



9th Southern Europe Experimental Team's Meeting

SEET workshop

www.seeteam.org

Università del Salento

www.unisalento.it

Ex Monastero degli Olivetani
Viale S. Nicola, 73100 Lecce, Italy

February 23rd–25th, 2018



**UNIVERSITÀ
DEL SALENTO**

Timetable of Scientific and Social Events

Friday, February 23

	<i>Location</i>	<i>Time</i>
Cultural City Tour	Meeting point: Aula Piano Terra	11:00 - 12:30
Guitar Concert: Maestro Enrico Baldassarre	Aula Gradonata	12:30 - 13:00
Light Lunch	Aula Piano Terra	13:00 - 14:00
Session 1	Aula Chirico & Aula Gradonata	14:00 - 15:15
Coffee Break	Aula Piano Terra	15:15 - 15:35
Session 2	Aula Chirico & Aula Gradonata	15:35 - 16:50
Coffee Break	Aula Piano Terra	16:50 - 17:10
Session 3	Aula Chirico & Aula Gradonata	17:10 - 18:25
Travel to Soleto	Meeting point: Aula Piano Terra	19:00 - 19:30
Dinner - Music Party	Soleto, Atrium Kircherianum	20:00 - 23:00

Saturday, February 24

	<i>Location</i>	<i>Time</i>
Session 4	Aula Chirico & Aula Gradonata	09:00 - 10:40
Coffee Break	Aula Piano Terra	10:40 - 11:00
Session 5	Aula Chirico & Aula Gradonata	11:00 - 12:40
Lunch	Aula Piano Terra	12:40 - 14:00
Session 6	Aula Chirico & Aula Gradonata	14:00 - 15:40
Coffee Break	Aula Piano Terra	15:40 - 16:00
Session 7	Aula Chirico & Aula Gradonata	16:00 - 17:15
Social Aperitivo	First floor: Corridor & Terrace	18:00 - 21:00

Sunday, February 25

	<i>Location</i>	<i>Time</i>
Session 8	Aula Chirico & Aula Gradonata	09:00 - 10:40
Coffee Break	Aula Piano Terra	10:40 - 11:00
Session 9	Aula Chirico & Aula Gradonata	11:00 - 12:40
Travel to Otranto	Meeting point: Aula Piano Terra	13:00 - 13:30
Visit Otranto	Port & Old City	13:30 - 17:00
From Otranto to Lecce	Arrival: to be agreed with attendants	17:00 - 17:30

