ADVANCES WITH FIELD EXPERIMENTS
CONFERENCE
OCT. 5-6, 2018
KEYNOTE SPEAKERS

AMY FINKELESTEIN

Amy Finkelstein is the John & Jennie S. MacDonald Professor of Economics at the Massachusetts Institute of Technology. She is the co-founder and co-Scientific Director of J-PAL North America, a research center at MIT that encourages and facilitates randomized evaluations of important domestic policy issues. She is also the founding Editor of American Economic Review: Insights and the co-Director of the Public Economics Program at the National Bureau of Economic Research. She is a member of the National Academy of Sciences and of the Institute of Medicine, and a fellow of the American Academy of Arts and Sciences and of the Econometric Society.

ROLAND FRYER

Roland G. Fryer, Jr. is the Henry Lee Professor of Economics at Harvard University and faculty director of the Education Innovation Laboratory (EdLabs). His research combines economic theory, empirical evidence, and randomized experiments to help design more effective government policies. His work on education, inequality, and race has been widely cited in media outlets and Congressional testimony. Fryer was awarded a MacArthur “Genius” Fellowship and the John Bates Clark Medal, given by the American Economic Association to the best American Economist under age 40. Among other honors, he is a fellow of the American Academy of Arts and Sciences and a recipient of the Calvó-Armengol Prize and the Presidential Early Career Award for Scientists and Engineers.

CATHERINE WOLFRAM

Catherine Wolfram is the Cora Jane Flood Professor of Business Administration at the Haas School of Business, University of California, Berkeley. She is the Program Director of the NBER Environment and Energy Economics Program, Faculty Director of The E2e Project, a research organization focused on energy efficiency and a research affiliate at the Haas Energy Institute. Wolfram has published extensively on the economics of energy markets. Her work has analyzed rural electrification programs in the developing world, energy efficiency programs in the US, the effects of environmental regulation on energy markets and the impact of privatization and restructuring in the US and UK.
Recent years have seen an enormous increase and interest in academic research using experimental methods in the field to address questions across a broad range of topics in economics. Moreover, businesses and governments across many countries around the world are starting to appreciate the power that field experiments can have on the design of products, services, and policies.

The Advances with Field Experiments 2018 conference at the Boston University Questrom School of Business will gather a group of academics to present the best and most innovative new work using field experiments to address economic questions.
2018 PARTICIPANTS

Paul Adams
Hamna Ahmad
Desmond Amnuh
Andy Anaya
Sher Afghan Asad
Shahar Ayal
Alan Benson
Maria Bernedo Del Carpio
Michael Best
Syon Bhanot
Anat Bracha
Hilary Byerly
Pol Campos-Mercade
Alvaro Carreño
Marina Carrera
Jeremy Celse
Chandrayee Chatterjee
Yefeng Chen
Jessica Cohen
Lynn Conell-Price
Luca Corazzini
Patricia Cortes
Maria Alexandra Cotofan
Zoe Cullen
Weijia Dai
Phaedra Daipha
Mette Damgaard
Jesse Dashefsky
Lucia Del Carpio
William Delgado
Andrew Dusant
Dean Eckles
William Evans
Clayton Featherstone
Lenka Fišáková
Amy Finkelstein
Mira Fischer
Jeffrey Flory
Andrey Fradkin
Catalina Franco
Roland Fryer
Laura Gee
Matilde Giaccherini
Benjamin Gillen
Sandra Goff
Louise Gorges
Christina Gravert
Michael Grubb
Benedict Guttmann-Kenney
Yuki Higuchi
Sarojini Hirshleifer
Manuel Hoffmann
Lisa Hoffmann
Justin Holz
Marco Horvath
Xiaocheng Hu
David Huffman
Reshmaan Hussam
Stefan Hut
Marieke Huysentruyt
Maulik Jagannath
Janna Joensen
Garrett Johnson
Martin Kanz
Minjoo Kim
Andrea Kiss
Tim Klausmann
Nils Köbisse

