



# IAREP

International Association for  
Research in Economic Psychology

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

## May 2012 Newsletter

The IAREP Newsletter is issued by the International Association for Research in Economic Psychology as an announcement bulletin for its members.

Contributions to this newsletter are welcome. To submit contributions please e-mail Ofer Azar ([azar@som.bgu.ac.il](mailto:azar@som.bgu.ac.il)). Relevant items include information about conferences, workshops, special issues of journals or other activities in economic psychology, behavioral economics, and related fields.

If you are a IAREP member and want to send an e-mail to all other IAREP members, you can do so by sending an e-mail to [IAREP-NET@JISCMAIL.AC.UK](mailto:IAREP-NET@JISCMAIL.AC.UK) . The administrator of this mailing list is IAREP administrative officer, Sandie McHugh, [administrator@iarep.org](mailto:administrator@iarep.org).

***Newsletter Editor:***

[Ofer Azar](#)

Department of Business Administration  
Guilford Glazer Faculty of Business and Management  
Ben-Gurion University of the Negev  
P.O.B. 653, Beer-Sheva 84105, Israel  
E-mail: [azar@som.bgu.ac.il](mailto:azar@som.bgu.ac.il)

## IAREP Officials

***President:***

[David Leiser](#)

Ben-Gurion University of the Negev, Israel

E-mail: [dleiser@bgu.ac.il](mailto:dleiser@bgu.ac.il)

***Honorary Secretary:***

[Tomasz Zaleskiewicz](#)

Warsaw School of Social Sciences and Humanities, Poland

E-mail: [tzaleskiewicz@swps.edu.pl](mailto:tzaleskiewicz@swps.edu.pl)

***Honorary Treasurer:***

[Rob Ranyard](#)

University of Bolton, UK

E-mail: [R.Ranyard@bolton.ac.uk](mailto:R.Ranyard@bolton.ac.uk)

***Editors, Journal of Economic Psychology:***

[Erik Hoelzl](#)

University of Cologne, Germany

e-mail: [erik.hoelzl@uni-koeln.de](mailto:erik.hoelzl@uni-koeln.de)

[Erich Kirchler](#)

University of Vienna, Austria

e-mail: [erich.kirchler@univie.ac.at](mailto:erich.kirchler@univie.ac.at)

***Past President:***

[Alan Lewis](#)

University of Bath, UK

E-mail: [A.Lewis@bath.ac.uk](mailto:A.Lewis@bath.ac.uk)

***Newsletter Editor:***

[Ofer Azar](#)

Ben-Gurion University of the Negev, Israel

E-mail: [azar@som.bgu.ac.il](mailto:azar@som.bgu.ac.il)

***Administrative officer:***

Sandie McHugh

University of Bolton, UK

E-mail: [administrator@iarep.org](mailto:administrator@iarep.org)

Mailing addresses of the above officials and IAREP officials in the immediate past are listed on <http://www.iarep.org/officials.htm>

A full list of previous IAREP officials appears on [http://www.iarep.org/archive\\_officials.htm](http://www.iarep.org/archive_officials.htm)

***ICABEEP Executive Committee:*** Ofer Azar (Chairperson), Gerrit Antonides, Vera Rita de Mello Ferreira, Louis Lévy-Garboua, Charlotte Phelps and Gideon Yaniv

## Table of Contents

Editorial .....	4
From the President's Chair .....	5
2012 IAREP Conference in Wroclaw (Poland), September 5–8 .....	6
Elections for IAREP Executive Committee .....	6
IAREP Administrative Office .....	7
ICABEEP (The International Confederation for the Advancement of Behavioral Economics and Economic Psychology) news.....	8
SABE/IAREP/ICABEEP conference, Atlanta, July 2013 .....	9
Greenwich gives the lead on youth unemployment .....	9
The Bay Area Behavioral and Experimental Economics Workshop .....	11
Economic Science Association European Conference, Cologne, September 12-15.....	12
SABE 2012 in Granada, Spain, July 12-15 .....	12
7th Alhambra Experimental Workshop.....	15
The first annual Exeter Prize for Research in Experimental Economics, Decision Theory and Behavioral Economics.....	16
New Behavioral Economics and Judgment and Decision Making Departments in Management Science.....	17
International Research-to-Practice Conference “Economic Psychology: Past, Present, Future” ..	18
International conference on theory and application of economic psychology "Economic Psychology in a Modern World" in Moscow .....	19