Semi-plenary Sessions

Room 1: Aula Chirico			
	Slot 1	Slot 2	Slot 3
Friday, February 23	Slot 1	Slot 2	Slot 3
S1: 14:00 - 15:15 [<i>Markets</i>]	Simone Nuzzo	Andrea Teglio	Enrica Carbone
S2: 15:35 - 16:50 [<i>Taxes, Externalities and Regulation</i>]	Francesco Nemore	Sabrina Armenio	Silvia Tiezzi
S3: 17:10 - 18:25 [<i>Coordination Problems</i>]	Anna Conte	Luigi Luini (1)	Andrea Isoni
Saturday, February 24	Slot 1	Slot 2	Slot 4
S4: 09:00 - 10:40 [<i>Beliefs and Belief-dependent Preferences</i>]	Christoph Schütt	Andrea Guido	Gianluca Grimalda (1)
S5: 11:00 - 12:15 [<i>Voting</i>]	Katri Sieberg	Ginevra Marandola	Marco Mantovani
S6: 14:00 - 15:40 [<i>Behavioral Macro and Finance</i>]	Angela Sutan	Jacopo Magnani	Nobuyuki Hanaki
S7: 16:00 - 17:15 [<i>Risk and Uncertainty</i>]	Irene Buso	Matteo M. Marini	Roberto Hernan
Sunday, February 25	Slot 1	Slot 2	Slot 3
S8: 09:00 - 10:40 [<i>Within and Between Country Differences</i>]	Gianluca Grimalda (2)	Adriana C. Pinate	Dario D'Ingiullo
S9: 11:00 - 12:40 [<i>Public Goods</i>]	Andrea Morone	Hannes Titeca	Andrea Martinangeli
			Francesco Farina
			Moti Michaeli
Room 2: Aula Gradonata			
	Slot 1	Slot 2	Slot 3
Friday, February 23	Slot 1	Slot 2	Slot 3
S1: 14:00 - 15:15 [<i>Punishment</i>]	Adriana Alventosa	Stefania Bortolotti	Gonzalo Olcina
S2: 15:35 - 16:50 [<i>Culture, Happiness and Social Capital</i>]	Vicente Calabuig	Cristian Rizzo	Simona Cicognani
S3: 17:10 - 18:25 [<i>Loss aversion</i>]	Loreta Cannito	Patrick Ring	Tai-Sen He
Saturday, February 24	Slot 1	Slot 2	Slot 3
S4: 09:00 - 10:40 [<i>Lying and Cheating</i>]	Simone Quercia	Eli Spiegelman	Sandro Casal
S5: 11:00 - 12:40 [<i>Heuristics in the Lab, in the Field and in Virtual Reality</i>]	Michal W. Krawczyk	John Smith	Alessandro Innocenti
S6: 14:00 - 15:40 [<i>Group I.I.I.: Identity, Incentives and Interaction</i>]	Felix Kölle	Debrah Meloso	Patrizia Sbriglia
S7: 16:00 - 17:15 [<i>Repeated Interaction, Reputation and Learning</i>]	Riccardo Ghidoni	Davide Marchiori	Luigi Luini (2)
Sunday, February 25	Slot 1	Slot 2	Slot 3
S8: 09:00 - 10:40 [<i>Social Preferences</i>]	Hubert Janos Kiss	Andreas Friedl	Jaromir Kovarik
S9: 11:00 - 12:40 [<i>Gender, Ethnic and Income Discrimination</i>]	Natalia Montinari	Giulia Savio	Menusch Khadjavi
			Jan S. Krause
			William Appelman

Friday, February 23

Session 1: MARKETS

14:00 – 15:15 [Room 1, **Aula Chirico**]

Slot 1: 14:00 – 14:25

*Market efficiency, trading institutions and information mirages:
Evidence from a laboratory asset market*

Simone Nuzzo
Andrea Morone

Universitar Zoja and Këshillit të Mirë, snuzzo1@gmail.com
University of Bari

Slot 2: 14:25 – 14:50

*Centralizing information improves market efficiency more than
increasing information: Results from experimental asset markets*

Andrea Teglio
Iván Barreda-Tarrazona
Gianluca Grimalda
Andrea Morone
Simone Nuzzo

Università Ca' Foscari Venezia, andrea.teglio@unive.it
LEE, Universitat Jaume I
Kiel Institute for the World Economy
University of Bari
University of Bari

Slot 3: 14:50 – 15:15

An experimental comparison of two market institutions

Enrica Carbone
John Hey
Tibor Neugebauer

Università della Campania, enrica.carbone@unicampania.it
University of York
University of Luxembourg

Friday, February 23

Session 1: PUNISHMENT

14:00 – 15:15 [Room 2, **Aula Gradonata**]

Slot 1: 14:00 – 14:25

Sanctioning as a noisy signal

Adriana Alventosa
Penelope Hernandez
Alberto Antonioni
Anxo Sanchez

Universidad de Valencia, adriana.alventosa@uv.es
Universidad de Valencia
University College London
Universidad Carlos III, Madrid

Slot 2: 14:25 – 14:50

Blind Rage: An experiment on the determinants and consequences of self-harming, indiscriminate punishment

Stefania Bortolotti
Maria Bigoni
Efsan Nas Ozen

Max Planck Institute, Bonn, bortolotti@coll.mpg.de
University of Bologna
University of Bologna

Slot 3: 14:50 – 15:15

On the emergence of a sanctioning institution

Gonzalo Olcina
Adriana Alventosa

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Universidad de Valencia

Friday, February 23

Session 2: TAXES, EXTERNALITIES AND REGULATION

15:35 – 16:50 [Room 1, **Aula Chirico**]

Slot 1: 15:35 – 16:00

Experimental evidence on tax salience and tax incidence

Francesco Nemore

University of Bari, francesco.nemore@outlook.it

Andrea Morone

University of Bari

Simone Nuzzo

University of Bari

Slot 2: 16:00 – 16:25

Air transport and the environment: The results of a laboratory experiment on emissions trading