Financial Conduct Authority
Duke University
MIT / J-PAL
Allstate Insurance
Iowa State University
Interdisciplinary Center (IDC) Herzliya
University of Minnesota
UMD Baltimore County
Columbia University
Swarthmore College
Federal Reserve Bank of Boston
University of Vermont
Lund University
Columbia University
Montana State University
Burgundy School of Business
Georgia State University
Zhejiang University
Harvard School of Public Health
Carnegie Mellon University
University of Venice Ca’ Foscari
Questrom School of Business
Erasmus Univ. & Tinbergen Institute
Harvard University
Lehigh University
Allstate
Aarhus University
Arya/Allstate
INSEAD
University of Chicago
Vanderbilt University
MIT
UHND Lab for Economic Opportunities
Wharton
Tiburg University
MIT
WZB Berlin and IZA
Claremont McKenna College
Boston University
Univ. of Michigan/Univ. del Rosario
Harvard University
Tufts University
CEIS - University of Rome Tor Vergata
Claremont McKenna College
Skidmore College
University of Hamburg
University of Copenhagen
Boston College
Chicago Booth School of Business

Bruhan Konda
Dennis Kramer
Yaron Lahav
Christina Lamb
Andreas Lange
Kenneth Leonard
Ian Levely
Lianjun Li
Shuwen Li
John A. List
Jeffrey Livingston
Andrea Lopez-Luzuriaga
Hong Luo
Mario Macis
Margaret McConnell
Ben Meiselman
Robert Metcalfe
Wanda Mimra
Fatemeh Momeni
Carey Morewedge
Roberto Mosquera
Pallab Mozumder
Ian Muir
Yusuke Narita
Cornel Nesseler
Vy Nguyen
Christos Nicolaides
Robert Ostling
Julie Pernaudet
Uros Petronijevic
Jaciqulyn Pless
Benjamin Posman
Shambhavi Priyam
Abhijit Ramalingam
Gautam Rao
David Reiley
Charlotte Ringdal
Carl Robinson
Sutanuk Roy
Claire Sachsse
Sally Sadoff
Claudia Schwirpke
Julia Seither
Ricardo Serrano-Padial
Gauri Shastri
Soye Shin
Stephan Sommer
Zhong Songfa
Valentina Tartari
José Tavares
Verena Tiefenbeck
Emilia Tjernström
Panagiotis Touli
Kathryn Vasilaky
AngelinoVICEIZA
Shaoda Wang
Collin Weigel
Andrej Woerner
Catherine Wolfram
Xiaoyang Ye
Michael Yeomans
Erez Yoeli
Yuan Yuan
Redis Zaliusas
Dennis Zhang
Dianzhao Zhu
Nick Zubanov

