

Dijon, Burgundy School of Business, 22-24 May, 2017



Experimental Advances in Organizational Behavior



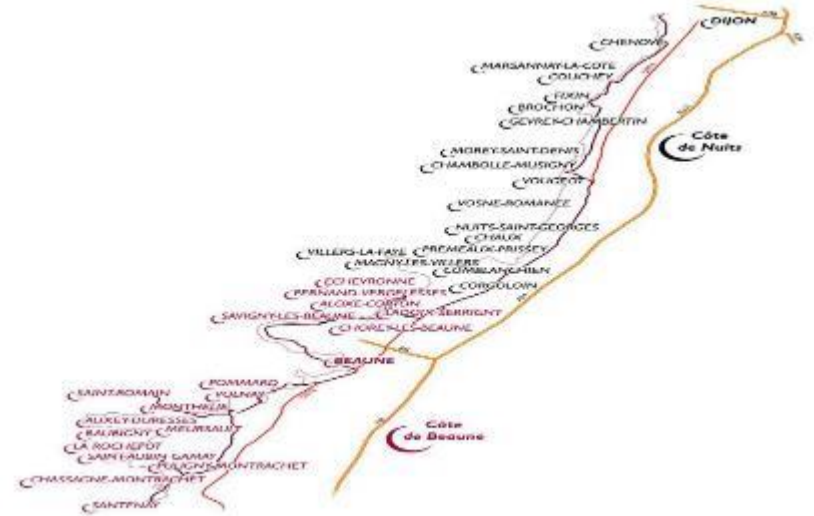
DIJON - LYON - PARIS - BEAUNE

OBJECTIVES

This workshop aims to bring together researchers working on topics related to Organizational Behavior, mainly by the means of experiments.

The small format of the workshop will help interaction and the emergence of new projects.

We believe that conviviality is a strong element of successful research, so the workshop will combine standard talks with discovery of the Burgundy wine and other traditions.



Dijon (and Beaune), Burgundy, France

- **The workshop will mainly take place in Dijon, the capital of Burgundy, mostly known for its amazing mustard, but also as a capital for wine and gastronomy**
- **Some sessions (and other activities) will be organized in Beaune and Gevrey Chambertin**



The Burgundy School of Business and the LESSAC



The Burgundy School of Business (BSB) was created in 1899. The school is now AACSB and EQUIS accredited and employs 45 researchers. The main campus of the school, situated in the heart of Dijon, is currently undergoing renovations. Our workshop will be located in other historical buildings of the school in Dijon and Beaune.

The LESSAC (Laboratory for Experimentation in Social Sciences and Behavioral Analysis), created in May 2008, is dedicated to the investigation of decision-making through laboratory experiments. The LESSAC centralizes the experimental economics activities of the Burgundy School of Business, exploring all dimensions of individual and group behavior, whether economic, managerial, financial or social. Its activities include research, teaching, science popularization and industrial transfer. The methods and data produced provide a quality response to the challenges of decision-making in everyday life and inside companies.

The organizers

Elena Chuine	Brice Corgnet	Roberto Hernan	Nicolas Jacquemet	Eli Spiegelman	Angela Sutan
BSB	EM Lyon	U Nottingham	PSE	BSB	BSB
Research Assistant	Associate Professor	Professor	Professor	Associate Professor	Professor
					

