

Advances with Field Experiments

Saieh Hall for Economics

September 15-16, 2016



Conference Program



THE UNIVERSITY OF
CHICAGO

Keynote Speakers



James Heckman is the Henry Schultz Distinguished Service Professor of Economics at the University of Chicago, a Nobel Memorial Prize winner in economics and an expert in the economics of human development. His recent research focuses on human development and lifecycle skill formation, with a special emphasis on the economics of early childhood development.



Juanna Joensen is a Senior Research Associate at the University of Chicago. Her research focuses on understanding the causes and consequences of individual human capital investments, and highlights important aspects of heterogeneity in human capital investments and its interaction with institutions and public policies.



Jonathan Meer is an Associate Professor of Economics at Texas A&M University, the Private Enterprise Research Center Professor, and a Ray A. Rothrock Fellow. His research interests include investigating individuals' decisions, such as whether to make a charitable donation, and their reasons for making them.

Conference Organizers



John List is the Kenneth C. Griffin Distinguished Service Professor of Economics at the University of Chicago. List has been at the forefront of environmental economics and has served as senior economist on the President's Council of Economic Advisors for Environmental and Resource Economics. He is also a Research Associate at the National Bureau of Economic Research, a Research Fellow at the Institute for the Study of Labor (IZA), and a University Fellow at Tilburg University in the Netherlands. List is best known as one of the world's leading experts on experimental economics.



Robert Metcalfe is a Postdoctoral Scholar in Economics at the Department of Economics at the University of Chicago. His research interests include the development and testing of price theory and behavioral theory using naturally occurring data and field experiments primarily with Fortune 500 companies, charitable organizations, and national governments. He is currently conducting research projects on energy, P2P markets, taxation, finance, healthcare, and education.



Anya Samek is an Associate Professor (Research) of Economics at University of Southern California's Center for Economic and Social Research. She uses experiments to address questions about how economic theory can predict real-world behavior in the areas of health, education, and charitable giving. Samek also uses lab experiments to learn about the development of preferences. She has been involved in several large-scale research endeavors, including as a co-investigator of the Science of Philanthropy Initiative and as a key personnel on the Chicago Heights Early Childhood Center field experiments.

Thursday, September 15 (AM)

		Track 1 (SHFE 021)		Track 2 (SHFE 146)		Track 3 (SHFE 141)		
		Education		Finance		Prosocial		
8:00-8:15am		Welcome Remarks - John List (SHFE 021)						
Speaker 1	Jeff Livingston Bentley University	Measuring Success in Education: The Role of Intrinsic Motivation		Inka Eberhardt Maastricht University	Financial Incentives Beat Social Norms: A Field Experiment on Retirement Information Search		Daniel Lee Rice University	The Richness of Giving: Charity Selection and Charitable Gifts in a Large Field Experiment
Speaker 2	Sally Sadoff UC San Diego	Using Behavior Incentives to Improve Performance on High Stakes Tests: Evidence from a Field Experiment		Robert Hammond North Carolina State University	Nudging Retirement Savings: A Field Experiment on Supplemental Plans		Marta Maras Gettysburg College	Role of Reciprocity and Expectations in a Pay-What-You-Want Environment: Evidence from the Field
Speaker 3	Brent Hickman University of Chicago	Motivation Versus Productivity: A Study of Human Capital Investment Using Field Experiments and Structural Modeling		Martin Kanz World Bank	Moral Incentives: Experimental Evidence from Repayments of an Islamic Credit Card		Sandra Polania-Reyes University of Notre Dame	Disentangling Social Capital: Lab-in-the-Field Evidence on Coordination, Networks and Cooperation
Speaker 4	Benjamin Marx University of Illinois at Urbana-Champaign	Student Loan Nudges: Experimental Evidence on Borrowing and Educational Attainment		Sebastian Tonke University of Cologne	Using Behavioral Insights to Decrease Non-Payment for Water in Rural Namibia			
Speaker 1	Paul Ferraro Johns Hopkins University	The Micro-Behavioral Economics of Technology Adoption for Water Conservation and Climate Change Adaptation: Engineers vs Behavioral scientists		Discrimination		Markets		
Speaker 2	Yu Gao Polytechnic University of Milano	Planned vs. On-spot Purchasing for Light Bulbs		Olga Stoddard Brigham Young University	Recruiting for Workplace Diversity: A Field Experiment at a Fortune 500 Finance Firm		Benjamin Gillen Caltech	Two Information Aggregation Mechanisms for Predicting the Opening Weekend Box Office Revenues of Films: Boxoffice Prophecy and Guess of Guesses
Speaker 3	Verena Kurz University of Gothenburg	Nudging to Reduce Meat Consumption: Immediate and Persistent Effects of an Intervention at University Cafeterias		Josue Ortega University of Glasgow	Rational Inattention in Online Dating		Ronald Harstad University of Missouri	Efficiency Measurement via Revealed Thresholds, Without Knowing Valuations
Speaker 4	Robyn Meeks University of Michigan	Shedding Light: Understanding Energy Efficiency and Electricity Reliability in Developing Countries		Graeme Pearce University of Exeter	Do you Mind Me Paying less? Measuring Other-Regarding Preferences in the Market for Taxis		David Ong Peking University	Choice Overload and Sampling risk: a Field Experiment with Actual Shoppers
Speaker 1	Luigi Butera University of Chicago	The Welfare Consequences of Motivating Healthy Behaviors Using Financial Incentives and Social Image		Kate Vyborny Duke University	Do Women Value Gender Segregation? Evidence from Public Transport in Rio de Janeiro			
Speaker 2	Clayton Featherstone Wharton School, University of Pennsylvania	A Model of Information Nudges		Education		Environmental Economics		
Speaker 3	Dmitry Taubinsky Dartmouth	Attention Variation and Welfare: Theory and Evidence from a Tax Salience Experiment		Eszter Czibor University of Chicago	Does Relative Grading Help Male Students? Evidence from a Field Experiment in the Classroom		Kenneth Gillingham Yale University	How Do Households Respond to Critical Peak Pricing? Experimental Evidence on the Role of Information and Incentives
				Marco Castillo Texas A&M University	Discount Rates of Children and High School Completion		Koichiro Ito University of Chicago	Information Frictions, Switching Costs, and Selection on Elasticity: A Field Experiment on Electricity Tariff Choice
				Uros Petronijevic York University	Student Coaching: How Far Can Technology Go?		Florian Rundhammer Georgia State University	Targeting Multiple Policy Margins: Evidence from Two Social Nudges in Energy Conservation