United Nations Univ. (UNU MERIT)
University of Florida
University of North Carolina
Ben-Gurion University of the Negev
University of Florida
University of Hamburg
University of Maryland
Wageningen University
University of Iowa
UNC Charlotte
University of Chicago
Bentley University
George Washington University
Harvard Business School
Johns Hopkins University
Johns Hopkins University
Questrom School of Business
ETH Zurich
University of Chicago
Boston University
Texas A&M University
Florida International University
Lyft
Yale University
Zurich University
Monash University
University Of Cyprus & MIT
IIES Stockholm University
University of Chicago
York University
University of Oxford
Clemson University
Max Planck Institute
Appalachian State University
Harvard University
Pandora Media Inc.
University of Amsterdam
Harvard University
Australian National University
J-PAL North America
University of California San Diego
University of Hamburg
Nova School of Business & Economics
Drexel University
Wellesley College
University of Georgia
RWI Leibniz Inst. for Econ. Research
Stanford & Nat. Univ. of Singapore
Copenhagen Business School
Nova School of Business & Economics
ETH Zurich
University of Wisconsin - Madison
Chicago Booth School of Business
Cal Poly Economics
Spelman College
University of California, Berkeley
Johns Hopkins University
University of Amsterdam
Berkeley Haas School of Business
University of Michigan
Harvard University
MIT Sloan School of Management
MIT
Lloyds Banking Group
Washington University in St. Louis
University of Paris Dauphine/PSL
University of Konstanz
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<td>8:00-8:30 am</td>
<td>Registration &amp; Continental Breakfast</td>
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<tr>
<td>8:30-8:50 am</td>
<td>Welcome and Introductory Remarks</td>
<td><strong>John List</strong>, University of Chicago, <strong>Robert Metcalfe</strong>, Boston University Questrom School of Business</td>
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<tr>
<td>8:50-9:50 am</td>
<td>Keynote: <strong>Catherine Wolfram</strong>, Berkeley Haas School of Business</td>
<td>“Field Experiments on Electrification: Lessons from Successes and Failures?”</td>
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<td>9:50-10:00 am</td>
<td>Break</td>
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<td>10:00-11:20 am</td>
<td>Parallel Sessions 1</td>
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<tr>
<td><strong>Session 1A</strong></td>
<td>Education</td>
<td><strong>Jeffrey Livingston</strong>, Bentley University, “Harnessing Complementarities in the Education Production Function”</td>
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<td><strong>Sally Sadoff</strong>, University of California at San Diego, “Improving College Instruction through Incentives”</td>
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<td><strong>Shaoda Wang</strong>, University of California at Berkeley, “Religion and Motivated Cognition: When Ramadan Meets the College Entrance Exam”</td>
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<td><strong>Session 1B</strong></td>
<td>Labor</td>
<td><strong>Laura Gee</strong>, Tufts University, “The Effect of Salary History Bans”</td>
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<td><strong>Jeffrey Flory</strong>, Claremont McKenna College “Using Behavioral Economics to Curb Workplace Misbehaviors: Evidence from a Natural Field Experiment”</td>
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<td><strong>Nick Zubanov</strong>, University of Konstanz, “Market Competition and Effectiveness of Performance Pay: Evidence from the Field”</td>
<td>Rooms 426-428-430</td>
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<td>Health</td>
<td><strong>Mario Macis</strong>, Johns Hopkins University, “Leveraging Patients’ Social Networks to Overcome Tuberculosis Under-detection in India: A Field Experiment”</td>
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<td><strong>Nina Mazar</strong>, BU Questrom, “Providing Health Checks as Incentives to Retain Blood Donors – Evidence from Two Field Experiments”</td>
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<td><strong>Wanda Mimra</strong>, ETH Zurich, “Health Services as Credence Goods: A Field Experiment”</td>
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<tr>
<td>Time</td>
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<td>Presentations</td>
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<td>11:20-11:30 am</td>
<td>Break</td>
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<tr>
<td>11:30-12:50 pm</td>
<td>Parallel</td>
<td><strong>Shahar Ayal</strong>, The Interdisciplinary Center (IDC) Herzliya, Israel, “Revise unethical behavior in the field”</td>
<td>Room 414</td>
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<td>Sessions 2</td>
<td><strong>Jeremy Celse</strong>, Burgundy School of Business, “Crafting messages to fight dishonesty: a field investigation of the effects of descriptive social norms on lying and fare evasion”</td>
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<td><strong>Dianzhuo Zhu</strong>, University of Paris Dauphine (PSL Research University), “The limit of money in daily ridesharing: Evidence from a field experiment”</td>
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<td><strong>Lisa Hoffmann</strong>, Hamburg University &amp; German Institute of Global and Area Studies (GIGA), “(Ch)eating for oneself or cheating for others? Preliminary findings from an online experiment with young politicians in Kenya”</td>
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<tr>
<td>11:30-12:50 pm</td>
<td>Session 2A</td>
<td><strong>Shuwen Li</strong>, GMU, “Climate policies under collective risk: Provision of local irrigation systems in the lab and field”</td>
<td>Room 419</td>
