

ADVANCES WITH FIELD EXPERIMENTS
CONFERENCE 2017

Thursday, September 14 – Day 1

8:00-8:30 am	Continental Breakfast	SHFE 100X
8:30-8:45 am	Welcome and Introductory Remarks John List (University of Chicago) and Robert Metcalfe (Boston University)	SHFE 146
8:45-9:45 am	Keynote: Hunt Allcott (New York University) <i>"Using Field Experiments for Policy Evaluation"</i>	SHFE 146
9:45-10:45 am Session 1A	Parallel Sessions 1 Labor <ul style="list-style-type: none"> • Colin Sullivan (Wharton School) "Never Audit Again: A Non-Deceptive Approach to Eliciting Employer Preferences" • David Huffman (University of Pittsburgh) "Persistent Overconfidence in the Workplace and the Role of Biased Memory" • Olga Stoddard (Brigham Young University) "The Effects of Group Gender Composition on Group Performance and Dynamics" 	SHFE 146
Session 1B	Digital/IO <ul style="list-style-type: none"> • Xiang Hui (MIT) "E-commerce Platforms and International Trade: A Large-Scale Field Experiment" • Maryam Saeedi (CMU) "Certification, Reputation and Entry: An Empirical Analysis" • Sanjog Misra (Chicago Booth) "Scalable Price Targeting" 	SHFE 203
10:45-10:55 am	Break	SHFE 100X
10:55 am-12:15 pm Session 2A	Parallel Sessions 2 Health <ul style="list-style-type: none"> • David Molitor (UIUC) "Selection and Medical Spending in Wellness Programs: Evidence from the Illinois Workplace Wellness Study" • Erez Yoeli (Yale) "Behavioral Insights Promote Tuberculosis Treatment Success in a Randomized Control Trial" • Irene Mussio (UMass Amherst) "Identity Priming to Reduce Risk: a Flu Vaccination Field Experiment" • Adam Sacarny (Columbia University) "Reducing Inappropriate Prescribing: Evidence from a Randomized Intervention in Medicare" 	SHFE 146
Session 2B	Education <ul style="list-style-type: none"> • Anne Boring (Erasmus University Rotterdam; Sciences Po-LIEPP) "De-biasing Performance Evaluations: Evidence from a Field Experiment on Student Evaluations of Teaching" • Catalina Franco (University of Michigan) "Biased Beliefs, Performance, and Effort: Experimental Evidence from a Pilot in Colombia" • Angelino Viceisza (Spelman College) "Metacognitive Awareness and Academic Performance: A Randomized Field Experiment" 	SHFE 203

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10:55 am-12:15 pm Session 2B	<ul style="list-style-type: none"> • An Le (University of Tokyo) “Individualized Self-learning Program to Improve Primary Education: Evidence from a Randomized Field Experiment in Bangladesh” 	SHFE 203
12:15-1:15 pm	Lunch	SHFE 146
1:15-2:15 pm Session 3A	<p>Parallel Sessions 3</p> <p>Behavioral</p> <ul style="list-style-type: none"> • Basil Halperin (Uber) “Toward an Understanding of the Economics of Apologies: Theory and Evidence from a Large Scale Natural Field Experiment” • Paul Ferraro (Johns Hopkins University) “Applying Behavioral Economics to Policy and Program Design: Preferences for Choice Architecture and Reactions When Subjects are Aware of the Impact of Choice Architecture” • Erte Xiao (Monash University) “Incentives to Persevere” 	SHFE 146
Session 3B	<p>Public</p> <ul style="list-style-type: none"> • Luigi Butera (University of Chicago) “An Economic Approach to Alleviate the Crisis of Confidence in Science: With an application to the Public Goods Game” • Henry Schneider (Smith School of Business, Queen’s University) “Forgetting and Heterogeneity in Task Delay: Evidence from New York City Parking-Ticket Recipients” • Sally Sadoff (University of California, San Diego) “The Effect of Recipient Contribution on Support for Social Programs” 	SHFE 203
2:15-2:25 pm	Break	SHFE 100X
2:25-3:25 pm Session 4A	<p>Parallel Sessions 4</p> <p>Environment & Energy</p> <ul style="list-style-type: none"> • Kenneth Gillingham (Yale University) “Social Learning and Solar Photovoltaic Adoption: Evidence from a Field Experiment” • Kelly Hellman (University of Massachusetts-Amherst) “Property Values and the Risk from an Oil Spill: The Effects of the Deepwater Horizon Oil Spill in Hillsborough County” • Andrea La Nauze (University of Pittsburgh) “ An Experimental Study of Monthly Electricity Demand (In)elasticity” 	SHFE 146
Session 4B	<p>Education</p> <ul style="list-style-type: none"> • Jeffrey Livingston (Bentley University) “Measuring Success in Education: The Role of Effort on the Test Itself” • Sutanuka Roy (London School of Economics) “Do Social or Economic Targeted Incentives Work? Evidence from Large Scale Randomized Controlled Trial In India” • Juanna Joensen (University of Chicago) “Adolescent Human Capital: Impacts of Skills and Information 	SHFE 203
3:25-3:35 pm	Break	SHFE 100X

