



# IAREP

International Association  
for Research in Economic Psychology

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

## Fall 2024 IAREP Newsletter

### Content

|  |   |
|--|---|
| 1. Letter from the IAREP President.....  | 2 |
| 2. Minutes IAREP General Assembly, 13:00-14:00 August 22, Dundee UK.....   | 2 |
| 3. Save the dates: 17-20 June 2025 in Tartu, Estonia – IAREP conference <i>Behavioural Insights in Research and Policymaking</i> ..... | 7 |
| 4. Call for IAREP workshop and summer school proposals for 2025.....   | 7 |
| 5. Call for special issue (Journal of Economic Psychology) .....   | 8 |
| 6. Obituary: Hermann Brandstätter, January 4, 1930 – September 9, 2024 .....   | 8 |
| 7. IAREP Contact Information .....   | 9 |

Date: October 24th, 2024

## **1. Letter from the IAREP President**

By Ofer Aznar

Dear IAREP members,

This is my first letter as IAREP President, a role I entered at the end of the General Assembly in Dundee, after serving on the Managing Committee of IAREP for the last year as President-Elect. I am honored to serve as IAREP President and thank you for your trust in electing me for this important position. The other colleagues on the Managing Committee are all great people who are devoted to advance IAREP and it is a pleasure to work together with them.

I want to take this opportunity to thank Morris Altman and his team for organizing the excellent conference we had in Dundee. The conference attracted many participants who presented interesting research, had great keynote talks, and included many breaks and social activities that provided plenty of opportunities to meet colleagues and talk. Overall, it was a pleasure to attend the conference. Thanks Morris and everyone else involved!

I also want to thank Vera Rita de Mello Ferreira who stepped down from being IAREP President, for dedicating so much time and energy to advance IAREP over the last few years, as IAREP President-Elect and then IAREP President. Thank you Vera!

It was a pleasure to see many of you in Dundee, and I look forward to seeing you also in Tartu in June 2025!

All the best,

Ofer Azar  
IAREP President

## **2. Minutes IAREP General Assembly, 13:00-14:00 August 22, Dundee UK**

By Eva Hofmann

### **a. Acceptance of minutes of last GA (by Vera Ferreira)**

Vera Ferreira asks the present members whether they agree with the minutes of the last General Assembly at the IAREP-SABE Conference in Nice. The minutes were sent out with the Spring Newsletter before the conference. 22/22 members have agreed with the minutes.

### **Treasurer's report (by Leonhard Lades)**

The current balance of IAREP's assets is 28,090.01 GBP (22.08.2024). Main earnings stemmed from the IAREP-SABE Conference in Nice (6,502.51 GBP), expenditures were used mainly for student waivers (2,408.57 GBP).

Rob Raynard is kind enough to still help with the British account. The balance of IAREP's account is increasing, therefore it was suggested to spend money on workshops. Workshops can be organised jointly with SABE as suggested by Natalia Czap. Nevertheless, joint workshops should focus on a specific topic as suggested by Agata Gąsiorowska.

## **b. JoEP Editors' Report (by Carlos Alòs-Ferrer)**

The contract of editorship between Carlos Alòs-Ferrer and Elsevier was renewed. Carlos will serve as Editor of the Journal of Economic Psychology until 2029. Eldad Yechiam will end his term of editor in December 2024. To fill the position a search committee was established including Gerrit Antonides, Căzilia Loibl and Eldad Yechiam. The committee selected Yaniv Hanoch, Coventry University, as next Editor of the Journal of Economic Psychology.

In the last academic year the Journal of Economic Psychology (JoEP) has been publishing Research Articles, Reviews/Surveys, Brief Reports (introduced 2019; under 4,000 words), Replication Studies (introduced 2019; under 4,000 words), and Book Reviews (editor: Căzilia Loibl). There enough submissions for all categories except for Replication Studies, IAREP members are highly sincerely requested to hand Replication Studies in; it is suggested to work on such studies with students. Review articles are needed; the journal receives bibliometrical work, but real survey reviews are missing. There are enough brief reports, but also because authors are asked to reconvert their papers.

There were three Virtual Special Issues (VSI) promoted this year: “Behavioral Consequences of Gender Differences” (García-Segarra, Hernández-Arenaz, Rey-Biel), “Meta-Analyses in Economic Psychology” (Yechiam), and “Why Social Institutions Fail Rather Than Foster Cooperation”. The last VSI was cancelled due to an insufficient number of articles submitted. There is a call open for new VSIs, for the application (a) one-page outline of the topic, (b) list of potential contributors, and (c) one-page CV of each Guest Editor, all in one pdf file is needed.

