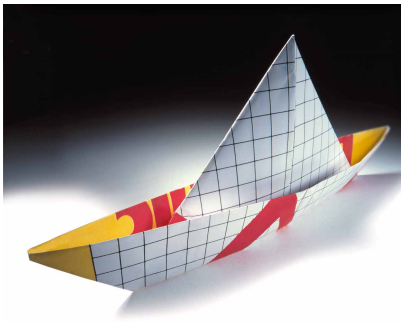

IAREP

International Association
for Research in Economic Psychology
http://www.iarep.org/

May 2017 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 (agasiorowska@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 . The administrator of this mailing list is IAREP membership officer, Jakub Traczyk, jtraczyk@swps.edu.pl.

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Editorial

Agata Gasiorowska

2017 IAREP conference will be organized by Tal Shavit and David Leiser in West Rishon Lezion, Israel. You will find further information on the conference in this newsletter. We also include information about a plenty events and conferences, as well as new books that have been just published or are planned to be published soon.

Please pay close attention to the information on upcoming elections for IAREP Board: call for nomination and electronic voting.

All the best,

Agata

From the President's Desk

Erik Hoelzl

Dear colleagues,

I am excited about the upcoming IAREP 2017 conference in Rishon Lezion, organized by Tal Shavit and David Leiser. It promises to be an excellent meeting, and I hope to see many of you at the conference! Already now, I would like to express my gratitude to Tal, David and their team for all their work.

As announced previously, last year the General Assembly approved a rule change to allow electronic voting. In 2017, there will be elections for president-elect, treasurer, and secretary. These elections will be done electronically before the conference, and members who have paid their 2017 membership fee are eligible to vote. This includes everyone who was a paying participant at the Wageningen conference, as well as everyone who has paid the 2017 membership fee individually already or does so before June 30, 2017 as described on the website. Please note that registering for the IAREP 2017 conference includes the 2018 membership fee. Details on the voting procedure will be communicated via email to those eligible. In the current newsletter, you find the call for nominations.

IAREP is also on Twitter now, and my thanks go to Leo Lades for his initiative on this matter. You will also find a report on the Journal of Economic Psychology and two calls for submissions for Special Issues of JoEP. Many thanks to Martin Kocher and Stefan Schulz-Hardt for all their efforts and hard work with the journal!

Finally, my thanks go to all members of the managing committee for their discussions and initiatives, to Jakub Traczyk for managing membership and to Agata Gasiorowska for managing our IAREP newsletter!

Best wishes,
Erik Hoelzl

IAREP Board - Call for Nominations

Tomasz Zaleskiewicz

Elections for three positions in the IAREP Board – President Elect, Honorary Secretary, and Honorary Treasurer – will take place this year.

The call for nominations for all elected positions is now open and will be closed at the 30th of June 2017.

Nominations should be sent by email to Tomasz Zaleskiewicz (tzaleskiewicz@swps.edu.pl). In line with the IAREP Rules, nominees must be members of the Association and nominations must be seconded by at least one other member of the Association.

IAREP1982 on Twitter

Leonhard Lades

We now have an account on the social media service Twitter. The account is called IAREP1982. You can follow this account for news about IAREP and economic psychology in general. You can also use this account to inform the community about topics relevant to economic psychology. To do so please send an email with a short text of no more than 140 signs to IarepTwitter@gmail.com and we'll tweet it.

2017 IAREP Conference

David Leiser

2017 IAREP Conference – "Leveraging Behavioral Insights"
3-6 September, 2017

As you are all well aware, the annual IAREP Conference will take place at The College of Management Academic Studies (COMAS) in West Rishon Lezion, Israel, a mere 20 minutes away from Tel Aviv at the center of Israel where the hotels (and AirBnB) are located. Conference shuttle bus service to and from Tel Aviv will be available.

The submission process is now over, and we are happy to report that we will have an excellent attendance (both in terms of quality and the range of countries) in what promises to be an excellent meeting.