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<td><strong>Claudia Schwirplies</strong>, University of Hamburg, “The risks that farmers take: an experiment on externalities with individual thresholds inspired by fertilizer use”</td>
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<td><strong>Soye Shin</strong>, University of Georgia, “Better Understanding of Demand for Weather Index Insurance among Smallholder Farmers under Prospect Theory”</td>
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<td>11:30-12:50 pm</td>
<td>Session 2B</td>
<td><strong>Jessica Cohen</strong>, Harvard University, “Behavioral Nudges Toward Increased Consumption of Improved Maize by Young Children: A Cluster Randomized Experiment in Ethiopia”</td>
<td>Room 426-428-430</td>
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<td><strong>Manuel Hoffmann</strong>, Texas A&amp;M, “Influenza Vaccines, Employee Health, and Sickness Absence – A Field Experiment at the Workplace”</td>
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<td><strong>Maggie McConnell</strong>, Harvard School of Public Health, “Free contraception and Behavioral Nudges in the Postpartum Period: Evidence from a Randomized Control Trial in Nairobi, Kenya”</td>
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<td><strong>Charlotte Ringdal</strong>, CREED and University of Amsterdam, “The uptake of family planning services in Tanzania: Experimental evidence on the role of the husband”</td>
<td>Rooms</td>
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<tr>
<td>12:50-1:00 pm</td>
<td>Lunch station – please bring lunches to keynote talk in 426-428-430</td>
<td>Room 432</td>
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<tr>
<td>1:00-2:15 pm</td>
<td>Lunch and Keynote: <strong>Amy Finkelstein</strong>, MIT, “The Oregon Health Insurance Experiment: What Did It Find and What Did It Mean?”</td>
<td>Rooms 426-428-430</td>
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<td>2:15-2:25 pm</td>
<td>Break</td>
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<td>2:25-3:45 pm</td>
<td><strong>Session 3A</strong> Parallel Sessions 3</td>
<td>Room 414</td>
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<td><strong>Hong Luo</strong>, Harvard Business School, “Infringing Use, Search Costs, and Legal Consumption: Evidence from a Field Experiment”</td>
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<td><strong>Roberto Mosquera</strong>, Texas A&amp;M, “The Economic Effects of Facebook”</td>
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<td><strong>Michael Yeomans</strong>, Harvard University, “Communicating Warmth in Distributive Negotiations is Surprisingly Counterproductive”</td>
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<td><strong>Dennis Zhang</strong>, Washington University in St. Louis, “Taking Assortment Optimization from Theory to Practice: Evidence from Large Field Experiments on Alibaba”</td>
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<td>2:25-3:45 pm</td>
<td><strong>Session 3B</strong> Education</td>
<td>Room 419</td>
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<td><em>Andrea Kiss</em>, Duke University, “Sleep: a pilot experiment to improve students' performance”</td>
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<td><em>Fatemeh Momeni</em>, University of Chicago, “Towards an Understanding of the Total Impact of an Early Education Program”</td>
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<td><em>Uros Petronijevic</em>, York University, “Lack of Study Time is the Problem, but What is the Solution? Unsuccessful Attempts to Help Traditional and Online College Students”</td>
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<td><em>Pol Campos-Mercade</em>, Lund University, “The effects of feasible goals on academic achievement”</td>
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<td>2:25-3:45 pm</td>
<td><strong>Session 3C</strong> Finance</td>
<td>Rooms 426-428-430</td>
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<td><em>Gautam Rao</em>, Harvard University, “The Endowment Effect and Collateralized Loans”</td>
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<td><em>Anat Bracha</em>, Federal Reserve Bank of Boston, “Misjudge the Nudge? The (Mixed) Effect of Reminders on Creditworthiness”</td>
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<td><em>Ricardo Serrano-Padial</em>, Drexel University, “Information and Risk Preferences: The Case of Insurance Choice”</td>
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<td>3:45-3:55 pm</td>
<td>Break</td>
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<td>3:55-5:15 pm</td>
<td>Parallel Session 4</td>
<td><strong>Agricultural Economics</strong></td>
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<td>Room 414</td>
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<td>- <strong>Salvatore Di Falco</strong>, University of Geneva, “The welfare impact of agricultural innovations”</td>
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<td>Room 419</td>
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<td>- <strong>Ian Levely</strong>, Wageningen University, “Joint Production and Household Bargaining: an experiment with spouses in rural Tanzania”</td>
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<td>Room 426-428-430</td>
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<td>- <strong>Collin Weigel</strong>, Johns Hopkins University, “Preferences in the Field: A comparison of discount rate elicitation methods among U.S. Farmers”</td>
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<td>Room 426-428-430</td>
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<td>- <strong>Kathryn Vasilaky</strong> (California Polytechnic Economics) “Groundwater depletion in Northern India: Myself and Others”</td>
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<td>5:15-5:25 pm</td>
<td>Break</td>
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### ADVANCES WITH FIELD EXPERIMENTS
**CONFERENCE 2018**
**DAY 1 - FRIDAY, OCTOBER 5**

