



IAREP

International Association for
Research in Economic Psychology

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

May 2013 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 Agata Gasiorowska (agasirowska@swps.edu.pl). 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.

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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

ICABEEP Executive Committee: Ofer Azar (Chairperson), Gerrit Antonides, Vera Rita de Mello Ferreira, Ewa Gucwa-Lesny, Charlotte Phelps and Gideon Yaniv

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Editorial

Agata Gasiorowska

The IAREP 2013 conference in Atlanta is approaching, and it will be a joint SABE-IAREP-ICABEEP conference again after one year break (Wroclaw 2012). I am sure that due to the efforts of the organizers (Shabnam Mousavi and Reza Kheirandish) the conference will be successful. Next year IAREP conference is going to take place together with 28th International Congress of Applied Psychology in Paris, and SABE are suppose to meet in Lake Tahoe.

Moreover, the cooperation between IAREP and SABE (under the umbrella of ICABEEP) continue, as we have several joint workshops. Especially, you may be interested in a workshop proposed by Christoph Kogler and Eva Hofmann (Faculty of Psychology, University of Vienna) with the title “Shedding light on the shadow of economy: A critical assessments of methods in tax research” or a workshop proposal submitted by Bernadette Kamleitner and Stephan Dickert (Vienna University of Economics and Business) on “Ownership and Economic Decisions”, on which you can see more details in another item in the newsletter.

All the best,

Agata

From the President's Chair

David Leiser

Dear Friends and Colleagues,

IAREP is a wonderful organization, and over its many years of existence has grown from a small posse of precursors with a large vision to a substantial and well established group of researchers, with a healthy age pyramid, who are bringing significant contribution to science and to society at large. This would not have been possible without the hard work and devotion of many people willing to “do their bit” for the common good. Today I would like to express our heartfelt thanks to Rob Ranyard, who is stepping down from his role as Honorary Treasurer and member of the Executive Committee, for his many-sided contribution. We also warmly thank Sandie McHugh, who served as our Administrative Officer with great diligence and efficacy, and is now moving on.

The Atlanta Conference is near, and as you know, it is a joint conference with SABE. This means that we expect a large attendance and an excellent program. For those who have not yet finalized their plans, now is the time to do so!

Looking forward to you meet you there,

Yours,

David

Announcement by the Honorary Treasurer

Rob Ranyard

I am writing to let you know that the IAREP Office at Bolton University will close at the end of April 2013 when our Administrative Officer, Sandie McHugh steps down from that role. On behalf of members, I would like to thank Sandie for the support she has given to the organization and to IAREP members over the last four years. She has always been professional and considerate, and it has been a pleasure to work with her. In the next few weeks, new arrangements for supporting members will be finalized by the Executive Committee. I will myself be stepping down as Honorary Treasurer at the Atlanta General Meeting in July, and thank present and former members for their support.

Personal message from outgoing IAREP administrative Officer

Sandie McHugh

Thank you to Rob and the Executive for their support in my time as IAREP Administrative Officer. I have enjoyed it, but now wish to move onto other things. I especially enjoyed the contact I have had with members confirming my belief that IAREP is a friendly association with strong shared interests. I am sending best wishes for future success of all our members and IAREP.

Contact details will be announced of a membership secretary who will deal with direct renewals, queries and new membership applications.

New Position

Tomasz Zaleskiewicz

IAREP Board members agreed that it would be useful to create a new position in the IAREP administration - Membership Secretary. This person will be responsible for bringing list of members up to date and preparing database with information concerning the membership issues. Membership Secretary will be Jakub Traczyk from University of Social Sciences and Humanities in Wroclaw, Poland who was one of the local organizers of IAREP annual conference in 2012.

IAREP/ SABE/ICABEEP Conference

Bringing Economics and Psychology together in the Wake of the Financial Crisis, Atlanta, July 25-29, 2013

Shabnam Mousavi and Reza Kheirandish

The Society for the Advancement of Behavioral Economics (SABE), the International Association for Research in Economics & Psychology (IAREP), and the International Confederation for the Advancement of Behavioral Economics and Economic Psychology (ICABEEP) invite you to join their next international interdisciplinary conference in Atlanta, July 25-29, 2013:

This conference is the largest gathering of scholars with interest in Economic Psychology and Behavioral Economics.