General schedule

From	To	Monday, May 22nd	Tuesday, May 23rd	Wednesday, May 24th
8.00	8.00		meeting in front of the hotel	
8.00	8.30		bus to Beaune	coffee at the comptoir in Industries (if you want)
8.30	9.00			arriving and coffee in Hotel de Vogué
8.50	9.30		arriving in Beaune, Pavillon 1889, reception, c	Matthias Sutter
9.30	10.10		Martin Kocher	Marc Willinger
10.10	10.50		Subhasish Modak Chowdhury	Nobuyuki Hanaki
10.50	11.20		break and coffee	break and coffee
11.20	12.00		Uri Gneezy	the brilliant idea fair (3 people)
12.00	12.30		the brilliant idea fair (3 people)	discussion
12.30	12.45		discussion	lunch in Maison Rhenanie Palatinat
12.45	13.00		visite to Hospices de Beaune	
13.00	13.30			
13.40	14.00		lunch in Pavillon 1889	
14.00	14.40			Philip Grossman
14.40	15.20		Bjorn Bartling	Béatrice Boulu-Reshef
15.20	16.00		Radu Vranceanu	Brice Corgnet
16.00	16.20		break and coffee	final discussion
16.20	17.00		Christian Zehnder	
17.00	17.00		bus	
17.30	18.30		wine tasting	apéro
18.30	19.30			
19.30	22.00	cheese and wine, O gré du vin	gala dinner, Gevrey Chambertin	cheese and wine, Le Trou
20.00	20.30			
20.30	21.00			
21.00	21.30			
21.30	22.00			
22.00	22.30		bus back to Dijon	

Program – list of scientific talks

Tuesday, May 23rd, Pavillon 1889, Beaune

9.30 Marin Kocher, University of Munich, and the Institute for Advanced Studies, Vienna, "Discrimination, Immigration, and Naturalization: Combining a Natural Experiment with a Large-Scale Trust Experiment in Schools"

10.10 Subhasish M. Chowdhury, University of East Anglia, "Born This Way? Pre-natal Exposure to Testosterone May Determine Conflict Behavior"

11.20 Uri Gneezy, Rady School Of Management, San Diego, "Something on Incentives"

12.00 The Brilliant Idea Fair

14.40 Bjorn Bartling, University of Zurich, "The Limits to Moral Erosion in Markets: Social Norms and the Replacement Excuse"

15.20 Radu Vranceanu, ESSEC, "Experimental estimates of men's and women's willingness to compete: Does the gender of the partner matter?"

16.20 Christian Zehnder, University of Lausanne, "The charismatic leader"

Wednesday, 24th of May, Hotel de Vogué, Dijon

8.50 Matthias Sutter, "Costly mistakes of customers in credence goods markets: evidence from field experiments"

9.30 Marc Willinger, University of Montpellier, "Consumption smoothing and subjective discounting in the presence of background risk"

10.10 Nobuyuki Hanaki, University of Nice, "On the Roots of the Intrinsic Value of Decision Rights: Evidence from France and Japan"

11.20 The Brilliant Idea Fair

14.00 Philip Grossman, Monash University, "The influence of leader reputation on followers' response to cheap talk messages"

14.40 Béatrice Boulu-Reshef, PSE, "Inventory Management with Carryover in a Laboratory Setting: Going Beyond the Newsvendor Paradigm"

15.20 Brice Corgnet, EM Lyon, "On the Merit of Equal Pay: Performance Manipulation and Incentive Setting"



Your hotel

Kyriad Gare

7-9 Rue Docteur Albert Remy,
21000 Dijon

Kyriad Gare, located in front of the railway station, is the official hotel partner of the BSB. Your room (with breakfast) is booked; you just have to give your name and the name of the school (BSB).

Please take care, there are 2 Kyriad Hotels in front of the railway station; yours is the one on the right (on the way in). If you fancy, there is a swimming pool in the hotel.