The conference will host several distinguished lectures: The traditional Kahneman lecture will be delivered by Prof. Uri Gneezy, UC San Diego, Rady School of Management. The other keynote addresses will be given by Prof. Sacha Bourgeois-Gironde, Université Paris-II, Sorbonne Universités and Prof. Wändi Bruine de Bruin, Carnegie Mellon University and Leeds University Business School.

Of course, there will be a boat trip – this time on the Mediterranean, to be followed by a fish meal in Old Jaffa.

The conference site is www.iarep2017.colman.ac.il.
The Facebook page of the conference is iarep2017 (https://www.facebook.com/iarep2017/) If you plan to attend the conference, please make sure register to that page in order to receive updates before and especially in the course of the event.

For any special request, do not hesitate to contact us at iarep2017@colman.ac.il.
We are looking forward to welcome you,

David Leiser
For the local organizers

Updated stats for the Journal of Economic Psychology for 2016

Martin Kocher and Stefan Schulz-Hardt

Dear IAREP members,

Elsevier has just provided us with updated stats for the Journal of Economic Psychology for 2016. As the numbers in the table below show, whereas the number of submissions per year had been relatively stable from 2012 to 2015, in 2016 we have seen a marked increase by about 20%. At the same time, average processing times have been further reduced for all three parameters (time to first decision, average revision time, time until final decision). Finally, as indicated by the „results" parameters, the number of articles that we publish has, more or less, remained stable. Hence, in combination with the increased number of submissions, this means that our rejection rate has somewhat increased. Although we have no reliable measure for this, we feel that the average quality of the submissions that we receive has not substantially changed for better or for worse. Hence, our interpretation of these numbers is that our standards for accepting papers for JOEP have become somewhat more critical, which would be in line with the methodological requirements that we set forth in our editorial when we started our editorial term at the end of 2015.

The other part of the journal stats (impact factor, citations, etc.) has not been yet updated by Elsevier, but we anticipate that we will be able to present them at the IAREP conference in Tel Aviv later this year. Hope to see you all there!

Martin Kocher & Stefan Schulz-Hardt
Editors-in-Chief
Journal of Economic Psychology

Articles Received and Processed in 2008 - 2016

	Submitted	**Final disposition**							
	No. of articles	No. of articles	Processing times (in weeks)			Results			
			Subm. to 1st decn.	Auth. rev. time	Sub. to fin. disp.	Withdrawn	Accepted	Rejected	Reject rate
2010	315	340	18.8	23.7	31.4	19	84	237	0.74
2011	421	408	11.5	20.6	21.9	5	117	286	0.71
2012	452	467	10.5	24.4	20.2	15	100	352	0.78
2013	392	423	8.2	19	17.5	20	80	323	0.80
2014	455	443	7.0	27.3	13.8	12	56	375	0.87
2015	457	470	7.1	29.6	13.8	7	79	322	0.83
2016	545	560	6.0	19.0	9.8	4	60	457	0.89

Call for Submissions: Special Issue of Journal of Economic Psychology on Uncovering Dishonesty

Dishonest behavior occurs daily, in both private (e.g., cheating in romantic relationships) and semi-public contexts (e.g., cheating on one's tax declaration), within organizational settings (e.g., stealing from the workplace), as well as in the realm of national and international agreements (e.g., cheating on pollution emissions tests). Such behavior costs society billions of dollars every year. Researchers from various disciplines have provided theoretical and empirical accounts on understanding the antecedents, correlates, and consequences of dishonest behavior.

We invite contributions to a special issue on "Uncovering Dishonesty". The goal of this special issue is to bring together current research on dishonest behavior from economics, psychology, and other social sciences in a single, interdisciplinary outlet. We are interested in theoretical, experimental, and empirical contributions that focus (but not exclusively) on the following areas:

- Why do some people behave dishonestly, while others do not (or do so to a much smaller extent)?
- Are dishonest tendencies malleable?
- What can policy makers and institutions do to decrease dishonest behavior?
- What are the consequences of dishonest behavior?
- Which methodological approaches are particularly useful to the study of dishonest behavior?