## ***Editorial***

*Ofer Azar*

The IAREP 2012 conference in Wroclaw is approaching, and it will be a conference without a formal cooperation with SABE after several consecutive years of joint conferences (Rome 2008, Halifax 2009, Cologne 2010 and Exeter 2011). I am confident that due to the efforts of the organizers (Tomasz Zaleskiewicz, Agata Gasiorowska, Anna Helka and Jakub Traczyk) the conference will be successful. I hope that still many SABE members will come to the IAREP conference, and that similarly IAREP members will attend the SABE conference, which will take place in July in Granada, Spain. Next year IAREP and SABE are supposed to join again for the joint SABE-IAREP-ICABEEP conference in Atlanta. Moreover, the cooperation between IAREP and SABE (under the umbrella of ICABEEP) in sponsoring events other than the annual conference reaches a peak this year, with five different activities taking place (more information on this appears in a separate item).

This is the last IAREP newsletter I edit, after four years in this role (the first two years were together with being IAREP secretary and website manager, before we split the newsletter role from the other two). I am glad that I could contribute to IAREP and hope that you found the newsletters that were published helpful. I want to thank all those who wrote the various items for the newsletters, and to wish good luck to whoever will continue as IAREP newsletter editor in the next newsletters.

All the best,

Ofer

## *From the President's Chair*

*David Leiser*

Dear Friends,

The conjunction of Psychology and Economics remains in the news. Alongside the economic crises that threaten the global village, the Occupy movement in many countries has brought public opinion to think about the economic system and social justice, and there is much talk about reaffirming the social and economic compact between citizens and national and transnational players. Economics meets Psychology.

IAREP continues to focus on two goals: promoting our discipline, and serving as a resource and catalyst for progress. Members of IAREP have, collectively, significant expertise that can have a significant effect on society and its welfare, and this is becoming increasingly recognized. May I suggest that we consider whether our professional competences could help this process along?

Closer to home, we revamped the IAREP website, so as to better serve our membership and help project an image in keeping with our desire to represent the field. The new website is up and running. Thanks to all those involved in this long overdue project. Come and explore, and do not hesitate to suggest improvements.

In the last newsletter, I mentioned the enhanced role of the Country Representatives. If you are a CR, there is a special area of the site where you can share your outreach initiatives and experiences, in a spirit of "best practice" repository. If you register on the site, that section will become accessible (after a day or two). Further, it was decided at the last GA that the CR would be invited to suggest and help select topics, to be discussed at the upcoming GA. This too can best be done in the CR section of the site.

Hope to see you all in Wrocław!

With best regards,

David Leiser

President

## ***2012 IAREP Conference in Wroclaw (Poland), September 5–8***

*Tomasz Zaleskiewicz*

Welcome to Wroclaw for the 32<sup>nd</sup> International Colloquium on Economic Psychology. As every member of IAREP knows, the 2012 IAREP conference is being held in Wroclaw, Poland, on 05<sup>th</sup>-08<sup>th</sup> September. We would like to inform that many colleagues have already registered for the conference, and we have a very good program of oral and poster presentations. In addition we have four great plenary speakers – with Kathleen Vohs (author of many excellent papers on money activation and self-regulation) as IAREP's Kahnemann lecturer, Helga Dittmar (one of leading researchers in the field of consumer behavior), Stephen Lea (one of the best known economic psychologists in the world), and Boguslaw Pawlowski (anthropologist and evolutionary psychologist from University of Wroclaw).

The program has now closed for new submissions for presentations, and the first draft of the programme of parallel sessions will be available on the conference website soon. However, you can still register to attend the conference, enjoy four days of intellectual stimulation, and perhaps stay on to experience the beautiful city of Wroclaw. All the details are on the conference website at, <http://www.iarep2012.org> , or you can email us at [info@iarep2012.org](mailto:info@iarep2012.org) .

We look forward to welcoming you to Wroclaw.

Tomasz Zaleskiewicz, Agata Gasiorowska, Anna Helka, Jakub Traczyk and the conference organizing team

## ***Elections for IAREP Executive Committee***

*Tomasz Zaleskiewicz*

At the General Assembly in Wroclaw, we will have elections for President-Elect, Honorary Secretary, Honorary Treasurer, and Newsletter Editor. A call for nominations was sent to the IAREP list at the beginning of this year. The list of nominations for the relevant positions is as follows:

President Elect – Ellen Nyhus

Honorary Secretary - Tomasz Zaleskiewicz

Newsletter Editor – Agata Gasiorowska

All nominees as well as Executive Committee have agreed to accept the nominations.

