work for JoEP as editors for two more years.

The members greatly appreciated their efforts.

- **Funding activities** (by Eva Hofmann)

The IAREP managing committee funded two workshops and summer schools in 2022 with roughly 1,500 Euro each.

1. **Busara Center for Behavioral Economics "Applying Behavioral Science and Open Science for Development"**

Topic: equipping policy practitioners and students from African universities behavioral science knowledge & introduce them to open science

Organizers: Joel Mumo, Busara Center

Location: Busara's headquarters in Nairobi, Kenya;

Dates: August 16th – 17th, 2022

Website: <http://busaracenter.org/>

2. **European Group of Process Tracing Studies (EGPROC)**

Topic: interdisciplinary meeting bringing together researchers who use process-tracing to better understand judgement and decision-making across different contexts

Organizers: Jan Hausfeld, University of Amsterdam; Dianna Amasino, University of Amsterdam; Carsten de Dreu, Leiden University; Jan Engelmann, University of Amsterdam; Alejandro Hirmas Frisius, University of Amsterdam

Location: University of Amsterdam, Netherlands

Dates: June 29th – July 1st 2022

Website: <http://egproc.org/>

- **Change of IAREP rules to introduce a position of a Digital Marketing Specialist** (by Gerrit Antonides)

Serena Jacobucci, Chieti University, has been helping with IAREP's social media issues since autumn 2021. As until now IAREP's managing committee has not included a respective position, IAREP rules need to be changed to acknowledge the position of a digital marketing specialist. The proposed change of rules was published in the IAREP Spring 2022 Newsletter.

All present IAREP members vote for the presented change of IAREP rules.

As the next IAREP elections will take place in 2023, the position of the Digital Marketing Specialist will be filled by Serena Jacobucci until these elections. No present IAREP member objected this procedure.

- **Honorary members** (by Gerrit Antonides)

It was problematic to find out who the current honorary members are. Nevertheless, Gerrit Antonides found out who they are. As 3% of IAREP members are allowed to be honorary members, there is room for more honorary members.

Two persons, very valuable to the IAREP community, are proposed to become new honorary members:

Stephen Lea (https://psychology.exeter.ac.uk/staff/profile/index.php?web_id=stephen_lea)

Fred van Raaij (<https://research.tilburguniversity.edu/en/persons/fred-van-raaij>)

All present IAREP member voted for Stephan Lea and Fred van Raaij to become IAREP honorary members

- **Future conferences in 2023 and thereafter** (by Gerrit Antonides, Morris Altman)

2023 the conference will be joint with SABE in Nice organized by Agnes Festre. The specific date will be announced soon.

For 2024 Morris Altman proposes to have the IAREP conference (probably jointly with SABE) at the University of Dundee. The university, the town Dundee and the conference program were presented. The conference will take place 19th-22th August 2024 at the University of Dundee. 200-300 delegates are expected. All present IAREP members approved to have the 2024 conference in Dundee.

- **Handing-over of presidency** (by Gerrit Antonides, Vera Rita de Mello Ferreira)

Vera Rita de Mello Ferreira is an active IAREP member from Brazil and regularly attending IAREP conferences. Gerrit Antonides hands over the presidency to her.

Fred van Raaij says a few words in honor of Gerrit Antonides.

Vera Rita de Mello Ferreira also thanks Gerrit Antonides.

- **Any other business**

There is no other business for discussion.

5. Election of IAREP President and Digital Media Specialist

By Eva Hofmann

IAREP members are going to elect a new President and a Digital Media Specialist (DMS) online at the end of May.

The IAREP President represents the Association and together with the Board is responsible for the general conduct of the matters of the Association. The President is elected for a two-year term and can be re-elected once. One year before the president's term ends, the General Assembly chooses a new president, who first serves a year as President Elect, then two years as President.