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3:35-4:35 pm Session 5A	Parallel Sessions 5 <i>Environmental & Energy</i> <ul style="list-style-type: none"> • Florian Rundhammer (Georgia State University) “Frequent Expenditure Information and Consumer Choice: Experimental Evidence from Residential Energy Demand” • Gabriel Lade (Iowa State University) “Spillovers from Behavioral Interventions: Experimental Evidence from Water and Energy Use” • Natalia Czap (University of Michigan-Dearborn) “Field Experiment on Encouraging Farmers’ Participation in the Conservation Stewardship Program” 	SHFE 146
Session 5B	<i>Microfinance</i> <ul style="list-style-type: none"> • J. Michelle Brock (EBRD) “Incomplete information in lending: Experimental evidence from Turkey” • Giorgia Barboni (Princeton University) “Repayment Flexibility in Microfinance Contracts: Borrowers’ Selection, Investment Decisions, and Lenders’ Profit” • Lisa Spantig (University of Munich) “The Endowment Effect and Savings Decisions of the Poor” 	SHFE 203
4:35-4:45 pm	Break	100X
4:45-5:45 pm Session 6A	Parallel Sessions 6 <i>Consumer Decision-Making</i> <ul style="list-style-type: none"> • Tatiana Homonoff (New York University) “Does Providing FICO Scores Influence Financial Behavior? Evidence from a Field Experiment” • Wenyue Yang (Yale University) “Will Experience of the Great Famine Discourage Chinese People From Future Investments?” • David Reiley (UC Berkeley) “Measuring Consumer Sensitivity to Audio Advertising” A Field Experiment on Pandora Internet Radio” 	SHFE 146
Session 6B	<i>Health</i> <ul style="list-style-type: none"> • Scott Barkowski (Clemson University) “Physician Response to Prices: Evidence from a Field Experiment” • Mariana Carrera (Case Western Reserve University) “Making Plans to Go to the Gym” • Pradeep Chintagunta (Chicago Booth) “Leveraging Patients’ Social Networks to Improve Tuberculosis Detection in India: A Field Experiment” 	SHFE 203
6:15-7:45 pm	Keynote: Michael Greenstone (University of Chicago) <i>“Is Off-Grid Solar the Answer for Rural Electrification? Experimental Evidence from India’s Surprisingly Competitive Retail Power Market”</i> Dinner	Quadrangle Club, 1155 E. 57 th Street
8:00-9:00 pm	Bonus Session: John List (University of Chicago) “The Science of Using Science: Scaling Field Experiments in Economics”	SHFE 112

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ADVANCES WITH FIELD EXPERIMENTS
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Friday, September 15 – Day 2

8:00-8:30 am	Continental Breakfast	SHFE 100X
8:30-9:30 am	Keynote: Steve Levitt (University of Chicago) <i>"Heads or Tails: A Randomized Field Experiment on Big Life Decisions"</i>	SHFE 146
9:30-10:50 am Session 7A	Parallel Sessions 7 Prosocial <ul style="list-style-type: none"> • David Reinstein (University of Exeter) "Conditional Generosity and Uncertain Income: Field and Lab Evidence" • Bing Jiang (Virginia Military Institute) "Time Preferences in Charitable Giving" • Gert Pönitzsch (University of Heidelberg) "Pro-social Behavior by Groups and Individuals: Evidence from Contributions to a Global Public Good" • Claudia Schwirplies (University of Hamburg) "Prosocial Promises in the Marketplace: An Artefactual Field Experiment" 	SHFE 146
Session 7B	Labor <ul style="list-style-type: none"> • Cody Cook (Uber) "The Gender Gap in the Gig Economy: Evidence from Over One Million Uber Drivers" • Eszter Czibor (University of Chicago) "Are Entrepreneurs Lone Wolves? An Experimental Analysis of Sorting Into Teams " • Nick Zubanov (University of Konstanz) "Why Do Employees (Not) Make Referrals?" • Mira Fischer (University of Cologne) "Effects of Timing and Reference Frame of Feedback: Evidence from a Field Experiment in Secondary Schools" 	SHFE 203
10:50-11:00 am	Break	SHFE 100X
11:00 am-12:20 pm Session 8A	Parallel Sessions 8 Digital <ul style="list-style-type: none"> • Mike Menietti (Harvard University) "Role Models and Gender Imbalance Online: Field Experimental Evidence" • David Ong (Peking University HSBC Business School) "Hard to Get: The Scarcity of Women and the Competition for High-Income Men in Chinese Cities" • Serge Pajak (Université Paris-Sud) "Can Social Media Lead to Labor Market Discrimination? Evidence from a Field Experiment" • Marit Hinno Saar (Collegio Carlo Alberto) "Wikipedia Matters" 	SHFE 146
Session 8B	Labor <ul style="list-style-type: none"> • Nicolas Botton (University of Illinois at Urbana-Champaign) "Choosing Your Pond. Revealed-Preference Estimates of Relative Income Concerns" • Kerstin Grosch (University of Goettingen) "Contract Compliance under Biased Expectations" 	SHFE 203

