

Thursday November 4th 2004

<b>O</b>	<b>6:00 - 8:00</b>	<b>Registration and Reception</b>
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Friday November 5th 2004

<b>8:30 - 9:00</b>	<b>Continental Breakfast</b>	
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<b>I</b>		<b>I a - Auctions &amp; Bargaining</b> Chair: Yan Chen	<b>I b - Environmental Markets</b> Chair: David Bjornstad	<b>I c - Decision Rules</b> Chair: Darryl Seale	<b>I d - Other Regarding Preferences I</b> Chair: James C. Cox
	<b>9:00 - 9:25</b>	<a href="#">Experience Weighted Attraction, Becker DeGroot Marschak, and the First Price Auction</a> Duncan James, Derrick Reagle	<a href="#">Emissions Variability in Tradable Permit Markets with Imperfect Enforcement and Banking</a> Timothy N. Cason, Lata Gangadharan	<a href="#">An Experimental Test Of Taylor-Type Rules With Inexperienced Central Bankers</a> Jim Engle-Warnick, Nurlan Turdaliyev	<a href="#">Identifying Altruism in the Laboratory</a> Glenn W. Harrison, Laurie T. Johnson
	<b>9:25 - 9:50</b>	<a href="#">The Role of Information in Ultimatum Bargaining</a> Jonathan Tan, Anders Poulsen	<a href="#">Price Discovery in Tradable Fishing Allowance Markets with Lease Markets</a> Christopher M. Anderson, Jon G. Sutinen	<a href="#">An Experimental Study of Open Innovation Using MASTERMIND</a> Benjamen Hak-Fung Chiao	<a href="#">An Experimental Test of Reciprocity and Equity Using Binary Choices</a> Jordi Brandts, Enrique Fatas, Francisco Lagos
	<b>9:50 - 10:15</b>	<a href="#">Revealing Preferences for Fairness in Ultimatum Bargaining</a> James Andreoni, Marco Castillo, Ragan Petrie	<a href="#">Enforcement of Tradable Emissions Permit Programs: Do Firm Characteristics Affect Compliance Choices?</a> James J. Murphy, John K. Stranlund	<a href="#">Expectations revealed in simple games of proposal and response</a> Marco Castillo, Phil Cross	<a href="#">"Are you more egalitarian with others when you make a costly effort ?"</a> Patricia Crifo, Jean-Louis Rulliere
	<b>10:15 - 10:40</b>	<a href="#">Behavior in a combined institution: Auctions with a Pre-Negotiation Stage</a> Sabine Kroger, Ravosveta Ivanova Stenzel	<a href="#">The Evaluation of time and logarithmic perception</a> J. Wieneke, B.Vogt, W. Albers	<a href="#">Batch Service with Endogenous Arrivals: Equilibrium Analysis and Experimental Study</a> William E. Stein, Amnon Rapoport, Darryl A. Seale, Hongtao Zhang, Rami Zwick	<a href="#">Direct Tests of Social Preferences and a New Model</a> James C. Cox, Vjollca Sadiraj

<b>10:40 - 11:15</b>	<b>Break</b>	
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<b>II</b>	<b>11:15 - 12:15</b>	<b>Plenary Talk: Amnon Rapoport</b> "Trust-Based Cooperation in Real Time" Chair: Jim Parco
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<b>12:15 - 2:00</b>	<b>Lunch Break</b>	
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<b>III</b>		<b>III a - Auctions I</b> Chair: Douglas Davis	<b>III b - Risk</b> Chair: Charles Bellemare	<b>III c - Networks</b> Chair: Alessandra Cassar	<b>III d - Other Regarding Preferences II</b> Chair: Mary Rigdon
	<b>2:00 - 2:25</b>	<a href="#">Overbidding in Independent Private Values Auctions and Misperception of Probabilities</a> Olivier Armantier, Nicolas Treich	<a href="#">Risk Aversion and Incentive Effects: New Data without Order Effects</a> Charles Holt, Susan Laury	<a href="#">Endogenous Network Formation: an Experimental Analysis</a> Daniela Di Cagno, Emanuela Sciubba	<a href="#">Other-Regarding Preferences and Performance Pay: An Experiment on Sorting and Incentives</a> Marie-Claire Villeval, Tor Eriksson

