



# IAREP

International Association for  
Research in Economic Psychology

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

## May 2014 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](mailto: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](mailto:IAREP-NET@JISCMAIL.AC.UK) . The administrator of this mailing list is IAREP membership officer, Jakub Traczyk, [jtraczyk@swps.edu.pl](mailto:jtraczyk@swps.edu.pl).

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## ***Editorial***

*Agata Gasiorowska*

This year IAREP conference is approaching. It is going to take place together with 28<sup>th</sup> International Congress of Applied Psychology in Paris. I am sure that due to the efforts of the organizers (Christine Roland-Levy) the conference will be very successful.

In this Newsletter, you will see some details about the past and upcoming ICABEEP sponsored workshop and conferences organized by IAREP and SABE, and other co-sponsored events. Also, some important information about the recent changes in Journal of Socio-Economics (continued as the Journal of Behavioral and Experimental Economics) and its special issue on cognitive abilities and economic behavior are included.

All the best,

Agata

## ***From the President's Desk***

*David Leiser*

Dear Friends,

Our annual conference is fast approaching. This is the occasion to meet with colleagues and students, to keep abreast of developments, and to stoke up on ideas and contacts for the following year. This year IAREP 2014 will take place in Paris, in coordination with the large IAAP conference. I would like to thank Christine Roland-Levy for organizing this great and complex event. The scientific program looks inviting, and knowing Christine's organizational skills, I have no doubt this conference will be a great success.

On a practical note, it was not feasible to include the annual IAREP membership fee as part of the Conference fees, and your membership should be acquitted separately. We will soon send a mail about how to proceed.

I will step down as president of the IAREP at the end of the conference. I would like to thank all the members who devote their time and talent to promote our goals: Agata, Leonhard, Jakub, and in particular Tomasz, who does a terrific job as Honorary Secretary. I am grateful to the members of the EC, always willing to share their insights. As Editors of the JoEP, Erich and Erik have proven a superb team who are strengthening and developing our journal, year after year. We are fortunate indeed to have such a team of devoted members.

After the conference, Ellen Nyhus will take the lead as our new President. Ellen has a clear vision of the future of IAREP, and I wish her great success in carrying out her ideas. Thank you Ellen for accepting this position.

I look forward to seeing many of you in Paris!

All the best,

David Leiser  
President

## ***IAREP Conference 2014 Paris, France***

***IAREP/ICAP 2014, Paris, France, July 8-13, 2014***

The 2014 IAREP annual conference will be held July 8-13 in Paris, together with 28<sup>th</sup> International Congress of Applied Psychology and Division 9 of the International Association of Applied Psychology. This year, Ernst Fehr (Switzerland) will deliver Kahneman Lecture entitled “How does neuroeconomics help us understand the human mind?”. Other invited talks include:

- **Presidential address:** David Leiser (Israel), President elect of Division 9, President of IAREP How do laypeople understand macro-economics, and why does it matter?
- **Sacha Bourgeois-Gironde (France)** Low-level processing of money as a medium of exchange
- **Erik Hölzl (Germany)** Credit use
- **Luigi Mittone (Italy)** An anthropological approach to behavioral economics
- **Tomasz Zaleskiewicz (Poland)** Money as the self-regulation tool: Experiments in adults and children?

As usually, IAREP will organize its General Assembly and provide Student Awards during the congress.