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<tr>
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<tbody>
<tr>
<td>5:25-6:05 pm</td>
<td>5A</td>
<td>Energy</td>
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<td><strong>Stephan Sommer</strong>, RWI–Liebniz Institute for Economic Research, “How Fairness Motives Affect the Willingness to Pay for Green Electricity”</td>
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<td><strong>Verena Tiefenbeck</strong>, ETH Zurich, “Feedback, fast and slow: a field study on live feedback for resource conservation”</td>
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<td>5B</td>
<td>Development</td>
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<td><strong>Abhijit Ramalingam</strong>, Appalachian State University, “Status and Trust in Representative Leaders: An Artefactual Field Experiment in Rural Sarawak”</td>
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<td><strong>Julia Seither</strong>, Nova School of Business and Economics, “Reference Points and Entrepreneurship: Evidence from a Field Experiment on Aspirations, Goal Setting, and Business Skills”</td>
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<td>5C</td>
<td>Labor</td>
<td>Rooms 426-428-430</td>
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<td><strong>David Huffman</strong>, University of Pittsburgh, “Incentive Complexity as an Antidote to Gaming: Evidence from Field and Lab Experiments in the Workplace”</td>
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<td><strong>Clayton Featherstone</strong>, Wharton School, “Liquidity and Job Choice”</td>
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<td>6:05-6:15 pm</td>
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<td>Break</td>
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<td>6:15-7:35 pm</td>
<td>6A</td>
<td>Gender and Labor</td>
<td>Room 410</td>
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<td><strong>Patricia Cortes</strong>, Boston University Questrom School of Business, “Understanding Gender Differences in Negotiation and the Role of Information in Reducing Gender Gaps”</td>
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<td><strong>Zoe Cullen</strong>, Harvard University, “Sex Segregation and Career Advancement”</td>
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<td><strong>Edward Chang</strong>, University of Pennsylvania, “Can an Hour of Online Diversity Training Influence Attitudes and Behaviors Towards Women and Minorities at Work?”</td>
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<td><strong>Stefan Hut</strong>, Brown University, “The Importance of Being Modest: An Experiment on Gender and Socioemotional Skills”</td>
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<td>6B</td>
<td>Development and Labor</td>
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<td><strong>Louise Görges</strong>, University of Hamburg, “Wage earners, homemakers &amp; gender identity—Using an artefactual field experiment to understand couples' labour division choices”</td>
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## ADVANCES WITH FIELD EXPERIMENTS
### CONFERENCE 2018
#### DAY 1 - FRIDAY, OCTOBER 5