The DMS takes care of IAREP's YouTube channel, LinkedIn and Twitter account and other digital media and together with the Board is responsible for the general conduct of the matters of the Association. The DMS is elected for a four-year term and can be re-elected.

Before the election candidates were proposed by a member of the association and seconded by at least one other member of the Association. Two candidates apply to be president: Ofer Azar and Agata Gasiorowska. The information on candidates' work as well as the names of DMS candidates will be contained in an announcement via e-mail around the end of April / beginning of May.

All active IAREP members are eligible to vote; active members are persons who either attended the IAREP-SABE online conference in 2021 or the IAREP conference in Kristiansand 2022, registered for the conference in Nice 2023 before 1st May, or had become a member of IAREP via the IAREP website <https://www.iarep.org/index.php/membership> between 14th June 2022 and 30th April 2023. Every member has one vote for the election. The candidate who obtains the most votes will be elected; in case of a tied vote, the toss of a coin will be decisive. All ballots are secret.

Due to electronic voting, the General Assembly can only validly make a decision if at least one tenth of the individual members participate in the ballot. Thus, please await the respective e-mails (information on the candidates at the end of April/May, personalized link to the online ballot at the end of May) and take part in the election!

6. Global Economic Psychology Day

By Vera Rita de Mello Ferreira

Hi, IAREPians!

We have sent you this question earlier on through the IAREP-NET, and have received some [not at all many, unfortunately...] feedback on it. But we would still love to hear much more about it from you!

So, please, tell us what you think of the following idea:

One of our goals at IAREP has been to increase economic psychology's visibility – a great deal has been produced in the discipline, but it doesn't necessarily get across the way it could; one strategy I have seen used associated with other areas, to make them more visible, has been to create

an ‘international day’ dedicated to it – in our case, it would be, for instance, a ***Global Economic Psychology Day***

- This would mean setting a specific date (perhaps related to a historical fact), and those willing to join in would locally promote events / activities to draw attention to the area
- With booming online events, this might be easier to accomplish nowadays, but of course in person activities would be more than welcome as well
- Some examples might be: lectures, presentations of papers, research findings, invitations for future projects and collaborations, book launching, prizes/awards, addresses by local scientific, political, social authorities about our field etc.
- Afterwards, organizers would post directly on social media and/or send us reports, pictures, videos, comments, results, from the events, to be published in the following newsletter, circulate in IAREP-NET, posted in social media

Remember we now have the IAREP YouTube channel that can be used for this purpose too!

Local organizers would be responsible for planning and implementing the activities. It should not require high financial investment – likely, zero, in fact, as so much can be done digitally, or as part of regular activities. For instance, a lecture at the university, research centre, public institution etc., on economic psychology, by faculty or volunteer speaker, or a special publication launched on that date, information about findings then disclosed, or anticipating some article about to come out. And if the institution is willing to back larger events, such as a special symposium or workshop, even better! It might bring visibility to both economic psychology and the institution itself. The basic idea is to make the discipline better known to students, researchers, policymakers and the public in general.

So, the question now is (actually, ‘are’ – 3 questions):

- does this make sense to you?
- would you like to organize and/or have it happen in your country?
- do you believe such initiative might help further disseminate our area?

And since we are here, check this very interesting feedback too, from IAREP member Klaus Jaffe – “What about a repository of videos and games that can be used for teaching?” – and let us know what you think about it... (Spoiler alert: I love it, personally!)

Please, let us know what your views are – we will be very thankful!

You can send an email to president@iarep.org

7. New Digital Media Specialist of IAREP

By Serena Iacobucci

As Digital Media Specialist of IAREP, I have worked on IAREP's social media channels on Twitter, LinkedIn and YouTube.