## ***SABE 2014 Lake Tahoe Late Submissions***

***Deadline May, 31, 2014***

*Mark Pingle, SABE 2014 Lake Tahoe Conference Organizer*

The SABE 2014 Lake Tahoe Conference will be held July 21-24, 2014 at Harvey's Hotel on the South Shore of Lake Tahoe, Stateline, Nevada, USA. Regular registration, which concluded March 31, was strong. The available conference presentation slots are nearly all filled, with scholars from 22 different countries. This is not surprising, given the three terrific plenary speakers (Vernon Smith, Ulrike Malmendier, and Paul Zak), the fine conference hotel, and one of the most beautiful outdoor locations on earth. A number of specific general sessions have been organized in advance by good scholars, including sessions on behavioral finance, behavioral public finance, neuroeconomics, human capital, group norms, consumer behavior, household economics, and charitable giving. The conference also has planned free time, for attendees to enjoy the surroundings. During this free time, attendees can go on an organized hike in the Sierras or an organized bike ride. And, later in the evening, there is an optional dinner cruise where attendees can get out on Lake Tahoe. Finally, those arriving early can attend a special neuroeconomics lunch lecture at the world renown Harrahs Automobile museum, given by Alison Harris as part of the pre-conference workshop for young scholars. If you can now consider attending, please submit a late submission presentation proposal before May 31. You will not regret doing so.

## ***IAREP co-sponsored Workshop on Risks and Rewards***

***(Ilana Ritov, Marieke Roskes, Idit Shalev, & Shaul Shalvi)***

*David Leiser*

On May 8th, 2014, an IAREP-sponsored workshop on "Risks and Rewards" took place at the Center for the Study of Rationality, Hebrew University, Israel. The workshop is organized by Prof. Ilana Ritov, Dr. Marieke Roskes, Dr. Idit Shalev, and Dr. Shaul Shalvi.

The way human behavior can be motivated via various incentive schemes has been extensively studied in psychology, economics, and adjacent disciplines: From the early behaviorism in psychological science, to economic attempts to optimize reward structures aimed at maximizing efficiency and productivity.

Here, we sought to expose workshop participants to a diverse interdisciplinary background, bringing together junior (graduate students, post-docs) and established researchers from various disciplines who study different aspects of risks people take in various situations, and the rewards that lead them to do so.

We had a very exciting list of speakers including Andrew Elliot (University of Rochester; Clinical & Social Sciences in Psychology), Stephan Dickert (Vienna University of Economics & Business, Marketing), Yaacov Schul (Hebrew University, Psychology), Eyal Pe'er (Bar-Ilan University, Marketing Department), Sharoni Shafir (Hebrew University, Entomology Department), and many others.

Forty-nine participants from all the Israeli Universities and their visitors participated in the workshop, that was sponsored by IAREP/SABE/ICABEEP, Ben-Gurion University's Center for Decision Making and Economic Psychology (DMEP), and the Hebrew University's Center for the Study of Rationality.



## ***2014 AOM Professional Development Workshop (PDW) titled “Trust between Individuals and Organizations”***

*Oliver Schilke and Bart de Jong*

Scheduled: Saturday, Aug 2 2014 8:00AM 10:00AM; Pennsylvania Convention Center in Room 107 (Philadelphia, PA)

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

(1) The first workshop segment starts off with a panel discussion, in which leading scholars present their views on the important and “hot” topic of trust violation and recovery. Fundamental issues addressed by the panelists include whether or not the nature of recovered trust is different from trust prior to a violation, whether recovered trust can ever be as strong or even stronger than before the violation, how to measure trust violation and recovery, and which factors are conducive to trust recovery. Subsequently, the workshop breaks into groups that will discuss questions previously submitted by workshop participants. A requirement for registration for the PDW's first segment 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: • trust dynamics over time, • trust at and across levels of analysis, • links between interpersonal and interorganizational trust, • the role of the institutional environment, • the mechanisms through which trust affects performance, • dysfunctional consequences of trust, • trust and control, • trust asymmetries, • trust versus distrust, • the role of emotions.

(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 and selected through a competitive process. 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.

Registration requirements: For segment 1 (discussion): Submit at least one discussion question by email to [trustpdw@gmail.com](mailto:trustpdw@gmail.com) no later than July 25, 2014. For segment 2 (paper development): Submit your working paper by email to [trustpdw@gmail.com](mailto:trustpdw@gmail.com) no later than July 11, 2014. You will then receive a code that will allow you to register for the PDW.

Note that you may register for only one of the two segments if you wish.

