ADVANCES WITH FIELD EXPERIMENTS
CONFERENCE
SAIEH HALL FOR ECONOMICS
SEP. 14-15, 2017
KEYNOTE SPEAKERS

HUNT ALLCOTT

Is an Associate Professor of Economics at New York University, a Research Associate at the National Bureau of Economic Research, and a Co-Editor of the Journal of Public Economics. Allcott is an Affiliate of Poverty Action Lab, a network of researchers who use randomized evaluations to answer critical policy questions in the fight against poverty. Allcott is an applied microeconomist who studies topics in environmental and energy economics, industrial organization, public economics, behavioral economics, and development microeconomics. He uses a variety of tools, including both structural and reduced form econometrics, applied theory, and randomized field experiments.

MICHAEL GREENSTONE

Is the Milton Friedman Professor in Economics, the College, and the Harris School, University of Chicago; Director, Becker Friedman Institute for Research in Economics, and Director, Energy Policy Institute at the University of Chicago (EPIC). He is an energy and environmental economist, whose research is focused on finding solutions to the global energy challenge that balance the goals of access to inexpensive and reliable energy that is critical for growth, while limiting environment damages and reducing the probability of disruptive climate change. He is an elected member of the American Academy of Arts and Sciences, a Fellow of the Econometric Society, and an editor of the Journal of Political Economy.

STEVE LEVITT

Is the William B. Ogden Distinguished Service Professor of Economics at the University of Chicago, where he directs the Becker Center on Chicago Price Theory. In 2004, Levitt was awarded the John Bates Clark Medal, and in 2006, was named one of Time magazine’s “100 People Who Shape Our World.” He co-authored Freakonomics, which spent over 2 years on the New York Times Best Seller list. SuperFreakonomics, released in 2009, includes new research on topics from terrorism to prostitution to global warming. Levitt is also the co-author of the popular Freakonomics Blog.
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 2017 conference at the University of Chicago will gather a group of academics to present the best and most innovative new work using field experiments to address economic questions.
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<tr>
<th>Time</th>
<th>Session/Activity</th>
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<tr>
<td>8:00-8:25 am</td>
<td>Continental Breakfast</td>
<td>SHFE 100X</td>
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<tr>
<td>8:25-8:40 am</td>
<td>Welcome and Introductory Remarks</td>
<td>SHFE 146</td>
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<td>John List (University of Chicago) and Robert Metcalfe (Boston University)</td>
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<td>8:40-9:40 am</td>
<td>Keynote: Hunt Allcott (New York University) “Using Field Experiments for Policy Evaluation”</td>
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<td>9:40-9:45 am</td>
<td>Break</td>
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<tr>
<td>9:45-10:45 am</td>
<td>Parallel Sessions 1</td>
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<td><strong>Labor</strong></td>
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<td></td>
<td>- Colin Sullivan (Wharton School) “Never Audit Again: A Non-Deceptive Approach to Eliciting Employer Preferences”</td>
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<td>- David Huffman (University of Pittsburgh) “Persistent Overconfidence in the Workplace and the Role of Biased Memory”</td>
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<td>- Olga Stoddard (Brigham Young University) “The Effects of Group Gender Composition on Group Performance and Dynamics”</td>
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<td>- Xiang Hui (MIT) “E-commerce Platforms and International Trade: A Large-Scale Field Experiment”</td>
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<td>- Maryam Saeedi (CMU) “Certification, Reputation and Entry: An Empirical Analysis”</td>
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<td>- Sanjog Misra (Chicago Booth) “Scalable Price Targeting”</td>
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<td>10:45-10:55 am</td>
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<td>10:55 am-12:15 pm</td>
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<td><strong>Health</strong></td>
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<td>- David Molitor (UIUC) “Selection and Medical Spending in Wellness Programs: Evidence from the Illinois Workplace Wellness Study”</td>
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<td>- Erez Yoeli (Yale) “Behavioral Insights Promote Tuberculosis Treatment Success in a Randomized Control Trial”</td>
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<td>- Irene Mussio (UMass Amherst) “Identity Priming to Reduce Risk: a Flu Vaccination Field Experiment”</td>
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<td>- Adam Sacarny (Columbia University) “Reducing Inappropriate Prescribing: Evidence from a Randomized Intervention in Medicare”</td>
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<td><strong>Education</strong></td>
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<td>- Anne Boring (Erasmus University Rotterdam; Sciences Po-LIEPP) “De-biasing Performance Evaluations:”</td>
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| 10:55 am-12:15 pm | 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”  
• 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 100X |
| 1:15-2:15 pm  | Parallel Sessions 3  
**Behavioral**  
• 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”  
**Public**  
• 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 146 |
| 2:15-2:25 pm  | Break                                                                             |                                                                                                      | SHFE 100X |
| 2:25-3:25 pm  | Parallel Sessions 4  
**Environment & Energy**  
• 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” | SHFE 146 |
## ADVANCES WITH FIELD EXPERIMENTS CONFERENCE 2017
### DAY 1 - THURSDAY, SEPTEMBER 14