PLENARY SPEAKERS:

James Cox - Director, Experimental Economics Center, Georgia State University
Theory and Experiment for Homo Reciprocans

Glenn Harrison - Director, Center for the Economic Analysis of Risk, Georgia State University
Behavioral Econometrics: the Good, the Bad and the Ugly

David Laibson - Harvard University (Kahneman Lecturer)
How to Design a Commitment Contract

Amnon Rapoport - University of Arizona (SABE Lecturer)
Behavioral Traffic Flow in Congestible Networks

Submit your abstracts (by May15th) here:

<http://www.clayton.edu/2013-sabe-iarep-icabeep-conference/papers>

Find more information, CFP and registration on the conference website:

<http://www.clayton.edu/2013-sabe-iarep-icabeep-conference>

Questions? Contact Program Chairs:

Shabnam Mousavi: shabnam@jhu.edu

Reza Kheirandish: rkheiran@clayton.edu

IAREP co-sponsored workshop on methods in tax research

Shedding light on the shadow of economy: A critical assessments of methods in tax research

Christoph Kogler

Organizers: Christoph Kogler, Eva Hofmann & Erich Kirchler of the Faculty of Psychology, University of Vienna

Agenda

The intention of this IAREP co-sponsored workshop is to combine forces from different areas of research on tax behavior to discuss and evaluate the multitude of different **methods used to investigate tax compliance and tax evasion**. The different methods applied in this field include experiments in the laboratory, field experiments, surveys and questionnaires, simulations, qualitative approaches (Interviews etc.) and neuro-scientific research. The aim is to give an overview, distinguish advantages as well as disadvantages of specific methods and to discuss how to integrate these different methods in future studies.

Preliminary Schedule/Speakers

Time	Thursday, September 26th 2013	Friday, September 27th 2013
08.30 – 09.00	Reception/Welcome Address Eva Hofmann & Christoph Kogler	
09.00 – 10.30	Introduction: Tax law & History Michael Lang , Vienna University of Economics and Business Jane Frecknall-Hughes , Open University Milton Keynes	Simulations & Models Friedrich Schneider , University of Linz Aloys Prinz , University Of Münster
10.30 – 11.00	Coffee Break	Coffee Break
11.00 – 12.30	Quantitative Research: Surveys Barbara Summers , University of Leeds Sjoerd Goslinga , Dutch Tax Administration	Neuroscientific Methods Benno Torgler , Queensland University of Technology, Brisbane Claus Lamm , University of Vienna
12.30 – 13.30	Lunch Break	Lunch Break
13.30 – 15.00	Quantitative Research: Laboratory & Field Experiments Luigi Mittone , University of Trento Veronika Grimm , University of Erlangen-Nürnberg Stephan Mühlbacher , University of Vienna	Round Table/Discussion and Practical Implications Eduard Müller , Austrian Ministry of Finance (to be confirmed)
15.00 – 15.30	Coffee Break	
15.30 – 17.00	Qualitative Research: Interviews, Focus Groups, Social Representations Henriette Bongers , Dutch Tax Administration Erich Kirchler , University of Vienna	
18.00 – 19.00	Social Program	
19.00 – 23.00	Dinner	

Further Information

We will collect a fee for participation covering meals and the social program of 80.- EUR payable until 25.08.2013 to our bank account. For accommodation we have arranged a special price for participants at the Regina Hotel in walking distance from the workshop venue and in the city center of Vienna. Please book your room before 25.08.2013 stating the keyword *Tax Workshop!* More detailed information is included in the attachment.

The registration for the workshop via E-Mail (elisabeth.dorfinger@univie.ac.at) will be possible until 01.08.2013!

IAREP co-sponsored Workshop on Ownership and Decision Making

Bernadette Kamleitner & Stephan Dickert

On September 26th-27th, 2013, an IAREP-sponsored workshop on (psychological) ownership and economic decisions will take place at the Vienna University of Economics and Business, Austria. The workshop is organized by Prof. Bernadette Kamleitner and Dr. Stephan Dickert and will offer an interdisciplinary perspective on the phenomenon "ownership" and its impact on economic decision making. One of the goals of this gathering is to elucidate the psychological mechanisms leading to and resulting from (perceived) ownership. The impact of ownership on the valuation of goods is just one of several aspects in economic decision making that will be focused on during the two days of discussion. Invited speakers include (among others) Prof. Russell Belk, Prof. Jon Pierce, and Prof. Floyd Rudmin. Alongside invited contributors 15 PhD students and postdocs will be enabled to join and benefit from the workshop, its presentations and discussions.

All interested PhD students and postdocs are invited to apply for participation (free of charge) in the workshop with a short informal application (200 words max). The application should include personal introduction, research interests and experience as well as statement on how the applicant would benefit from the workshop. All applications will be considered on an ongoing basis with priorities given to applicants benefiting the most from the workshop. Applications should be sent to Ruta.Ruzeviciute@wu.ac.at by June 30.