Interested authors are also invited to contact the guest editors Marco Piovesan (marco.piovesan@econ.ku.dk) and Ingo Zettler (ingo.zettler@psy.ku.dk) to discuss the fit of various topics to this special issue.

Submission
Manuscripts should be prepared according to the guidelines outlined on the website of the *Journal of Economic Psychology* (https://www.journals.elsevier.com/journal-of-economic-psychology/). Manuscripts should be submitted **by October 15, 2017** via the website. Authors should select "Uncovering Dishonesty" as article type, and also indicate in their cover letter that the manuscript should be considered for the special issue. Submitting authors can expect a quick turnaround time but will be requested to implement changes on a tight deadline in case they are invited for a "revise and resubmit".

Marco Piovesan and Ingo Zettler (University of Copenhagen)
Guest Editors

Call for Submissions: Special Issue of Journal of Economic Psychology on application of sports data to study decision making

This special issue of the *Journal of Economic Psychology* focuses on using sports data in order to better understand behavior and decision making, especially in competitive environments. In particular, we aim to assemble original research that uses sports data to provide us with insights into various aspects of human behavior, including – among others – preferences for competition, behavior in competitive environments in general and various kinds of tournaments in particular, psychological aspects affecting performance, or strategic decision making by individuals or by teams.

Using sports data to analyze topics such as the ones outlined above combines attractive features of laboratoty experiments and field data. Sports data ensure a sufficient degree of "experimental" control given that sports follow clearly documented and strictly enforced rules, while at the same time retaining the external validity of field data. In recent years a number of studies have used data from various sports, e.g., Tennis, Golf, Judo, Sumo, Horse racing, Football and Basketball, and have shown both how one can use such data to answer diverse research questions and how sports data can bring in new questions in behavioral science. The aim of this special issue is to further pursue and to strengthen this method of research within the scientific community, to broaden its scope by bringing in new research questions, and to provide further insights into behavior and decision making.

The *Journal of Economic Psychology* is an interdisciplinary platform, and in this special issue we encourage contributions from researchers in (behavioral and empirical) economics, psychology, sports sciences, management, and other related social sciences. Interested authors are also invited to contact the guest editors Loukas Balafoutas (loukas.balafoutas@uibk.ac.at), Subhasish Chowdhury (subhasish.mc@gmail.com) and Henning Plessner (henning.plessner@issw.uni-heidelberg.de) to discuss the fit of various topics to the special issue.

Submission

Manuscripts should be prepared according to the guidelines outlined on the website of the *Journal of Economic Psychology* (http://www.journals.elsevier.com/journal-of-economic-psychology/). Manuscripts should be submitted by November 30, 2017 (at the latest!) through that website. Authors should select "Application of sports data to decision making" as article type, and also indicate in the cover letter that the manuscript should be considered for the special issue. Submitters can expect a quick turnaround time, but they will be requested to implement changes with a tight deadline in case they are invited for a "revise and resubmit".

Loukas Balafoutas (University of Innsbruck), Subhasish M. Chowdhury (University of East Anglia), Henning Plessner (University of Heidelberg)
Guest Editors

Call for Submissions: 2017 Florence-Konstanz joint workshop on Behavioural and Experimental Social Sciences

November 2-4, 2017, University of Florence, Italy

Chiara Rapallini

We are pleased to announce the interdisciplinary workshop Social Norms in Multi-Ethnic Societies, which will be held on November 2-4, 2017 at the University of Florence, Italy.

In order to promote the exchange between international scholars on current research about social norms, the workshop will feature, besides keynote speakers, 30- minute presentations that are open for submissions. Submissions are welcome from all the disciplines in social sciences as well as research projects that adopt an interdisciplinary perspective by integrating approaches from different fields.