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<tr>
<td>6:15-7:35 pm</td>
<td>• <strong>Shambhavi Priyam</strong>, Max Planck Institute, “Preferences and life outcomes of children and adolescents in Bangladesh”</td>
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<td></td>
<td>• <strong>Kartini Shastry</strong>, Wellesley College, “Inputs, Monitoring, and Crowd-out in School-Based Health Interventions: Evidence from India’s Midday Meals Program”</td>
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### Room 414

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<td><strong>Education</strong></td>
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<td>• <strong>Maria Cotofan</strong>, Erasmus University Rotterdam/Tinbergen Institute, “Repeated Praise: Evidence from a Field Experiment”</td>
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<td>• <strong>Xiaoyang Ye</strong>, University of Michigan, “Human instruction versus machine learning: Behavioral interventions to reduce inequality in college choice at scale”</td>
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<td>• <strong>Carly Robinson</strong>, Harvard University, “The Demotivating Effect (and Unintended Message) of Retrospective Awards”</td>
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<td>• <strong>Yusuke Narita</strong>, Yale University, “Toward an Ethical Experiment”</td>
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### Room 419

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<tr>
<th>Time</th>
<th>Dinner and Bonus Session: “Opportunities for Field Experiments”</th>
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<tr>
<td>7:35-9:00 pm</td>
<td>• Panel moderator <strong>John List</strong>, University of Chicago</td>
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<td>• <strong>Robert Metcalfe</strong>, Boston University Questrom School of Business</td>
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<td>• <strong>Justin Holz</strong>, University of Chicago</td>
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<td>• <strong>Ian Muir</strong>, Lyft</td>
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<td>• <strong>Karen Ye</strong>, University of Chicago</td>
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### Rooms 426-428-430
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<tr>
<th>Time</th>
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<tbody>
<tr>
<td>7:30-8:00 am</td>
<td>Continental Breakfast</td>
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<tr>
<td>8:00-9:00 am</td>
<td>Keynote: Roland Fryer, Harvard University “TBA”</td>
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<td>9:00-9:10 am</td>
<td>Break</td>
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<td><strong>Public</strong> &lt;br&gt;  - Michael Best, Columbia University, “Incentives and the Allocation of Authority in Organizations: A Field Experiment with Bureaucrats”  &lt;br&gt;  - Andrew Dustan, Vanderbilt University, “Motivating Bureaucrats with Non-monetary Incentives when State Capacity is Weak: Evidence from a Large Field Experiment in Peru”  &lt;br&gt;  - Yefeng Chen, Zhejiang University, “Dose Collectivistic and Individualistic Institution Make People Different? Field Experimental Evidence from the Last People’s Commune in China”  &lt;br&gt;  - Chandrayee Chatterjee, Georgia State University, “Competition Among Charities: Field Experimental Evidence from a State Income Tax Credit for Charitable Giving”</td>
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<td><strong>Health</strong> &lt;br&gt;  - Christos Nicolaides, University of Cyprus &amp; MIT, “Social Influence and Habits in Exercise Behavior: a Field Experiment”</td>
<td>Room 419</td>
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<tr>
<td>Time</td>
<td>Session</td>
<td>Presenters</td>
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| 9:10-10:30am       | Session 7C    | • **Andrej Woerner**, University of Amsterdam, “Overcoming Time Inconsistency with a Matched Bet - Theory and Evidence from Exercising”  
• **Lianjun Li**, University of Iowa, “The impacts of social-comparison information on physical activity”  
• **Luca Corazzini**, University of Venice “Ca Foscari,” “The Good Outcomes of Bad News. A Randomized Field Experiment on Formatting Breast Cancer Screening Invitations” | Room 419   |
