SECOND LATIN-AMERICAN WORKSHOP ON EXPERIMENTAL AND BEHAVIOURAL SOCIAL SCIENCES (LAWEBESS)

UNIVERSIDAD DE SANTIAGO DE CHILE - NUFFIELD COLLEGE OXFORD

Program

DECEMBER 13-14, 2018

Avenida Libertador Bernardo O’Higgins 3363 · Estación Central · Santiago · Región Metropolitana · Chile
+56 (2) 27180848 · cess@usach.cl · https://cess-santiago.nuff.ox.ac.uk/
# Schedule Dec 12, 2018

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>10:00 - 17:00</td>
<td>Wine Tour (optional)</td>
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<tr>
<td>19:30</td>
<td>Welcome Reception at CESS</td>
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<td>Address: Concha y Toro 32C, Metro República, Santiago</td>
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# Schedule Dec 13, 2018

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<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>8:30 - 8:50</td>
<td>Registration (Lobby in front of room 705 FAE)</td>
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<tr>
<td>8:50 - 9:00</td>
<td>Opening remarks Jorge Friedman, Dean FAE, USACH (Room 705 FAE)</td>
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<td>9:00 - 9:50</td>
<td>Experimental methods and utility (Room 705 FAE)</td>
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<tr>
<td></td>
<td>* Multi-Modes for Detecting Experimental Measurement Error - Raymond Duch (Oxford)</td>
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<td>* The Role of Habits in Human Decision-making - Omar Perez (Caltech)</td>
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<td>9:50 - 10:40</td>
<td>Public Policy experiments (Room 705 FAE)</td>
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<td></td>
<td>* Anchor Management: A Field Experiment to Encourage Families on TANF to Meet Recertification Deadlines - David Yokum (Brown University)</td>
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<td>* The Impact of Financial Literacy on Pension Decisions - Denise Laroze (CESS USACH)</td>
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<tr>
<td>10:40 - 11:00</td>
<td>Coffee break</td>
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<tr>
<td>11:00 - 12:40</td>
<td>Social Identity, Norms and Empathy (Room 705 FAE)</td>
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<td>* To Segregate or to Discriminate? That is the Question - Mariana Blanco (Universidad del Rosario)</td>
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<td>* Social Norms and Competitiveness: My Willingness to Compete Depends on Who I am (supposed to be) - Marco Palma (Texas A&amp;M University)</td>
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<td></td>
<td>* Empathy and Strategic Behavior in Simple Experimental Games - Alejandra Vásquez (Universidad Mayor)</td>
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<td>* Criminal-related Exposure to Violence and Social Preferences: Experimental Evidence from Bogota - Camilo Gomez (Universidad Nacional de Colombia)</td>
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<td>12:40 - 13:00</td>
<td>Poster Pitch</td>
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<td>13:00 - 14:10</td>
<td>Lunch + Poster Session (Exposition room Recicla building)</td>
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<td>14:10 - 15:25</td>
<td>Networks and teams (Room 705 FAE)</td>
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<td>* Able but Unwilling to Enforce: Cooperative Dilemmas in Group Lending - Nicholas Sabin (USACH)</td>
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<td>* Network, Spillovers and Tax Compliance - Anna Rita Bennato (Loughborough University)</td>
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<td>* Team Contests, Sabotage and Helping - Regine Oexl (University of Innsbruck)</td>
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<td>15:25 - 15:45</td>
<td>Coffee break</td>
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15:45 - 17:00 Consumers and utility (Room 705 FAE)
   * Equilibration in Posted Offer Markets - Duncan James (Fordham University)
   * Do Consumers Overlook Usage Frequency? - Mauricio Mittelman (Universidad Adolfo Ibáñez)
   * Consumer Sentiment, Macroeconomics, Uncertainty Shocks - Rodrigo Caputo (CESS USACH)

17:00 - 18:00 Keynote address by Erin Krupka (University of Michigan)

Schedule Dec 14, 2018

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>9:00 - 10:15</td>
<td>Democracy (Room 705 FAE)</td>
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<td>* Democracy Fights in Darkness - Enrique Fatas (Loughborough University and Universidad del Rosario)</td>
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<td>* Political Accountability and Democratic Institutions: An Experimental Assessment - Jose Gabriel Castillo Garcia (ESPOL)</td>
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<td>* DEPORPAZ: Lessons Learned from a Behavioural Change Methodology Applied to a Post-Conflict Training Program - Lina Maria Restrepo Plaza (Universidad del Valle)</td>
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10:15 - 10:45 Coffee break

10:45 - 12:00 Identity politics and Gender (Room 705 FAE)
   * The impact of penalties for wrong answers on the gender gap in test scores - David Klinowski (CESS USACH)
   * He Who Benefits: Effects of Gender on Apologies in a Negotiation - Sakshi Ghai (University of Pennsylvania)
   * Political Identity and Trust - Pablo Hernandez-Lagos (NYU Abu Dhabi)