III	2:25 - 2:50	<a href="#">Want to Sell a Used Car? The Results of a Large Scale Field Experiment</a> David M. Grether, Charles R. Plott	<a href="#">Consumer search behavior with reference-point references: Theory and experimental evidence</a> Daniel Schunk	<a href="#">Trust in Large Social Networks</a> Markus M. Mobius, Tanya Rosenblat	<a href="#">Level-n Bounded Rationality, Regard for Others and Reciprocity Rules</a> Dale O. Stahl, Ernan Haruvy
	2:50 - 3:15	<a href="#">The Origin of the Winner's Curse: Experimental Evidence</a> Gary Charness, Dan Levin	<a href="#">Estimating Risk Attitudes in Denmark: A Field Experiment</a> Glenn W. Harrison, Morten I. Lau, Elisabet Rutstrom	<a href="#">The structure of endogenous coalitions with positive and negative externalities: an experiment</a> Marc Willinger, Emmanuel Sol, Sylvie Thoron	<a href="#">The Dynamics of Other-regarding Preferences, Strategy and Error: What's Really Going on in Voluntary Contributions Mechanism Experiments?</a> Paul J. Ferraro, Christian Vossler
	3:15 - 3:40	<a href="#">Measuring the Benefits of Sniping on eBay: Evidence from a Field Experiment</a> Sean Gray, David Reiley	<a href="#">Adaptive Elicitation of Risk Preferences</a> Catherine Eckel, Jim Engle-Warnick, Cathleen Johnson	<a href="#">Decentralized Organizational Learning: in An Experimental Investigation</a> Andreas Blume, John Duffy, April Franco	<a href="#">Revealed Altruism</a> James C. Cox, Daniel Friedman, Vjolica Sadiraj

3:40 - 4:15 Break

IV		<b>IV a - Auctions II</b> Chair: David Reiley	<b>IV b - Gender</b> Chair: Robert Slonim	<b>IV c - Games</b> Chair: Jim Parco	<b>IV d - Group Decision Making</b> Chair: Olivier Armantier
	4:15 - 4:40	<a href="#">Second Chance Offers vs. Sequential Auctions: Theory and Behavior</a> Tim Salmon, Bart Wilson	<a href="#">Tournament or Piece Rate: Gender Differences in a Tournament Entry Experiment</a> Donald Vandegrift, Abdullah Yavas, Paul M. Brown	<a href="#">A Study of Sequential Assignment Based on Relative Rank Information</a> J. Neil Bearden, Amnon Rapoport, Ryan O. Murphy	<a href="#">Group Decision-Making in Ultimatum Bargaining: An Experimental Study</a> Alexander Elbittar, Andrei Gomberg, Laura Sour
	4:40 - 5:05	<a href="#">Entry decisions and bidding behavior in sequential first-price procurement auctions</a> Jeannette Brosig, J. Philipp Reiss	<a href="#">Groups Work for Women: Gender and Group Identity in the Provision of a Threshold Public Good</a> Rachel Croson, Melanie Marks	<a href="#">Behavioral Differences between Mechanisms</a> Neslihan Uler, Yusufcan Masatlioglu	<a href="#">Comparing Group and Individual Behavior in Lottery-Choice Experiments</a> Ronald Baker II, Susan Laury, Arlington Williams
	5:05 - 5:30	<a href="#">Regret, Learning and Desire to Win in Auctions</a> Richard Engelbrecht-Wiggans, Elena Katok	<a href="#">Impact of Demographics Menstrual Cycles and Education Background on Bidding in Auctions</a> Yan Chen, Peter Katuscak, Emre Ozdenoren	<a href="#">The Ghost in the Machine: Estimating Machine-Based Strategies from Observed Behavior</a> Jim Engle-Warnick, William J. McCausland, John H. Miller	<a href="#">The Effect of Punishment on Cooperation in Inter-group and Single Group PD Games</a> Tamar Kugler, Gary Bornstein
	5:30 - 5:55	<a href="#">Multi-object auctions with package bidding: An experimental comparison of iBEA and Vickrey</a> Yan Chen, Kan Takeuchi	<a href="#">Do Women Shy Away from Competition?</a> Muriel Niederle, Lise Vesterlund	<a href="#">Experimental Investigation of Supplier-Retailer Contracts: The Wholesale Price Contract</a> Claudia Keser, Giuseppe Paleologo	<a href="#">Groups vs. Individuals, when do their decision outcomes differ? What can experimental economists learn from theoretical considerations?</a> Heike Hennig-Schmidt, Thomas Pitz