We haven't received nominations for the positions of Honorary Treasurer and Administrative Officer. Deadline for these nominations is the end of June 2012. Because of some formal reasons we strongly prefer that the IAREP Office is located in UK, so nominations from this country are mostly welcome. Nominations should be sent by email to Tomasz Zaleskiewicz ([tzaleskiewicz@swps.edu.pl](mailto:tzaleskiewicz@swps.edu.pl))

## ***IAREP Administrative Office***

*Sandie McHugh*

The International Association for research in Economic Psychology, IAREP will need a new Administrative office and Administrative Officer to start in 2013. The Administrative office has been carried out since 2009 by Sandie McHugh (Administrative officer) and Rob Ranyard, Honorary Treasurer of IAREP in conjunction with University of Bolton. Prior to 2009 the office was managed within the Department of Psychology, University of Exeter. The Executive Committee is seeking a University Department or Centre (preferably within the UK) to take on this paid role.

For further information please contact Sandie McHugh, [iarep-admin@bolton.ac.uk](mailto:iarep-admin@bolton.ac.uk) or Rob Ranyard, [r.ranyard@bolton.ac.uk](mailto:r.ranyard@bolton.ac.uk).

## ***ICABEEP (The International Confederation for the Advancement of Behavioral Economics and Economic Psychology) news***

*Ofer Azar*

On behalf of the ICABEEP Executive Committee, I am happy to report some recent news about IAREP-SABE-ICABEEP sponsored activities. The sponsorship of these activities was made possible due to the decision of IAREP and SABE to allocate money for such joint activities, and I hope that this fruitful cooperation will continue and the General Assemblies of IAREP and SABE will continue to provide annual funding for joint activities.

A couple of such jointly-sponsored workshops have been organized recently. On March 23, 2012, a workshop on "Youth Worklessness: Bridging Academic Research and Policy Practice" took place in the University of Greenwich, UK, organized by Riccardo De Vita, Gabriella Cagliesi and Denise Hawkes. A few weeks later, in early May, the Bay Area Behavioral and Experimental Economics Workshop was organized in Santa Clara University in California, by John Ifcher and Homa Zarghamee.

Several additional joint activities are scheduled to take place in the next few months. In early July a summer school on theories in environmental and economic psychology will be held in Aarhus, Denmark. In October, the "Ambiguity in the Economy and in Economics" workshop will be organized in Nijmegen, The Netherlands, and in November, the international scientific conference "Economic psychology in the modern world" will be held in Moscow.

For 2013, we have plans for a joint IAREP-SABE-ICABEEP conference in Atlanta, organized by Shabnam Mousavi and Reza Kheirandish.

In other items in the newsletter you can find additional information about ICABEEP activities, and you can also look at the websites [http://www.iarep.org/ICABEEP\\_activities.htm](http://www.iarep.org/ICABEEP_activities.htm) and <http://www.iarep.org/ICABEEP.htm>. I hope that you will find interest in these activities.

I want to thank the other members of ICABEEP Executive Committee (Gerrit Antonides, Vera Rita de Mello Ferreira, Louis Lévy-Garboua, Charlotte Phelps and Gideon Yaniv) for their help in general and in particular in reviewing the proposals we received for funding.



## ***SABE/IAREP/ICABEEP conference, Atlanta, July 2013***

### ***Conference Announcement & Elicitation***

*Shabnam Mousavi*

The next biannual joint conference for SABE/IAREP/ICABEEP will meet in metro Atlanta during the last week of July 2013. These meetings bring together hundreds of scholars from across the world and disciplines. Our host is the Clayton State University ([www.clayton.edu/about](http://www.clayton.edu/about)). Call for papers and sessions, and specifics on dates, housing, etc. will be announced soon. Stay tuned! We look forward to seeing you in Atlanta.

Meanwhile, we invite you to send us your thoughts, suggestions and the way in which you would want to engage in the organization of this conference. Please let us know if you want to organize session(s), and inform us of *potential tracks* that you find interesting and worthy of being specified and formed under the general theme of this conference. We would like to receive your ideas about the *general theme* as well.