12:00 - 13:00 Keynote address by Guy Grossman (University of Pennsylvania)

13:00 - 14:10 Lunch

14:10 - 15:00 Education and Grooming (Room 705 FAE)
   * Mind the Gap: The Political Consequences of the Gap between Expected and Actual Returns to Higher Education - Loreto Cox (MIT)
   * Understanding the Role of Trust in Online Grooming - Lorena Levano (University of Pennsylvania)

15:00 - 15:50 Environment (Room 705 FAE)
   * Payments for Multiple Ecosystems Services: A Field Experiment in Oaxaca, Mexico - Pallab Mozumder (Florida International University)
   * Reducing Air Pollution through Behavioural Change of Wood - Stove Users: Evidence from an RCT in Valdivia, Chile - Juan Cristobal Ruiz-Tagle (Environmental Defense Fund)

15:50 - 16:10 Coffee break
16:10 - 17:00  Goal and Personal Conflicts (Room 705 FAE)

* Exploring the Nature of Goal Conflict in Everyday Life - Raúl Berríos (USACH)
* Patient Responses to Physician Disclosures of Industry Conflicts of Interest: A Randomized Field Experiment - Christopher Robertson (University of Arizona)

17:00 - 18:00  Keynote address by David Rand (MIT)

19:30  Conference Dinner - Restaurant Opera Catedral
Address: The intersection of José Miguel de la Barra with Merced, Metro Universidad Católica

Poster presentations

- "Impact of advertng of healthy food on the election of school snacks. An application to second-cycle students in the Maule region of Chile" - Milton Inostroza (Universidad de Talca)
- "Altruismo y egoísmo intergeneracional en los recursos naturales: Un enfoque desde teoría de juegos y la psicología evolucionaria" - Oriana Figueroa & Diego Tapia-Ramírez (CICS - Universidad del Desarrollo)
- Advice, expertise and legitimacy in investment decision making - Jhon Sebastián Villarreal Delgado (Universidad del Valle)
- Conflicto, Riesgo y Paciencia: Un estudio experimental de la exposición al conflicto en Colombia sobre las preferencias individuales - Diego Vladimir Canizales Lopez (Universidad del Valle)
- Attention to prescriptive norms increases Dictator Game generosity in women but not men: Using the 2D:4D digit ratio to test the role of biology - Maximiliano Senci (Instituto de Investigaciones Económicas y Sociales del Sur - IESS)
- Justice perceptions and social norms on Rank reversal aversion - Anabel Belaus (Universidad Nacional de Córdoba, Argentina)
- Estafas piramidales en Chile - Felipe Vásquez García (USACH)
- Efecto de la mentalidad de escasez sobre el rendimiento académico - Mauricio López (CESS USACH)
- Reducción de tasas de criminalidad en base a la toma de decisiones enfocada a patrones de conducta - Alina Escudero (USACH)
- The effect of self and other social status in behavior and neural responses during Ultimatum Game - Débora Mola (Instituto de Investigaciones Psicológicas)
- The Big Five Personality Dimensions and Entrepreneurial Skills: A Regional Econometric Analysis - Juan Jose R. Constain (Universidad del Valle)
- Exposure to conflict: Field experiments and Social Preferences - Nathaly Jimenez Montoya (Universidad del Valle)
- Econgition: A call to interdisciplinarity from the behavioral approach - Bryant Andrés Puello Mosquera (Universidad del Magdalena)
Welcome Reception

A welcoming reception will be held at the Centre for Experimental Social Sciences on Wednesday Dec 12 at 6 pm. CESS is located in the historic Concha y Toro neighbourhood, in a beautiful house with a roof top terrace, where we invite you to join us for some drinks and a bit to eat.

It is very easy to get to CESS, just get off at Metro República (red metro line - Línea 1) and walk a few blocks. Details in the map bellow.

Figure 1: Map from Metro República to CESS
The conference dinner will be held at the restaurant Opera Catedral [http://www.operacatedral.cl/](http://www.operacatedral.cl/), located in the artsy neighborhood of Lastarria and Bellas Artes. It is a local favourite, with fine dining and an active music scene. All types of genres are played here, from electro to folk, and it is well worth a visit to discover local talents. Take a break from the excitement on the rooftop terrace where you can enjoy a cocktail and splendid views of the Cerro Santa Lucía. Lastarria is a very hip neighbourhood and after the dinner we can go and enjoy a good night out on the town.
Figure 2: Map from Metro Universidad Católica to restaurant Opera Catedral
The Santa Rita winery was founded in 1880 by Domingo Fernandez in the same area of Alto Jahuel where its main facilities stand today. From the end of the nineteenth century to mid-1970s, the winery developed under the García Huidobro family ownership.