Keynote speakers

Simon Gächter, University of Nottingham
Joseph Henrich, Harvard University
Friederike Mengel, University of Essex
Heiko Rauhut, University of Zurich

Paper abstracts (max 250 words) should be submitted on the workshop web page
http://www.beelab.unifi.it/workshop2017/index.php?id=submission

Deadline for submission is July 15. Acceptance will be communicated by July 31.

Early registration and fee payment: 250 euros (Student: 150 euros) by October 1.
Late registration and fee payment: 300 euros (Student: 200 euros) by November 2.
Early registration is mandatory for speakers.

Further information on accommodation, on how to reach Florence and on the workshop venue are now available on the workshop web page.

Scientific Committee: Giulia Andrighetto, Italian National Research Council; Leonardo Boncinelli, University of Florence; Sebastian Fehrler, University of Konstanz; Urs Fischbacher, University of Konstanz; Wolfgang Gaissmaier, University of Konstanz; Thomas Hinz, University of Konstanz; Sven Steinmo, European University Institute, Florence; Vincenzo Valori, University of Florence

Organizing Committee: Leonardo Boncinelli, Domenico Colucci, Maria Grazia Pazienza, Chiara Rapallini, Vincenzo Valori.

web page: http://www.beelab.unifi.it/workshop2017/index.php?id=home
e-mail: beelab@unifi.it

Call for Submissions: 2017 AOM Professional Development Workshop (PDW) on "Trust between Individuals and Organizations"

Oliver Schilke

We invite you to register for the 5th AOM PDW on "Trust between Individuals and Organizations." Scheduled: Saturday, Aug 5 2017 11:00AM - 1:30PM at Atlanta Marriott Marquis in Room Marquis M303
Please find the details below or at http://aom.org/meetings/sess2017.asp?id=10941.

Trust is a fundamental characteristic of organizational relationships and one of the most frequently studied concepts in management research today. This PDW is aimed at advancing research on trust by serving as a platform for scholars to discuss fundamental issues, engage in dialogue, and help further research- in-progress. The workshop consists of three segments:
(1) The first segment starts off with a panel discussion, in which leading scholars share their thought-provoking ideas on the hot topic of "distrust";
(2) For the second segment, attendees break into roundtables to discuss relevant issues in current trust research. Each table will start out with a particular topic but may move on to other issues as the discussion unfolds. Topics may include (but are not limited to): trust and distrust, trust violation and recovery, performance consequences of trust, dimensions of trust, measuring trust, trust-building, trust and control, and trust in teams;
(3) The third segment 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 be in an advanced developmental stage, targeted at a scholarly management journal, and no more than 40 double- spaced pages in length.

Registration requirement: To pre-register, please go to https://tinyurl.com/2017trustpdw and enter in the requested information, including whether you wish to only participate in the first two segments, or also in the third (paper development) segment. The latter will require you to upload a paper of your project-in-progress. Make sure you pre-register for the PDW no later than July 23, 2017. After entering all the requested information, you will receive an approval code that allows you to officially register for the PDW. Note that uploading a paper is not a guarantee it will be accepted for the paper development segment. We will be sending out notifications in the week of July 24.

Organizers: Bart De Jong; Australian Catholic U.; Oliver S. Schilke; U. of Arizona;
Panelists: Brian Connelly; Auburn U.; Guido Moellering; Witten/Herdecke U.; Sim B. Sitkin; Duke U.;
Facilitators: Kirsimarja Blomqvist; Lappeenranta U. of Technology; Deanne N. Den Hartog; U. of Amsterdam; Michael Lance Frazier; Creighton U.; Peter H. Kim; U. of Southern California; Thomas Mellewigt; Freie U. Berlin; Randall S Peterson; London Business School; Richard L Priem; Texas Christian U.;