Conference organizers,

Reza Kheirandish: [rkheiran@clayton.edu](mailto:rkheiran@clayton.edu)

Shabnam Mousavi: [shabnam@jhu.edu](mailto:shabnam@jhu.edu)

## ***Greenwich gives the lead on youth unemployment***

### ***Youth Worklessness: Bridging Academic Research and Policy Practice***

*Gabriella Cagliesi*

On Friday 23 March 2012, The University of Greenwich, Business School hosted a workshop on Youth Worklessness. The workshop received funding from the University of Greenwich and the International Confederation for the Advancement of Behavioural Economics and Economic Psychology (ICABEEP). It brought together academic and policy practitioners to shed light on the youth labor market dynamics, and to integrate different theoretical perspectives, and policy maker views on new labour market interventions for young people.

The workshop was organized by a research team from the University of Greenwich, International Business and Economics Department, working on Youth Worklessness. The team, Dr Riccardo De Vita, Dr Gabriella Cagliesi and Dr Denise Hawkes, proposed a new way of thinking at youth unemployment based on Policy Nudges that can motivate young people to make changes. These policy nudges should utilize the fact that young people respond better to reward than to punishment, and hence motivation should come through positive feedback and to help young people to recognize openings as opportunities instead of threats, especially when they seek work in a Jobcentre. These conclusions were derived by applying a new multidisciplinary approach developed by the team in devising a detailed pilot survey of University of Greenwich students, unemployed young people in Woolwich Jobcentre and youth club members at Downham, near Bromley. The pilot study suggested that different types of young, unemployed people had different traits, that reward was a stronger motivation than shaming them, and that economic and social factors could affect young people's attitude and willingness to change. The pronounced differences among young unemployed imply that young people may need more tailored programmes that are better devised to not leaving behind the difficult-to-place candidates, and to improving employability skills and vocational skills. Policies with more local rather than national focus could be beneficial.

Respondents to the survey indicated that personal beliefs seem more important than friends' advices and opinions suggesting that young people may respond better to individualization and flexibility in policies (rather than one-size-fits-all approach) which can inspire an aptitude to work as a personal belief, and be offered effective training and personal support. Because young people seem to have less fear of regrets, less ingrained negativity dominance, and show to be less anchored to the status quo and less reluctant to changes they may respond positively to a type of incentive that instils and promotes the value of making changes and to take up jobs. Young people can be encouraged and helped to generate weak ties in their social network capital so to enhance and exploit flows of information about job market conditions and opportunities.

Other speakers at the workshop included: Nick Raynsford M.P. for Greenwich and Woolwich who discussed key issues from the political perspective. Ingrid Schoon, Institute of Education, University of London who presented her work on Youth Transitions; Jonathan Wadsworth, Royal Holloway, University of London who presented his work on "The UK Youth Labour Market" ; Ivana Pais, Catholic University of Sacred Heart, Italy who spoke about "Youth and social capital: the role of online social networks"; Jayne Deeley, Head of Policy and

Programmes, Greenwich Council who discussed “Greenwich Council Approach to Youth Worklessness” and Emma Jarnell, Borough Partnership Manager, Job Centre Woolwich who discussed “Get Britain Working Measures.”

## ***The Bay Area Behavioral and Experimental Economics Workshop***

*John Ifcher and Homa Zarghamee*

The Bay Area Behavioral and Experimental Economics Workshop was held on May 4th and 5th, 2012, at Santa Clara University (SCU). The goal of the two-day workshop was to create a welcoming scholarly environment in which behavioral and experimental economists from the Bay Area and beyond could share their research and ideas. 80 scholars participated in the workshop and 56 presented their research. Scholars came from Bay Area institutions (including Berkeley, Davis, Santa Clara University, Santa Cruz, Stanford, and Yahoo! Research) as well as many other institutions (including Cornell, NY Fed, UC – San Diego, and University of Virginia). There were seven parallel sessions, six plenary speakers (including Charles Holt, John Morgan, Muriel Nederle, John Reilly, Hersh Shefrin, and Meir Statman), and a workshop dinner. The workshop would not have been possible without the generous support of the International Association for Research in Economic Psychology (IAREP), the Society for the Advancement of Behavioral Economics (SABE), the International Confederation for the Advancement of Behavioral Economics and Economic Psychology (ICABEEP), the SCU Department of Economics, the Leavey School of Business at SCU, and the Office of the Associate Provost for Research and Faculty Affairs at SCU. Our thanks go out to these funders as well as to the scientific committee (including Alessandra Cassar, Dan Friedman, John Ifcher, Linda Kamas, Hersh Shefrin, Charles Sprenger, Meir Statman, and Homa Zarghamee). Next year's workshop is already in the works. It will likely take place around the same time (first weekend of May). The location is TBD.