**Saturday November 6th 2004**

**8:30 - 9:00 Continental Breakfast**

<b>V</b>		<b>V a - Auctions III</b> Chair: <b>Georgia Kosmopoulou</b>	<b>V b - Industrial Organization I</b> Chair: <b>David Bjornstad</b>	<b>V c - Beliefs</b> Chair: <b>Jim Engle-Warnick</b>	<b>V d - Reputation</b> Chair: <b>Rachel Croson</b>
	9:00 - 9:25	<a href="#">Fixed Revenue Auctions</a> <b>Cary A. Deck</b> , Bart J. Wilson	<a href="#">Strategic Buyers, Horizontal Mergers and Synergies: An Experimental Investigation</a> <b>Douglas D. Davis</b> , Bart J. Wilson	<a href="#">Eliciting Beliefs from Risk Averse Forecasters Using a Logarithmic and Quadratic Scoring Rules</a> <b>John Fountain</b>	<a href="#">The Rise of Cooperation in Correlated Matching Prisoners Dilemma: An Experiment</a> <b>Chun-Lei Yang</b> , Ching-Syang Jack Yue, I-Tang Yu
	9:25 - 9:50	<a href="#">e-Sourcing in Procurement: Theory and Behavior in Reverse Auctions with Non-Competitive Contracts</a> Richard Engelbrecht-Wiggans, <b>Elena Katok</b>	<a href="#">Decision Making in ordering products : An Experimental Study</a> <b>Uri Benzion</b> , Yuval Cohen, Ruth Peled, Tal Shavit	<a href="#">Beliefs, Risk Aversion and Prediction Market Equilibrium</a> <b>Steve Gjerstad</b>	<a href="#">Carrot or Stick? An Experimental Study of Reputation Effects on Indirect Reciprocity in Dictator Games</a> <b>Maroš Servátka</b>
	9:50 - 10:15	<a href="#">Bidding Strategies of Sequential First Price Auctions Programmed By Experienced Bidders</a> <b>Tibor Neugebauer</b>	<a href="#">Congestion Pricing and Welfare: An Entry Experiment</a> <b>Lisa Anderson</b> , Charles Holt, David Reiley	<a href="#">How Directional Preferences Influence Judgment: A Look at Investors' Forecasts of Earnings</a> <b>Jeffrey Hales</b>	<a href="#">Is Reputation Good or Bad? An Experiment</a> Brit Grosskopf, <b>Rajiv Sarin</b>
	10:15 - 10:40	<a href="#">An Experimental Analysis of the Effect of Shill Bidding upon Prices in Auctions</a> <b>Georgia Kosmopoulou</b> , Dakshina DeSilva	<a href="#">Minding Your Own Business</a> <b>Utteeyo Dasgupta</b>	<a href="#">Price stability in positive and negative feedback experimental markets</a> Peter Heemeijer, Cars Hommes, Joep Sonnemans, <b>Jan Tuinstra</b>	