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Best,
Bart de Jong & Oliver Schilke

Paris School of Economics Summer School in Experimental Economics, June 26-30

Contact: Sylvain Riffe Stern, sylvain.riffe@psemail.eu

Harold Zullow

The 2017 Paris School of Economic Summer School in Economics will feature programs on Bounded Rationality and Behavioral Economics, and Experimental Economics: Empirical tools and methods to investigate economic behavior. You may contact to see if spaces are still available, and the school brochure can be found at: http://www.parisschoolofeconomics.eu/IMG/pdf/experimental-economics-sumschool-pse-2017.pdf

6th biennial conference on Behavioral Decision Research in Management, Harvard Business School on June 7-9, 2018

Harold Zullow

BDRM is held biennially and brings together the best of behavioral research within, but not limited to, the areas of decision making, consumer behavior, experimental and behavioral economics, decision analysis, behavioral finance, organizational behavior, negotiation, behavioral strategy, behavioral operations research, behavioral accounting, and medical and legal decision making. Submissions of original work in such areas are encouraged. The conference announcement will be forthcoming, and in the interim inquiries can be directed to Julia Minson, conference co-chair, at julia_minson@hks.harvard.edu

7th Annual FDIC Consumer Research Symposium Sponsored by the FDIC's Division of Depositor and Consumer Protection

Harold Zullow

Join the 7th Annual FDIC Consumer Research Symposiumm to be held at the FDIC's facilities in Arlington, Virginia, on Friday, October 13, 2017.
The symposium will highlight new research on consumers' capabilities, knowledge, preferences, and experiences in markets for financial products and services, as well as the effects of public policy interventions and new regulations on consumers, households, communities, and financial institutions. More details on the event and highlights from past conferences are available at: https://www.fdic.gov/news/conferences/consumersymposium

CALL FOR PAPERS: Submissions for the conference are still being accepted. If you are interested in submitting a paper or an abstract, please refer to the Call for Papers announcement for more information, at: https://www.fdic.gov/news/conferences/consumersymposium/2017/call-for-papers.html. As a reminder, the submission deadline is June 5, 2017.

Shanghai Neuroeconomics Collective –NYU Shanghai to hold the 2017 Neuroeconomics Summer School, July 17-29

Harold Zullow

http://www.shanghai-neuroeconomics.org/
New York University and the Shanghai Neuroeconomics Collective are delighted to present the second biennial NYU Cooperative International Summer School for Neuroeconomics. The goal of the Neuroeconomics Summer Institute is to bring together post-docs and advanced graduate students in neuroscience, psychology, economics and related disciplines for an intensive and advanced study of the rapidly growing interdisciplinary field of Neuroeconomics. The course will feature daily lectures, morning and afternoon, by leading international faculty in Neuroeconomics. Workshops and experimental projects will take place in the evenings. Modeled after the Cold Spring Harbor Banbury meetings and the Russell Sage Foundation Institute in Behavioral Economics, the course aims to be the preeminent training venue for young neuroeconomists.
The directors are Nathaniel Daw (Princeton University), Paul Glimcher (NYU), Hilke Plassmann (INSEAD), and Agnieszka Tymula (University of Sydney),
Topics include: Axiomatic Foundations of Economics, Theory of Utility and Value, Prospect Theory, Expectation-based Theories of Reference Point, Heuristics & Biases,Representation of Value in the Brain, Neural Systems for Valuation, Dopamine & Value, Perceptual Decision Making, Reinforcement Learning, Foraging, Ethology & Social Behavior, Pro-social Decision Making, Consumer Neuroscience, Neurofinance, Overconfidence, Emotions and Decision Making, Time Discounting and Self-control, Dual Process Models, Attention & Memory, Game Theory, Competition & Cooperation.