Monday, May 22

19.30-22.00

O gré du vin

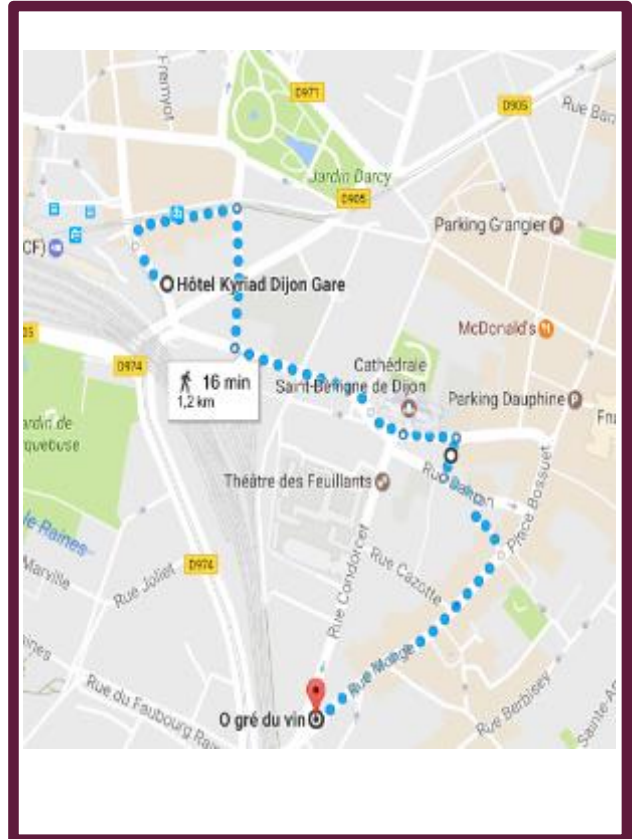
106 rue Monge, Dijon

Monday, May 22, 19.30 - Cheese and wine

For those arriving on Monday evening, we will meet at the wine bar **O gré du vin**, 106 rue Monge. It is an easy walk to get there from your hotel.

O gré du vin is an independent *Bar à vin* run by Bertrand Joinville, a former student of the School, now a cellar man. This wine bar is our usual meeting room outside the school and many of our papers were written here.

Bertrand only serves organic, responsible and inventive wines from his friends. He will host us for an informal cheese and wine welcome reception.





Tuesday, May 23

8.00

Take the bus to Beaune

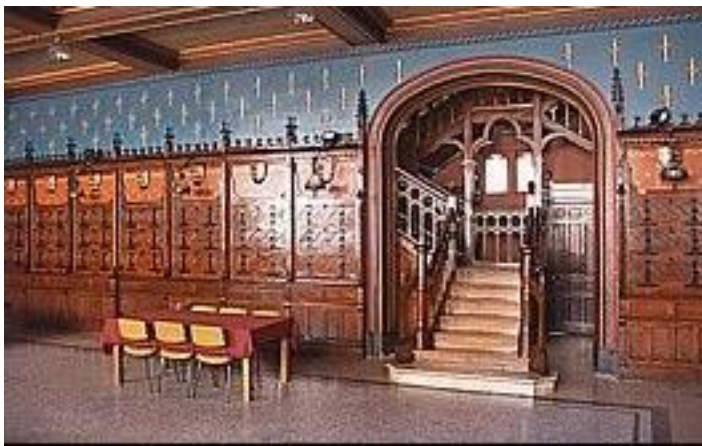
Meeting point: Agence commerciale DiviaMobilités, 16 Place Darcy, 21000 Dijon

Tuesday, May 23, 8.00 – Bus to Beaune

We will meet at 8.00 at the Agence commerciale DiviaMobilités, 16 Place Darcy, 21000 Dijon, very close to your hotel.

Someone will be in the hall of the hotel at 7.50 to lead you to the departure point for the bus.





Tuesday, May 23

8.50-9.30

**Welcome in
Pavillon 1889
Rue Vergnette de
Lamotte, Beaune**

Tuesday, May 23, 8.50-9.30: Pavillon 1889, Beaune

Pavillon 1889 of the Burgundy School of Business is a place full of symbolism and history. The hall of honor of the house was the Pavilion of Burgundy at the Universal Exhibition of Paris in 1889, reinstalled identically in the heart of Beaune that year.

All the lectures on our first workshop day will take place here.



