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## AWI This Week

### **Monday, 24.11.08**

#### **Departmental Seminar**

17.15-18.45  
AWI 1017

Armin Schmutzler, Universität Zürich  
"A unified approach top comparative statics puzzles in experiments"

### **Wednesday, 26.11.08**

#### **Internal Seminar**

17.15-18.45  
AWI 1017

Andreas Nicklisch  
"Reciprocity and status in a virtual field experiment"

### Departmental Seminar

Armin Schmutzler, Universität Zürich

"A unified approach top comparative statics puzzles in experiments"

The paper shows that, in some important respects, the differences between the Nash equilibrium and competing concepts such as the quantalresponse equilibrium are smaller than they appear. I start from the observation that, in many experiments, parameter shifts that leave the Nash equilibrium unchanged affect behavior. I explain the direction of change with a heuristic structural approach, relying on properties such as strategic complementarities and increasing differences. I justify the approach using existing comparative statics results for the Nash equilibrium and new comparative statics results for the quantal response equilibrium. Further, I show that the experimental observations can also be rationalized by a model of adjustment to change that does not rely on any equilibrium concept. Finally, I relate the structural approach to equilibrium selection concepts.

### Internal Seminar

Andreas Nicklisch

"Reciprocity and status in a virtual field experiment"

This article reports on a virtual field study that has been conducted in the online computer game World of Warcraft. In a basic labor situation a principal gives an upfront wage to an agent and asks him to conduct a real-effort task. Agents are not aware that they participate in an experiment. The unique characteristics of the employed virtual world allowed us to control for agents' abilities to perform the task and for the principal's social status. Confirming gift exchange theory generous wages indeed increase agents' effort even controlling for agents' abilities, while the social status of the principal matters substantially, i.e., if wages are low the probability that effort is provided increases for a principal with low status.

(with Tobias Salz)

## **Talks and Research Visits**

On November 19-20, 2008 Andreas Roider is visiting the University of St. Gallen (Uwe Sunde).

## **Miscellaneous**

Christiane Schwieren, together with Christian Fiebach (Psychological Institute) and Carsten Diener (ZI Mannheim) got one of the grants of the FRONTIER-Innovation-Fonds. Starting in March 2009 they will be funded for two years for their project "Developmental Neuroeconomics: Life-span changes in economic decision making". The project will combine data from behavioral experiments and neuroscientific data on economic decision making of people of different age groups.

**Editorial deadline for issue 9/2008 of the newsletter:  
Wednesday, November 26 2008, 12 o'clock  
[newsletter@awi.uni-heidelberg.de](mailto:newsletter@awi.uni-heidelberg.de)**

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