Sabrina Armenio

University of Bari, sab.armenio@gmail.com

Angela Stefania Bergantino

University of Bari

Eva Camacho-Cuena

University of Castellon

Andrea Morone

University of Bari

Slot 3: 16:25 – 16:50

Tax liability side equivalence and time delayed externalities

Silvia Tiezzi

University of Siena, silvia.tiezzi@unisi.it

Lingbo Huang

Monash University, Melbourne

Erte Xiao

Monash University, Clayton

Friday, February 23

Session 2: CULTURE, HAPPINESS AND SOCIAL CAPITAL

15:35 – 16:50 [Room 2, **Aula Gradonata**]

Slot 1: 15:35 – 16:00

Bonus culture and the dynamics of work ethics

Vicente Calabuig

Gonzalo Olcina

Antoni Cunyat

Luisa Escriche

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University of Valencia and ERI-CES

University of Valencia and ERI-CES

University of Valencia and ERI-CES

Slot 2: 16:00 – 16:25

What does make you happy? The impact of communication and language typologies on tourists' perceived happiness

Cristian Rizzo

Marco Pichierri

Virginia Barbarossa

Antonio Mileti

Gianluigi Guido

University of Salento, cristian.rizzo@unisalento.it

University of Bologna

University of Salento

University of Salento

University of Salento

Slot 3: 16:25 – 16:50

The drunk side of trust: Social capital generation at gathering events

Simona Cicognani

Giuseppe Attanasi

Stefania Bortolotti

Antonio Filippin

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University of Lille

Max Planck Institute, Bonn

University of Milan

Friday, February 23

Session 3: COORDINATION PROBLEMS

17:10 – 18:25 [Room 1, **Aula Chirico**]

Slot 1: 17:10 – 17:35

A contribution to the empirics of convergence in social network

Anna Conte

Federica Alberti
Daniela T. Di Cagno
Emanuela Sciubba

Sapienza University of Rome, anna.conte@uniroma1.it
University of Portsmouth
LUISS Guido Carli University, Rome
Birkbeck, London

Slot 2: 17:35 – 18:00

Does focality depend on the mode of cognition? Experimental evidence on pure coordination games

Luigi Luini

Ennio Bilancini
Leonardo Boncinelli

University of Siena, luigi.luini@unisi.it
Università of Modena and Reggio Emilia
University of Firenze

Slot 3: 18:00 – 18:25

The pizza night game: Efficiency, conflict and inequality in tacit bargaining game with focal points

Andrea Isoni

Robert Sudgen
Jiwei Zheng

Warwick Business School, andrea.isoni@wbs.ac.uk
University of East Anglia
University of East Anglia

Friday, February 23

Session 3: LOSS AVERSION

17:10 – 18:25 [Room 2, **Aula Gradonata**]

Slot 1: 17:10 – 17:35

Cheating & loss aversion: The influence of reward magnitude

Loreta Cannito
Riccardo Palumbo

University "G. d'Annunzio", Chieti-Pescara, loreta.cannito@unich.it
University "G. d'Annunzio", Chieti-Pescara

Slot 2: 17:35 – 18:00

An explanation for the equity premium puzzle based on differential discounting in the gain and loss domain

Patrick Ring
Jan Krause
Ulrich Schmidt

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Kiel University for the World Economy
Kiel Institute for the World Economy

Slot 3: 18:00 – 18:25

I don't like loss: The effect of first-person pronoun use on loss aversion

Tai-Sen He
Yupeng Li
Jubo Yan

Nanyang Technological University, Singapore, TS.He@ntu.edu.sg
Nanyang Technological University, Singapore
Nanyang Technological University, Singapore

Saturday, February 24

Session 4: BELIEFS AND BELIEF-DEPENDENT PREFERENCES

09:00 – 10:40 [Room 1, **Aula Chirico**]

Slot 1: 09:00 – 09:25

Care and anger motives in social dilemmas

Christoph Schütt
Patrick Ring
Dennis J. Snower

Christian-Albrechts-Universität zu Kiel, christoph.schuett@ifw-kiel.de
Kiel Institute for the World Economy
Christian-Albrechts-Universität zu Kiel

Slot 2: 09:25 – 09:50

Do beliefs fuel wage rigidities?