### 2:25-3:25 pm
**Session 4A**
- **Andrea La Nauze** (University of Pittsburgh) "An Experimental Study of Monthly Electricity Demand (In)elasticity"

### 3:25-3:35 pm
**Break**

### 3:35-4:35 pm
**Session 4B**
- **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

### 4:35-4:45 pm
**Break**

### 4:45-5:45 pm
**Session 5A**
- **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”

**Session 5B**
- **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 146

### SHFE 203
### ADVANCES WITH FIELD EXPERIMENTS
### CONFERENCE 2017
### DAY 1 - THURSDAY, SEPTEMBER 14

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<tr>
<th>Time</th>
<th>Session</th>
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<tr>
<td>4:45-5:45 pm</td>
<td>Session 6A</td>
<td><strong>David Reiley</strong> (UC Berkeley)</td>
<td>“Measuring Consumer Sensitivity to Audio Advertising” A Field Experiment on Pandora Internet Radio</td>
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<td><strong>Health</strong></td>
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<td><strong>Scott Barkowski</strong> (Clemson University)</td>
<td>“Physician Response to Prices: Evidence from a Field Experiment”</td>
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<td><strong>Mariana Carrera</strong> (Case Western Reserve University)</td>
<td>“Making Plans to Go to the Gym”</td>
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<td><strong>Pradeep Chintagunta</strong> (Chicago Booth)</td>
<td>“Leveraging Patients’ Social Networks to Improve Tuberculosis Detection in India: A Field Experiment”</td>
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<td>6:15-7:45 pm</td>
<td>Keynote:</td>
<td><strong>Michael Greenstone</strong> (University of Chicago)</td>
<td>“Is Off-Grid Solar the Answer for Rural Electrification? Experimental Evidence from India’s Surprisingly Competitive Retail Power Market”</td>
<td>Quadrangle Club, 1155 E. 57th Street</td>
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<td>Bonus Session:</td>
<td><strong>John List</strong> (University of Chicago)</td>
<td>“The Science of Using Science: Scaling Field Experiments in Economics”</td>
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<td>8:30-9:30 am</td>
<td>Keynote: <strong>Steve Levitt</strong> (University of Chicago) “Heads or Tails: A Randomized Field Experiment on Big Life Decisions”</td>
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<td>9:30-10:50 am</td>
<td>Session 7A Parallel Sessions 7</td>
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<td>• <strong>David Reinstein</strong> (University of Exeter) “Conditional Generosity and Uncertain Income: Field and Lab Evidence”</td>
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<td>• <strong>Bing Jiang</strong> (Virginia Military Institute) “Time Preferences in Charitable Giving”</td>
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<td>• <strong>Gert Pönitzsch</strong> (University of Heidelberg) “Pro-social Behavior by Groups and Individuals: Evidence from Contributions to a Global Public Good”</td>
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<td>• <strong>Claudia Schwirplies</strong> (University of Hamburg) “Prosocial Promises in the Marketplace: An Artefactual Field Experiment”</td>
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<td>• <strong>Cody Cook</strong> (Uber) “The Gender Gap in the Gig Economy: Evidence from Over One Million Uber Drivers”</td>
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<td>• <strong>Eszter Czibor</strong> (University of Chicago) “Are Entrepreneurs Lone Wolves? An Experimental Analysis of Sorting Into Teams”</td>
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<td></td>
<td>• <strong>Nick Zubanov</strong> (University of Konstanz) “Why Do Employees (Not) Make Referrals?”</td>
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<td>• <strong>Mira Fischer</strong> (University of Cologne) “Effects of Timing and Reference Frame of Feedback: Evidence from a Field Experiment in Secondary Schools”</td>
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<td>10:50-11:00 am</td>
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<td>11:00 am-12:20 pm</td>
<td>Session 8A Parallel Sessions 8</td>
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<td>• <strong>Mike Menietti</strong> (Harvard University) “Role Models and Gender Imbalance Online: Field Experimental Evidence”</td>
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<td></td>
<td>• <strong>David Ong</strong> (Peking University HSBC Business School) “Hard to Get: The Scarcity of Women and the Competition for High-Income Men in Chinese Cities”</td>
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<td></td>
<td>• <strong>Serge Pajak</strong> (Université Paris-Sud) “Can Social Media Lead to Labor Market Discrimination? Evidence from a Field Experiment”</td>
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<td></td>
<td>• <strong>Marit Hinnosaar</strong> (Collegio Carlo Alberto) “Wikipedia Matters”</td>
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### ADVANCES WITH FIELD EXPERIMENTS
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### DAY 2 - FRIDAY, SEPTEMBER 15

