הפקולטה לניהול
ע"ש קולר
אוניברסיטת תל אביב

Coller School
of Management
Tel Aviv University

The 3rd Coller Conference on Behavioral Economics (CCBE)

15-16 July, 2018

Coller School of Management, Tel Aviv University

Conference Program

Sunday, July 15, 2018 | 405 Recanati

8:30-9:15   Registration and Refreshments

Session 1 – Promoting Prosocial Behavior

9:15-9:30   Opening remarks & Dean's Greetings, Moshe Zviran

9:30-10:00   Yan Chen, School of Information, University of Michigan
                          Motivating Contributions to Public Information Goods: A Field Experiment at Wikipedia

10:00-10:30   Danit Ein-Gar, Coller School of Management, Tel Aviv University
                          Let's Donate Together: The Role of Communities in Donation-Based Crowdfunding Campaigns

10:30 -11:00   Coffee Break

Session 2 – Risk Taking

11:00 -11:30   Charles Sprenger, Department of Economics & Rady School of Management, UC San Diego
                          Direct Tests of Cumulative Prospect Theory

11:30-12:00   Zur Shapira, Stern School of Business, New York University
                          Battling Aspiration and Survival in the Jeopardy! Tournament of Champions

12:00-14:00   Lunch **& Poster Session**

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Session 3 – Beliefs and Strategic Thinking

14:00-14:30   Pedro Rey-Biel, Department of Economics, Autonomous University of Barcelona
Rationality and Observed Behavior

14:30-15:00   Yoram Halevy, Department of Economics, University of Toronto
Behavioral Bargaining

15:00-15:30   Orsola Garofalo, Department of Strategy and Innovation, Copenhagen Business School
Learning by Mistaking? Optimism and Entrepreneurial Innovation

15:30-16:00   Coffee Break

Session 4 – Lying and Honesty

16:00- 16:30   Shaul Shalvi, Psychology Department and CREED, University of Amsterdam
Intuitive (Dis)honesty – A Meta-Analysis

16:30- 17:00   Shoham Choshen-Hillel, School of Business Administration, Hebrew University of Jerusalem
Lying to Appear Honest

17:30   FIFA World Cup Final 2018

"HaChug HaTzfoni" bar, Tel Aviv University main entrance**,** across Gate 7

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Monday, July 16, 2018 | 405 Recanati

8:30-9:00   Refreshments

Session 5 – Donations

9:00-9:30   Deborah Small, The Wharton School, University of Pennsylvania

Ineffective Altruism: Giving Less When Donations Do More Good

9:30-10:00   Joachim Vosgerau, Department of Marketing, Bocconi University
Donate Today or Give Tomorrow? Adding a Time Delay Increases Donation Amounts but not Willingness to Donate

10:00-10:30   Tehila Kogut, Department of Education, Ben-Gurion University of the Negev
Feeling Good about Doing Good: The Role of Affect in Responses to Repeated Requests for Donations

10:30 -11:00   Coffee Break

Session 6 – Experiences

11:00 -11:30   Gal Zauberman, Yale School of Management, Yale University
Duration Sensitivity of Key Moments of Experiences

11:30-12:00   Carmit Tadmor, Coller School of Management, Tel Aviv University

The Science of Multicultural Immersion

12:00-14:00   Lunch

Session 7 – What to Display in Interactions?

14:00-14:30   Kfir Eliaz, School of Economics, Tel Aviv University
Providing Consumers with Sale Information: Evidence from a Field Experiment in Online Supermarket Shopping

14:30-15:00   Jeroen Van de Ven, Faculty of Economics and Business, University of Amsterdam
The Strategic Display of Emotions

15:00-15:30 Coffee Break

Session 8 – Interventions in Education

15:30-16:00 Theo Offerman, Faculty of Economics and Business, University of Amsterdam

A Market for Integrity: Fighting Corruption in Education

16:00- 16:30 Sally Sadoff, Rady School of Management, UC San Diego
Improving College Instruction through Incentives

16:30-17:00 Coffee Break

Session 9 – Motivation

17:00-17:30 Julia Nafziger, Department of Economics and Business Economics, Aarhus University
Motivational Goal Bracketing: An Experiment

17:30- 18:00 Kathleen Vohs, Carlson School of Management, University of Minnesota
Mindfulness Meditation Impairs Task Motivation but not Performance

18:30-21:30 Dinner Party at the **Porter School of Environmental Studies,** across gate 14

Organizing Committee:

Ayala Arad, Shai Danziger, Uri Gneezy and Yaniv Shani

Wifi connection: free-tau

Password: free-tau