

# FETS SUMMER EXPERIMENTAL ECONOMICS WORKSHOP



June 21, 2021  
8:50 to 13:00 (Paris time)

PLACE: Online (Zoom)

REGISTRATION: <https://forms.gle/7ohSiZVNYbxtYy7w9>

ORGANIZERS: [Rustam Romaniuc](#) (BSB), [Romain Espinosa](#) (CREM)

ORGANIZATION: [French Experimental Talks](#) (FETS)

## Schedule

8:50 - 9:00	Welcoming words by Rustam Romaniuc and Romain Espinosa
9:00 - 9:45	<b>Fabio Galeotti (CNRS / GATE)</b> Perceived Social Norm and Behavior Quickly Adjusted to Legal Changes During the COVID-19 Pandemic
9:45 - 10:30	<b>Vanessa Valero (Loughborough University)</b> Public Discourse and Socially Responsible Market Behavior
10:30 - 11:15	<b>Boris van Leeuwen (Tilburg University)</b> Estimating Social Preferences and Kantian Morality in Strategic Interactions
11:15 - 11:30	Break
11:30 - 12:15	<b>Renke Schmacker (University of Lausanne)</b> Protecting the Ego: Motivated Information Selection and Updating
12:15 - 13:00	<b>Loukas Balafoutas (University of Innsbruck)</b> Conflict in the Pool

## ADDITIONAL INFORMATION

The Zoom access information will be sent a few days before the seminar. Please use the [online registration form](#). Alternatively, you can subscribe to the [mailing list](#) of weekly seminars of the French Experimental Talks research group. No registration fees.

# ABSTRACTS

FABIO GALEOTTI (CNRS / GATE, FRANCE)

## ***Perceived Social Norm and Behavior Quickly Adjusted to Legal Changes During the COVID-19 Pandemic***

Exploring the joint dynamics of laws and social norms helps understand when social norms are sticky or adaptive. Using the example of the social and physical distancing measures introduced to contain the COVID-19 pandemic in 2020, we studied whether introducing, and then lifting, distancing regulations led individuals to quickly change their habits, not only by modifying the monetary incentives of rule violators but also by shifting the individuals' perception of the appropriateness of social encounters. We conducted an online incentivized experiment in France, where we elicited the same participants' perceived norm and social distancing behavior every week for three months. We find that both norm perception and behavior shifted as soon as the government introduced or removed social distancing measures. This effect was fast acting and long lasting, a result that highlights the importance of the expressive power of the law for norm formation and behavior.

VANESSA VALERO (LOUGHBOROUGH UNIVERSITY)

## ***Public Discourse and Socially Responsible Market Behavior***

We investigate the causal impact of public discourse on socially responsible market behavior. We conduct laboratory market experiments with products that differ in their production costs and social impact, and provide market actors and impacted third parties with the opportunity to discuss appropriate market behavior. Across two studies that vary characteristics of the discourse, the external impact and the participants, we find that public discourse substantially increases market social responsibility. Our findings suggest that discussions and campaigns focusing on appropriate market behavior can be powerful tools for shaping responsible norms governing market conduct and addressing inefficiencies due to market failures.

BORIS VAN LEEUWEN (TILBURG UNIVERSITY)

## ***Estimating Social Preferences and Kantian Morality in Strategic Interactions***

Theoretical work suggests that a form of Kantian morality has evolutionary foundations. To investigate the relative importance of Kantian morality and social preferences, we run a laboratory experiment on strategic interaction in social dilemmas. We structurally estimate social preferences and Kantian morality at the individual and aggregate level. We observe considerable heterogeneity in preferences. A finite mixture analysis shows that the subject pool is well described as consisting of two types. One combines inequity aversion and Kantian morality, while the other combines spite and Kantian morality. The value of adding Kantian morality to well-established preference classes is also evaluated.

RENKE SCHMACKER (UNIVERSITY OF LAUSANNE, SWITZERLAND)

***Protecting the Ego: Motivated Information Selection and Updating***

We investigate whether individuals self-select feedback that allows them to maintain their motivated beliefs. In our lab experiment, subjects can choose the information structure that gives them feedback regarding their rank in the IQ distribution (ego-relevant treatment) or regarding a random number (control). Although beliefs are incentivized, individuals are less likely to select the most informative feedback in the ego-relevant treatment. Instead, many individuals select information structures in which negative feedback is less salient. When receiving such negative feedback with lower salience they update their beliefs less, but only in the ego-relevant treatment and not in the control. Hence, we document for the first time that individuals select themselves into information structures that allow them to misinterpret negative feedback in a self-serving way. Consequently, subjects in the IQ treatment remain on average overconfident despite receiving feedback.

LOUKAS BALAFOUTAS (UNIVERSITY OF INNSBRUCK, AUSTRIA)

***Conflict in the Pool***

We present evidence from a field experiment on the behavior of individuals in an environment where competing parties can engage in conflict and the efforts they invest create no positive externalities. The experiment takes place in swimming pools. We staged a conflict scenario by employing four actors who asked swimmers in the pool to move to a different lane, so that the actors would have more space in order to train. Hence, our actors initiated a conflict over a scarce resource. We vary the confederates' valuation (high or low) for the good through the message they deliver. We also take advantage of the natural variation in congestion in the pool to proxy for scarcity. We find that swimmers generally react in line with theoretical predictions, and that the rates at which they accept the request to leave the lane are decreasing in scarcity and increasing in the confederate's valuation.