

**Workshop “What is the behavioral in behavioral economics?”**  
**June 5 – 6, 2008**  
**Trento (Italy)**

**Program**

**Thursday June 5, 2008**

- 8.30 – 9.00      Registration
- 9.00 – 9.10      Workshop Welcome and Opening. Greetings from the Scientific Committee
- 9.10 – 10.10     *Keynote lecture:*  
(Un)Bounded Rationality and Experimental Evidence - A Unifying Scenario –  
*Werner Güth*
- 10.10 – 10.30    Discussion
- 10.30 – 10.50    *Coffee break*

**Session 1 – Chairman: Guido Ortona**

- 10.50 – 11.25    Paradigmatic experiments: the dictator’s game  
*Francesco Guala & Luigi Mittone*
- 11.25 – 12.00    Some Requirements of a Theory of Behavior  
*Marco Monti and Shabnam Mousavi*
- 12.00 – 12.35    Anomalies in Economics and Finance: an essay on the behaviouralists  
*Christopher Gilbert*
- 12.35 – 14.00    *Lunch*

**Session 2 – Chairman: Anthony Ziegelmeyer**

- 14.00 – 14.35    The elicitation of time preferences  
*Paola Manzini, Marco Mariotti, & Luigi Mittone*
- 14.35 – 15.10    A note on methodological issues in experimental literature on intertemporal  
choice  
*Oxana Tokarchuk & Roberto Gabriele*
- 15.10 – 15.45    Some differences in revealed behaviour under different inquiry methods  
*Guido Ortona, Stefania Ottone, Ferruccio Ponzano, & Francesco Scacciati*
- 15.45 – 16.05    *Coffee break*

### **Session 3 – Chairman: Christoph Vanberg**

- 16.05 – 16.40 Learning fairness equilibria  
*Luciano Andreozzi*
- 16.40 – 17.15 Is observed other-regarding behavior always genuine?  
*Astrid Matthey & Tobias Regner*
- 17.15 – 17.50 Promoting Justice by Treating People Unequally: An Experimental Analysis  
*Alice Becker & Luis Miller*
- 20.00 Social Dinner at “*Antico Pozzo*”

### **Friday June 6, 2008**

#### **Session 4 – Chairman: Matteo Ploner**

- 9.00 – 9.35 Rules vs. rationality and the boundary between behavioural and cognitive economics  
*Marco Novarese*
- 9.35 – 10.10 Behavioural Economics has Two ‘Souls’: Do They Both Depart from Economic Rationality?  
*Luca Zarri*
- 10.10 – 10.45 The role of deliberative and non-deliberative processes in human behavior  
*Christoph Vanberg*
- 10.45 – 11.05 *Coffee break*
- 11.05 – 11.40 What is the relationship between neoclassical and behavioral theory?  
*Erik Angner & George Loewenstein*
- 11.40 – 12.45 ***Roundtable***  
Panel: *Morris Altman, Francesco Guala, Werner Güth, & Jonathan W. Leland*
- 12.45 – 14.00 *Lunch*

**Session 5 – Chairman: Luigi Mittone**

- 14.00 – 14.35 The Hunt for a Description Theory of Choice Under Uncertainty – a view from the road not taken  
*Jonathan W. Leland*
- 14.35 – 15.10 Uncertainty about Future Tastes: An Experimental Measurement of the Subjective Value of Flexibility  
*Eric Danan & Anthony Ziegelmeyer*
- 15.10 – 15.45 An Experimental Investigation of Alternatives to Expected Utility Using Pricing Data  
*Andrea Morone & Ulrich Schmidt*
- 15.45 – 16.05 *Coffee break*

**Session 6 – Chairman: Luca Zarri**

- 16.05 – 16.40 The Impact of (In)Equality of Opportunities on Wealth Distribution: Evidence from Ultimatum Games  
*Gianluca Grimalda, Anirban Kar and Eugenio Proto*
- 16.40 – 17.15 Ruling out Escalation in a One-Dollar Auction: the Role of Expectations and “Bidding Fever”  
*Matteo Migheli*