



Master Block Seminar in: „Field Experiments in Experimental Economics“ Summer Term 2019

In the summer term 2019, the chair of Experimental Economics offers a block seminar in: "Field Experiments in Experimental Economics." The main focus of the seminar will be on field experiments in behavioral economic topics. In this regard, the seminar will concentrate on different areas of economics where field experiments (such as artefactual and natural field experiments) are applied. These areas range from labor economics, to public economics, and to development economics. The seminar topics are based on three economic research papers. These papers will serve as main sources and 75% of the seminar paper should be based on these sources. The participants have the possibility to extend the literature.

Participants are required to submit a seminar paper (approx. 15-18 pages) and present it in class (20 minutes).

Max. number of participants:	12 participants
Language:	English (talks and seminar papers; no exceptions possible)
First Meeting:	Wed, April 24, 2019 Time: 3:00 pm-4:00 pm Room: 6.115 (MZG, Blue Tower)
Topic assignment:	Topics will be assigned in the first meeting. Afterwards, the remaining topics may be requested by sending an e-mail to holger.rau@uni-goettingen.de . (Please indicate your ranked top 3 preferences). Topics will be assigned on a "first-come-first-serve" basis.
Deadline to enroll and (withdraw):	April 30, 2019 (registration with FlexNow after successful receipt of a seminar topic. FlexNow will be activated on April 24, 2019)
Date of the blocked seminar:	Wed, May 29, 2019 10:00 am to 5pm (MZG, Blue Tower: 6.115)
Deadline to submit seminar papers:	Fri, June 28, 2019 (submission by e-mail to Prof. Dr. Rau)
Contact:	If you have further questions, please contact Prof. Dr. Rau holger.rau@uni-goettingen.de

Seminar Topics

1. Field Experiments in Public Economics	
Topic (a):	Cooperation in the Field
Paper(s):	<p>List, J. A. (2004). "Young, selfish and male: Field evidence of social preferences." <i>Economic Journal</i>, 114(492), 121-149.</p> <p>Van den Assem, M. J., Van Dolder, D., & Thaler, R. H. (2012). „Split or steal? Cooperative behavior when the stakes are large." <i>Management Science</i>, 58(1), 2-20.</p> <p>Fehr, E., & Leibbrandt, A. (2011). "A field study on cooperativeness and impatience in the tragedy of the commons." <i>Journal of Public Economics</i>, 95(9), 1144-1155.</p>
Topic (b):	Charitable Giving and Matching Donations
Paper(s):	<p>Meier, S. (2007). "Do subsidies increase charitable giving in the long run? Matching donations in a field experiment." <i>Journal of the European Economic Association</i>, 5(6), 1203-1222.</p> <p>Huck, S., & Rasul, I. (2011). "Matched fundraising: Evidence from a natural field experiment." <i>Journal of Public Economics</i>, 95(5), 351-362.</p> <p>Karlan, D., List, J. A., & Shafir, E. (2011). "Small matches and charitable giving: Evidence from a natural field experiment." <i>Journal of Public Economics</i>, 95(5), 344-350.</p>
Topic (c):	Charitable Giving and the Impact of Solicitors
Paper(s):	<p>Price, M. K. (2008). Fund-raising success and a solicitor's beauty capital: "Do blondes raise more funds?" <i>Economics Letters</i>, 100(3), 351-354.</p> <p>Jenq, C., Pan, J., & Theseira, W. (2015). "Beauty, weight, and skin color in charitable giving." <i>Journal of Economic Behavior & Organization</i>, 119, 234-253.</p> <p>Rau, H. A., Samek, A., & Zhurakhovska, L., (2018). „Do I Care If You Are Paid? A Field Experiment on Charitable Donations."</p>

	<p><i>CESR-Schaeffer Working Paper</i> No. 2938069. Available at SSRN:</p> <p>https://papers.ssrn.com/sol3/papers.cfm?abstract_id=2938069</p>
2. Testing Incentives	
<p>Topic:</p> <p>Paper(s):</p>	<p><i>Crowding out of Intrinsic Motivation</i></p> <p>Gneezy, U., & Rustichini, A. (2000). A fine is a price. <i>Journal of Legal Studies</i>, 29(1), 1-17.</p> <p>Gneezy, U., & Rustichini, A. (2000). "Pay enough or don't pay at all." [cover only the donation experiment] <i>Quarterly Journal of Economics</i>, 115(3), 791-810.</p> <p>Mellström, C., & Johannesson, M. (2008). "Crowding out in blood donation: was Titmuss right?." <i>Journal of the European Economic Association</i>, 6(4), 845-863.</p>
3. Discrimination & Job Entry	
<p>Topic (a):</p> <p>Paper(s):</p>	<p><i>Hiring Decisions and Discrimination</i></p> <p>Lavergne, M., & Mullainathan, S. (2004). "Are Emily and Greg more employable than Lakisha and Jamal? A field experiment on labor market discrimination." <i>American Economic Review</i>, 94(4), 991-1013.</p> <p>Weichselbaumer, D. (2016). "Discrimination Against Female Migrants Wearing Headscarves." <i>IZA Discussion Paper</i> No. 10217. Available at SSRN: https://ssrn.com/abstract=2842960</p> <p>Petit, P. (2007). "The effects of age and family constraints on gender hiring discrimination: A field experiment in the French financial sector." <i>Labour Economics</i>, 14(3), 371-391.</p>
<p>Topic (b):</p> <p>Paper(s):</p>	<p><i>Gender Effects in Job-Entry Behavior</i></p> <p>Flory, J. A., Leibbrandt, A., & List, J. A. (2014). "Do competitive workplaces deter female workers? A large-scale natural field experiment on job entry decisions." <i>Review of Economic Studies</i>, 82(1), 122-155.</p>