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

Organizer: Bart A. de Jong; VU U. Amsterdam;

Facilitator: Reinhard Bachmann; U. of Surrey;

Facilitator: Kurt T Dirks; Washington U. in St. Louis;

Facilitator: Nicole Gillespie; The U. of Queensland, Australia;

Facilitator: Audrey Korsgaard; U. of South Carolina;

Facilitator: Deepak Malhotra; Harvard U.;

Facilitator: Laura Poppo; U. of Kansas;

Facilitator: Maurice Schweitzer; U. of Pennsylvania;

Facilitator: Antoinette Weibel; Konstanz U.;

Facilitator: Akbar Zaheer; U. of Minnesota;

Facilitator: Edward Zajac; Northwestern U.

Please see the official workshop announcement at

<http://aom.org/meetings/sess2014.asp?id=10373>

## ***2<sup>nd</sup> International Seminar: “Psychology of economic self-determination of person and community”***

*Irina Bondarevskaya*

2<sup>nd</sup> international seminar: “Psychology of economic self-determination of person and community” took place at Lucian Blaga University of Sibiu (Romania) on 9<sup>th</sup> April, 2014. The seminar was co-organized by Lucian Blaga University of Sibiu (Romania), Institute of Social and Political Psychology NAPS of Ukraine, and CISES s. r. l. & PSIOP (Italy).

46 enlarged abstracts from Romania, Ukraine, Russian Federation, and Italy were published in English in the seminar proceedings (Eugen Iordanescu, Irina Bondarevskaya Ed.) due to the following directions of the seminar: 1) economic consciousness and economic socialization; 2) psycho-economic aspects of organizational activities; 3) psychological peculiarities of national economic policy; 4) money, income and savings attitudes; 5) entrepreneurship psychology; 6) psychology of consuming behavior; 7) psychology of richness and poverty; 8) social representations paradigm for research in Economic Psychology; 9) pedagogical basis of economic consciousness development.

International organizing committee from Romania (Eugen Iordanescu, Ramona Todericiu, Gabriela Marcu, Aurelia Draghici, Carmen Novac, Zoltan Bogathy, Corina Ilin), Ukraine (Vadym Vasiutynskyi, Irina Bondarevskaya), and Italy (Alessandro De Carlo) agreed to organize this seminar annually.

Cooperation ideas are welcomed by coordinator for the seminar organization Irina Bondarevskaya: [ibondarevskaya@yahoo.com](mailto:ibondarevskaya@yahoo.com), [bondarevskaya@ua.fm](mailto:bondarevskaya@ua.fm).

## ***Important updates about the Journal of Socio-Economics (continued as the Journal of Behavioral and Experimental Economics)***

*Ofer Azar*

I am happy to report that starting from its April 2013 volume, the ***Journal of Socio-Economics*** is indexed in the Web of Science database of Thomson Reuters. Addition of the journal to Journal Citation Reports and computation of its impact factor are expected in the future. In the meantime the impact factor based on another database (SCImago) is available (see <http://www.journals.elsevier.com/journal-of-socio-economics/news/editorial-the-impact-factor-and-ranking/>).

Another important change is that the journal changes its title to the ***Journal of Behavioral and Experimental Economics (JoBEE)*** starting from the April 2014 volume. The journal originally started as the *Journal of Behavioral Economics* in 1972. Volumes 1-19, over the years 1972-1990, were published under this title. In 1991 the title changed to the *Journal of Socio-Economics*. However, the recent scope of the journal and the way I see it moving forward led me and others to think that the new title of "***Journal of Behavioral and Experimental Economics***" better captures the journal's content, and consequently the decision to change the title was made.

I want to take this opportunity to thank the Associate Editors, Book Review Editor, Editorial Board Members and ad-hoc referees, whose cooperation and efforts help me tremendously in editing the journal and improving both the quality of the journal and the efficiency and timeliness of the review process.

And to our authors – thank you for sending us your papers and please consider the ***Journal of Behavioral and Experimental Economics*** as an outlet for your high-quality research.