**10:40 - 11:00 Break**

<b>VI</b>		<b>VI a - Methodology</b> Chair: <b>Howard Margolis</b>	<b>VI b - Corruption</b> Chair: <b>Paul S. Carlin</b>	<b>VI c - Contests and Voting</b> Chair: <b>Neslihan Uler</b>	<b>VI d - Field Experiments</b> Chair: <b>Morten I. Lau</b>
	11:00 - 11:25	<a href="#">Laboratory and Field Experiments in Political Science: A Discussion of Methodology and Results</a> Charles A. Holt, <b>Angela K. Moore</b>	<a href="#">Cheating in Markets: A Laboratory Test</a> <b>Alessandra Cassar</b> , Dan Friedman, Patricia Schneider	<a href="#">Two-stage contests with budget constraints: An experimental study</a> <b>Jim Parco</b> , Amnon Rapoport, Wilfred Amaldoss	<a href="#">Trust, Risk and Betrayal</a> <b>Iris Bohnet</b> , Richard Zeckhauser
	11:25 - 11:50	<a href="#">Experimental Development Economics: A Review of the Literature and Ideas for Enriching the Two Fields</a> <b>Juan-Camilo Cardenas</b> , Jeffrey Carpenter	<a href="#">An Experimental Test of Criminal Behavior Among Juveniles</a> Bill Harbaugh, Naci Mocan, <b>Michael S. Visser</b>	<a href="#">Knowing the Gap - Intermediate Information in Tournaments</a> <b>Sandra Ludwig</b> , Gabriele K. Ruchala	<a href="#">Do Social Preferences Increase Productivity? Field experimental evidence from fishermen in Toyama Bay</a> <b>Jeffrey Carpenter</b> , Erika Seki
	11:50 - 12:15	<a href="#">Tests across experiments</a> <b>Howard Margolis</b>	<a href="#">An Experimental Analysis of Third-Party Response to Corruption</a> Ananish Chaudhuri, Nisvan Erkal, <b>Lata Gangadharan</b>	<a href="#">Let! Me! Vote! Results from an experimental study on the effects of rotation in committees</a> Ronald Bosman, <b>Philipp Maier</b> , Vjollca Sadiraj, Frans van Winden	<a href="#">Subsidizing Charitable Contributions in the Field</a> Catherine C. Eckel, <b>Philip J. Grossman</b>

**12:15 - 2:00 Lunch Break**

<b>VII</b>		<b>VII a - Contracts</b> Chair: Steve Kachelmeier	<b>VII b - Signalling and Financial Markets</b> Chair: Bogo Vogt	<b>VII c - Status and Social Interaction</b> Chair: Nathaniel Wilcox	<b>VII d - Policy</b> Chair: Mike McKee
	<b>2:00 - 2:25</b>	<a href="#">Intermediaries as Contractual Enforcers or Making Deals with Peppe</a> Tibor Neugebauer	<a href="#">Loss Aversion and Under-hedging</a> Uri Ben Zion, <b>Ernan Haruvy</b> , Tal Shavit	<a href="#">Status and Distrust: The Relevance of Risk, Inequality and Betrayal Aversion</a> Kessely Hong, Iris Bohnet	<a href="#">Foreign Aid and Weakest-Link International Public Goods: An Experimental Study</a> Vivian Lei, Steve Tucker, Filip Vesely
	<b>2:25 - 2:50</b>	<a href="#">Satisfaction Guaranteed</a> James Andreoni	<a href="#">Signal Qualities, Order of Decisions and Informational Cascades: Experimental Evidences</a> Shunichiro Sasaki	<a href="#">The Effect of Status on Voluntary Contributions</a> Lise Vesterlund, Cagri Kumru	<a href="#">Experiments on capital poverty traps and economic growth</a> C. Monica Capra, Lauren Munyan, Colin Camerer, Charles Noussair
	<b>2:50 - 3:15</b>	<a href="#">If you were offered the right of first refusal, should you accept? An investigation of contract design</a> Brit Grosskopf, Al Roth	<a href="#">Impact of Confidence on Experimental Financial Market Outcomes</a> Dorla A. Evans, Yeqing Bao	<a href="#">I Want to Believe! An Experiment on Beliefs Formation and Social Interaction</a> Pablo Brañas, Enrique Fatas, Pablo Guillén	<a href="#">Audit Information Dissemination Taxpayer Communication and Compliance: An Exerimental Approach</a> James Alm, Betty Jackson, <b>Mike McKee</b>
	<b>3:15 - 3:40</b>	<a href="#">Resolving the paradox of organizational trust</a> Mary Rigdon	<a href="#">Money and Reciprocity</a> Thorsten Hens, <b>Bogo Vogt</b>	<a href="#">Social Learning in Large Social Networks</a> Tanya Rosenblat, Markus Mobius	<a href="#">Applications of Experimental Social Science to Perceptions of Fairness in Fiscal Policy</a> <b>Amy Lauren Lovecraft</b> , Sharman Haley, Bogdan Hoanca

