



ALFRED-WEBER-INSTITUT FÜR WIRTSCHAFTSWISSENSCHAFTEN  
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## AWI This Week

### **Tuesday, 12.6.12**

14.15-15.15

AWI 02.036

### **Economics & Politics Seminar**

Patrick Nolen, University of Essex

"Gender Composition and Performance: The effect of single-sex classes on exam scores"

### **Wednesday, 13.6.12**

17.15-18.45

AWI 00.010

### **Departmental Workshop**

Daniel Römer, University of Heidelberg

"Moral Emotions and Opportunistic Behavior:  
A Subliminal Priming Approach"

## Jour Fix

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.

### Economics & Politics Seminar

Patrick Nolen

"Gender Composition and Performance:  
The Effect of Single-Sex Classes on Exam Scores"\*

The literature in economics and education commonly argues that girls benefit from single-sex education and that there is no effect for boys. While theories of gender identity and peer-effects can explain why one would expect these results, estimating the causal effect of single-sex schooling is hard given issues of endogeneity. In this paper we use randomly assigned single-sex and mixed sex compulsory classes for first year students entering college to estimate the effect of single-sex education on the exam scores of girls and boys. We find that being in an all-girls class has a causal effect of increasing one's grade by 4 points; that result is robust to many controls and there is no effect for boys. The increase in the overall grade is primarily because girls assigned to all-girl groups do much better on the final exam; there is no evidence they do better on the coursework for the class. Attendance at classes plays a large role in the outcome: those that attend all classes score, on average, 23 points more on the overall course mark than those who do not attend any classes. Being assigned to an all-girls class means a girl, on average, will attend 71% of classes compared to the 63% attended by a girl in a mixed gender group. The indirect increase in attendance of being assigned to an all-girls group can explain half of the overall increase in girls scores.

\*with Alison L. Booth and Lina Cardona Sosa

### Departmental Workshop

Daniel Römer

"Moral Emotions and Opportunistic Behavior: A Subliminal Priming Approach"\*

In this paper we report an experiment in which we used subliminal priming techniques to study the differential effect of two key negatively valenced moral emotions, shame and guilt, on opportunistic behavior. In particular, we use the cheating task of Fischbacher and Heusi (2008) to analyze cheating opportunities that do not involve a direct effect on any co-player's payoff. Our subliminal priming approach stems from the literature on social psychology and is similar to Zemack-Rugar et al. (2007) who showed that individuals remained unaware of the priming, and yet behaved consistent with predictions concerning the specific emotion concept primed. We find that priming guilt and shame lead to different levels of opportunistic behavior. In terms of policy implications, we argue that punishments aimed at inducing shame in the target may even lead to counterproductive effects. Our contribution to the economic literature is threefold. First, we identify drivers of opportunistic behavior extending the results of Fischbacher and Utikal (2011). Second, we provide one of the first economic studies using subliminal priming techniques. Third, we aim to deepen the understanding of the role of emotions in economic behavior by highlighting the importance to draw clear distinctions between superficially similar emotions.

\*with B. Eisenkolb, A. Isaak, and J. Jarke

## Talks and Research Visits

**Christina Gathmann** gave a talk on "Taxing Childcare – Effects on Family Labor Supply and Children" Vortrag beim Volkswirtschaftlichen Kolloquium der TU Darmstadt, June 6.

**Zeno Enders** gave a talk on "Expansionary and Contractionary Technology Improvements" at the 2012 Frankfurt-Mannheim-Macro Workshop, University of Mannheim, June 1.

**Christina Gathmann** gave a talk on "The Gorbachev Anti-Alcohol Campaign and Russia's Mortality Crisis" at the European Bank of Reconstruction and Development (EBRD) in London, May 29.

**Andrea Leuermann** presented her paper "Intergenerational Transmission of Risk Aversion - A Revealed Preference Approach" (joint with Sarah Necker) at the University of Regensburg, May 21.

**Daniel Römer** presented the paper "On the Obligation to Provide Environmental Information in the 21st Century - Empirical Evidence from Germany" (joint with Philipp Massier) at the 23rd Annual Meeting of the American Law and Economics Association, Stanford Law School, May 18-19.

## Miscellaneous

Christian Conrad participated in the Bundesbank workshop on "Uncertainty and Forecasting in Macroeconomics", Eltville, 1-2 June, 2012.

Zeno Enders discussed a paper by Lutz Kilian at the Spring Conference of the Deutsche Bundesbank and the Federal Reserve Bank of Philadelphia, Eltville, May 24.

## New and Leaving Staff

**Vera Eichenauer** is a new doctoral student at the Chair of International and Development Politics of Axel Dreher. She changed her doctoral supervisor after starting her PhD in Zurich at the Chair of Professor Bruno S. Frey at the University of Zurich in October 2011. She holds a M.A. degree in International Economic Policy from SciencesPo Paris. She is interested in the governance and the impact of international financial institutions.



**Editorial deadline for issue 14/2012 of the newsletter:  
Wednesday, June 13, 2012, 12 o'clock  
newsletter@awi.uni-heidelberg.de**

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