Ofer H. Azar

Editor, *Journal of Behavioral and Experimental Economics*

## ***Special issue of Journal of Behavioral and Experimental Economics (formerly the Journal of Socio-Economics)***

### ***Cognitive Abilities and Economic Behavior***

*Pablo Brañas-Garza and John Smith*

It is a fundamental goal of economics to better understand and better predict economic behavior. One of the challenges in this endeavor is to account for the observed heterogeneity of behavior. Researchers are increasingly regarding cognitive abilities as a key component in understanding this heterogeneity. As such, the Journal of Behavioral and Experimental Economics (JoBEE) announces a special issue on Cognitive Abilities and Economic Behavior.

The issue will seek to highlight the diversity and the quality of the current research in this emerging line of inquiry. By assembling a collection of state-of-the-art papers in a single issue we hope to promote additional research on the topic and to help guide theoretical improvements.

We encourage the submission of experimental or empirical papers that employ explicit measures of cognitive ability (for instance, the cognitive reflection test, the Raven test, or other such measures) or implicit measures of cognitive ability (for instance, digit ratios, SAT scores, or other such measures).

We also encourage the submission of studies that examine strategic or nonstrategic behavior. The nonstrategic behavior under consideration could include, but is not limited to, choices involving risk and choices involving payoffs across time periods. The strategic behavior under consideration could include, but is not limited to, the analysis of equilibrium or cognitive hierarchy models, observations within a particular game or across different types of games, and the effect of information regarding the cognitive ability of the other subjects.

In order to provide a balanced overview of the research, we also encourage the submission of studies that investigate but do not find a significant relationship between cognitive abilities and economic behavior.

#### SUBMISSION INFORMATION

The due date for submission of manuscripts is November 1, 2014, but papers can be submitted earlier and the review process will start immediately after submission. Only original papers that are not currently under review or published in other journals may be submitted. Prior submission of abstracts is not required. However, the editors welcome inquiries from authors about the appropriateness of their project for the special issue.

Follow the guidelines for authors and submit the manuscript via JoBEE's online submission system (see <http://www.journals.elsevier.com/journal-of-behavioral-and-experimental-economics-formerly-the-journal-of-socio-economics>). Indicate that the submission is for the special issue on Cognitive Abilities and Economic Behavior.

For questions, contact John Smith ([smithj@camden.rutgers.edu](mailto:smithj@camden.rutgers.edu))

***Society for Neuroeconomics Annual Conference,  
“Neuroeconomics: Decision Making and the Brain”***

***Miami, September 26-28, 2014 (Submission deadline June 2)***

*Harold Zullow, US Country Representative*

Society for Neuroeconomics’ annual conference aims to promote interdisciplinary collaborations and discussions on topics lying at the intersection of the brain and decision sciences in the hopes of advancing both theory and research in decision making. To this end, we welcome involvement by all researchers interested in these and related topics, including reward, learning, emotion, and social behavior to name but a few. Our meeting embraces a wide breadth of research; please feel free to download abstracts and other material from our previous conferences below.

<http://neuroeconomics.org/abstract/>

***BEEMA 2014 (Behavioral and Experimental Economics of the  
Mid-Atlantic) Second Haverford Meeting on Behavioral and  
Experimental Economics, Haverford College***

***Haverford College, Haverford, Pennsylvania, June 7, 2014***

*Harold Zullow, US Country Representative*

BEEMA is a group of early-career behavioral and experimental economists, primarily located in the Greater Philadelphia area. BEEMA affiliates organize seminars in order to discuss current research and to stimulate new research. Due to the generous funding by SABE/IAREP/ICABEEP and the Mellon Foundation, we are able to provide the conference facilities, coffee, and lunch to the participants free of charge.

