



ALFRED-WEBER-INSTITUT FÜR WIRTSCHAFTSWISSENSCHAFTEN  
BERGHEIMER STR. 58, 69115 HEIDELBERG, TEL. 06221/54-2941, FAX: 06221/54-3592  
REDAKTION: FREYA SCHADT, EMAIL: NEWSLETTER@AWI.UNI-HEIDELBERG.DE

---

## AWI This Week

### Monday, 10.10.11

#### Departmental Seminar

17.15-18.45

AWI 00.010

Grischa Perino, CSERGE, University of East Anglia

"Motivation Crowding in Real Purchasing Decisions:  
Price vs. Quantity Based Instruments"

### Wednesday, 12.10.11

#### Departmental Workshop

17.15-18.45

AWI 00.010

Alex Roomets, Heidelberg University

"Testing and Refining Strategic Decision Theory"

## Jour Fixe

The AWI JOUR FIXE takes place at the Lounge on a weekly basis on Mondays from 16:30 till 17:15 (i.e., just before the departmental seminar). There you will have the opportunity to meet the speaker, enjoy a coffee, and exchange news and discuss research with other members of the AWI.

### Departmental Seminar

Grischa Perino

"Motivation Crowding in Real Purchasing Decisions: Price vs. Quantity Based Instruments"\*

We present the first evidence of motivation crowding in real purchasing decisions from a field experiment in a large supermarket chain. We compare three instruments aiming to induce climate friendly choices: labels, subsidies, and product bans and neutrally framed versions of the latter two. Labels and bans activate intrinsic motivation of consumers. A subsidy framed as an intervention is less effective than either a label or an equivalent but neutrally framed price change, i.e. when combined, information and price change perform worse than each individually. We therefore find markedly different effects of price and quantity based instruments on intrinsic motivation.

\*with Luca A. Panzone and Timothy Swanson

### Departmental Workshop

Alex Roomets

"Testing and Refining Strategic Decision Theory"

The seminar will be a brief overview of three somewhat related research papers. The first paper is on limited foresight in games. It presents a framework for building models where agents see only a small part of a larger game tree. The second paper outlines an experimental mechanism that can be used to gather data about players' beliefs while playing certain classes of games. The last paper looks at sequential land assembly and includes both theory and experimental results.

## Talks and Research Visits

**Switgard Feuerstein** presented the Paper "Price Convergence in Europe? Evidence from European Retail Food Prices" (joint with Andreas Lindenblatt) at the ETSG (European Trade Study Group) Annual Conference in Copenhagen, September 8-10.

**Julia Müller** presented the paper "Predicting Behavior Across Games – Can Personality Help?" (joint with Christiane Schwieren) at the 10th Tiber Symposium on Psychology and Economics in Tilburg, August 19.

**Benjamin Roth** presented the paper "Does Good Advice come Cheap? – On the Assessment of risk preferences other" (joint with Andrea Leuermann) at the Experimental Finance Conference in Innsbruck, July 22-24.

**Daniel Römer** presented the paper "Juvenile Law and Recidivism in Germany - New Evidence from the Old Continent" (joint with Stefan Pichler) at the CESifo Venice Summer Institute Workshop on "Lessons from the Economics of Crime: What Works in Reducing Reoffending", July 22-23.

## New Working Papers

Julia Müller and Christiane Schwieren: *More than Meets the Eye: an Eye-tracking Experiment on the Beauty Contest Game*, AWI Discussion Paper Series 516, September 2011.

Jörg Oechssler: *Finitely repeated games with social preferences*, AWI Discussion Paper Series 515 (update dp512), September 2011.

## New Publications

The paper "Criminalizing Environmental Offences: When the Prosecutor's Helping Hand Hurts" by Timo Goeschl and Ole Jürgens has been accepted for publication in the European Journal of Law and Economics.

Peter Duersch, Jörg Oechssler, and Burkhard Schipper: "Pure Strategy Equilibria in Symmetric Two-Player Zero-Sum Games", forthcoming, *International Journal of Game Theory*.

Peter Duersch, Jörg Oechssler, and Radovan Vadovic: "Sick Pay Provision in Experimental Labor Markets", forthcoming *European Economic Review*.

## Miscellaneous

Change at the AWI's helm: The AWI has a new team of directors, effective September 1, Timo Goeschl has replaced Andreas Roider as Executive Director, Christian Conrad and Axel Dreher are new Directors. Thanks to Andreas Roider and Jörg Oechssler for all their good work as Executive Directors over the last years.

Axel Dreher - Best in Class: Congratulations to Axel Dreher on being ranked "the top researcher in economics under 40" in the 2011 Handelsblatt ranking of economists active at academic institutions in Austria, Germany, and Switzerland. This is a remarkable accomplishment and we are proud to count Axel among our colleagues.

Malte Faber has been invited by the GIZ (Gesellschaft für Internationale Zusammenarbeit) from October 27<sup>th</sup> to November 12<sup>th</sup> in order to consult Chinese governmental agencies in environmental matters and problems of political economy. It is planned that he shall visit the China Institute for Reform and Development in Haikou (Province Heinan), The Shanghai Party Institute & Shanghai Administration Institute (SAI) and state ministries in Beijing.

Baby boomers: Congratulations to Daniel Römer and his partner Frauke on the birth of their son Lukas on September 10!

## New and Leaving Staff

Diego Hernandez started working at the AWI in August (2011) towards his Ph.D. under the coordination of Axel Dreher. He is part of the research team on Indexing Human Trafficking in Europe. His research interests are focused on the economic analysis of human trafficking and the socioeconomic impact of workers' remittances as well as development aid.



Andreas Fuchs has started working at the AWI as a research associate in the team of Axel Dreher. He started his Ph.D. at University of Göttingen and analyzes political influences in international trade and foreign aid of emerging economies.



Alexandra Rudolph is part of the team of Axel Dreher at the Chair of International and Development Economics and started working at the AWI on August 1, 2011. She is doing her PhD in Development Economics with a focus on the Economics Analysis of Trafficking in



Kai Gehring has started working at the AWI in September 2011 and is working towards his PHD under the supervision of Axel Dreher. His research interest are mainly in Public Choice, International Development /Economics and Economics of Happiness.



Hannes Öhler started working at the AWI in August (2011) towards his Ph.D. under the coordination of Axel Dreher. Previously, he was a Ph.D. student at the University of Göttingen. His research interests are in the fields of development aid and NGOs.



Nicolás Corona Juárez from Guadalajara, México continued working at the AWI in October 2011 towards his PhD under the coordination of Axel Dreher. His main research interests are Development Aid and the Economics of Crime.



Maya Schmaljohann started working at the AWI in August 2011 towards her Ph.D. She works at the Chair of Axel Dreher and has a research focus on development economics and political economy.



Alex Roomets, Ph.D., has taken up a postdoc position at the Chair of Jörg Oechssler starting September 15, 2011. He did his graduate work at the University of Arizona. His research interests are in the field of strategic decision theory, including bounded rationality, experimental methodology, bargaining theory, and learning.



Olexandr Nikolaychuk, a Ph.D. student from CERGE-EI (Prague, Czech Republic), will be staying at the AWI from October till December to receive guidance from Jörg Oechssler on his thesis work on learning in games of incomplete information.



**Editorial deadline for issue 22/2011 of the newsletter:  
Wednesday, October 12, 2011, 12 o'clock  
[newsletter@awi.uni-heidelberg.de](mailto:newsletter@awi.uni-heidelberg.de)**

If you would like to receive the newsletter by email,  
please contact the address above.