Behavioral Science & Policy Association Conference on 19 September 2017

Submission deadline 19 June 2017

Harold Zullow

The annual conference of the Behavioral Science & Policy Association (BSPA) will be held on September 19 in New York City. Attendees include leading behavioral scientists, policy makers, behavioral science consultants, private and public sector executives, and members of the media. BSPA seeks proposals by June 19 for short (TED talk style) presentations highlighting research in eight key areas in which behavioral scientists could have significant influence on policy: Education & Culture, Energy & Environment, Development, Financial Decision Making, Health, Justice & Ethics, Management & Labor, Technology & Innovation. The call for presenters can be found at:
https://behavioralpolicy.org/wp-content/uploads/2017/05/BSPA-Call-For-Presenters.pdf

13th Annual conference of the Association for NeuroPsychoEconomics, Antwerp, June 8-9, 2017

Harold Zullow

Keynote speeches will be presented by Ernst Fehr, Peter Bossaerts, and Arno Riedl. The final conference program is available online. The Association for NeuroPsychoEconomics (ANPE) is a strategic partner of the **American Psychological Association (APA)** and the premier scholarly organization for scientists and professionals working at the interface of neuroscience, psychology, economics, business, and marketing. Founded in 2005, the Association for NeuroPsychoEconomics integrates the fields of neuroeconomics, decision neuroscience, consumer neuroscience, neuromarketing, neuro-IS, and neurofinance.

Read more: http://www.neuropsychoeconomics.org/conference/

International Social Science Council

Tri-annual World Social Science Forum theme of Security and Equality for Sustainable Futures, to be held 25-28 September, 2018, Fukuoka, Japan

Harold Zullow

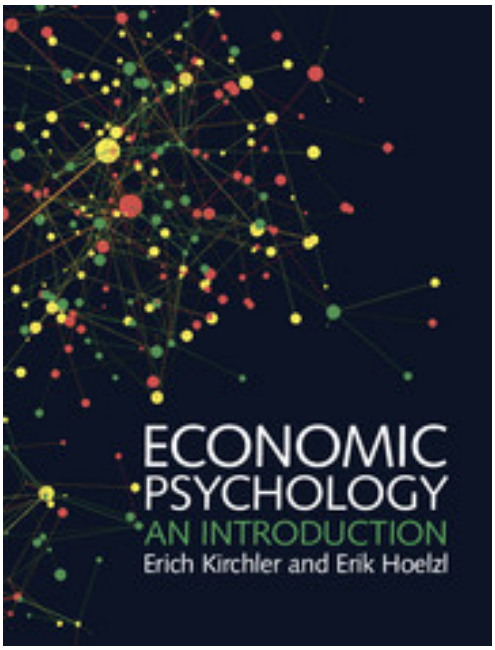
The growing complexity of the challenges facing societies worldwide has given rise to increasing concerns about security, across a range of different sectors. Life in the Anthropocene era is calling into question the sustainability of human activities, with critical implications for equity, and for food, water and energy security. From issues of freedom and democracy to cyber- and bio-warfare, the changing nature of conflict highlights the complexity and interrelatedness of old and new threats to human security. It is against this backdrop that Agenda 2030 sets out to 'secure our planet', while ensuring that 'no-one will be left behind'.

Over the course of four days, discussion at the World Social Science Forum will explore how current concerns about security relate to equality and sustainability. The Forum is expected to convene around 1,000 researchers from all over the world, who will identify critical research priorities on security, as well as data and knowledge gaps, globally and in specific regions.

Call for nominations to its Scientific Committee will be released shortly, and call for session proposals opening in June 2017
http://www.wssf2018.org/

New Book: Economic Psychology. An Introduction

Erich Kirchler and Erik Hoelzl



Economic Psychology. An Introduction is planned for planned in November 2017. The purpose of this book is to give an introduction to economic psychology. After giving an overview of the field, we start out with three chapters discussing the basic building blocks of economic behaviour: decision-making from a normative and a descriptive perspective as well as lay theories. We then move on to three chapters addressing the major markets on which economic behaviour occurs as an interaction between individuals and companies or institutions: consumer markets, labour markets, and financial markets. We close with three chapters focussing on society-level topics: collective cooperation, collective production, and collective prosperity.