Regarding the Fred van Raaij JoEP Best Paper Award, the Best 2023 JoEP Paper Prize decision was delayed due to extraordinary events this year. Decision will follow in the next months. The Best 2024 JoEP Paper Prize decision will proceed as normal and be announced in the next conference.

Impact Factors are down for most journals, thus also for the JoEP; the 2-year impact factor is down from 3.5 (2022) to 2.5. Nevertheless, JoEP is stable (at “almost Q1”) in relative terms; Ranking 2023: Economics 152/597 (Q2), multidisciplinary Psychology 58/218 (Q2). JoEP is the top journal in Economic Psychology/Behavioral Economics. In 2023 606 articles were submitted, 92% were rejected whereby 78% were desk rejected. In 2024 so far 350 articles were submitted, the rejection rate was 93% und the rate for desk rejection 79%. Speed declined slightly, but it was a difficult finding reviewers. Most submitted articles are still from Europe (2023: 239, 2024: 141), but submissions from Asia have increased (2023: 236, 2024: 132); nevertheless, accepted articles are mainly from Europe (2023: 35, 2024: 17).

JoEP has the problem that some authors rush through the submission and ignore Journal Policies, what results in desk rejection or “Return to Author.”. Roughly one in ten papers desk rejected for obvious reasons (which are in the Guide for Authors). The most frequent reasons are (a) out of scope, (b) lack of incentives in easy-to-incentivize tasks, and (c) using deception. Thus, authors are highly recommended to read the guidelines for submissions, and should NOT write a cover letter. There is a very-detailed Guide for Authors, but right now standardization at Elsevier has made it difficult to find, and there have been misunderstandings. Here is a stable link: <http://aloferrer.github.io/joep.html> Ignoring those leads to “Return to Author” or even desk-rejection. Occasional glimpses into the journal in the Editor's Blog <http://aloferrer.wordpress.com> (Disclaimer: Do not read if lacking a sense of humor / lacking an understanding of irony / easily offended). Detection of simultaneous submissions is now

automatic. There were substantial number of cases. In case of simultaneous submissions authors are banned.

**c. Funding activities (by Eva Hofmann)**

IAREP funds one workshop in 2024 “Psychoeconomics Workshop 2024” organized by Carlos Alos-Ferrer at Lancaster University Management School, Lancaster University, UK, September 19th-20th, 2024. The workshop is open to researchers and PhD students interested in either economic psychology or “economics and psychology”. For more information please contact the organizer Carlos Alos-Ferrer ([c.alosferrer@lancaster.ac.uk](mailto:c.alosferrer@lancaster.ac.uk))!

**d. IAREP Seminars (by Leonhard Lades)**

Website: <https://sites.google.com/view/economicpsychologyseminars?pli=1>; Organisers Leonhard Lades and Carlos Alos-Ferrer have difficulties to find more speakers. IAREP members are invited to post their ideas to the organisers, who can be invited to the series. It is proposed by Vera Ferreira to promote IAREP members and have their findings be presented? Additionally, it was suggested to have virtual IAREP workshops.

**Acceptance of language change in the rules (by Vera Ferreira)**

Fostering inclusive language, the IAREP managing committee would like to change the language of the following rule (already presented in the IAREP Spring Newsletter 2024)

“9. The Editor (of JEP) is elected for a five-year term at the proposal of the Board. He can be re-elected once, bringing his maximum term in office to 10 years. Up to three co-editors can be appointed for the same term as that of the Editor.”

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“9. The Editor (of JEP) is elected for a five-year term at the proposal of the Board. The person can be re-elected once, bringing the maximum term in office to 10 years. Up to three co-editors can be appointed for the same term as that of the Editor.”.

The change of rules is accepted by 22 IAREP members (22 IAREP members present).

**e. YouTube channel (by Vera Ferreira and Lorenzo Gagliardi)**

There were some changes to the YouTube channel. Contents have been organized in public playlists (e.g., IAREP 2023 Seminar Series; FERNFH Seminars). New videos have been promoted through social media outlets (LinkedIn and X). In the future more people should be involved in the process of content creation and different formats should be developed.

**f. Economic Psychology Day (by Vera Ferreira)**

It was suggested again to have an Economic Psychology Day. Vera Ferreira asked whether Jozsef Pantya could organise it in 2026.