The workshop is sponsored by IAREP/SABE/ICABEEP and Vienna University of Economics and Business.

More information: <http://www.wu.ac.at/mcore/workshop>

Workshops organized by the Center for Decision making and Economic Psychology (BGU) and the Center for the Study of Rationality (HUJI)

David Leiser

Two workshops were organized jointly by the Center for Decision making and Economic Psychology (DMEP) at Ben Gurion University, and the Center for the Study of Rationality, at the Hebrew University of Jerusalem. This initiative is intended to become a regular fixture of our academic calendar, and we plan to hold two such joint meetings every year. Our aim in holding these meetings is to bring together researchers and graduate students interested in the study of social and economic judgment and behavior, to increase potential collaborations among people sharing similar research interests. The invitation to participate however, is not restricted to members of these centers but rather open to researchers from any institute.

The first thematic meeting was hosted by BGU's Center for Decision Making and Economic Psychology, Dec. 6th, 2012, and devoted to the topic: Temptation and Moral Behavior: Psychological and Economic perspectives.

The second meeting took place at the Center for the Study of Rationality (HUJI) on Apr 25th 2013 and was devoted to the theme : "The origins of cooperation and generosity: an experimental approach".

A total of 58 participants attended, hailing from outside and around the country including all major Israeli Academic Institutes. All talks focused on the program's main theme of the origins of cooperation and generosity from an experimental approach. Presentations included social psychological methods, behavioral economic games, hormone administration / genetic / fMRI research, developmental studies among children of various ages, and more. While all presentations included unpublished work, they surveyed the presenters' lines of work published in top journals in psychology, management, and economics.

The scientific level presented in the meeting was yet another manifestation of both centers' vibrant scientific activity with national and international appeal. The program's scientific strength was the key driver for attracting multiple active scientists from various Israeli institutes to attend this stimulating meeting. As acknowledged by the workshop's participants, numerous novel ideas were brought to the table, new scientific connections were established bridging scholars across disciplines, experience and disciplines. We are certain that such collaboration will bear fruit and advance Israel's scientific excellence in the fields of (social) judgment and decision making and economic psychology. It is our sincere hope that this meeting will be the first of many successful such meetings and look forward to organizing the coming meeting expected in December 2013.

David Leiser
Ben-Gurion University, Israel

The Journal of Socio-Economics: A note from the incoming Editor

Ofer Azar

A few months ago I took over as the Editor of the *Journal of Socio-Economics* and I want to encourage IAREP members to submit their best research to the journal. The journal has a particular interest in behavioral economics, economic psychology, experimental economics, socio-economics, and judgment and decision making, so it fits much of the research done by IAREP members. The former Editor, Morris Altman, has brought the journal to be one of the top journals in the field, as reflected in a ranking published a few years ago (Azar, 2007)¹, which showed that the *Journal of Socio-Economics* is one of the top three journals in the fields of behavioral economics and socio-economics, together with two other Elsevier journals, the *Journal of Economic Behavior and Organization*, and the *Journal of Economic Psychology*. An examination of the SCImago 2-year impact factor shows that the *Journal of Socio-Economics* is above good journals such as the *Canadian Journal of Economics*, *Journal of Macroeconomics*, *Economic Theory*, *Theory and Decision*, *BE Journal of Economic Analysis and Policy*, *Scandinavian Journal of Economics*, *Economics Letters*, *Journal of Mathematical Economics*, and many others. More details on the journal performance and comparison to other journals appear in an item that was published in the journal recently, in Volume 42. Another item in the same volume describes in more detail my plans for the journal, the review process, etc. Both items have open access, and are also currently posted on the journal's homepage (<http://www.journals.elsevier.com/journal-of-socio-economics/>) under News.

I plan to further improve the journal's quality and impact. The excellent list of Associate Editors and Editorial Board members reflects on this intention, and I am grateful to them for their tremendous help in editing the journal. The number of submissions in 2013 is currently at a rate that is about twice what it used to be in previous years, and this is encouraging and will help us publish the best research and improve the journal's impact. We also strive to give authors good and quick service, and provide a first response on almost all submissions within three months.

I look forward to seeing your submissions, and welcome also comments and ideas you may have.

Ofer Azar

Editor, *Journal of Socio-Economics*

¹ Azar, Ofer H. (2007), "Behavioral Economics and Socio-Economics Journals: A Citation-Based Ranking," *Journal of Socio-Economics*, 36(3), 451-462.