| 10:30-10:40 am     | Break         |                                                                                                               |            |
| 10:40am-12:00pm    | Parallel Sessions 8  
**Finance** | • **Tarun Kushwaha**, University of North Carolina, “Examining the Impact of Financial Literacy Training on Observed Financial Behavior: Evidence from a Natural Experiment”  
• **Angelino Viceisza**, Spelman College, “Using eye-tracking to understand migrant remittances”  
• **Dennis Kramer**, University of Florida, “The Effects of Default Choice Structure in Student Loan Disbursement: Experimental Evidence from a Public Research University”  
• **Vy Nguyen**, Monash University, “Myopic loss aversion and reference point- A field experiment of stock market investors” | Room 406   |
| 11:00am-11:45am    | Session 8B    | • **Mette Damgaard**, Aarhus University, “The Economics of Deadlines”  
• **Lenka Fiala**, Tilburg University, “Academic Debate: Fighting Fake News One Speech at a Time”  
• **Julie Pernaudet**, University of Chicago, “Raising the Take-up of Higher Education Grants among Disadvantaged Students: Evidence from a Field Experiment”  
• **Karen Ye**, University of Chicago, “Peer effects in college application interventions” | Room 414   |
| 11:45am-12:30pm    | Session 8C    | • **Christina Gravert**, University of Copenhagen, “When nudging isn't enough: A field experiment in the transport sector”  
• **Marco Horvath**, RWI-Leibniz Institute for Economic Research, “Belief Biases, Information Provision, and the Willingness-To-Pay for Public Transport: Evidence from an Artefactual Field Experiment” | Room 419   |
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<th>Time</th>
<th>Session/Panel</th>
<th>Speaker/Institution/Title</th>
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</table>
| 10:40am-12:00pm | Session 8C                     | **Matilde Giaccherini**, University of Rome Tor Vergata, “Message in a bottle: could information be more effective than subsidies in waste minimization? Evidence from an online field experiment”  
**Pallab Mozumder**, Florida International University, “Conservation Auctions and Payments for Multiple Ecosystems Services: A Framed Field Experiment in Oaxaca, Mexico” |
| 12:00-12:45 pm | Lunch station                  | Room 432                                                                                 |
| 12:45-2:05 pm  | Session 9A                     | Parallel Sessions 9  
**Methods**  
- **Dean Eckles**, Massachusetts Institute of Technology, “Evaluating Stochastic Seeding Strategies in Networks”  
- **Panagiotis Toulis**, Chicago Booth School of Business, “Exact conditional randomization tests for causal effects under interference”  
- **Sarojini Hirschleifer**, University of California at Riverside, “Testing Attrition Bias in Field Experiments”  
- **Hamna Ahmad**, Lahore School of Economics, Pakistan, “Institutional capacity as an organizational challenge: Pilot results from a field experiment in Pakistan” |
|              | Session 9B                     | Room 414                                                                                 |
|              | Public                         | **Alan Benson**, University of Minnesota, “Can reputation discipline the gig economy? Experimental evidence from an online labor market”  
**Valentina Tartari**, Copenhagen Business School, “The Demand for Science Funding”  
**Yuki Higuchi**, Nagoya City University, “Incentive, Self-selection, and Social Norm in Labor Contract: A Two-stage Field Experiment in the Philippines”  
**Xiaocheng Hu**, University of Southhampton, “Incentivising Group Leaders in a Multi-tasking Environment: a Firm-level Experiment in China” |
|              | Labor                          | Room 414                                                                                 |
|              | Session 9C                     | **Benjamin Gillen**, Claremont McKenna, “Large Constrained Auctions from Testbed to Field: The Victoria Gaming Machine Auction”  
**Bruhan Konda**, United Nations University (UNU MERIT), Maastricht, Netherlands, “Social heterogeneity, benefit heterogeneity and public good provision: A lab-in-field experiment in India”  
**Tim Klausmann**, University of Mainz, “Preferences for Identification in the Field – Nudging Refugees’ Integration Effort” |
### Session 9C

