

# Block-Seminar on Experimental Economics for Bachelor Students

## “Economics of Anti-Social Preferences“

Summer Semester 2017

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This course focusses on immoral behavior of people. By means of different examples, such as stealing, lying and corruption, we investigate which factors determine human thinking and behavior in making immoral decisions.

Each participant is required to hand in a seminar paper on one of the topics listed below, present it in class, and actively take part in classroom discussions.

- Max. number of participants: 15 participants
- Language: English
- First Meeting: April 18, 2017  
Time: 12:30 (sharp!)  
Place: VG (room 3.101)  
Registration for course and topic via E-Mail prior to the first meeting or in the first meeting.  
Please list three topics of interest. - First come, first serve.
- Deadline to enroll (and withdraw): April 30, 2017 in FlexNow
- Dates for the blocked seminar: June 12, 2017 (Oec. room 2.157) &  
June 19, 2017 (MZG 6.115 lab)
- Deadline for seminar papers: August 31, 2017 (via E-Mail)

**Should you have any questions with respect to this seminar, please write an email to:**  
melanie.dunger@uni-goettingen.de

## **Part 1: Varieties of Anti-Social Behavior**

### **1. Joy of Destruction**

- Abbink, K., Sadrieh, A. (2009). "The pleasure of being nasty". *Economic Letters*, Vol. 105: 306-308.

### **2. Stealing**

- Gravert, C. (2013). "How luck and performance affect stealing". *Journal of Economic Behavior & Organization*, Vol. 93: 301-304.

### **3. Lying and Cheating**

- Gneezy, U. (2005). "Deception: the role of consequences." *American Economic Review*, Vol. 95: 384-394.
- Fischbacher, U., and Föllmi-Heusi, F. (2013). "Lies in Disguise – An experimental study on cheating". *Journal of the European Economic Association*, Vol. 11: 525-547.

### **4. Dishonesty in Bargaining**

- Casal, S., Güth, W., Jia, M., Ploner, M. (2012). "Would you mind if I get more? An experimental study of the envy game". *Journal of Economic Behavior & Organization*, Vol. 84: 857-865.
- Croson, R., Boldes, T., Murnighan, J. K. (2003). "Cheap talk in bargaining experiments: lying and threats in ultimatum games". *Journal of Economic Behavior & Organization*, Vol. 51: 143-159.

### **5. Corruption**

- Abbink, K., Irlenbusch, B., Renner, E. (2002). "An experimental bribery game". *Journal of Law, Economics, & Organization*, Vol. 18, No. 2: 428-454.
- Banerjee, R. (2016). "On the interpretation of bribery in a laboratory corruption game: moral frames and social norms". *Experimental Economics*, Vol. 19: 240-267.

### **6. Consumer Ethic**

- Azar, O. H., Yosef S., Bar-Eli M. (2013). "Do costumers return excessive exchange in a restaurant? A field experiment on dishonesty". *Journal of Economic Behavior & Organization*, Vol. 93: 219-226.
- Bossuyt, S., Vermeir, I., Slabbinck, H., De Bock, T., Van Kenhove, P. (2017). "The compelling urge to misbehave: Do impulse purchases instigate unethical consumer behavior?". *Journal of Economic Psychology*, Vol. 58: 60-76.

### **7. Pro-Social Lies**

- Erat, S., Gneezy, U. (2012). "White lies". *Management Science*, Vol. 58, No. 4: 723-733.

### **8. Lies and Punishment to foster Cooperation**

- Fehr, E., and Gächter, S. (2002). "Altruistic punishment in humans". *Nature*, Vol. 415: 137-140.
- Hoffmann, M., Lauer, T., Rockenbach, B. (2013). „The royal lie“. *Journal of Economic Behavior & Organization*, Vol. 93: 305-313.

## **Part 2: Anti-Social Behavior and Diffused Responsibility**

### **9. In-Group Bias and Out-Group Punishment\***

- Ahmed, A. M. (2007). "Group identity, social distance and intergroup bias". *Journal of Economic Psychology*, Vol. 28: 324-337.
- Meier, S., Pierce, L., Vaccaro, A., La Cara, B. (2016). "Trust and in-group favoritism in a culture of crime". *Journal of Economic Behavior & Organization*, Vol. 132: 78-92.

### **10. Groups and Immoral Behavior\***

- Conrads, J., Irlenbusch, B., Rilke, R. M., Walkowitz, G. (2013). "Lying and team incentives". *Journal of Economic Psychology*, Vol. 34: 1-7.
- Danilov, A., Biemann, T., Kring, T., Sliwka, D. (2013). "The dark side of team incentives: Experimental evidence on advice quality from financial service professionals". *Journal of Economic Behavior & Organization*, Vol. 93: 266-272.
- Kocher, M. G., Schudy, S., and Spanting, L. (2016). "I lie? We lie! Why? Experimental evidence on a dishonesty shift in groups". Munich Discussion Paper No. 2016-8.

### **11. Delegation**

- Erat, S. (2013). "Avoiding lying: The case of delegated deception". *Journal of Economic Behavior & Organization*, Vol. 93: 273-278.
- Sutan, A., Vranceanu, R. (2016). "Lying about Delegation". *Journal of Economic Behavior & Organization*, Vol. 121: 29-40.

### **12. Competition**

- Belot, M., Schröder, M. (2013). "Sloppy work, lies and theft: A novel experimental design to study counterproductive behaviour". *Journal of Economic Behavior & Organization*, Vol. 93: 233-238.
- Schwieren, C., Weichselbaum, D. (2010). "Does competition enhance performance or cheating? A laboratory experiment". *Journal of Economic Psychology*, Vol. 31: 241-253.

### **13. Morals and Markets**

- Falk, A., Szech, N. (2013). "Morals and Markets". *Science*, Vol. 340: 707-711.

### **Part 3: Human and Institutional Sources of Immoral Behavior**

#### **14. Choice Situations**

- Cappelen, A. W., Sorensen, E. O., Tungodden, B. (2013). "When do we lie?". *Journal of Economic Behavior & Organization*, Vol. 93: 258-265.
- Houser, D., Vetter, S., Winter, J. (2012). "Fairness and Cheating". *European Economic Review*, Vol. 56: 1645-1655.

#### **15. Ambition and Moral Misconduct**

- Falk, A., Szech, N. (2016). "Pleasure of Skill and Moral Conduct". *CESifo Working Paper Series No. 5732*: 1-20.

#### **16. Religion and Dishonesty**

- Utikal, V., Fischbacher, U. (2013). "Disadvantageous lies in individual decisions". *Journal of Economic Behavior & Organization*, Vol. 85: 108-111.

#### **17. Anti-Social preferences: inherited or parented**

- Houser, D., List, J.A., Piovesan, M., Samek, A., Winter, J. (2016). "Dishonesty: From parents to children". *European Economic Review*, Vol. 82: 242-254.

#### **18. Neuroeconomics and Social Preferences**

- De Quervain, D. J.-F., Fischbacher, U., Treyer, V., Schnellhammer, M., Schnyder, U., Buck, A., Fehr, E.. (2004). "The Neural Basis of Altruistic Punishment". *Science*, Vol. 305: 1254-1258.
- Fehr, E., Camerer, C. F. (2007). "Social neuroeconomics: the neural circuitry of social preferences". *TRENDS in Cognitive Sciences*, Vol. 11: 419-427.