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Upcoming Seminars

Monday, 13.5.2019

Departmental Seminar

13.30-14.30

AWI 00.010

Maja Adena, WZB Berlin

(invited by Johannes Diederich)

"Personalized Fundraising: A Field Experiment on
Threshold Matching of Donations"

Wednesday, 15.5.2019

Internal Seminar

12.15-13.15

AWI 00.010

Robert Schmidt

"Two Methods to Incentivize the Elicitation of Unverifiable
Facts: Benchmark and Coordination"

Wednesday, 15.5.2019

Macro & Econometrics Seminar

13.30-14.30

AWI 00.028

Zeno Enders

"Monetary Policy Announcements and Expectations:
Evidence from German Firms"

Departmental Seminar

Maja Adena

"Personalized fundraising: A field experiment on threshold matching of donations"*

While increasing the number of small donors, standard matching schemes have been shown to cause considerable crowding out in charitable giving with pronounced effects on large gifts. We propose a form of non-convex threshold matching where donations above a certain threshold are topped up with a fixed amount. We show theoretically that personalized threshold matching can induce crowding in if appropriately personalized. In a field experiment, we explore how thresholds should be chosen depending on past donations. We demonstrate that the optimal choice of thresholds is rather bold, approximately 60-75% above past donations. Additionally, we explore how thresholds should be set for new donors as a function of their personal characteristics and demonstrate the benefits of personalization as opposed to setting general thresholds applying to all recipients of a fundraising call.

*with Steffen Huck

Internal Seminar

Robert Schmidt

"Two Methods to Incentivize the Elicitation of Unverifiable Facts: Benchmark and Coordination"

We propose two methods to incentivize the elicitation of unverifiable facts: Benchmark and Coordination. Both mechanisms capitalize on consensus thinking, a well-documented phenomenon that follows Bayesian reasoning. That is, individuals use their own subjective information when predicting subjective information of others. Since it is not feasible to condition subjective information on the actual fact in case of unverifiability, we incentive the respondent to reveal her belief about others and use that statement to predict the subject's own thoughts. The stronger the relation between her own perception and her second-order belief, the more accurate the mechanisms are in revealing a subject's thoughts. In an experiment, we test the ability of the two mechanisms to reveal beliefs about probabilities. We find that both mechanisms accurately reveal mean first-order beliefs of the population. On the subject level, we find that the modal difference between probabilities elicited in either mechanism and actual first-order beliefs is zero. This indicates that the elicited beliefs in Benchmark and Coordination are good proxies for first-order beliefs.

Macro & Econometrics Seminar

Zeno Enders

"Monetary Policy Announcements and Expectations: Evidence from German Firms"*

We assess empirically how monetary policy announcements impact firm expectations. Two features of our data set are key. First, we rely on a survey of production and price expectations of German firms, that is, expectations of actual price setters. Second, we observe the day on which firms submit their answers to the survey. We compare the responses of firms before and after policy announcements by the ECB and find the effect of monetary policy surprises to be nonlinear: a moderate increase (decrease) of the interest rate lowers (raises) firm expectations, large changes—both positive and negative—fail to affect them. Consistent with this result, we find that many of the ECB's announcements of non-conventional policies did not affect expectations significantly. Those that did, lowered firm expectations. Overall, our results are consistent with the notion that monetary policy surprises induce firms to reassess their expectations beyond what is warranted by the policy measures as such.

*with Franziska Hünnekes and Gernot J. Müller

Talks and Research Visits

Jürgen Eichberger and Jörg Oechssler attended the conference *Tagung des Theoretischen Ausschusses*, Berlin, May 3-4.

Florian Diekert was accepted as member of the Ausschuss für Umwelt- und Ressourcenökonomie of the Verein für Socialpolitik and presented the paper "Conforming with Norms of Cooperation" (joint work with Tillmann Eymess and Israel Watchman) at the Jahrestagung in Rostock, May 3.

Ole Monscheuer presented his paper "National Identity and the Integration of Second-generation Immigrants" at the 3rd Conference "Understanding Voluntary and Forced Migration: Research and Data Needs", Lille Economie Management (LEM), University of Lille/France, April 29.

Gerda Asmus received a PhD Research Fellowship from Hebrew University of Jerusalem and is visiting Raphaël Franck at the Department of Economics from February until July for a joint project.

New Working Papers

Christoph Vanberg: "A short note on the rationality of the false consensus effect", AWI Discussion Paper Series, No 662, May 2019.

**Editorial deadline for issue 11/2019 of the newsletter:
Wednesday, May 15, 2019, 12 p.m.
newsletter@awi.uni-heidelberg.de**

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please contact the address above.