**Jose Tavares**, Nova School of Business and Economics, “Can ATMs Get Out the Vote? Evidence from a Nationwide Field Experiment” (with Joao Pereira dos Santos and Pedro Vicente)

### Session 10A

**Lucia Del Carpio**, INSEAD, “More Women in Tech? Evidence from a field experiment addressing social identity”

**Benjamin Posmanick**, Clemson University, “The Effect of (Un)Imposed Labor Market Flexibility on Gender Wage Gaps”

**Kenneth Leonard**, UMD, “Changes in Competitiveness with Motherhood Stages and Culture: Evidence from Patrilocal and Matrilocal Society”

### Session 10B

**Ben Meiselman**, Johns Hopkins University, “Compliance with Regulatory Intermediaries: Evidence from Lead Contractors in Maryland”

**Maria Del Carpio**, University of Maryland, “Exposure Enhanced Goods and Technology Dis-adoption: Evidence from a Randomized Controlled Trial with Resource-Conserving Technologies”

**Hilary Byerly**, University of Vermont, “Does social information change forest conservation behavior? Evidence from Vermont’s maple producers”

### Session 11A

**Andrea Lopez-Luzuriaga**, George Washington University, “Compliance Spillovers Across Taxes: Results From a Field Experiment”

**Nils Kobis**, University of Amsterdam, “Social Norms of Corruption in the Field”

### Session 11B

**Sher Afghan Asad**, Iowa State University, “Discrimination in Reciprocity: Evidence from an Online Labor Market”

**Cornel Nesseler**, Zurich University, “Uncovering discrimination in Switzerland: Evidence from a field experiment with sports clubs”
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<tr>
<td>3:25-4:05 pm</td>
<td>Mira Fischer, WZB Berlin Social Science Center, “Self-selection and team performance: Evidence from a natural field experiment”</td>
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<td>Catalina Franco, University of Michigan &amp; Universidad del Rosario (Colombia), “How do beliefs and feedback affect decision making among students? Evidence from a field experiment”</td>
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<td>4:05-4:15 pm</td>
<td>Break</td>
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<tr>
<td>4:15-5:35 pm</td>
<td>Parallel Sessions 12</td>
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<td>Session 12A</td>
<td>Andrey Fradkin, Boston University, “The Determinants of Online Review Informativeness: Evidence from Field Experiments on Airbnb”</td>
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<td>David Reiley, Pandora Media, Inc., “The Power of Audio Advertising: A Field Experiment on Pandora Internet Radio”</td>
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<td>Garrett Johnson, Boston University Questrom School of Business, “Ghost Ads: Improving the Economics of Measuring Online Ad Effectiveness”</td>
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<td>Daisy Dai, Lehigh University, “Effectiveness of Paid Search Advertising: Experimental Evidence”</td>
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<td>William Evans, University of Notre Dame, “Increasing Community College Completion Rates among Low-Income Students: Evidence from a Randomized Controlled Trial Evaluation of a Case Management Intervention”</td>
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<td>Juanna Joensen, University of Chicago, “Using a Field Experiment to Understand Human Capital Formation”</td>
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<td>Maulik Jagnani, Cornell University, “Choosing Not To Choose: Identifying Parental Preferences for Equality Among Children”</td>
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<td>Sutanuka Roy, Australian National University, “Disruptive Effects of Affirmative Action Policies”</td>
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<td>5:35-7:30 pm</td>
<td>Closing Reception</td>
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Questions? Contact the conference administrator
Jamie Phillips - phillipj@uchicago.edu (708) 805-1339

Wi-Fi Guest Account Instructions

**Wireless Network:** BU Questrom Guest
**Password (Case Sensitive):** Questrom4thGuest

The 4th floor has a WiFi network that can be accessed in all classrooms, breakout rooms, and the dining hall. It will not work on the other floors.

**Quick Link:** tinyurl.com/AFE2018