Thursday, September 15 (PM)

		Track 1 (SHE 021)		Track 2 (SHE 146)		Track 3 (SHE 141)		
		Prosocial		Consumer Decision-Making		Labor		
12:30-1:45pm		Speaker 1	Mette Frier Damgaard Aarhus University	Jing Cai	University of Michigan	Andrea Blasco	Harvard University	Motivating Effort in Contributing to Public Goods Inside Organizations: Field Experimental Evidence
		Speaker 2	Laura Gee Tufts University	Amanda Pallais	Harvard University	Xavier Giné	World Bank	Profits and Mission: Performance Incentives in a Multigood Development Organization
2:00-3:20pm		Speaker 3	Tianshu Sun Marshall School of Business, University of Southern California	Farah Said	Lahore School of Economics	Elizabeth Lyons	UC San Diego	The Impact of Job-Specific Training on Temporary Worker Performance: Evidence from a Field Experiment
		Speaker 4		Holger Sieg	University of Pennsylvania	Gert-Jan Romensen	University of Groningen	Feedback and Fuel Conservation: Field Evidence from Bus Drivers
		Speaker 1	Anya Samek University of Southern California	Education		Daniel Hedblom	University of Chicago	Non-Pecuniary Incentives in Labor Markets: Evidence from a Field Experiment and Structural Modeling
		Speaker 2	Amanda Chuan Wharton School, University of Pennsylvania	Paul Gertler	UC Berkeley	Seda Ertag	Koc University	Mindset, Fairness and Deciding Whom to Give To
3:30-4:50pm		Speaker 3	Fadi Hassan Trinity College Dublin, CEP, LSE	Rashnaan Hussam	Yale University	Daniel Hungerman	University of Notre Dame	What is the Price Elasticity of Charitable Giving? Toward a Reconciliation of Disparate Estimates
		Speaker 4	Christy Leung Thirty Million Words	Mario Macis	Johns Hopkins University	Ragan Petrie	Texas A&M University	Love Thy Neighbor: Built Environment Effects on Social Interactions
		Education		Health		Behavioral Economics		
		Speaker 1	Susanne Neckermann University of Chicago	Carol Newman	Trinity College Dublin	Santosh Anagol	Wharton School, University of Pennsylvania	Endowment Effects in the Field: Evidence from India's IPO Lotteries
5:00-6:00pm		Speaker 2	Michael Yeomans Harvard University	Siawa Rokicki	Harvard University	Robert Metcalfe	University of Chicago	Can Myopic Loss Aversion Explain the Equity Premium Puzzle? Evidence from a Natural Field Experiment with Professional Traders
		Speaker 3	Dennis Zhang Northwestern University	Adam Sacarny	Columbia University	Gautam Rao	Harvard University	Status Goods: Experimental Evidence from Platinum Credit Cards
6:00-8:00pm		Dinner with Keynote Speaker James Heckman (Quadrangle Club, 1155 East 57th Street, Chicago, IL 60637)						

Friday, September 16 (AM)