Then in 1980, the Claro group and the Owens Illinois company – the main producer of glass containers in the world – acquired the Santa Rita winery property. Together with this, great technological advances and wine making techniques were introduced to wine production: in the commercial area, the 120 line was launched in 1982, and in 1985-1986, Santa Rita winery wines began significant penetration into world markets. Today Santa Rita and its subsidiaries hold over 1,000 hectares of vineyards in the most important Chilean wine producing valleys: Maipo, Rapel, Lon-tué, Casablanca and Apalta; and market their products in over 75 countries, always focusing on the premium and superfine segment. All the above forms the basis which has allowed Santa Rita winery to place itself in a privileged position as producer and leading exporter of quality premium and superior quality wines.

As part of LAWEBESS we offer the opportunity to take a tour of the vineyard in Maipo, take part in classic wine tasking selection and enjoy a barbecue catered by the Doña Paula, a national monument, and highlighted as one of Chile’s best vineyard restaurants (Trip Advisor Certificate of Excellence). For those of you who are interested we have organised transport to pick people up from the conference hotel on Dec 12.
The easiest way to get around Santiago is using the Metro. The conference hotel Four Points by Sheraton is located near Los Leones metro station and the conference will be held at the Facultad de Administración y Economía (FAE), Universidad de Santiago de Chile, Metro Estación Central, on the same red metro line (Línea 1). Taxis are also an alternative, though not as recommended during rush hour because of traffic, taxies are reliable and safe, and one can ask for a receipt if necessary. UBER and CABIFY are also available in Santiago, however they are not completely legal and we DO NOT recommend getting them from the airport as they can be fined by police and you can have a bad time.
Figure 3: Map from the Conference hotel to Metro Los Leones Línea 1 - red, which you can use to get to Metro Estacion Central, the nearest to the FAE is located.
Figure 4: How to get to FAE - LAWEBESS from Metro Estación Central
A: North Exit of Metro Estación Central (Salida Matucana)
B: FAE - LAWEBESS.
Please take notice that there is a pedestrian entrance to the University that does not appear on Google maps.
Figure 5: Map of the Santiago Metro System
Internet, travel tips and other useful information

Wifi access at USACH:
Wifi: USACH-Alumnos
password: alumnousach

Emergency numbers:
Constanza Malfanti: +56982786756
Ambulance: 131
Firefighters: 132
Police: 133

Is it safe to drink tap water in Chile? Although the tap water in Chile’s larger cities is generally considered safe to drink it has a high mineral content that can cause stomach upsets so it’s safer to drink bottled water. If you’re travelling outside of the major cities you definitely should not drink the tap water.

Is it standard to tip in Chile? Most restaurants will automatically add on a 10% service charge to your bill but, if the service has been particularly outstanding, there is no harm in leaving a little extra. Hotel staff will always appreciate a tip so be generous with guy who carries your bags around and the concierge staff who arrange your tours and give you recommendations. When it comes to taxis, it is generally good practice to round up the fare.

Is bargaining acceptable in Chile? There is not much of a haggling culture in Chile and in some places, attempting to bargain can come across as impolite. If you’re shopping in Chile, most large stores have fixed prices but you can barter in smaller shops and markets, particularly in smaller towns and villages, if you feel like you are not being offered a fair price.

Is it safe for a single woman to travel in Chile? Santiago is generally considered to be one of the better places in South America for women travelling alone. The most that women are likely to encounter here are a few glances and possibly a catcall but rarely will the attention escalate beyond that.

What is the currency in Chile? The currency of Chile is the Chilean Peso and USD are NOT regularly accepted at shops or restaurants. Check OANDA for the latest exchange rates.

ATMs (also known as redbands) are available in all large towns and cities and international credit cards are accepted in almost all shops, larger restaurants and hotels. Master Card, Visa and American Express are widely accepted, although be aware that to purchase products or services on a credit card a fee of 5%-10% usually applies.

Do not rely on credit or debit cards as your only source of money. In some small towns, you may find you’ll need to use cash so combination of cash and cards is best.

Although all major currencies can be exchanged locally, US Dollars is generally easiest. Changing money should be done in Casa de Cambios and not with the street vendors who will without doubt offer a much lower rate. It’s advisable to request bank notes in smaller denominations, as it can sometime be hard to get change from larger notes. Traveller’s Cheques are not recommended as they’re often difficult to exchange and incur high fees.

Is WiFi widely available in Chile? As usual, you can expect to find a WiFi connection in almost all cafes, restaurants and bars as well as the vast majority of hotels and hostels. Many public parks and plazas in Chile also have a free WiFi connection.
What time zone is Chile on?  It is currently Chile Summer Time (daylight saving) which is 3 hours behind GMT.

What sort of plugs do I need for Chile and what is the voltage?

The voltage in Chile is 220V. Sockets require plugs with three round pins in a line (with the middle one being an earth) and two-pronged European style plugs can also be used. We recommend that you pack a universal travel adaptor that will allow you to use a hairdryer, electric shaver, charge a mobile phone or other electrical items. You will also need a voltage converter if you're using appliances from the US.