Please, keep our conversation going:

On Twitter, where we have reached our first 500 followers: <https://twitter.com/IAREP1982>

On LinkedIn, where we have reached our first 400 followers: <https://www.linkedin.com/company/iarep/>

On YouTube, where our webinars have been re-watched more than a thousand times in total: <https://www.youtube.com/@iarep1982>

I have also taken part in developing the new IAREP Identity Statement, Vision, Mission, Strategy and Goals (in collaboration with Prof. Gerrit Antonides, Prof. Stephen Lea, Prof. Fred van Raaij; Prof. Ellen Nyhus; Prof. Carlos Alos-Ferrer; Prof. Vera Rita de Mello Ferreira; Prof. Liam Delaney and Prof. Erik Hölzl). This group was gathered from suggestions made by the Management Committee, and all participants were asked questions (arranged along the guidelines presented by James Collins and Jerry Porras in their book *Build to Last* (2002) and summed up in [their article](#) published in the Harvard Business Review). As moderators, together with Prof. Antonides, we performed a qualitative, structured content analysis on participants' answers - that were summarized in statements and categories, and then discussed in group sessions.

We are already working on the next steps: putting our Vision into action, with doable steps. This will be achieved in the next months by defining our Strategy - focusing on **OKRs**: "Objectives and Key Results" are a collaborative goal-setting methodology used by teams and individuals to set challenging, ambitious goals with measurable results. Through OKRs - we will track progress, create alignment, and encourage engagement around our measurable goals. You can take a look at our goals here: <https://www.iarep.org/index.php/association/mission-vision-and-goals>

I am confident that IAREP will continue to thrive and make significant contributions to the fields of economic psychology and behavioral economics - being both a physical and a digital meeting point for researchers, students, practitioners, policy-makers and the general public.

8. One IAREP-sponsored Workshop in 2023

By Eva Hofmann

IAREP is going to sponsor one workshop in 2023.

The workshop "Behavioral Science and Open Science in Development and Public Policy" is organized by the **Busara Center for Behavioral Economics** and will take place in Busara's headquarters office in Nairobi, Kenya, August 22nd – 24th, 2023. The workshop is open to policy practitioners and students from Kenyan and other African universities to equip them with behavioral science knowledge. For more information please contact the organizer Joel Mumo (joel.mumo@busaracenter.org).

9. New Book: Concise Introduction to Sustainable Consumption

By John Thøgersen

The **Concise Introduction to Sustainable Consumption**

By John Thøgersen, Professor of Economic Psychology, Department of Management, Aarhus University, Denmark, is published by Edward Elgar in April, see:

<https://www.e-elgar.com/shop/gbp/concise-introduction-to-sustainable-consumption-9781803924526.html>

10. IAREP Contact Information

To become a member of IAREP and receive this newsletter twice per year, please contact Leo Lades, Honorary Treasurer, University College Dublin, leonhard.lades@ucd.ie or visit our membership website: <http://iarep.org/index.php/membership>

This newsletter was edited by Eva Hofmann. Feedback is always welcome: eva.hofmann@fernfh.ac.at

Current and past newsletters are on the association's website: <http://www.iarep.org/>

The IAREP managing committee by April 22th, 2023:

- Vera Rita de Mello Ferreira, President, VÉRTICE PSI – Instituto de Psicologia Econômica e Ciências Comportamentais, president@iarep.org
- Gerrit Antonides, Past President, Wageningen University, gerrit.antonides@wur.nl
- Leo Lades, Honorary Treasurer, University College Dublin, leonhard.lades@ucd.ie
- Eva Hofmann, Honorary Secretary, Ferdinand Porsche FernFH, eva.hofmann@fernfh.ac.at
- Serena Iacobucci, Social Media Officer, Neuroscience Portfolio at Frontiers, sereiacobucci@gmail.com
- Carlos Alos-Ferrer, Editor-in-Chief Journal of Economic Psychology, University of Zurich, carlos.alos-ferrer@econ.uzh.ch
- Eldad Yechiam, Editor-in-Chief Journal of Economic Psychology, Technion - Israel Institute of Technology, yeldad@ie.technion.ac.il