## ***Economic Science Association European Conference, Cologne, September 12-15***

*Julian Conrads & Bernd Irlenbusch*

This year's Economic Science Association (ESA) European Conference will be held at the University of Cologne from September 12th to 15th 2012. The ESA is a professional organization devoted to using controlled experiments to learn about economic behavior.

We welcome submissions of research using experimental methods. Submissions related to economic experiments are welcome by scholars in economics, psychology, neuroscience, and other disciplines.

This year, we particularly encourage submissions in the field of "Bounded Ethicality".

We are proud to have the following great keynote speakers:

- Max Bazerman (Harvard Business School)
- Urs Fischbacher (University of Konstanz)
- Werner Güth (Max Planck Institute of Economics, Jena)

Abstracts can be submitted until June 17th. All the details – including the Call for Papers – can be found on our conference website <http://www.esa.uni-koeln.de/>.

We would be glad to welcoming you in Cologne!

## ***SABE 2012 in Granada, Spain, July 12-15***

### ***Preliminary program***

*Pablo Brañas Garza*

#### **Thursday, July 12**

**19.30-20.30** Keynote Speaker I (Herbert Simon Lecture)

- James Andreoni, UC San Diego

**20.30** Welcome Reception

#### **Friday, July 13**

**9.15-10.15** Special Lectures I

- William Neilson, University of Tennessee

*“Analogy-Based Expected Utility”*

- Coralio Ballester, University of Alicante

*“Random–Walk–Based Segregation Measures”*

**10.15-10.30** Break

**10.30- 11.30** Keynote Speaker II:

- Rosemarie Nagel, University Pompeu Fabra

**12.00-13.20** Parallel Sessions (13M)

**13.20-15.00** Lunch

**15.00-16.00** Special Lectures II

- Ofer Azar, Ben-Gurion University of the Negev

*“Relative Thinking With Substitute Goods: Does It Exist With Real Choices?”*

- Louis Levy-Garboua, Paris 1 Pantheon-Sorbonne

*“Information and Repeated Decisions from Experience Under Risk: An Inquiry Into Bounded Rationality“*

**16.00-16.30** Coffee Break

**16.30-18.10** Parallel Session (13T)

**Saturday, July 14**

**9.15-10.15** Special Lectures III

- Juan D. Moreno-Ternero, Universidad Pablo de Olavide

*“A New Axiomatic Approach to the Evaluation of Population Health”*

- Michael Pickhardt, Brandenburg University of Technology

*“Income Tax Evasion Dynamics: Evidence from an agent-based Econophysics Model”*

**10.15** Break

**10.30- 11.30** Keynote Speaker III

- Jordi Brandts, Universidad Autónoma de Barcelona

**12.00-13.20** Parallel Sessions (14M)

**13.20-15.00** Lunch

**15.00-16.00** Special Lectures IV

- Morris Altman, Victoria University of Wellington

*“Oligarchs, Sustainable Rational Inefficiency, And Market Failure”*

- Gerrit Antonides, Wageningen University

*“Time Orientation And Household Financial Management”*

**16.00-16.30** Coffee Break

**16.30-18.10** Parallel Session (14T)

**20.30** Conference Dinner

**Sunday, July 15**

**9.15-10.15** Special Lectures V

- John Tomer (to be confirmed), Manhattan College

*“Developing a Comprehensive Fix For the Complex Patterns of Obesity”*

- Enrique Fatás, University Of East Anglia

*“Sacrifice”*

**10.15-10.30** Break

**10.30- 11.30** Keynote Speaker IV

- Oscar Volij, Ben-Gurion University of the Negev

**12.00-13.20** Parallel Sessions (15M)

**13.20-15.00** Lunch

**15.00-16.20** Parallel Sessions (15T)

**16.45** Alhambra guided visit

## ***7th Alhambra Experimental Workshop***

*Praveen Kujal*

Pablo Brañas-Garza, Nikolaos Georgantzís (GLOBE-U. Granada), Aurora García-Gallego (U. Jaume I, Castellón), Praveen Kujal (U. Carlos III, Madrid) and Antoni Bosch-Domènech (U. Pompeu Fabra, Barcelona) invite Experimental Economists to submit papers to the 7th Alhambra Experimental Workshop in Granada, October 18-20, 2012.

