



ALFRED-WEBER-INSTITUT FÜR WIRTSCHAFTSWISSENSCHAFTEN  
BERGHEIMER STR. 58, 69115 HEIDELBERG, TEL. 06221/54-2941  
REDAKTION: FREYA SCHADT, EMAIL: NEWSLETTER@AWI.UNI-HEIDELBERG.DE

---

## Upcoming Seminars

### Monday, 25.10.2021

#### Departmental Seminar

13.30-14.30

AWI 00.010

Hülya Eraslan, Rice University Texas

"Bargaining in the Shadow of Uncertainty"

(host: Christoph Vanberg)

### Wednesday, 27.10.2021

#### Internal Seminar

12.15-13.15

AWI 00.010

Kateřina Chadimová

"Carrots, Sticks, or Simplicity? Field Evidence on What Makes People Pay TV Fees "

(host: Stefan Trautmann)

## Abstracts

### Departmental Seminar

Hülya Eraslan

"Bargaining in the Shadow of Uncertainty"\*

We experimentally study the efficiency properties of unanimity and majority voting rules in multilateral bargaining environments in which a committee decides how to allocate a stochastic surplus. We find that, irrespective of the distribution of the surplus, committees that use a unanimity rule obtain weakly higher efficiency levels compared with majority committees. This difference is especially pronounced and large in magnitude when the cost of a mistaken early agreement is high, i.e., when the expected gains from waiting are large. In parallel, we find that unjustified delays are rare under the unanimity rule. Our results highlight that in such bargaining environments, the advantages of using the unanimity rule exceed its potential costs.

\*with Marina Agranov and Chloe Tergiman

## Internal Seminar

Kateřina Chadimová

"Carrots, Sticks, or Simplicity? Field Evidence on What Makes People Pay TV Fees"\*

We provide evidence on both innovative as well as known behavioral strategies aimed at improving tax compliance, using a unified environment of two large correspondence experiments (N=82,599 and N=51,142) with potential TV-fees evaders in the Czech Republic. We (i) simplify the original letter and add a QR code for easier registration; use two innovative text strategies aimed at (ii) the elicitation of preference for fee designation, and (iii) the explanation of fee purpose. We also employ strategies known in the literature but providing mixed results: highlighting (iv) legal consequences of non-compliance, (v) value of services for the fee, and (vi) social norms. Apart from the text treatments, we modify the envelopes by placing there (vii) a picture of a cartoon character (supported by a sticker inside), or (viii) a red inscription "Important", with the aim to stimulate recipients' reciprocity and attention. Our results show that the text simplification and highlighting legal consequences substantially improve effectiveness of the letter, which we self-replicate on a new sample two years later, while the remaining treatments do not improve over the baseline. The QR code brings only a modest improvement.

\*with Jana Cahlíková, Lubomir Cingl and Miroslav Zajíček

## Talks and Research Visits

**Christopher Kilby** is beginning a 5 month research visit as a Fulbright Scholar hosted by Axel Dreher. Christopher Kilby is a professor of economics at Villanova University (near Philadelphia in the U.S.). The main focus of his research is the political economy of international organizations; most of his work has been empirical analysis of the World Bank and other multilateral development banks (ADB, AIIB, and IDB). His research plan during his stay in Heidelberg includes exploring German influence in the World Bank, working on a revised database on UN General Assembly voting, and several projects related to Chinese development assistance.



For more information, please visit his website [here](#), or drop by his office (AWI 01.023).

**Axel Dreher** participated in the European Research Workshop in International Trade (CEPR-ERWIT), Bocconi University, October 20-22.

**Dietmar Fehr** presented his paper "Perceived Relative Wealth and Risk Taking" (joint work with Yannick Reichlin), in the departmental seminar in the WWZ at the University of Basel, October 12.

**Zeno Enders** presented the Chapter "Firm expectations about production and prices: Facts, determinants, and effects" (joint with Benjamin Born, Gernot Müller, and Knut Niemann) at the Handbook of Economic Expectations conference, virtual, September 30.

**Zeno Enders** presented the paper "Cross-country unemployment insurance, transfers, and trade-offs in international risk sharing" (joint with David Vespermann) at the annual conference of the Verein für Socialpolitik, virtual, September 29.

At the 11th International Conference of the French *Association of Experimental Economics (ASFEE)* held in Dijon, September 2-3, the following papers were presented: **Theodoros Alysandratos**: "One rule for thee and another for me: break(ing) norms and Leadership"; **Arjun Sengupta**: "Promises and Opportunity Cost"; **Andis Sofianos**: "Intelligence Disclosure in Repeated Interactions"; **Alice Soldà**: "Keeping Promises: The effect of Credibility on Cooperation in Social Dilemmas".

**Andis Sofianos** presented the paper "Intelligence Disclosure in Repeated Interactions" (joint with Marco Lambrecht, Eugenio Proto and Aldo Rustichini) at the Learning, Evolution and Games Conference, September 2.