ADVANCES WITH FIELD EXPERIMENTS
CONFERENCE 2017

Friday, September 15 – Day 2

11:00 am-12:20 pm Session 8B	<ul style="list-style-type: none"> • Valentina Tartari (Copenhagen Business School) “Bridging the Gap: Network Activation and Mobilization of Boundary-Spanners Across the Industry-Academia Divide” • Fatemeh Momeni (University of Chicago) “Up Front Payment: Pay a Little, or Don’t Pay at All” 	
12:20-1:00 pm	Lunch	SHFE 146
1:00-2:00 pm Session 9A	<p>Parallel Sessions 9</p> <p>Behavioral</p> <ul style="list-style-type: none"> • Luigi Butera (University of Chicago) “The Welfare Effects of Social Recognition” • Giovanni Ponti (University of Alicante) “Is it Myopia or Loss Aversion? Evidence from the Lab to the Field” • Leonardo Bursztyn (University of Chicago) “From Extreme to Mainstream: How Social Norms Unravel” 	SHFE 146
Session 9B	<p>Education</p> <ul style="list-style-type: none"> • Rebecca Thornton (University of Illinois at Urbana-Champaign) “The Impact of Teacher Effectiveness on Student Learning in Africa” • Priya Mukherjee (College of William and Mary) “Pricing of Private Education in India: Demand, Use, and Impact” 	SHFE 203
2:00-2:10 pm	Break	SHFE 100X
2:10-3:10 pm Session 10A	<p>Parallel Sessions 10</p> <p>Labor</p> <ul style="list-style-type: none"> • Andreas Leibbrandt (Monash University) “When Equal Employment Opportunity Statements Backfire: Evidence from a Natural Field Experiment on Job-Entry Decisions” • Emilia Tjernstroem (University of Wisconsin-Madison) “ Media and Motivation: The Effect of Performance Pay on Writers and Content” • Sam Skowronek (Wharton School) “Why Do We Lie in Incentive-Compatible Mechanisms? Evidence from the Residency Match ” 	SHFE 146
Session 10B	<p>Behavioral</p> <ul style="list-style-type: none"> • Tomasso Reggiani (LUMSA University) “Should I Tell You/Or Should I Not?’ The (Neutral) Effect of Transparency on Information Disclosure Nudge” • Christina Gravert (University of Gothenburg) “Nudging à la carte – A Field Experiment on Food Choice” • Berber Kramer (IFPRI) “Cooking Contests for Healthier Recipes: Impacts on Nutrition Knowledge and Behaviors in Bangladesh” 	SHFE 203
3:10-3:20 pm	Break	SHFE 100X

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CONFERENCE 2017

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3:20-4:20 pm Session 11A	Parallel Sessions 11 Public <ul style="list-style-type: none"> • Chris Blattman (University of Chicago) “State Building in the City: The Effects of Public Security and Services on Crime, Violence and State Legitimacy in Bogotá” • Syon Bhanot (Swarthmore College) “Field Experiments in Public Policy: Updates from a Citywide Effort in Philadelphia” • Huayu Xu (University of Michigan) “Hostel Takeover: Living Conditions, Reference Dependence, and the Wellbeing of Migrant Workers” 	SHFE 146
Session 11B	Environmental & Energy <ul style="list-style-type: none"> • Sandra Goff (Skidmore College) “For What It's Worth: Remembered Utility and the Pricing of Cultural Goods” • Michael Price (University of Alabama) “Do The Effects of Social Nudges Persist? Theory and Evidence from 38 Natural Field Experiments” • Luca Panzone (Newcastle University) “Nudging, Taxing, Moral Recall and the Carbon Footprint of Supermarket Shopping” 	SHFE 203
4:20-4:30 pm	Break	SHFE 100X
4:30-5:50 pm Session 12A	Parallel Sessions 12 Public/Education <ul style="list-style-type: none"> • Toke Fosgaard (University of Copenhagen) “Cooperation, Framing and Political Attitudes” • Andreas Saulitis (European University Institute) “Personalization and the Framing Effect on Paying Back the Debt to Hospitals: A Field Experiment Study” • Ricardo Perez-Truglia (UCLA) “Tax Audits as Scarecrows: Evidence from a Large-Scale Field Experiment” • Jonathan Davis (University of Chicago) “The Long (and Short) Run Impacts of Centralized Clearinghouse: Evidence from matching Teach for America Teachers to Schools” 	SHFE 146
Session 12B	Labor <ul style="list-style-type: none"> • Jeffrey Flory (University of Chicago; Claremont) “Increasing Workplace Diversity: Evidence from a Recruiting Experiment at a Fortune 500 Company” • Redzo Mujcic (WU Vienna) “The Color of a Free Ride: A Natural Field Experiment on Discriminatory Gifts” • Simeon Schudy (University of Munich) “Incentivizing Team Performance in Non-Routine Analytical Tasks - Evidence from a Field Experiment” • John Horton (NYU) “Price Floors and Employer Preferences: Evidence from a Minimum wage Experiment” 	SHFE 203
5:50-7:00 pm	Closing Reception	SHFE 112

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