In Chapter 1, we present economic and psychological approaches towards the study of human behaviour. We also give an overview of the history and the current fields of economic psychology that we use as the guiding structure of this book.

In Chapter 2, we present normative decision-making theories, starting out with classical decision theory and empirical studies on its predictions. We give an overview on decision anomalies that arise from information processing, emotions, time, and heuristics.

In Chapter 3, we present descriptive decision-making theories. First, prospect theory as a highly influential approach that can explain several systematic deviations from rationality in people's decisions is addressed. We move on to descriptive models of individual, organisational, and political decisions. Finally, we discuss nudging as a strategy to regulate citizens' behaviour.

In Chapter 4, we present lay theories about economic concepts. Lay people often have a different view than experts, and build their actions on these views. We discuss that economic knowledge, motives, and behaviour develop with age, but that even adults often have limited financial literacy. We close with subjective views on money that become particularly apparent in currency reforms and in the perception of prices.

In Chapter 5, we present selected processes on consumer markets. We first cover purchase decisions by individual consumers and discuss models explaining these decisions. We move on to purchase decisions in private households, focusing on the specific challenges in these settings. Finally, we discuss credit decisions of individuals and households, as nowadays more and more purchases involve the borrowing of money.

In Chapter 6, we present selected processes on labour markets. We start with the notion that labour markets can be viewed as an interplay of supply and demand for work power and that specific aspects of labour markets can be studied experimentally. We further discuss wages as a motivating factor as well as perceptions of wage fairness. Finally, we review entrepreneurship including relevant determinants in founding one's own company.

In Chapter 7, we present selected processes on financial markets. We discuss economic and psychological perspectives on the stock market and some common errors and biases that occur. We present findings on over- and under-reaction to news and the disposition effect. Investor

decisions are influenced by heuristics, emotions, and social processes. Finally, we discuss the role of trust in financial institutions.
In Chapter 8, we present collective cooperation as the question of how individuals cooperate within a large-scale economic system such as a nation. We start with a view on the shadow economy, in particular tax evasion, and move on to findings on attitudes towards taxes and on tax behaviour in general. We then present different approaches relevant in the understanding of tax behaviour and tax evasion. Finally, we discuss how the interaction climate between taxpayers and tax authorities shapes cooperation.
In Chapter 9, we present collective production as another aspect of how individuals interact within large-scale economic systems. We discuss how the meaning of work has changed over time and introduce current views on work and leisure. We present findings on unemployment, in particular psychosocial consequences and the differential impact of unemployment.
In Chapter 10, we discuss collective prosperity and the questions surrounding the connection between wealth and happiness. We start with conceptual considerations of life satisfaction, well-being, and happiness. We move on to findings on the association between these concepts on the individual level and on the aggregated level within a nation. Finally, we discuss the role of economic prosperity, as for example measured by the Gross Domestic Product, regarding the happiness of citizens within a nation.
This book is written for scholars across various disciplines, for students at different stages of their education, for practitioners interested in economic psychology and behavioural economics, for journalists and policy advisors, and for the general public with or without psychology background. It can be used for bachelor-level or master-level courses in business administration (marketing, consumer behaviour, finance, or corporate development), economics (microeconomics, behavioural economics), social sciences (sociology, political science), and psychology, where students should get a basic knowledge about the foundations of economic psychology. Practitioners can benefit from insights in consumer decisions, investment decisions, or taxpaying decisions.