Tuesday, May 23, 9.30 – 10.10

Martin Kocher, University of Munich, and the Institute for Advanced Studies, Vienna

"Discrimination, Immigration, and Naturalization: Combining a Natural Experiment with a Large-Scale Trust Experiment in Schools"

Martin Kocher is Scientific Director at the Institute for Advanced Studies, Vienna, Chair Professor in Economics at the Department of Economics (and director of the interdisciplinary laboratory MELESSA) at the University of Munich and editor-in-chief of the Journal of Economic Psychology. He is interested in the effects of uncertainty and insurance on economic decision making, in analyzing cooperation and trust, in economic behavior of children and adolescents, in auctions, in behavioral public policy, and in moral behavior.

Tuesday, May 23

9.30-10.10

Martin Kocher



Tuesday, May 23, 10.10 – 10.50

Subhasish M. Chowdhury, University of East Anglia

"Born This Way? Pre-natal Exposure to Testosterone May Determine Conflict Behavior"

Subhasish is a Senior Lecturer / Associate Professor of Economics at the University of East Anglia, and an associate faculty member of the Centre for Behavioural and Experimental Social Science (CBESS), and the Centre for Competition Policy (CCP) at the university. He pursues research on Applied Game Theory and Microeconomics, in the areas of Contests, Industrial Organization, Experimental / Behavioral Economics, Public Economics, and Political Economy.

Tuesday, May 23

10.10-10.50

Subhasish M. Chowdhury



Tuesday, May 23, 10.50 – 11.20

Break and Coffee

All coffee breaks are organized with the pastries of the Chef Pâtissier Louis Tortochot, from *Du pain pour demain* (and he also provides the bread for the workshop).

Louis is the most inventive pastry chef in Burgundy, now famous around France for his organic, colored revisitation of *croissants*.



Tuesday, May 23

10.50 – 11.20

Break and coffee



Tuesday, May 23, 11.20 – 12.00

Uri Gneezy, Rady School Of Management, San Diego

"Something on Incentives"

Uri is the Epstein/Atkinson Endowed Chair in Behavioral Economics Professor of Economics and Strategic Management at the Rady School of Management and the Department Editor in Behavioral Economics for Management Science. His focus is on putting behavioral economics to work in the real world, where theory can meet application, in topics such as incentives-based interventions to increase good habits and decrease bad ones, Pay-What-You-Want pricing, and the detrimental effects of small and large incentives. In addition to the traditional laboratory and field studies, Uri is currently working with several firms, conducting experiments in which basic findings from behavioral economics are used to help companies achieve their traditional goals in non-traditional ways.

Tuesday, May 23

11.20 – 12.00

Uri Gneezy



Tuesday, May 23, 12.00 – 12.45

The aim of the brilliant idea fair is to allow young researchers to present a project on which they need feedback and/or are looking for a co-author.

The presentation is short (max 8 minutes), concise, and is followed by a general discussion.

Tuesday, May 23

12.00 – 12.45

The brilliant idea fair and discussion (part 1)



**Eli Spiegelman (BSB)
Philippe Jacquart (EM Lyon)
Antoine Hémon (PSE)**



Tuesday, May 23rd

12.45 – 13.30

Visit to *Hospices de Beaune*

Tuesday, May 23rd, 12.45 – 13.30

Visit to Hospices de Beaune

The *Hospices de Beaune* is one of the most emblematic places of Burgundy, a former charitable almshouse in Beaune, France, founded in 1443.

Nowadays, the hospices host the most famous wine charity auction, held annually since 1859.



Tuesday, May 23, 13.30 – 14.40

Lunch

The lunch is provided by Maison Benoit, a family business in the Marché des Halles de Dijon, specialized in traditional Burgundy products. They also provide the cheese, wine and ham for all our research seminars. So as to allow you to enjoy a real French gastronomic sandwich experience, the lunch is organized as a do-it-yourself sandwich factory, with organic *jambon blanc* and *comté* from Maison Benoit, wine from Rémi Jenniard, salads from Hu Po and macarons from the famous chef Fabrice Gillotte.