**g. Honorary members (by Vera Ferreira, Fred van Raaij):**

Fred van Raaij is presenting the new Honorary IAREP members: Tadeusz Tyszka, Simon Kemp, and Erich Kirchler. **Tadeusz Tyszka** is an important member of the group of “**founding parents**” of IAREP and of economic psychology in Europe. He played an historic role in the expansion of IAREP, and the development of economic psychology, during the period before and after the 1990 collapse of Soviet hegemony over Eastern and Central Europe. The strong position that the Association, and the discipline, have gained in those countries is largely owed

to his initiative and to the colleagues and students he inspired. Starting from a background in decision making and moral psychology, he was the founder of the study of economic psychology in the modern sense in Poland. The research traditions that he established have continued to be the strongest in what we used to call “Eastern Europe”, and he and his colleagues and students have made a major contribution to IAREP’s institutions, holding office and organizing conferences. From the mid-1980s, when it was still very difficult for colleagues from Eastern Europe to travel to the west, he repeatedly managed to join us at IAREP conferences; his contributions were always scholarly and methodologically impeccable, though political difficulties meant that he was not always able to publish his work in international journals. And in 1989, before the collapse of the “Iron Curtain” he organized the first IAREP meeting to take place in Eastern Europe, overcoming formidable practical and financial difficulties to mount a stimulating conference in beautiful surroundings. Subsequently, he served as President of IAREP (1991-93), a role in which his personal characteristics of modesty and wit, and his skilful diplomacy, served him and the Association well. **Simon Kemp** has done more than anyone else to further the study of **economic psychology in the anglophone Southern Hemisphere**, and to extend the influence of IAREP into that region. Despite the distances involved, he has been a regular contributor to IAREP conferences for decades, and he organized the only conference IAREP has ever had in the Southern Hemisphere, at Christchurch, New Zealand in 1992. Subsequently he served as President of IAREP (2007-2009) and as Editor of the Journal of Economic Psychology from 2000 to 2005 (initially jointly with Peter Earl of the University of Tasmania, subsequently as sole Editor), bringing to both roles his sharp intelligence and efficient, decisive working style. He has an extensive publication record, including articles in high-prestige journals and several books, and he is extensively cited. His research interests are wide, so not all of this output is in economic psychology, but he has brought to our research area the skills and ideas he has acquired through his other research fields – not least his initial background as a perceptual psychologist. **Erich Kirchler** belongs to IAREP’s second generation, in the sense that he was a student and protégé of one of our founding members, Hermann Brandstätter, whom we made an Honorary Member last year. But he was active in IAREP almost from its very beginning, working with Brandstätter on the organization of the Association’s conference at Zell-an-der-Pram in 1985 and, even more important, the Association’s first summer school at Linz in 1990 (though serious illness prevented him being present at that event). Quite soon after that point he became **a major figure in IAREP** in his own right, organizing the 2000 conference in Vienna, and serving as President (2001-2003) and as Editor of the Journal of Economic Psychology (2010-2015, jointly with Erik Hölzl). He has a substantial publication record, including some heavily cited papers; his research has ranged widely across economic psychology, bridging elegantly between his roots in social psychology and the more recent approaches from behavioural economics. He has made particularly important contributions to our understanding of tax psychology.

Vera Ferreira asks the members via a vote, whether they agree with the new Honorary Members. Twenty of 21 present members agreed with the new Honorary Members.

#### **h. Future conferences in 2025 and later (by Leonore Riitsalu, Natalia Czap, Jozsef Pantya)**

A Video and slides promoting the next conference in Tartu, Estonia, June 17 – 20 2025, was presented. For the conference in June or July 2026 Natalia Czap proposed a joint conference

with SABE at the University of Michigan-Dearborn in Detroit, US. The conference should be joint to upkeep the relations between SABE and IAREP. Afterwards Jozsef Pantya was proposing a conference at Eötvös Lorád University in Budapest in early June 2027. Jozsef will be in contact with SABE regarding the conference. Both proposals will be voted on electronically by IAREP members in autumn.

**i. WEAI Conference (by Hannah Altman/Morris Altman)**

Morris Altman presents a report done by Hannah Altman on the special IAREP session at the Western Economics Association International, where she was presenting IAREP to American researchers. Seattle 2024 was a great start for IAREP at the WEAI. Despite limited time to advertise, we successfully hosted two sessions with seven papers presented across both. We received positive feedback from the board of the WEAI. Next year, we will be organizing sessions for San Francisco in June, as well as sessions for Bangkok (2026). This will mark IAREP's first time hosting sessions in Asia, which is an incredibly exciting opportunity for the organization as it continues to grow. We welcome submissions for individual presentations for San Francisco June 2025 <https://weai.org/conferences/view/16/100th-Annual-Conference>, Bangkok March 2026, and Seoul March 2027. Please contact Dr. Hannah Altman ([Hannahaltman62@yahoo.co.nz](mailto:Hannahaltman62@yahoo.co.nz)) for more information.