The aim of the meeting is to offer young faculty and PhD students who are close to finishing their dissertations an opportunity to present their current research in a forum attended by senior researchers in the field.

Our special guest speakers this year are Professors Antonio Cabrales (University Carlos III), Charles Noussair (Tilburg University) and Dave Porter (ESI-Chapman). In addition to the invited speakers, a non-exhaustive list of participants includes the whole experimental/behavioral faculty at GLOBE, U. of Granada (Ramón Cobo-Reyes, Tere García, Natalia Jiménez, Juan A. Lacomba, Francis Lagos, Elena Molis and Angel Solano), as well as researchers from other centers including M. Paz Espinosa and Rosemarie Nagel.

A unique registration fee of 125€ will cover all coffee breaks and conference meals for the whole event.

For more information, go to [www.grnadaworkshop.com/aew](http://www.grnadaworkshop.com/aew)

Dates to remember: We would really appreciate if you submitted your paper no later than June 30th 2012. Decisions about your submissions will be communicated by July 25th 2012.

We are looking forward to seeing you in Granada!

Pablo Brañas-Garza, Nikolaos Georgantzís, Aurora García-Gallego, Praveen Kujal (Chair) and Antoni Bosch-Domènech

## ***The first annual Exeter Prize for Research in Experimental Economics, Decision Theory and Behavioral Economics***

*Todd Kaplan*

Dear Colleagues,

We would like to announce the first annual Exeter Prize for Research in Experimental Economics, Decision Theory and Behavioral Economics.

The University of Exeter Business School will award a prize of £3,000 for the most outstanding article published in a refereed journal in 2011 from the following fields:

- Experimental Economics
- Decision Theory
- Behavioral Economics

We would like to invite you to nominate a paper. To qualify it must be published in 2011 and in one of the above-mentioned fields. The date must be the in-print date rather than the on-line date. You may send the nomination via an email to the following address: [feelmail@exeter.ac.uk](mailto:feelmail@exeter.ac.uk). Please write 'Exeter Prize Nomination' in the subject field.

We will generate a shortlist of papers from the nominations. The shortlist will be evaluated by a jury, who will then decide the winner. This year our jury will be:

- Glenn Harrison (Georgia State University)
- Uzi Segal (Boston College)
- Shmuel Zamir (Hebrew University)

The deadline for submitting a nomination is June 20, 2012. The winner will be announced on July 31, 2012.

Sincerely,

Miguel Fonseca

Todd Kaplan



## ***New Behavioral Economics and Judgment and Decision Making Departments in Management Science***

*Gerard Cachon*

Management Science is pleased to announce the creation of two new departments, one on Behavioral Economics and the other in Judgment and Decision Making. Both departments extend the already broad span of research published in Management Science. The Department Editors are Uri Gneezy (University of California at San Diego), Teck-Hua Ho (University of California at Berkeley) and John List (University of Chicago) for Behavioral Economics and Yuval Rottenstreich (New York University) for Judgment and Decision Making.

The Behavioral Economics Department will publish original research broadly related to behavioral economics. They welcome laboratory experiments, field studies, and empirical and theoretical papers. The goal of this department is to promote research on incentives and behavior in domains such as markets, groups, and individual decision making. In the cross-disciplinary tradition of Management Science, they encourage research that draws ideas from multiple disciplines including economics, psychology, sociology, and statistics to provide novel insights on behavioral economics.

The Judgment and Decision Making department seeks empirical papers that investigate the beliefs and preferences of individuals and small groups. The department is especially interested in analyses that draw on psychological accounts of beliefs and preferences. Relevant psychological accounts may implicate perceptual, cognitive, affective, or social factors. Paper topics should clearly connect to real-world managerial decisions. Specific topics of interest include but are certainly not limited to: prediction; assessments of confidence; perceptions of randomness; judgments of covariation and causation; hypothesis testing; counterfactual reasoning; optimism and pessimism; risk perception; choice under uncertainty; intertemporal choice; self-control and self-regulation; resolution of tradeoffs or conflicting objectives; the evaluation of outcomes and decisions; reference points; debiasing; well-being; small group dynamics; negotiation and strategic interaction; power and status; morality, fairness, ethics, and justice; and considerations of rationality.