		Track 1 (SHFE 141)		Track 2 (SHFE 146)		Track 3 (SHFE 112)	
		Ubernomics: Have Creative Ideas? Uber Needs You! with Jonathan Hall, John List, and Rob Metcalfe (SHFE 146)					
		Education		Prosocial		Labor	
8:00-9:00am	Speaker 1	Leonardo Bursztyn University of Chicago	Delia Baldassarri New York University	Regional and Identity Variation in Prosocial Behavior: Evidence from a Nationwide Lost Letter Experiment	Claudine Gartenberg NYU Stern School of Business	The Contingent Effect of Management Practices	
	Speaker 2	Sally Hudson University of Virginia	Alain Cohn University of Chicago	The Honest Citizen: Evidence from Nationwide Field Experiments	Erez Yoeli Harvard Program for Evolutionary Dynamics	Potential Follow-up Increases Private Contributions to Public Goods	
9:15-10:35am	Speaker 3	Judd Kessler Wharton School, University of Pennsylvania	Alexander Coultts Nova School of Business and Economics	Social Learning in Experimental Games: Evidence from Rwanda	Michel Marechal University of Zurich	Job History, Work Attitude, and Employability	
	Speaker 4	Anant Nyshadham Boston College	Jana Gallus Harvard Kennedy School/UCLA Anderson	Fostering Voluntary Contributions to a Public Good: A Large-Scale Natural Field Experiment at Wikipedia	Gaia Nardiso Trinity College Dublin	Inspiring Women: Experimental Evidence on Sharing Entrepreneurial Skills in Rural Uganda	
	Speaker 1	Jie Bai Massachusetts Institute of Technology	Eric Bettinger Stanford University	An Economists' Guide to Mindset: Evidence from A Field Experiment in Norway	Julian Jamison World Bank	Risk and Timepreferences Reducing Crime and Violence: Experimental Evidence on Adult Noncognitive Investments in Liberia	
	Speaker 2	Hernan Bejarano CIDE & Chapman, Economic Science Institute	Alberto Bisin New York University	Present-Bias, Procrastination and Deadlines in a Field Experiment	Wes Yin UCLA	The Determinants of Take-up and Plan Choice in Health Insurance Exchanges: A Field Experiment in Covered California	
10:50-12:10pm	Speaker 3	Alberto Cavallo Massachusetts Institute of Technology	Lester Lusher UC Davis	College Better: Parimutuel Betting Markets as a Commitment Device and Monetary Incentive	Marc Willinger University of Montpellier	Evidence of Genotypic Adaptation to the Exposure to Volcanic Risk at the Dopamine Receptor	
	Speaker 4	Michael Ostrovsky Stanford University	Sharon Zuo University of Houston	Cultural Assimilation, Peer Effects and the Development of the Gender Gap in Risk Preferences			

Friday, September 16 (PM)

		Track 1 (SHFE 141)		Track 2 (SHFE 146)		Track 3 (SHFE 112)	
		Lunch with Keynote Speaker Juanna Joensen (SHFE 146)					
Health							
1:45-3:05pm	Speaker 1	Michael Callen Harvard University	Using Preference Estimates to Customize Incentives: An Application to Polio Vaccination Drives in Pakistan	Denz Aydin Stanford University	The Marginal Propensity to Consume Out of Credit: Evidence from Random Assignment of 54,522 Credit Lines	Bo Cowgill Columbia University	Automating Subjective Decisions: Theory and Evidence from Resume Screening
	Speaker 2	Mariana Carrera Case Western Reserve University	The Structure of Health Incentives: Evidence from a Field Experiment	Hong Luo Case Western Reserve University	Copyright Enforcement: Evidence from Two Field Experiments	Tanya Rosenblatt University of Michigan	Referral Experiments in Social Networks
	Speaker 3	Julie Pernaudet CREST	The Role of Subjective Perceptions in Health Decisions: A Field Experiment among Disadvantaged Youth	Shagata Mukherjee Georgia State University	Are Women Better Clients in Microfinance?	Heiner Schumacher KU Leuven	You are fired! - Work Performance and Anti-Social Employer Behavior
	Speaker 4	Christopher Robertson New York University	A Randomized Field Experiment of Patient Responses to Physician Disclosures of Industry Conflicts of Interest	Andris Saulitis European University Institute	Is It All About Money? Field Experiment with the Defaulted in a Debt-Collector Enterprise	Nick Zubanov Goethe University Frankfurt	Making Managers Matter
Discrimination							
3:15-4:15pm	Speaker 1	Amanda Agan Rutgers University	Ban the Box, Criminal Records, and Statistical Discrimination: A Field Experiment	Pascaline Dupas Stanford University	Targeting Experimentation Subsidies: A Mechanism Design Approach	Tova Levin Humana	A Glimpse into the World of High Capacity Givers: Experimental Evidence from a University Capital Campaign
	Speaker 2	Sera Linardi University of Pittsburgh (GSP/PA)	Imagined vs Actual "Others": An Experiment on Intrinsic Giving in Afghanistan	Amanda Kowalski Yale University	Doing more when you're running LATE: Applying Marginal Treatment Effect Methods to Examine Treatment Effect Heterogeneity in Experiments	Laurent Muller INRA	Shoppers' Response to Nutrition Policies in Framed-Field Experiments
	Speaker 3	Priya Mukherjee College of William and Mary	The Effects of Social Identity on Aspirations and Learning Outcomes: A Field Experiment in Rural India	Stefanie Peer WU Vienna	Identification of Self-Selection Biases in Field Experiments Using Stated Preference Experiments		
4:30 -?	Informal Happy Hour (Location TBD)						
Miscellaneous							