Andrea Guido
Alejandro Martínez-Marquina
Ryan Rholes

Université Catholique de Lille, andrea.guido@univ-catholille.fr
Stanford University
Texas A&M University

Slot 3: 09:50 – 10:15

Beliefs rather than preferences account for differences in trust between Italian Southern emigrants and Northern natives

Gianluca Grimalda
Giacomo Degli Antoni

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Università degli Studi di Parma

Slot 4: 10:15 – 10:40

Belief-dependent Preferences and Reputation: Experimental Analysis of a Repeated Trust Game

Elena Manzoni
Giuseppe Attanasi
Pierpaolo Battigalli
Rosemarie Nagel

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University of Lille
Bocconi University and IGIER, Milan
Universität Pompeu Fabra

Saturday, February 24

Session 4: LYING AND CHEATING

09:00 – 10:40 [Room 2, Aula Gradonata]

Slot 1: 09:00 – 09:25

Simone Quercia
Zvonimir Basic
Armin Falk

The influence of self and social image concerns on lying

University of Bonn, simone.quercia@uni-bonn.de
University of Bonn
University of Bonn

Slot 2: 09:25 – 09:50

Eli Spiegelman

What are we teaching them? Business schools develop “sophisticated liars”

Univ. Bourgogne Franche-Comte, Burgundy School of Business
eli.spiegelman@bsb-education.com

Slot 3: 09:50 – 10:15

Sandro Casal
Antonio Filippin

Cost of cheating

University of Milan, sandro.casal@unimi.it
University of Milan

Slot 4: 10:15 – 10:40

Luis Santos-Pinto
Georgia Michailidou
Paola Colzani

Interdependent lying costs: Theory and experimental evidence

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NYU Abu Dhabi
University of Losanne

Saturday, February 24

Session 5: VOTING

11:00 – 12:15 [Room 1, **Aula Chirico**]

Slot 1: 11:00 – 11:25

Rules to select rules matter: An experimental analysis of voting rule selection

Katri Sieberg
Kaisa Herne
Ryan Kendall
Maria Maunula

University of Tampere, katri.sieberg@uta.fi
University of Tampere
University College London
University of Turku

Slot 2: 11:25 – 11:50

Monetary incentives, voting and performance

Ginevra Marandola
Luca Savorelli

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University of St. Andrews

Slot 3: 11:50 – 12:15

Electing moderates – A comparison of voting procedures for multicandidate elections

Marco Mantovani
Christian Basteck

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Université libre de Bruxelles

Saturday, February 24

Session 5: HEURISTICS IN THE LAB, IN THE FIELD AND IN VIRTUAL REALITY

11:00 – 12:40 [Room 2, **Aula Gradonata**]

Slot 1: 11:00 – 11:25 *Verifying the representativeness heuristic: A field experiment with real lottery tickets*

Michał Wiktor Krawczyk University of Warsaw, mkrawczyk@wne.uw.edu.pl
Joanna Rachubik University of Warsaw

Slot 2: 11:25 – 11:50 *Weber's Law in the economics laboratory: Are there brains in choice?*

John Smith Rutgers University-Camden, smithj@camden.rutgers.edu

Slot 3: 11:50 – 12:15 *Virtual reality experiments in economics*

Alessandro Innocenti University of Siena, alessandro.innocenti@unisi.it

Slot 4: 12:15 – 12:40 *Target the two: A lab-in-the-field experiment on creative paths*

Massimo Egidi LUISS Guido Carli University, Rome, megidi@luiss.it
Giuseppe Attanasi University of Lille

Saturday, February 24

Session 6: BEHAVIORAL MACRO AND FINANCE

14:00 – 15:40 [Room 1, **Aula Chirico**]

Slot 1: 14:00 – 14:25

The strategic environment effect in beauty contest games

Angela Sutan

Univ. Bourgogne Franche-Comté, Burgundy School of Business,
angela.sutan@bsb-education.com