Tuesday, May 23

13.30-14.40

Lunch



Tuesday, May 23, 14.40 – 15.20

Bjorn Bartling, University of Zurich

"The Limits to Moral Erosion in Markets: Social Norms and the Replacement Excuse"

Björn Bartling is Professor of Economics at the University of Zurich. He uses experimental methods to study the impact of non-selfish motivations and behavioral biases on decision making, governance structures, and allocations in markets and institutions. How do social preferences affect work incentives and optimal contracting in labor environments? Are the delegation of decision rights and willful ignorance strategies used to effectively avoid blame for unpopular outcomes in political and managerial decision making? In addition to yielding efficient allocations (at best), do markets erode moral behavior and shape our attitudes toward economic inequality?

Tuesday, May 23

14.40 – 15.20

Bjorn Bartling, Univ. of Zurich



Tuesday, May 23, 15.20 – 16.00

Radu Vranceanu, ESSEC

"Experimental estimates of men's and women's willingness to compete: Does the gender of the partner matter?"

Radu Vranceanu is Professor of Economics at the ESSEC Business School. He has expertise in the theory of expectations and the analysis of informational inefficiencies, which he has applied to various fields including financial and exchange rate crises, monetary and public debt policies, research management, defense economics, labor contracts and managerial behavior. He is now a driver of research in experimental economics at ESSEC, where he carried out several studies in team production, gender issues, lies and deception, cooperation in public goods games.

Tuesday, May 23

15.20 – 16.00

Radu Vranceanu, ESSEC



Tuesday, May 23, 16.20 – 17.00

Christian Zehnder, U. Lausanne

"The charismatic leader"

Christian Zehnder is a Professor in Lausanne. In its most general sense, his research program seeks to elucidate the driving forces behind economic decisions and to understand how behavioral motives and social considerations affect market outcomes, organizations and institutions. Most of his work can be attributed to the field of "behavioral economics", a relatively new line of research that combines insights from economics and psychology and examines systematic departures from the standard assumptions in economic models.

Tuesday, May 23

16.20 – 17.00

Christian Zehnder, U. Lausanne



Tuesday, May 23, 17.30 – 19.30

Wine tasting

Our colleague Claude Chapuis will organize the wine tasting with wines from the famous Chapuis family.

Claude is a writer, known as “the Burgundy Jack London.” If the weather is good, he will take us to the oratory at Pernand Vergelesses, from which all the vineyard can be admired.



Tuesday, May 23

17.30 – 19.30

Wine tasting



Tuesday, May 23, 19.30 – 22.00

Gala Dinner, Bistrot Lucien, Gevrey Chambertin

The gala dinner will be held in Bistrot Lucien, a Michelin spot in the village of Gevrey Chambertin. The chef, Thomas Collomb, will prepare a traditional burgundy menu for us.



