



**Wednesday, September 6 - Day 1**

8:00-8:40 am	Continental Breakfast	SHFE 100X
8:40-9:00 am	Welcome and Introductory Remarks <ul style="list-style-type: none"> <li>• <b>John List</b>, University of Chicago</li> <li>• <b>Amir Pasic</b>, Lilly Family School of Philanthropy</li> </ul>	SHFE 021
9:00-10:00 am	Keynote: <b>Ragan Petrie</b> , Texas A&M University <i>"Motives and Impediments to Give: Evidence from Field Experiments"</i>	SHFE 021
10:00-10:30 am	Break (SHFE 1 <sup>st</sup> Floor Annex Lobby)	SHFE 100X
10:30-11:45 am	Parallel Sessions 1	
<b>Session 1A</b>	<b><i>Insights Into Soliciting</i></b> <ul style="list-style-type: none"> <li>• <b>Gordon Kraft-Todd</b>, "Setting a Price for Charitable Giving Increases Donations through Self-Concept Maintenance"</li> <li>• <b>Sarah Smith</b>, "Lift or Shift: Do fundraising interventions increase voluntary contributions to public goods?"</li> <li>• <b>Haesung (Annie) Jung</b>, "When Feasibility Benefits the Charity: Desirability Versus Feasibility Focus and Charitable Gift Restrictions"</li> <li>• <b>Joseph Stinn</b>, "Overhead Aversion: Do Some Types of Overhead Matter More Than Others?"</li> </ul>	SHFE 021
<b>Session 1B</b>	<b><i>Distributing Charitable Dollars (I)</i></b> <ul style="list-style-type: none"> <li>• <b>Anya Samek</b>, "The Impact of Recipient Contributions on Charitable Giving"</li> <li>• <b>Joshua Foster</b>, "The Effects of Loss Aversion and Sunk Cost Sensitivity in All-pay Auctions for Charity: Experimental Evidence"</li> <li>• <b>Robin Bergh</b>, "Doing the Most Good - How and When to Reason about Charity Efficiency"</li> <li>• <b>Sule Alan</b>, "Belief in Hard Work and Altruism: Evidence from a Randomized Field Experiment?"</li> </ul>	SHFE 146
11:45 am-12:00pm	Lunch Station (please bring lunches to panel talk in SHFE 021)	SHFE 100X
12:00-1:15 pm	<b>Hartsook Growing Philanthropy Award</b> presentation And <b>Practitioner Panel Discussion</b> <ul style="list-style-type: none"> <li>• <b>Ivan Adames</b>, Northwestern University</li> <li>• <b>Grant Gilbert</b>, Association of Fundraising Professionals</li> <li>• <b>Walle Mafolasire</b>, Givelify</li> <li>• <b>Amir Pasic</b>, Lilly Family School of Philanthropy (Panel Chair)</li> <li>• <b>Jim Rosenberg</b>, Jewish United Fund/Jewish Federation of Metropolitan Chicago</li> <li>• <b>Gene Tempel</b>, Lilly Family School of Philanthropy</li> </ul>	SHFE 021
1:15-1:30 pm	Break	SHFE 100X





**Wednesday, September 6 - Day 1**

4:30-5:30 pm <b>Session 4A</b>          <b>Session 4B</b>	Parallel Sessions 4 <i>Effects of Peers and Social Norms</i> <ul style="list-style-type: none"><li>• <b>Eugen Dimant</b>, “On Peer Effects: Contagion of Pro- and Anti-Social Behavior and the Role of Social Cohesion”</li><li>• <b>Wendy Liu</b>, “Charitable and Influential: The Effect of Pro-Social Actions on Opinion Influence”</li><li>• <b>Yuan Tian</b>, “How Are Giving Behaviors Affected by Other Givers?-A Lab Experiment Testing Self-Other Oversimilarity Theory”</li></ul> <i>Why Do People Give? (I)</i> <ul style="list-style-type: none"><li>• <b>Billur Aksoy</b>, “Donors’ Response to News: When Does Less Information Translate into More Giving?”</li><li>• <b>Daniel Hungerman</b>, “Comparing Rebates and Matches for Charitable Giving: A Few Theory-Based Observations”</li><li>• <b>James Cox</b>, “Moral Costs and Rational Choice: Theory and Experimental Evidence”</li></ul>	SHFE 021          SHFE 146
6:00-8:00 pm	Conference Dinner	Quadrangle Club (1155 E. 57 <sup>th</sup> Street)



# SCIENCE OF PHILANTHROPY INITIATIVE

PHILANTHROPY INNOVATIONS CONFERENCE 2017

## Thursday, September 7 – Day 2

8:00-9:00 am	Continental Breakfast	SHFE 100X
9:00-10:00 am	Keynote: <b>Lise Vesterlund</b> , University of Pittsburgh <i>“Motivated Fundraising: Designing the Ask to Harness Incentives to Give”</i>	SHFE 021
10:00-10:30 am	Break	SHFE 100X
10:30-11:45 am	Parallel Sessions 5	
<b>Session 5A</b>	<b><i>Competition and Group Donations</i></b> <ul style="list-style-type: none"> <li>• <b>Juliana Schroeder</b>, “Making a Difference in the Life of One or Many: A Preference for Distributed Helping”</li> <li>• <b>Danielle Vance-McMullen</b>, “Better Together? Experimental Evidence Regarding the Impact of Simultaneous Solicitations on Charitable Giving”</li> <li>• <b>Jamie Levine Daniel</b>, “Competitive Giving: Identity, Sports and Philanthropy”</li> <li>• <b>Walle Mafolasire</b>, “Think You Know Church Donors? Think Again: What Over Two Million Transactions Tell Us About Generosity in the Church Today”</li> </ul>	SHFE 021
<b>Session 5B</b>	<b><i>Framing and Information (II)</i></b> <ul style="list-style-type: none"> <li>• <b>Avner Ben-Ner</b>, “Charitable Giving in Variants of Dictator Game Experiments: Probing the Effects of Framing and Choice Sets”</li> <li>• <b>Daniel Jones</b>, “Incentive and Sorting Effects of Incentive Pay When Workers are Intrinsically Motivated”</li> <li>• <b>Philip Grossman</b>, “Good News, Bad News and Giving: Impact of Recipient Characteristics”</li> <li>• <b>Rene Bekkers</b>, “Can Charitable Donations Compensate for a Reduction in Government Funding? The Role of Information”</li> </ul>	SHFE 146
11:45 am-1:15 pm	Lunch	SHFE 112
12:00-1:00 pm	Presentation by <b>Giving for Impact Foundation</b> - Including discussion of funding opportunities (lunches may be brought to optional workshop in SHFE 146)	SHFE 146
1:15-2:30 pm	Parallel Sessions 6	
<b>Session 6A</b>	<b><i>Distributing Charitable Dollars (II)</i></b> <ul style="list-style-type: none"> <li>• <b>Avner Shlain</b>, “High Demand for Redistribution but Low Voluntary Giving: Evidence from Small and Large Groups”</li> <li>• <b>Gert Pönitzsch</b>, “Pro-social Behavior by Groups and Individuals: Evidence from Contributions to a Global Public Good”</li> <li>• <b>Mackenzie Alston</b>, “High-Income Donors’ Preferences for Charitable Giving”</li> </ul>	SHFE 021