For more information on these departments (e.g., the list of Associate Editors) and Management Science in general, visit the Management Science website: <http://www.informs.org/Pubs/ManSci>

## ***International Research-to-Practice Conference “Economic Psychology: Past, Present, Future”***

### ***Report about the conference***

*Alexander Neverov, Gulnara Gubaydullina*

On 12-13 of October 2011, the Center of Psycho-Economic Researches of Saratov State Socio-Economic University at Saratov Science Center of Russian Academy of Science organized the International Research-to-Practice Conference “Economic Psychology: Past, Present, Future” on the basis of Saratov State Socio-Economic University in Saratov (Russia). In the frames of the conference it was worked eight sections: Methodological aspects of economic psychology; Economic psychology and behavioral economics: problems of integration; History of economic psychology; Economic psychology of innovation; Economic psychology, human capital and economical education; Statistic methods and modeling in economic psychology; Economic psychology in modern organization; Psychology of property, finance and marketing.

More than 100 scientists participated in conference from such cities as: Saratov, Moscow, Saint-Petersburg, Stuttgart, Linz, Seged, Vienna, Tilburg, Beer-Sheba, Dunaujvaros, Grodno, Kiev, Lvov, Poltava, Erevan, Balakovo, Biysk, Bryansk, Kazan, Kirov, Krasnodar, Mahachkala, Nizhniy Novgorod, Omsk, Rostov-na-Donu, Samara, Stariy Oskol, Taganrog, Tolyatti, Uralsk, Yaroslavl, that presented the next countries: Russia, Austria, Hungary, Israel, Netherlands, Germany, Ukraine, Kazakhstan, Belorussia.

Considering the breadth of presented topics of papers and very high actuality of most of them, it was made a decision to publish the collection of papers that showed more detailed the main ideas presented during the conference. You can see this collection following the next link [http://www.psychecon.ru/files/Konf\\_Sbornik\\_okt\\_2011.pdf](http://www.psychecon.ru/files/Konf_Sbornik_okt_2011.pdf)

## ***International conference on theory and application of economic psychology "Economic Psychology in a Modern World" in Moscow***

*Lebedev Alexander, Tougareva Elena, Muzhichkova Julia*

International conference on theory and application of economic psychology «**Economic Psychology in a Modern World**» (In memory of A.I.Kitov, the founder of Economic psychology in Russia) will be held in Moscow, Russia, at Financial University from 22th to 24th of November, 2012.

**The aim** of this conference is to provide a forum for discussion and debate of the present state of economic psychology in Russia and all over the world.

**Objectives** of the conference:

1. Provide a comprehensive review of economic psychology beginnings and their development in the USSR. Evaluate the contribution made by economists and psychologists to the restructuring of socio-economic relations and transition to market economy in 1980s.
2. Critically evaluate economic psychology research and theory and suggest ways in which the field can be further developed.
3. Discuss main psychological and economic problems in development of Russia for the coming decade.
4. Promote rebirth of the Association of Russian economic psychologists.

During the conference new findings, methods and some possible directions for behavioral economics and economic psychology research development will be discussed. Scientists from

different countries will participate and we hope the conference will encourage collaboration between them.

The conference will be held with the participation of representatives from the International Association for Research in Economic Psychology (IAREP) and Society for the Advancement of Behavioral Economics (SABE).

**Topic areas of the conference**

- History and current state of economic psychology in Russia
- Pressing issues of economic psychology and behavioral economics
- Psychological and economic problems of Russia and their solutions
- New theoretical, empirical and experimental research methods and techniques in economic psychology (neuroscience, neuromarketing and experimental economic psychology)

The conference will be held under support of The Federal State Educational Institution of Higher Professional Education «Financial University under the Government of the Russian Federation», The Federal State Scientific Institution «Institute of Psychology of the Russian Academy of Sciences», The Federal State Educational Institution of Higher Professional Education «North Caucasus State Humanities and Technological Academy», The International Confederation for the Advancement of Behavioral Economics and Economic Psychology (ICABEEP).

We invite colleagues to submit their works. Materials of the conference will be published before the beginning of the conference.

You will find more information about the conference on website <http://epsy.fa.ru>  
<mailto:muzhichkova@yandex.ru>

**We will be glad to see you in Moscow!**