**Andis Sofianos** presented the papers "Intelligence, Errors and Strategic Choices in the Repeated Prisoners' Dilemma" (joint with Eugenio Proto and Aldo Rustichini) at the *European Meeting of the Econometric Society*, August 25 and "Reverse Bayesianism: Revising Beliefs in Light of Unforeseen Events" (joint with Christoph K. Becker, Tigran Melkonyan, Eugenio Proto and Stefan T. Trautmann) at the *European Economic Association Annual Congress*, August 25 and at the *Young Economists' Meeting*, September 3.

**Angelika Budjan** presented her paper "Move on up – Does electrification reduce internal migration?" at the EEA-ESEM Virtual Conference, Copenhagen, 23-27 August.

**Christoph Becker** presented the paper Reverse Bayesianism: Revising Beliefs in Light of Unforeseen Events (with Tigran Melkonyan, Eugenio Proto, Andis Sofianos and Stefan T. Trautmann) at the SPUDM (Subjective Probability, Utility and Decision Making) Conference, August 24.

## New Publications

Jürgen Eichberger and Illia Pasichnichenko: Decision-making with partial information", has been accepted by *Journal of Economic Theory*.

Fehr, Dietmar, Johanna Mollerstrom, and Ricardo Perez-Truglia: "Your Place in the World: Relative Income and Global Inequality", *American Economic Journal: Economic Policy*, forthcoming.

Martin Vollmann, Christiane Schwieren, Margarete Mattern, Knut Schnell: "Let the team fix it? - Performance and mood of depressed workers and coworkers in different work contexts". Forthcoming at *PlosOne*.

Sofianos, Andis: "Self-reported & Revealed Trust: Experimental Evidence". *Journal of Economic Psychology*, forthcoming.

Michael Schlander et.al.: "How Much Does It Cost to Research and Develop a New Drug? A Systematic Review and Assessment", published online *PharmacoEconomics*, 4 July 2021. Chih-Yuan Cheng et.al.: "Do certified cancer centers provide more cost-effective care?"

A health economic analysis of colon cancer care in Germany using administrative data", *International Journal of Cancer*, 2021;1-11.

Diego Hernandez, Karla Hernandez-Villafuerte & Michael Schlander: "Messung der Kosten von Krebserkrankungen in Deutschland", *Forum* 2021.

Robbert-Jan Schaap, 2021. "The prevalence of prudence in a risky occupation", *Economics Letters*, (find paper [here](#)).

Stefano Balietti: "Does Your Experiment Smell?" *Communications of the ACM* September 2021, Vol. 64 No. 9, Page 107 (find paper [here](#)).

Schmidt, R. and S. T. Trautmann (2021). "Implementing (Un)fair Procedures? Favoritism and Process Fairness when Inequality is Inevitable." *Journal of Law, Economics and Organization*, forthcoming.

Yilong Xu has published a technical report on "(Mis-)perception of Inequality: Measures, determinants and consequences" at the [European Commission Joint Research Center](#).

## New and Leaving Staff

Robin Möllerherm joined the Chair of International and Development Politics as a Ph.D. student in September under the supervision of Axel Dreher. He has completed a Master's degree in Economic Research at the University of Cologne, as well as an exchange semester at the ESAN University in Lima, Peru. His research interests comprise the interaction of Machine Learning and Applied Development Economics.



Theresa Schneider joined the Chair of International and Development Politics as a PhD Candidate in August 2021. Previously, Theresa studied Economics in Heidelberg and Toulouse. She received a fellowship of the Overseas Development Institute to work as an Economic Advisor at the Haitian Ministries of Health and Agriculture. She also worked as a Monitoring and Evaluation at the Inter-American Development Bank in Haiti and as an Impact Evaluation Consultant at the World Food Programme in Italy.



Alice Soldà has left the chair of Environmental Economics of Timo Goeschl, Heidelberg University, and started at the Department of Economics at Ghent University as a postdoctoral fellow, October 1.

Robbert-Jan Schaap has left the chair of Environmental Economics of Timo Goeschl, Heidelberg University, and started at the Center for Environmental Economics - Montpellier as a postdoctoral researcher, September 1.

Yilong Xu, a former postdoctoral researcher at the chair of Stefan Trautmann, took up an assistant professor position at Utrecht University in the Netherlands, September 1.

## Miscellaneous

Christiane Schwieren was invited and participated as a panelist in the "Plan W conference" of the Süddeutsche Zeitung on the panel "Wissenschaftlerinnen vor" about women in science, September 21-22. (find details [here](#)).

Zeno Enders organized, together with Jonas Dovern (Nuremberg) and Gernot Müller (Tübingen) in the framework of the DFG priority program "Experience and Expectation" the workshop "Heterogeneity of Macroeconomic Expectations" in Nuremberg, October 7-8.

Editorial deadline for issue 18/2021 of the newsletter:  
Wednesday, 27.10. 2021, 12 p.m.  
[newsletter@awi.uni-heidelberg.de](mailto:newsletter@awi.uni-heidelberg.de)