Nobuyuki Hanaki
Yukio Koriyama
Marc Willinger

Université Nice Sophia Antipolis,
Ecole Polytechnique
University of Montpellier

Slot 2: 14:25 – 14:50

Why do people violate no-trade theorems? A diagnostic test

Jacopo Magnani

New York University Abu Dhabi, jacopo.magnani@gmail.com

Ryan Oprea

University of California Santa Barbara

Slot 3: 14:50 – 15:15

A quantitative easing experiment

Nobuyuki Hanaki

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Adrian Peñalver
Eizo Akiyama
Yukihiko Funaki
Ryuichiro Ishikawa

Banque de France
University of Tsukuba
University of Waseda
University of Waseda

Slot 4: 15:15 – 15:40

Monetary effects of keeping up with the Joneses

Antonio Filippin

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Olivier Armantier
Luca Nunziata

Federal Reserve Bank of New York
University of Padua

Saturday, February 24

Session 6: GROUP I.I.I.: IDENTITY, INCENTIVES AND INTERACTION

14:00 – 15:40 [Room 2, **Aula Gradonata**]

Slot 1: 14:00 – 14:25

Governance and group conflict

Felix Kölle

Universität zu Köln, felix.koelle@uni-koeln.de

Slot 2: 14:25 – 14:50

Group incentives with qualitative assessment

Debrah Meloso
Sylvain Bourjade
Catherine Müller

Toulouse Business School, d.meloso@tbs-education.fr
Toulouse Business School
Toulouse Business School

Slot 3: 14:50 – 15:15

Group influence in sharing experiments

Patrizia Sbriglia
Daniela Di Cagno
Werner Güth
Marcello Puca

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LUISS Guido Carli University, Rome
LUISS Guido Carli University, Rome
University of Bergamo

Slot 4: 15:15 – 15:40

I and we: Spillovers between individual and social dilemma tasks

Eugenio Levi
Shaun P. Hargreaves Heap
Abhijit Ramalingam
Chris Starmer

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King's College London
University of East Anglia
University of Nottingham

Saturday, February 24

Session 7: RISK AND UNCERTAINTY

16:00 – 17:15 [Room 1, [Aula Chirico](#)]

Slot 1: 16:00 – 16:25

Irene Buso

Choice process under uncertainty: An eye-tracking analysis

Sapienza University of Rome, irenemaria.buso@uniroma1.it

Slot 2: 16:25 – 16:50

Matteo M. Marini
Annarita Colasante
Alberto Russo

Incidental emotions and risk-taking: An experimental analysis

Università degli Studi dell'Insubria, matteom.marini@gmail.com
LEE, Universitat Jaume I
Università Politecnica delle Marche

Slot 3: 16:50 – 17:15

Roberto Hernan
Brice Corgnet
Simon Gaechter

Stressing you out for your own bad! Reward uncertainty and work addiction

Burgundy School of Business, roberto.hernangonzalez@gmail.com
EM Lyon Business School
University of Nottingham

Saturday, February 24

Session 7: REPEATED INTERACTION, REPUTATION AND LEARNING

16:00 – 17:15 [Room 2, **Aula Gradonata**]

Slot 1: 16:00 – 16:25

Cooperation in infinitely repeated sequential prisoner dilemmas

Riccardo Ghidoni
Sigrid Suetens

Tilburg University, r.ghidoni@uvt.nl
Tilburg University

Slot 2: 16:25 – 16:50

Distributed hierarchical decision processes produce persistent differences in learning performance

Davide Marchiori
Thorbjørn Knudsen
Massimo Warglien

University of Southern Denmark, davmar@sam.sdu.dk
University of Southern Denmark
Ca' Foscari University of Venice

Slot 3: 16:50 – 17:15

How fast is the loss of reputation: A seller-buyer experiment

Luigi Luini
Pierluigi Sabbatini

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Italian Antitrust Authority

Sunday, February 25

Session 8: WITHIN AND BETWEEN COUNTRY DIFFERENCES

09:00 – 10:40 [Room 1, **Aula Chirico**]

Slot 1: 09:00 – 09:25

Does punishment improve international cooperation? Results from German and Russian samples

Gianluca Grimalda
Alexis Belianin
Heike Hennig-Schmidt
Till Requate
Marina V. Ryzhkova

Kiel Institute for the World Economy, g.grimalda@gmail.com
Higher School of Economics, Moscow
Bonn University
Christian-Albrechts-Universität zu Kiel
Tomsk Polytechnic University

