

br i q Workshop: Moral Reasoning in Economics

br i q, Bonn
March 23–24, 2017

Organizers: **Armin Falk** (br i q, University of Bonn and IZA)
Roland Bénabou (Princeton University and IZA)
Jean Tirole (Toulouse School of Economics)

Program

Thursday, March 23

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| 8:30 – 9:00 | Registration |
| 9:00 – 9:30 | Introduction
Armin Falk (br i q, University of Bonn and IZA) |
| | Session A: Motivated Reasoning |
| 9:30 – 10:15 | Christine L. Exley (Harvard Business School), Judd B. Kessler (University of Pennsylvania)
"Why Information Fails to Encourage Costly Behavior" |
| 10:15 – 11:00 | George Loewenstein (Carnegie Mellon University), Alex Imas (Carnegie Mellon University), Carey Morewedge (Boston University)
"Psychological Money Laundering" |
| 11:00 – 11:15 | Coffee Break |
| 11:15 – 12:00 | Karine Nyborg (University of Oslo and IZA), Jo Thori Lind (University of Oslo), Anna Pauls (University of Oslo)
"Save the Planet or Close Your Eyes? Testing Strategic Ignorance in a Charity Context" |
| 12:00 – 12:45 | Sandro Ambuehl (University of Toronto), Axel Ockenfels (University of Cologne)
"An Offer You Can't Refuse? Incentives Change What We Believe" |
| 12:45 – 14:00 | Lunch |

Session B: Image Concerns

- 14:00 – 14:45** **Jean Tirole** (Toulouse School of Economics)
"Narratives, Imperatives and Moral Reasoning"
- 14:45 – 15:30** **Johannes Abeler** (University of Oxford and IZA), **Daniele Nosenzo** (University of Nottingham), **Collin Raymond** (Amherst College)
"Preferences for Truth-Telling"
- 15:30 – 15:45** **Coffee Break**
- 15:45 – 16:30** **Paul Seabright** (Toulouse School of Economics)
"Religion and Respect for Norms: Evidence from Haiti"
- 16:30 – 17:15** **Monica Capra** (Claremont Graduate University), **Gregory Berns** (Emory University), **Emily Bell** (Emory University), **Michael Prietula** (Emory University), **Brittany Anderson** (Emory University), **Jeremy Ginges** (University of Michigan at Ann Arbor), **Scott Atran** (University of Michigan at Ann Arbor)
"The Price of Your Soul: Neural Evidence for the Non-utilitarian Representation of Sacred Values"
- 17:15 – 18:00** **Uri Gneezy** (University of California, San Diego), **Agne Kajackaite** (University of California, San Diego), **Joel Sobel** (University of California, San Diego)
"Lying Aversion and the Size of the Lie"
- 18:30** **Dinner at "Hotel Königshof", Adenauerallee 9**

Friday, March 24

Session C: Institutions and Morality

- 9:00 – 9:45** **James Konow** (Loyola Marymount University), **Olof Johansson-Stenman** (University of Gothenburg), **Peter Martinsson** (University of Gothenburg), **Haileselassie Medhin** (University of Gothenburg)
"The Just World Hypothesis: Theory and a Natural Field Experiment"
- 9:45 – 10:30** **Alvaro Sandroni** (Northwestern University), **Leo Katz** (University of Pennsylvania)
"The Inevitability and Ubiquity of Cycling in all Feasible Legal Regimes: A Formal Proof"
- 10:30 – 11:15** **Jörgen Weibull** (Stockholm School of Economics), **Ingela Alger** (Toulouse School of Economics)
"Morality: Evolutionary Foundations and Policy Implications"

11:15 – 11:30 **Coffee Break**

11:30 – 12:15 **Nicola Lacetera** (University of Toronto), **Julio J. Elias** (Universidad del CEMA), **Mario Marcis** (Johns Hopkins University)
"Efficiency–Morality Trade–offs in Repugnant Transactions: A Choice Experiment"

12:15 – 13:00 **Daniel Chen** (Toulouse School of Economics)
"The Impact of Economics on Moral Decision Making and Legal Thought"

13:00 – 13:45 **Lunch**

Session D: Moral Tradeoffs in the Lab and the Field

13:45 – 14:30 **Roberto Weber** (University of Zurich), **Björn Bartling** (University of Zurich), **Vanessa Valero** (University of Zurich), **Lan Yao** (Shanghai University of Finance and Economics)
"Market Social Responsibility and Public Discourse with and without the Veil of Ignorance"

14:30 – 15:15 **Molly Crocket** (University of Oxford), **Zeb Kurth–Nelson** (University College London), **Jenifer Z. Siegel** (University College London), **Peter Dayan** (University College London), **Raymond J. Dolan** (University College London)
"Harm to Others Outweighs Harm to Self in Moral Decision Making"

15:15 – 15:30 **Coffee Break**

15:30 – 16:15 **Armin Falk** (briq, University of Bonn and IZA), **Thomas Graeber** (Bonn Graduate School of Economics)
"Moral Reasoning and Happiness"

16:15 – 17:00 **Leonardo Burzstyn** (University of Chicago), **Stefano Fiorin** (University of California, Los Angeles), **Daniel Gottlieb** (Washington University, St. Louis), **Martin Kanz** (World Bank)
"Moral Incentives in Credit Card Debt Repayment: Evidence from a Field Experiment"

17:00 – 17:15 **Farewell**
Armin Falk (briq, University of Bonn and IZA)
Roland Bénabou (Princeton University and IZA)
Jean Tirole (Toulouse School of Economics)