**j. Expression of gratitude to the conference organisers (by Vera Ferreira)**

Vera Ferreira thanks Morris Altman and his team for hosting the conference. Morris did host a IAREP conference now for the third time, many thanks to him and all the others making the conference in Dundee happen.

**k. Change of President (by Vera Ferreira and Ofer Azar)**

Vera Ferreira steps down and becomes Past President. Vera states that she was the first Latin-American president, taking care of a lower IAREP fee for researchers from low-income countries and establishing with others the committee to select Honorary IAREP Members. Ofer Azar took over being president from Vera.

**l. ICAP 2026 IAAP in Florence 2026 (by Agata Gąsiorowska)**

Agata Gąsiorowska, current Honorary Secretary of Division 9: Economic Psychology of IAAP (International Association of Applied Psychology), is promoting the 31<sup>st</sup> ICAP (International Congress on Applied Psychology) 21-25 July 2026 in Florence, Italy. 2026, IAAP is pursuing three mayor new topics: (a) Emerging fields: Explore new, innovative territories in psychological research. (b) Transdisciplinary Approaches: Collaborate across areas of psychology and disciplines to address complex global challenges. (c) Societal Applications: Examine psychology's impactful role in enhancing well-being and promoting sustainable development. Agata tells that there are symposia from different organisers and wants IAREP members to take part in the symposia.

**m. Any other business**

There was no other business to discuss.

### **3. Save the dates: 17-20 June 2025 in Tartu, Estonia – IAREP conference *Behavioural Insights in Research and Policymaking***

By Leonore Riitsalu

Four days of international and interdisciplinary behavioural insights conference in Estonia at the time when the nights do not get dark and the town is full of graduation festivities, held in the buildings of the University of Tartu (established in 1632) that bridge history with modern science. We are inviting researchers, policymakers and nudge units to come and share their evidence from developing and applying behavioural science to better understand wicked behavioural issues in various domains, such as health, climate, finances, and many others.

The 49<sup>th</sup> IAREP (International Association for Research in Economic Psychology) conference programme includes:

- Distinguished keynote speakers from the UK and Estonia
- Parallel tracks with themed sessions and presentations from behavioural scientists and nudge units from around the world
- Early Career Researcher workshop and poster session
- Social programme on three evenings, including a reception in the university museum, river cruise in a wooden vessel, and dinner in AHHA Science Centre

Registration is open.

See for more information the conference website <https://sisu.ut.ee/iarep2025tartu/> or contact [iarep2025@ut.ee](mailto:iarep2025@ut.ee)

### **4. Call for IAREP workshop and summer school proposals for 2025**

By Eva Hofmann

The IAREP Managing Committee requests proposals to organize summer schools and workshops in economic psychology organized by IAREP members. We particularly encourage proposals with clear benefits for IAREP and the field of Economic Psychology, for example special sessions at a IAREP conference or a commitment for participants to become IAREP members. IAREP dedicates 1,500 to 3,000 Euros to sponsor a single workshop or summer school taking place in 2025. Be aware that the workshop or summer school must be in the field of Economic Psychology! Please submit your proposal to IAREP Honorary Secretary Eva Hofmann (e-mail: [eva.hofmann@fernfh.ac.at](mailto:eva.hofmann@fernfh.ac.at)) by 12<sup>th</sup> January, 2025.

Information to include in the proposal via the enclosed form:

- Title of the event
- Brief description of the event and how it meets the goals of the IAREP funding request
- Names of organizers incl. affiliation
- Location and date
- Target audience and how they will be recruited
- Event objectives and outline of content to be taught/discussed
- Names of presenters incl. affiliation
- Amount requested from IAREP

- Proposed fees for participants
- How will funds from IAREP be used?
- Budget for the event

The applicants will be informed by the decision of IAREP Managing Committee by 16<sup>th</sup> February 2025.

We are looking forward to your proposal!

## **5. Call for special issue (Journal of Economic Psychology)**

By Carlos Alós-Ferrer

The **Journal of Economic Psychology** invites proposals for two to three **Special Issues** of the journal, to be published in 2025. Special issues of the journal comprehensively cover topics that are currently of particular relevance in the fields of economic psychology, behavioral economics, and judgment and decision making, and that are insufficiently understood yet (the general scope of the journal can be found at <https://www.sciencedirect.com/journal/journal-of-economic-psychology>).