3:40 - 4:00 Break

<b>VIII</b>		<b>VIII a - Incentives and Markets</b> Chair: Michael S. Visser	<b>VIII b - Coordination</b> Chair: Andreas Blume	<b>VIII c - Discrimination</b> Chair: Claudia Keser	<b>VIII d - Public Goods I</b> Chair: Jeffrey Carpenter
	<b>4:00 - 4:25</b>	<a href="#">The Effects of Compensation Schemes on Self-Selection and Work Productivity: An Experimental Investigation</a> C. Bram Cadsby, Fei Song, Francis Tapon	<a href="#">Money Illusion and Coordination Failure</a> Ernst Fehr, Jean-Robert Tyran	<a href="#">Group Reputations and Stereotypes as Contract Enforcement Devices</a> Paul Healy	<a href="#">Punishment and Counter-punishment in Public Goods Games: Can we still govern ourselves?</a> Nikos Nikiforakis
	<b>4:25 - 4:50</b>	<a href="#">Which incentives work? An experimental analysis of incentives for trainers</a> Omar Azfar, Clifford Zinnes	<a href="#">Framing and Consensus: Sen in the Laboratory</a> Chetan Dave, Stefan Dodds	<a href="#">Gender Selection Discrimination: Experimental evidence from an on-line trust game</a> Robert L. Slonim, Ellen Garbarino	<a href="#">A Regulated Common Pool Resource with Voluntary Contribution Lobbying</a> Samuel Bwalya, <b>Christopher M. Anderson</b> , Jon G. Sutinen
	<b>4:50 - 5:15</b>	<a href="#">Indicative Bidding: An Experimental Analysis</a> John Kagel, Svetlana Pevnitskaya, Lixin Ye	<a href="#">Information Transparency and Coorination Failure: Efficiency, Security, and Risk Dominance</a> Regina Anctil, John Dickhaut, Cathleen Johnson, Chandra Kanodia	<a href="#">Towards an Experimental Test of the Coate and Loury Affirmative Action Model: Preliminary Evidence</a> Paul S. Carlin, M.P. Kidd	<a href="#">Public Good Game with Sanctions and Metanorms</a> David Masclat, Denant-Boemont, <b>Charles Noussair</b>

5:15 - 5:30 Break

<b>IX</b>	<b>5:30 - 7:00</b>	<b>Plenary Talk: Catherine Eckel and Uri Gneezy</b> "Sex in the lab: How different is the behavior of men and women?" Chair: Martin Dufwenberg
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**Sunday November 7th**