	<p>Beaman, L., Keleher, N., & Magruder, J. (2018). Do job networks disadvantage women? Evidence from a recruitment experiment in Malawi. <i>Journal of Labor Economics</i>, 36(1), 121-157.</p> <p>Leibbrandt, A., & List, J. A. (2014). „Do women avoid salary negotiations? Evidence from a large-scale natural field experiment.” <i>Management Science</i>, 61(9), 2016-2024.</p>
4. Labor Market Incentives	
<p>Topic (a):</p> <p>Paper(s):</p>	<p><i>The Role of Peer Pressure</i></p> <p>Falk, A., & Ichino, A. (2006). “Clean evidence on peer effects.” <i>Journal of labor economics</i>, 24(1), 39-57.</p> <p>Bursztyn, L., Ederer, F., Ferman, B., & Yuchtman, N. (2014). “Understanding mechanisms underlying peer effects: Evidence from a field experiment on financial decisions.” <i>Econometrica</i>, 82(4), 1273-1301.</p> <p>Herbst, D., & Mas, A. (2015). “Peer effects on worker output in the laboratory generalize to the field.” <i>Science</i>, 350(6260), 545-549.</p>
<p>Topic (b):</p> <p>Paper(s):</p>	<p><i>Worker Motivation and Gift Exchange</i></p> <p>Gneezy, U., & List, J. A. (2006). “Putting behavioral economics to work: Testing for gift exchange in labor markets using field experiments.” <i>Econometrica</i>, 74(5), 1365-1384.</p> <p>Kube, S., Maréchal, M. A., & Puppe, C. (2012). “The currency of reciprocity: Gift exchange in the workplace.” <i>American Economic Review</i>, 102(4), 1644-1662.</p> <p>Kube, S., Maréchal, M. A., & Puppe, C. (2013). “Do wage cuts damage work morale? Evidence from a natural field experiment.” <i>Journal of the European Economic Association</i>, 11(4), 853-870.</p>
<p>Topic (c):</p> <p>Paper(s):</p>	<p><i>The Effect of Team Incentives</i></p> <p>Bandiera, O., Barankay, I., & Rasul, I. (2013). Team incentives: Evidence from a firm level experiment. <i>Journal of the European Economic Association</i>, 11(5), 1079-1114.</p>

	<p>Friebel, G., Heinz, M., Krüger, M., & Zubanov, N. (2017). "Team incentives and performance: Evidence from a retail chain." <i>American Economic Review</i>, 107(8), 2168-2203.</p> <p>Delfgaauw, Josse and Dur, Robert and Souverijn, Michiel (2017). "Team Incentives, Task Assignment, and Performance: A Field Experiment." <i>Tinbergen Institute Discussion Paper</i> 17-090/VII.</p>
5. Field Experiments on Negotiations	
<p>Topic (a):</p> <p>Paper(s):</p>	<p><i>Gender Differences in Bargaining Behavior</i></p> <p>Ayres, I., & Siegelman, P. (1995). Race and gender discrimination in bargaining for a new car. <i>American Economic Review</i>, 304-321.</p> <p>Castillo, M., Petrie, R., Torero, M., & Vesterlund, L. (2013). Gender differences in bargaining outcomes: A field experiment on discrimination. <i>Journal of Public Economics</i>, 99, 35-48.</p> <p>Hernandez-Arenaz, Iñigo and Iriberry, Nagore, Women Ask for Less (Only from Men): Evidence from Alternating-Offer Bargaining in the Field (2016). <i>CEPR Discussion Paper No. DP11514</i>. Available at SSRN: https://ssrn.com/abstract=2843533</p>
6. Field Experiments in Development Countries	
<p>Topic (a):</p> <p>Paper(s):</p>	<p><i>The Impact of Social Preferences and Financial Incentives on Work Efficiency</i></p> <p>Bandiera, O., Barankay, I., & Rasul, I. (2005). "Social preferences and the response to incentives: Evidence from personnel data." <i>Quarterly Journal of Economics</i>, 120(3), 917-962.</p> <p>Ashraf, N., Bandiera, O., & Jack, B. K. (2014). "No margin, no mission? A field experiment on incentives for public service delivery." <i>Journal of Public Economics</i>, 120, 1-17.</p> <p>Grosch, K., Ibanez, M., & Viceisza, A. (2017). "Competition and Prosociality: A Field Experiment in Ghana" <i>GlobalFood Discussion Paper</i> 113, University of Goettingen, Available at SSRN: https://ssrn.com/abstract=3090373</p>

<p>Topic (b):</p> <p>Paper(s):</p>	<p><i>Trust & Cooperation in the Field</i></p> <p>Binzel, C., & Fehr, D. (2013). Social distance and trust: Experimental evidence from a slum in Cairo. <i>Journal of Development Economics</i>, 103, 99-106.</p> <p>Kosfeld, M., & Rustagi, D. (2015). Leader punishment and cooperation in groups: Experimental field evidence from commons management in Ethiopia. <i>American Economic Review</i>, 105(2), 747-83.</p> <p>Cassar, A., Healy, A., & Von Kessler, C. (2017). Trust, risk, and time preferences after a natural disaster: experimental evidence from Thailand. <i>World Development</i>, 94, 90-105.</p>
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