Call for Papers: Behavioural Economics, Environmental Policy and the Consumer for the Journal of Consumer Policy

Lucia A. Reisch, Cass R. Sunstein

We are pleased to announce that we will be editing a Special Issue on Behavioural Economics, Environmental Policy and the Consumer for the Journal of Consumer Policy. We are especially interested in conceptual and empirical papers from various disciplines that give concrete political implications. Please note that the submission deadline is October 1st 2013.

During the first decade of this century, behavioural economics extended its applications in both scope and scale. It has become a new way of approaching policy issues, adding to the standard tools that policy makers had been using – with varying degrees of success – for a long time. The promises and limits of “nudges” and “choice architecture” are now being tested and discussed in many fields, environmental and sustainability policy as well as consumer policy among them.

With respect to environmental and consumer policies, a great deal of thinking has been based on the assumption that consumers and suppliers are rational actors. On this view, consumers are able, willing, and competent to process information and to respond rationally to it. At the same time, it has long been understood that asymmetric information can be an impediment to welfare-enhancing – and environmentally sound - consumer decision making. Behavioural economists have added new findings about how market participants actually behave, how they deal with the information they receive, and what abilities they have to solve optimisation problems. Moreover, behavioural economists explore heuristics, biases, and “internalities” and thus people’s limitations in decision making (potentially including neglect of the long- term and of the non-salient).

The Journal of Consumer Policy has a tradition of publishing scholarly work on the theory and practice of politics and policies based on behavioural science, mainly social and cognitive psychology, economic psychology and also behavioural law and economics. In 2011, the Journal published a Special Issue focusing on “Behavioural Economics, Consumer Policy, and Consumer Law – An interdisciplinary Perspective”. Following on this trajectory, the present Call focuses on the increasingly discussed possibility of applying behavioural economics to “nudge” consumer choice and behaviour in the domain of environmental protection.

We invite both conceptual and empirical papers with a variety of perspectives (including both “pro” and “con”) and from a variety of disciplines. The Journal strives to continue the interdisciplinary debate on Behavioural Economics and Consumer Policy and will hence give priority to papers that develop concrete policy implications.

Papers have to be submitted before October 1st 2013 and according to the submission and author guidelines available on the journal website. The publication of the Special Issue is scheduled for March 2014 (Vol. 37, No. 1).

Contact: lr.ikl@cbs.dk, Journal Website: <http://link.springer.com/journal/10603>

Editors:

Lucia A. Reisch, Copenhagen Business School; Cass R. Sunstein, Harvard University

Automatically Green: Behavioral Economics and Environmental Protection

Cass R. Sunstein Lucia A. Reisch

We are happy to present you our recent publication “Automatically Green: Behavioral Economics and Environmental Protection” in the Social Science Research Network. In the paper we analyze the role of default rules in the context of green consumer choices. Default rules are settings or choices that apply to individuals who do not take active steps to change them. In this regard, careful attention to choice architecture promises to open up new possibilities for environmental protection – possibilities that go well beyond the standard tools of economic incentives, mandates, and bans. How, for example, do consumers choose between environmentally-friendly products or services and alternatives that are potentially damaging to the environment but less expensive? The answer may well depend on the default rule. Indeed, green default rules may well be a more effective tool for altering outcomes than large economic incentives. The underlying reasons include the power of suggestion; inertia and procrastination; and loss aversion. If well-chosen, green defaults are likely to have large effects in reducing the economic and environmental harms associated with various products and activities. Such defaults may or may not be more expensive to consumers. In deciding whether to establish green defaults, choice architects should consider both consumer welfare and a wide range of other costs and benefits. Sometimes that assessment will argue strongly in favor of green defaults, particularly when both economic and environmental considerations point in their direction. But when choice architects lack relevant information, when interest- group maneuvering is a potential problem, and when externalities are not likely to be significant, active choosing, perhaps accompanied by various influences (including provision of relevant information), will usually be preferable to a green default.

Please find the complete paper at: http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2245657

Call for Submissions to the 2013 AOM Professional Development Workshop (PDW) titled “Trust between Individuals and Organizations”

Oliver Schilke

Scheduled: Friday, Aug 9 2013 12:00PM - 3:00PM at WDW Yacht and Beach Club Resort in Cape Cod D (Lake Buena Vista, Florida)

Organizer: Oliver Schilke; U. of California, Los Angeles;

Facilitator: Reinhard Bachmann; U. of Surrey;

Facilitator: Sharon Belenzon; Duke U.;

Facilitator: Steven C Currall; U. of California, Davis;

Facilitator: Chris P. Long; Georgetown U.;

Facilitator: Roger C Mayer; North Carolina State U.;

Facilitator: Bill McEvily; U. of Toronto;

Facilitator: Keith Murnighan; Northwestern U.;

Facilitator: Michele Williams; Cornell U.;

Facilitator: Lynne G Zucker; U. of California, Los Angeles

Please be invited to submit discussion questions (segment 1) and/or work-in-progress papers on trust (segment 2)!