Tuesday, May 23

19.30 – 22.00

Gala Dinner



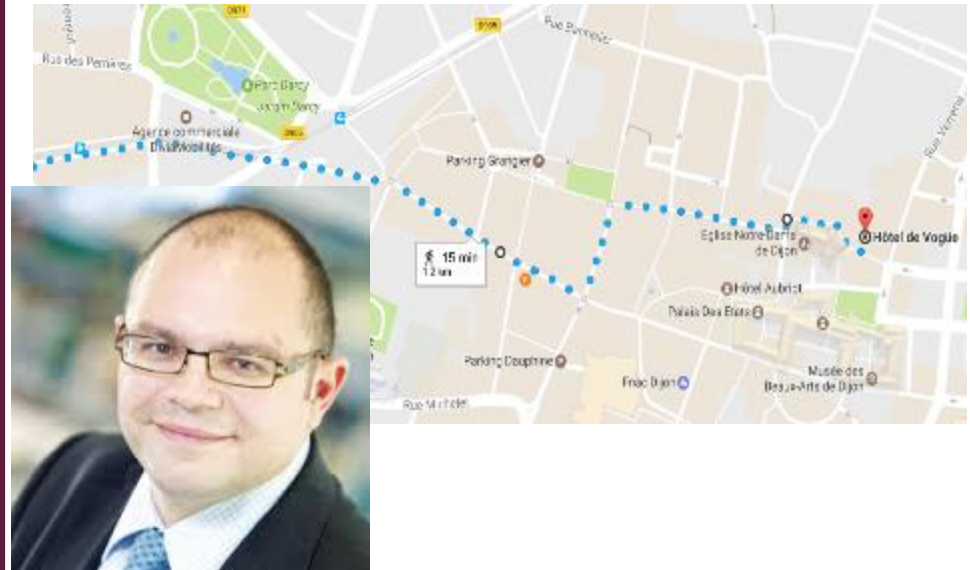


**Wednesday,
May 24th**
8.30-8.50

**Welcome in Hotel
de Vogué, Dijon**
8, Rue de la
Chouette, Dijon

The Hôtel de Vogué, built in 1614, is a key element of the historical heritage of Dijon and Bourgogne. It is the perfect combination the design and decorative refinement of the Italian Renaissance.

Our sessions on Wednesday will take place here. The Director of our school, Stephan Bourcieu, will welcome us in the beginning of this second day.



Wednesday, May 24, 8.50 – 9.30

**Matthias Sutter, University of Cologne, and
University of Innsbruck**

“Costly mistakes of customers in credence goods
markets: evidence from field experiments”

Matthias Sutter is Professor of Experimental Economics at the University of Cologne (since January 2015) and part-time professor at the University of Innsbruck. He is Associate Editor for Management Science since 2011, Associate Editor for the European Economic Review since 2012, Associate Editor Economics Letters since 2014 and Associate Editor Journal of the European Economic Association since 2017.

Wednesday, May 24

8.50 – 9.30

Matthias Sutter



Wednesday, May 24, 9.30 – 10.10

Marc Willinger, University of Montpellier

"Consumption smoothing and subjective discounting in the presence of background risk"

Marc is a Professor at the University of Montpellier and works in Experimental Economics, Behavioural Economics, Environmental and Resource Economics, Public Economics and Risk and Decision.

Marc is one of the historical founders of experimental research in France and has been involved in numerous research grants on the topic.

Wednesday, May 24

9.30 – 10.10

Marc Willinger



Wednesday, May 24, 10.10 - 10.50

Nobuyuki Hanaki, University of Nice

“On the Roots of the Intrinsic Value of Decision Rights:
Evidence from France and Japan”

Nobuyuki Hanaki is a Professor at the University of Nice and a Junior Member of L’institut Universitaire de France. He is specialized in Experimental and Behavioral Economics, Computational Modeling and Analysis of Complex Networks.

He is an Associate editor of the Journal of Economic Behavior and Organization and the Journal of Economic Interaction and Coordination.

Wednesday, May 24

10.10 – 10.50

Nobuyuki Hanaki



Wednesday, May 24, 11.20 – 12.00

The aim of the brilliant idea fair is to allow young researchers to present a project on which they need feedback and/or are looking for a co-author.

The presentation is short (max 8 minutes), concise, and is followed by a general discussion.

Wednesday, May 24

11.20 – 12.00

The brilliant idea fair and discussion (part 2)



Ludivine Martin (LISER)

Remi Yin (PSE)

Justine Jouxte (PSE)

Wednesday, May 24, 12.30 – 14.00

Lunch

Lunch will be provided by the Bistro des Halles, an inventive Michelin French bistro held by the famous team of Nicolas Isnard and David Lecomte. The chefs compose a new inventive menu every day.

The wines will be provided by the most promising young (and now famous) wine producer in Burgundy, Vincent Ledy, from Nuits Saints Georges.



Wednesday, May 24

12.30 – 14.00

Lunch

David Lecomte et Nicolas Isnard
Photo : Philippe Hiest



Wednesday, May 24

14.00 – 14.40

Philip Grossman, Monash University

“The influence of leader reputation on followers’ response to cheap talk messages”

Philip Grossman is a professor in the Department of Economics. He mainly works in Behavioral Economics, Prosocial Behavior, Charitable Giving, Antisocial Behavior and Leadership.