Read more at:
http://www.cambridge.org/at/academic/subjects/psychology/applied-psychology/economic-psychology-introduction?format=PB&isbn=9781107668638#S83ff7sMFFg4uEPJ.97

New Book - Human Agency and Behavioral Economics: Nudging Fast and Slow

Human Agency and Behavioral Economics: Nudging Fast and Slow was published in 2017 by Palgrave Macmillan. It was written by Cass R. Sunstein. The book offers comprehensive evidence about what people actually think of "nudge" policies designed to steer decision makers' choices in positive directions. The data reveal that people in diverse nations generally favor nudges by strong majorities, with a preference for educative efforts – such as calorie labels - that equip individuals to make the best decisions for their own lives. On the other hand, there are significant arguments for non-educational nudges – such as automatic enrollment in savings plans - as they allow people to devote their scarce time and attention to their most pressing concerns. The decision to use either educative or non-educative nudges raises fundamental questions about human freedom in both theory and practice. Sunstein's findings and analysis offer lessons for those involved in law and policy who are choosing which method to support as the most effective way to encourage lifestyle changes.

Cass R. Sunstein is the Robert Walmsley University Professor at Harvard University, USA. From 2009 to 2012, he was Administrator of the White House Office of Information and Regulatory Affairs. He is the founder and director of the Program on Behavioral Economics and Public Policy at Harvard Law School. Suntstein has written numerous books, including *Nudge: Improving Decisions about Health, Wealth, and Happiness* (with Richard H. Thaler, 2008) and *Why Nudge?: The Politics of Libertarian Paternalism* (2014).

First issue of the new Journal of Behavioral Economics for Policy (JBEP) is now available

Harold Zullow

Featuring articles from Cass Sunstein, Carol Graham, and George Loewenstein, the new journal is published by the Society for the Advancement of Behavioral Economics (SABE). Founding Editor Roger Frantz and SABE President Pablo Brañas-Garza penned an introduction to the journal, the latter conveying the vision of JBEP:

> *"Behavioural economics cannot be confined to academic journals with only a tenuous connection to the real world. We need to strive so that the insights generated by behavioural economics that can improve people's lives, actually reach the people, practitioners and policy makers, who can use these insights to improve outcomes."*

JBEP joins a cadre of academic journals dedicated to publishing behavioral insights in a format accessible to policy makers and practitioners, including Behavioral Science *& Policy* and the upcoming Behavioural Public Policy.

http://sabeconomics.org/journal/jbep-1-1/

Frontiers Spotlight Research Topics Award to be available for 2018 round

Harold Zullow

Research Topics finalized in 2017 will be eligible of the **second annual Frontiers Spotlight Award.** The winning Research Topic will be announced in 2018 and a conference hosted in 2019.

Organizing a Research Topic is free, and articles published in Research Topics qualify for discounted processing-processing charges. Read more **here**
http://home.frontiersin.org/about/publishing-fees

Ten cutting-edge Frontiers Research Topics were recently announced as finalists for the first (2017) Spotlight Award, which will grant US$100,000 to winning Editors to organize a conference around their topic.

Read more: https://www.spotlightaward.frontiersin.org/participate/

Kahneman-Treisman Center for Behavioral Science & Public Policy opens at Princeton University

Harold Zullow

The Kahneman-Treisman Center opened at Princeton this academic year, in honor of professors Daniel Kahneman and Anne Treisman, and will continue to host events as of September. The Center web site is at: Behavioralpolicy.princeton.edu

New Behavioral Evidence Hub launched online - Bhub.org

Harold Zullow

B-Hub was launched recently by ideas42, Innovations for Poverty Action (IPA), and the Center for Health Incentives & Behavioral Economics at the University of Pennsylvania (CHIBE). It is "a comprehensive resource that brings together some of the world's most promising innovative solutions into a single tool, putting them within easy reach of all those working to solve a wide range of intractable problems affecting the wellbeing and livelihood of people around the world." Contributions to the evidence base are welcome. Find out here which types of studies are eligible for inclusion and how to submit content.
Read more: http://www.bhub.org/submit-a-study/