The proposals should contain a **brief outline** of the **chosen topic** (maximum one page) together with a **list of potential authors** who might be interested in contributing to the special issue, and **short curricula vitae of the guest editors** (maximum one page per guest editor) – all in one pdf file.

Proposals, expressions of interest, and questions should be submitted via e-mail to the editor Carlos Alós-Ferrer at [alosferrer@bluewin.ch](mailto:alosferrer@bluewin.ch). Deadline for submissions is November 30, 2024. Decision of acceptance of proposals will be made by the editors of the Journal of Economic Psychology until the end of December 2024.

## **6. Obituary: Hermann Brandstätter, January 4, 1930 – September 9, 2024**

By Erich Kirchler

It is with deep sadness that we announce the passing of Hermann Brandstätter, a distinguished scholar in social and applied psychology, a pioneer in economic psychology, and an esteemed mentor. He passed away on September 9, 2024, at the age of 94. Born on January 4, 1930, in Grünburg, Austria, Hermann's life was marked by a relentless pursuit of knowledge and a deep commitment to the advancement of psychological research, particularly in the emerging field of economic psychology.

Hermann's academic journey began at the University of Innsbruck, where he studied psychology, followed by specialized studies in statistics at the University of Munich, where he received his *venia legendi* in 1970. Before entering academia, Hermann applied his expertise in organizational psychology as the leading psychologist at the Frankfurt Office of the German Association for Personnel (Frankfurter Büro der Deutschen Gesellschaft für Personalwesen), where he developed practical solutions for personnel management and development.



His academic career truly began to blossom when he accepted a professorship at the University of Augsburg, and when he joined the Johannes Kepler University Linz. There, he taught social psychology, work and organizational psychology, and—most notably—economic psychology, an emerging interdisciplinary field bridging psychology and economics. Hermann was a pioneer in shaping this field and transforming it into a recognized and respected area of academic inquiry.

I had the honor of joining him as his assistant in 1980. He inspired me to conduct social psychological studies focused on group decision making, with a particular emphasis on the impact of emotional expressions during bargaining and negotiation processes. Hermann's commitment to methodological rigor was evident early on when he established one of the few fully equipped social psychology laboratories in Austria. This laboratory allowed for controlled experiments on human interaction that led to groundbreaking insights into social and economic behaviors.

Beyond his research, Hermann was an exceptional teacher and mentor, known for his generosity in sharing knowledge and fostering the careers of his students and colleagues. He introduced me to economic psychology, encouraged a wide range of methodological approaches, and stressed the importance of publishing in international scientific journals as an essential part of pursuing an academic career. His mentorship went far beyond technical guidance—he instilled in his students a passion for inquiry, intellectual curiosity, and a commitment to interdisciplinary research.

Hermann was a long-standing member of the European Association for Social Psychology (ESAP) and also a founding member of the International Association for Research in Economic Psychology (IAREP), and was instrumental in the formal establishment of economic psychology as a discipline. In 2023, he became IAREP's Honorary Member, thus acknowledging his key role in this process. His leadership in organizing international conferences and summer schools helped foster a global academic community, creating opportunities for collaboration across borders - even bridging the divide created by the Iron Curtain during the Cold War.

## **7. IAREP Contact Information**

To become a member of IAREP and receive this newsletter twice per year, please contact Leo Lades, Honorary Treasurer, University of Sterling, [l.k.lades@stir.ac.uk](mailto:l.k.lades@stir.ac.uk) 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](mailto:eva.hofmann@fernfh.ac.at)

Current and past newsletters are on the association's website: <https://www.iarep.org/index.php/news/newsletter>

The IAREP managing committee by October 24th, 2024:

- Ofer Azar, President, Ben-Gurion University of the Negev, [azar@som.bgu.ac.il](mailto:azar@som.bgu.ac.il)
- Leonhard Lades, Honorary Treasurer, University of Sterling, [l.k.lades@stir.ac.uk](mailto:l.k.lades@stir.ac.uk)

- Eva Hofmann, Honorary Secretary, The Distance-Learning University of Applied Sciences (FERNFH), [eva.hofmann@fernfh.ac.at](mailto:eva.hofmann@fernfh.ac.at)
- Lorenzo Gagliardi, Social Media Specialist, University of Padua, [lorenzo.gagliardi@unipd.it](mailto:lorenzo.gagliardi@unipd.it)
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- Vera Rita de Mello Ferreira, Past President, VÉRTICE PSI – Instituto de Psicologia Econômica e Ciências Comportamentais, [verarita@verarita.psc.br](mailto:verarita@verarita.psc.br)