(1) The first segment starts with a panel discussion, in which leading scholars present their views on the hotly debated issue of whether organizations are “able” to trust. The goal of the panel discussion is to make explicit divergent assumptions, and to develop a richer repertoire of arguments for and against organizations as social actors with trusting abilities. Subsequently, the workshop breaks into groups that will discuss questions previously submitted by workshop participants. A requirement for registration for the PDW is to submit at least one discussion question in advance pertaining to current issues in the study of trust between individuals and organizations (see below for details on how to submit). Questions may relate (but are not limited) to:

- Dynamic evolution of trust over time
- Relationships between interpersonal and interorganizational trust
- Trade-offs between methods of trust research
- Difficulties in the measurement of trust
- Detrimental consequences of (interpersonal or interorganizational) trust
- Substitutes for trust
- Underexplored sources of trust
- Context-specificity of trust
- Distinct types of trust
- Interactions between trust and distrust
- Avenues to trust repair

(2) After a short break, the second segment of the program consists of a paper development workshop, in which the facilitators provide in-depth feedback on work-in-progress trust research previously submitted by workshop participants. These papers should ideally be close to submission to a scholarly management journal and must not exceed 40 double-spaced pages.

Registration requirements: For segment 1 (discussion): Submit at least one discussion question by email to trustpdw@gmail.com no later than August 2, 2013. For segment 2 (paper development): Submit your working paper by email to trustpdw@gmail.com no later than July 19, 2013. You will then receive a code that will allow you to register for the PDW. Remember that you can register for segment 1, segment 2, or both.

Please see the official workshop announcement at

http://program.aonline.org/2013/Session_Details.asp?print=true&SubmissionID=10882

International seminar in Economic Psychology “Psychology of economic self-determination of person and community”

Irina Bondarevskaya

International seminar in Economic Psychology: ***Psychology of economic self-determination of person and community*** took place in Alfred Nobel University of Dnipropetrovsk (Ukraine) on May 16th – 17th, 2013.

Seminar was co-organized by Lucian Blaga University of Sibiu, Romania (Prof. Univ. Eugen Iordanescu), CISES s.r.l. & PSIOP Institute, Italy (CISES s.r.l. CEO Dr. Alessandro De Carlo), Alfred Nobel University of Dnipropetrovsk, Ukraine (Rector Prof. Univ. Borys Holod, Prof. Univ. Tamara Tkach, and Associate Professor Irina Bondarevskaya), Institute of Social and Political Psychology NAPS of Ukraine, Laboratory of Psychology of Masses and Communities, Ukraine (Prof. Univ. Vadym Vasiutynskyi), Zaporizhzhya National University, Ukraine (Rector Prof. Univ. Mykola Frolov, Associate Professor Marianna Tkalych).

Psychologists and economists from Italy, Romania, Russia and Ukraine met to discuss the following topics of Economic Psychology:

- Psychological peculiarities of national economic policy;
- Money, income and savings attitudes;
- Psycho-economic aspects of organizational activities;
- Entrepreneurship psychology;
- Economic consciousness and economic socialization;
- Psychology of consuming behavior;
- Psychology of poverty.

Results of the seminar were reflected in the book of abstracts published in English, Russian and Ukrainian scientifically reviewed by Prof. Vadym Vasiutynskyi, Prof. Liudmila Karamushka, and Prof. Tamara Tkach. Over 50 enlarged abstracts were accepted for publication.

The Organizing Committee intends to make the seminar annual with wider participation from abroad of Ukraine. Cooperation ideas are welcomed: dnipropsy@yahoo.com, ibondarevskaya@yahoo.com. Coordinator for seminar organization is Associate Professor Irina Bondarevskaya.

Workshop on “Primer Taller Latinoamericano en Sistemas Complejos”

Klaus Jaffe Carbonell

Venezuelan Behavioral Economists join the Complex System Digital Campus which is part of UNITWIN (UNESCO's University Twinning and Networking Programme established in 1992). The first workshop on “Primer Taller Latinoamericano en Sistemas Complejos” will be held in Colombia at the Universidad de Pamplona y Francisco de Paula Santander, We believe

Behavioral Economics and Economics in general can have strong synergistic interactions with Complex System Science

Klaus Jaffe Carbonell

<http://atta.labb.usb.ve/Klaus/klaus.htm>