He is an Associate Editor of the Journal of Behavioral and Experimental Economics.

Wednesday, May 24

14.00 – 14.40

Philip Grossman



Wednesday, May 24, 14.40 – 15.20

Béatrice Boulu-Reshef, PSE

“Inventory Management with Carryover in a Laboratory Setting: Going Beyond the Newsvendor Paradigm”

Béatrice is an Assistant Professor of Economics at the Sorbonne. Her research and teaching fall primarily within the area of managerial economics, behavioral economics and experimental economics.

Her topics revolve around the theme of decision-making in organizational settings. In particular, she studies resource allocation behavior in organizational settings. Some of her work is relevant to entrepreneurship, human resources, marketing and behavioral operations.

Wednesday, May 24

14.40 – 15.20

Béatrice Boulu-Reshef



Wednesday, May 24, 15.20 – 16.00

Brice Corgnet, EM Lyon

"On the Merit of Equal Pay: Performance Manipulation and Incentive Setting"

Brice is a professor of Finance at EM-Lyon Business school and a researcher at GATE-LAB. He is a behavioral scientist who studies both market and non-market institutions. His work focuses on broad organizational issues with a special focus on motivation and incentives. His approach is interdisciplinary mixing influences from cognitive sciences and economics. He is the co-developer of the computer software Virtual Organizations which is used for conducting research experiments in the Organizational, Personnel and Labor Economics.

Within GATE, Brice Corgnet is the head of the Behavioral Economics research team.

Wednesday, May 24

15.20 – 16.00

Brice Corgnet





Wednesday, May 24

19.30-22.00

Le Trou

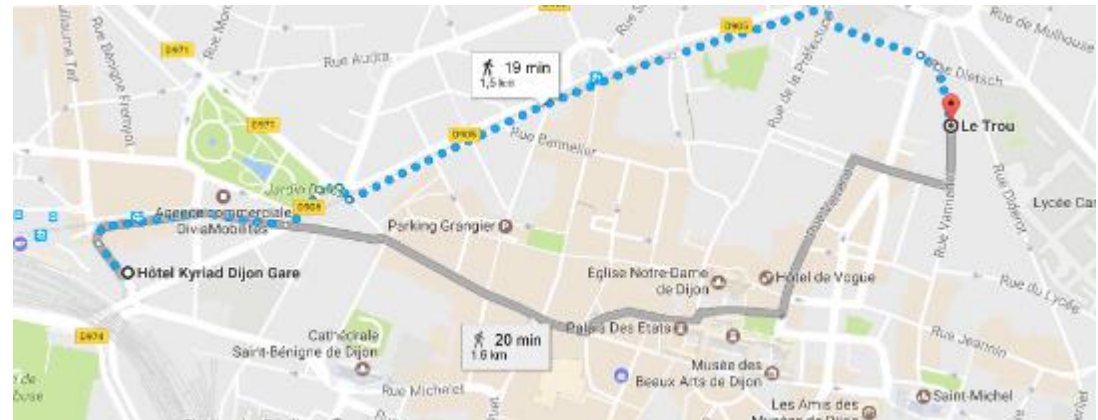
15, Rue Vannerie, Dijon

Wednesday, May 24

19.30-22.00

Cheese and wine

Le Trou is a singular cave in Dijon in which the creators invite wine growers and compose plancha food to provide beautiful experiences of Burgundy.



Contacts

This program is also available here:

<https://lessac.bsb-education.com/index.php?page=experimental-advances-in-organizational-behavior>

Please note that we will be working in very old buildings – the wifi is very weak (or inexistant). We will try our best to provide you with a connexion.

We will try to post updates of the speeches before and during the workshop on the Facebook page:

<https://www.facebook.com/LESSACDijon>

Sponsors

LESSAC (Laboratory for Experimentation in Social Sciences), Dijon

Burgundy School of Business, Dijon

School of Wine and Spirits, Dijon

Paris School of Economics, Paris

François Rebsamen, Mayor of Dijon