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<tbody>
<tr>
<td>11:00 am-12:20 pm</td>
<td>Nicolas Bottan (University of Illinois at Urbana-Champaign) “Choosing Your Pond. Revealed-Preference Estimates of Relative Income Concerns”</td>
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<td>Kerstin Grosch (University of Goettingen) “Contract Compliance under Biased Expectations”</td>
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<td>Valentina Tartari (Copenhagen Business School) “Bridging the Gap: Network Activation and Mobilization of Boundary-Spanners Across the Industry-Academia Divide”</td>
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<td>Fatemeh Momeni (University of Chicago) “Up Front Payment: Pay a Little, or Don’t Pay at All”</td>
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<th>12:20-1:00 pm</th>
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<td>Session 9A</td>
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<td>Luigi Butera (University of Chicago) “The Welfare Effects of Social Recognition”</td>
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<td>Giovanni Ponti (University of Alicante) “Is it Myopia or Loss Aversion? Evidence from the Lab to the Field”</td>
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<td>Leonardo Bursztyn (University of Chicago) “From Extreme to Mainstream: How Social Norms Unravel”</td>
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<td></td>
<td>Rebecca Thornton (University of Illinois at Urbana-Champaign) “The Impact of Teacher Effectiveness on Student Learning in Africa”</td>
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<td>Priya Mukherjee (College of William and Mary) “Pricing of Private Education in India: Demand, Use, and Impact”</td>
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<tr>
<td>Session 10A</td>
<td>Labor</td>
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<td>Emilia Tjernstroem (University of Wisconsin-Madison) “Media and Motivation: The Effect of Performance Pay on Writers and Content”</td>
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<td>Sam Skowronek (Wharton School) “Why Do We Lie in Incentive-Compatible Mechanisms? Evidence from the Residency Match”</td>
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### Session 10B: Behavioral

- **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

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<tr>
<td>3:20-4:20 pm</td>
<td>Parallel 11A</td>
<td><strong>Chris Blattman</strong> (University of Chicago) “State Building in the City: The Effects of Public Security and Services on Crime, Violence and State Legitimacy in Bogotá”</td>
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<td><strong>Syon Bhanot</strong> (Swarthmore College) “Field Experiments in Public Policy: Updates from a Citywide Effort in Philadelphia”</td>
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<td><strong>Huayu Xu</strong> (University of Michigan) “Hostel Takeover: Living Conditions, Reference Dependence, and the Wellbeing of Migrant Workers”</td>
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<td>4:30-5:50 pm</td>
<td>Parallel 12A</td>
<td><strong>Toke Fosgaard</strong> (University of Copenhagen) “Cooperation, Framing and Political Attitudes”</td>
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<td><strong>Andreas Saulitis</strong> (European University Institute) “Personalization and the Framing Effect on Paying Back the Debt to Hospitals: A Field Experiment Study”</td>
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<td><strong>Ricardo Perez-Truglia</strong> (UCLA) “Tax Audits as Scarecrows: Evidence from a Large-Scale Field Experiment”</td>
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<td><strong>Jonathan Davis</strong> (University of Chicago) “The Long (and Short) Run Impacts of Centralized Clearinghouse:”</td>
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<td>4:30-5:50 pm</td>
<td>Session 12A</td>
<td>Evidence from matching Teach for America Teachers to Schools</td>
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<td>Session 12B</td>
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<td>• <strong>Jeffrey Flory</strong> (University of Chicago; Claremont) “Increasing Workplace Diversity: Evidence from a Recruiting Experiment at a Fortune 500 Company”</td>
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<td>• <strong>Redzo Mujcic</strong> (WU Vienna) “The Color of a Free Ride: A Natural Field Experiment on Discriminatory Gifts”</td>
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<td>• <strong>Simeon Schudy</strong> (University of Munich) “Incentivizing Team Performance in Non-Routine Analytical Tasks - Evidence from a Field Experiment”</td>
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<td>• <strong>John Horton</strong> (NYU) “Price Floors and Employer Preferences: Evidence from a Minimum wage Experiment”</td>
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<td>5:50-7:00 pm</td>
<td>Closing Reception</td>
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2017 PARTICIPANTS

Noureen Akber
Sandro Ambuehl
Sher Afgan Asad
Esther Bailey
Giorgia Barboni
Scott Barkowski
Matt Best
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