Preliminary meeting schedule:

<http://crab.rutgers.edu/~smithj/BEEMA2014-Sched.pdf>

Contact persons:

Rimvydas Baltaduonis, Gettysburg College

<http://public.gettysburg.edu/~rbaltadu/index.html>

Utteeyo Dasgupta, Franklin and Marshall College

<https://sites.google.com/site/utteeyodasgupta/>

## ***NeuroPsychoEconomics Conference in Munich, Germany***

***May 29-30, 2014 at the Human Science Center of the Ludwig Maximilian University of Munich.***

*Harold Zullow, US Country Representative*

The conference theme of 2014 is: "Neuroscience of Cognition, Communication, Economic Decision Making, and Marketing: Innovation through Collaboration"

Conference co-chairs are Prof. Dr. Ernst Poeppel, Professor of Medical Psychology, and Dr. Kai Fehse, Research Fellow in Psychology and Neuroscience. The conference will be held in English.

Conference Program:

[http://www.jnpe.org/upload/pdf/2014\\_NeuroPsychoEconomics\\_Conference\\_Program.pdf](http://www.jnpe.org/upload/pdf/2014_NeuroPsychoEconomics_Conference_Program.pdf)

The 2015 NeuroPsychoEconomics Conference will be held in Copenhagen, Denmark, at the Copenhagen Business School, June 18-19, 2015. Conference chair: Thomas Zoëga Ramsøy

## ***EU-InnovatE***

*Lucia A. Reisch*

On behalf of the project team, I am happy to report our recent project "EU-InnovatE (Jan, 2014-Dec, 2016)". With the overall goal of uncovering the obstacles and prospects that exist in Europe for a sustainable green economy the EU-InnovatE project strives to uncover the underlying factors, challenges and opportunities linked with the transition towards a sustainable society from an economic, social and environmental point of view. Co-financed by the European Union the project endeavors to tackle this area of concern by focusing on how user-centred and user-driven Integration, Innovation, and Entrepreneurship can positively influence our transition towards a greener economy. Not only because user-driven change remains an area of largely untapped potential, but also because it at the moment remains a mostly unexplored research area.

Under the lead of Prof. Lucia Reisch (csbCSR), the Copenhagen Business School (CBS) team is responsible for:

- Assessing the current policies and instruments on communal, regional, national and on EU level, enhancing sustainable lifestyles with a special emphasis on user integration, innovation and entrepreneurship.
- Suggesting novel elements of a comprehensive EU policy to support company-driven sustainability innovation actively integrating users as well as user sustainability innovation, specifically user sustainability invention and users sustainability entrepreneurship.
- Empirically test these novel elements by means of experiments, as well as in a social-media enabled consumer conference.

## ***Nudge-It***

*Lucia A. Reisch*

On behalf of the project team, I am happy to report our recent project “Nudge-It (Jan, 2014- Dec, 2018)”. The Nudge-It project is a multidisciplinary project that seeks to explore just this by engaging a range of experts from neurobiology, neuroscience, experimental psychology and behavioural economics. Together, developing new tools to better understand:

- The importance of early life experience: how the choices we make as adults are influenced by stress and poor nutrition in early life.
- Habitual eating behaviour: the life-long learning process and how it is moderated by homeostatic mechanisms.
- Impulsive choice behaviour: the momentary choices we make to eat high energy or low energy foods, depending on hunger state and reward value, and upon price and availability.
- The importance of environmental context on decision-making processes: how day-to-day choices and preferences are affected by socio-economic status, stress, and exercise levels.

Our focus will be on tools that lead to knowledge that translates into policy. Nudge-it will develop new tools and experimental approaches to support the integration of behavioural and observational studies with neurobiological studies in a way that can lead to advances in consumer and nutrition research, providing the evidence base needed to educate stakeholders and inform policy.

Under the lead of Prof. Lucia Reisch (csbCSR), the Copenhagen Business School (CBS) team is responsible for reviewing, designing and testing and number tools and policies that could be utilized in practice to combat unhealthy dietary behavior and conversely promote healthy behavior instead. Policy recommendation will take reference from social psychology, behavioural economics and consumer research.