Slot 2: 09:25 – 09:50

Related variety and employment growth in Italian regions: A Pavitt taxonomy application

Adriana Carolina Pinate
Claudio Di Berardino

University "G. d'Annunzio", Chieti-Pescara, adriana.pinate@unich.it
University "G. d'Annunzio", Chieti-Pescara

Slot 3: 09:50 – 10:15

The effect of human capital mobility on institutional quality of Italian provinces

Dario D'Ingiullo
Claudio Di Berardino

University "G. d'Annunzio", Chieti-Pescara, dario.dingiullo@unich.it
University "G. d'Annunzio", Chieti-Pescara

Slot 4: 10:15 – 10:40

Within and between country differences in preferences for redistribution

Francesco Farina
Gianluca Grimalda
Anna Conte
Ulrich Schmidt

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Kiel Institute for the World Economy
Sapienza University of Rome
Kiel Institute for the World Economy

Sunday, February 25

Session 8: SOCIAL PREFERENCES

09:00 – 10:40 [Room 2, **Aula Gradonata**]

Slot 1: 09:00 – 09:25

Can aversion to inequality make obviously dominant strategies less obvious?

Hubert Janos Kiss
Jaromir Kovarik

MTA KRTK KTI and Eotvos Lorand University, kisshub@gmail.com
University of the Basque Country and CERGE-EI

Slot 2: 09:25 – 09:50

Self-image concerns as commitment device explains strong reciprocity

Andreas Friedl

University Erlangen- Nuremberg, andreas.friedl@fau.de

Slot 3: 09:50 – 10:15

Distributive preferences and effort provision: What determines what?

Jaromir Kovarik
Ibai Martínez-Macías
Luis Miller

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University of the Basque Country
University of the Basque Country

Slot 4: 10:15 – 10:40

First food, then morals – The effect of food-deprivation on social preferences

Jan S. Krause
Patrick Ring
Kerrin Schlichting
Ulrich Schmidt

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Kiel Institute for the World Economy
University of Johannesburg
Kiel Institute for the World Economy

Sunday, February 25

Session 9: PUBLIC GOODS

09:00 – 10:40 [Room 1, **Aula Chirico**]

Slot 1: 11:00 – 11:25

Intragroup competition in public good games: The role of relative performance incentives and risk attitudes

Andrea Morone
Annarita Colasante
Nikolaos Georgantzis
Aurora García-Gallego
Tiziana Temerario

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Burgundy School of Business & LEE, University Jaume I
LEE, Universitat Jaume I
University of Bari

Slot 2: 11:25 – 11:50

Do I care what you think of me? Varying observability in a public goods experiment

Hannes Titeca

University of Exeter, ht345@exeter.ac.uk

Slot 3: 11:50 – 12:15

Do what (You think) the rich will do: inequality, belief formation and group identity in public good games

Andrea Martinangeli

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andrea.martinangeli@tax.mpg.de

Slot 4: 12:15 – 12:40

Civiness drain: Emigrants' self-selection and social norms in the place of origin

Moti Michaeli
Marco Casari
Andrea Ichino
Maria de Paola
Ginevra Marandola
Vincenzo Scoppa

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European University Institute
University of Calabria
University of Bologna
University of Calabria

Sunday, February 25

Session 9: GENDER, ETHNIC AND INCOME DISCRIMINATION

09:00 – 10:40 [Room 2, **Aula Gradonata**]

Slot 1: 11:00 – 11:25

Do quotas help women to climb the career ladder? A laboratory experiment

Natalia Montinari
Valeria Maggian
Antonio Nicolò

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University of Lyon
University of Padua

Slot 2: 11:25 – 11:50

Gender differences in the perceived quality of male and female leaders: Evidence from student evaluations

Giulia Savio
Patricia Funk
Nagore Iriberrri

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University of Bousque Country

Slot 3: 11:50 – 12:15

Ride with me – Ethnic discrimination in social markets

Menusch Khadjavi
Jasper Dag Tjaden
Carsten Schwemmer

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University of Kiel
University of Kiel

Slot 4: 12:15 – 12:40

Making salience more salient: Purchase size effect

William Appleman

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