**8:30 - 9:00 Continental Breakfast**

<b>X</b>		<b>X a - Signals</b> Chair: <b>Svetlana Pevnitskaya</b>	<b>X b - Classroom Experiments</b> Chair: <b>Lisa Anderson</b>	<b>X c - Public Goods II</b> Chair: <b>Vjolica Sadiraj</b>
	9:00 - 9:25	<a href="#">Getting advice from the same source but at a different cost: Do we overweigh information just because we paid for it?</a> <b>Francesca Gino</b>	<a href="#">Price Discrimination and Resale: A Classroom Experiment</a> A. Basuchoudhary, C. Metcalf, K. Pommerenke, D. Reiley, <b>Christian Rojas, Marzena Rostek, J. Stodder</b>	<a href="#">Intergroup comparison and competition: A public goods experiment</a> <b>Jens Großer, Rupert Sausgruber</b>
	9:25 - 9:50	<a href="#">Strategic Disclosure of Risky Prospects: A Laboratory Experiment</a> Jessen L. Hobson, <b>Steven J. Kachelmeier</b>	<a href="#">Price Bubbles and Asset Valuation</a> <b>Charles Holt</b>	<a href="#">The SR versus the NR: Measures Predicting Success and Contribution in Threshold Public Goods Games</a> <b>Bram Cadsby, Rachel Croson, Melanie Marks, Elizabeth Maynes</b>
	9:50 - 10:15	<a href="#">Is probability weighting sensitive to the quality of the probabilistic information? An experimental investigation on the impact of vagueness and conflict on decision weights</a> <b>Laure Cabantous, Cédric Ditzler</b>	<a href="#">Your Place in Space: Classroom Experiment on Spatial Location Theory</a> <b>Margo Bergman, Dirk Mateer, Rick Wilson</b> <a href="#">Purchasing Power Parity with a Currency Trading Game</a> Eric Fisher, Michael Leeds, <b>David Mitchell, Robert Rebelein</b>	

**10:15 - 10:30 Break**

<b>XI</b>		<b>XI a - Industrial Organization II</b> Chair: <b>Utteeyo Dasgupta</b>	<b>XI b - Subject Heterogeneity</b> Chair: <b>Cathleen Johnson</b>	<b>XI c - Exclusion</b> Chair: <b>Tanya Rosenblat</b>
	10:30 - 10:55	<a href="#">Search, Advertising and Equilibrium Pricing: the Experimental Evidence</a> <b>Ninghua Du</b>	<a href="#">Actions and Beliefs -- Estimating Distribution-Based Preferences using a Large Scale Experiment with Probability Questions on Expectations</a> <b>Charles Bellemare, Sabine Kroeger, Arthur van Soest</b>	<a href="#">Peer enforcement by selective exclusion</a> <b>Daan van Soest, Jana Vyrastekova</b>
	10:55 - 11:20	<a href="#">The Effect of Hassle Cost on Anti-Competitive Outcomes under Price Matching Guarantees: Experimental Evidence</a> <b>Todd Sorensen, Subhasish Dugar</b>	<a href="#">Preference Heterogeneity in Experiments: Comparing the Lab and the Field</a> Glenn W. Harrison, <b>Morten I. Lau</b> , E. Elisabet Rutstrom, Steffen Andersen	<a href="#">Exclusion from Public Goods: The Role of Promises and Lies</a> <b>Jeannette Brosig, Magdalena Margreiter, Joachim Weimann</b>
	11:20 - 11:45	<a href="#">Uncertain Demand and Optimal Exercise of Strategic Real Option</a> <b>Agim Kukeli</b>	<a href="#">Saving, Learning and Individual Cognitive Differences</a> Parker T. Ballinger, Eric Hudson, Leonie Karkoviata, <b>Nathaniel Wilcox</b>	<a href="#">Just for the money? Exclusion in the Commons - Experimental Evidence</a> <b>Magdalena Margreiter</b>
	11:45 - 12:10	<a href="#">Selling Complementary Patents: Implications for Human Genome R&amp;D</a> Rudy Santore, Mike McKee, <b>David Bjornstad</b>		<a href="#">An Economic Theory of Leadership Based on Assignment of Information</a> <b>Mana Komai</b>