EXPLORING THE SCIENCE & ART OF PHIANTHROPY

8:30-9:00 Coffee ................................................................. Library Lounge
9:00-9:30 Welcome Remarks .................................................. Palevsky Cinema
  John List (Chairman & Homer J. Livingston Distinguished Service Professor, University of Chicago)
9:30-10:30 Philanthropist Panel moderated by Stacy Palmer (Editor, The Chronicle of Philanthropy)
  including Marshall Field V(The Field Corporation), Liam Krehbiel (A Better Chicago)
  and Susan Goodenow (Chicago Bulls Charities) .................................................. Palevsky Cinema
10:30 - 10:45 Break
10:45 - 11:45 Featured Research Talks ...................................... Palevsky Cinema
  Needy or Greedy? A Natural Field Experiment Comparing the Generosity of the Rich and Poor
  James Andreoni, University of California - San Diego
  Getting the 1% to Give
  Judd Kessler, University of Pennsylvania, Wharton School
11:45 - 1:00 Lunch .................................................................. Cloister Club
1:00 - 2:30 Parallel Session 1

Session 1A: New Ways to Fundraise: Does Fundraising Create New Giving? ... Palevsky Cinema
  Loss Aversion and Lotteries in a Statewide Charitable Giving Campaign
  James Murphy, University of Alaska - Anchorage
  Does Fundraising Create New Giving?
  Jonathan Meer, Texas A & M University
  Skin in the Game: The Effect of Recipient Contribution on Charitable Giving
  Sally Sadoff, University of California - San Diego
  The Business of Business is Business: Corporate Social Responsibility and Firm Profits
  * Michael Price, Georgia State University

Session 1B: Impact of Appeals .................................................. East Lounge
  Data Science for Digital Fundraising - Obama 2012 and Beyond
  Rayid Ghani, University of Chicago
  Did the Ice Bucket Challenge Drain the Philanthropic Reservoir?: An Investigation Using
  A Real-Donation Lab Experiment
  Haley Harwell, Texas A & M University
  The Completion Effect in Charitable Crowdfunding
  David Klinowski, University of Pittsburgh
  Incentivizing Fundraisers: A Natural Field Experiment from Crowdfunding
  * Rob Metcalfe, University of Chicago
SESSION 1C  THE MIND AND CHARITABLE GIVING I ............................................................ WEST LOUNGE

Cognitive Dissonance Effects in Charitable Giving
Amanda Chuan, University of Pennsylvania, Wharton School

Endorsing Help For Others That You Oppose For Yourself: Mind Perception
Guides Support for Paternalism
Juliana Schroeder, University of Chicago

Demand for Complexity Reduction: When is Paternalism Viewed as Desirable?
* Jan Zilinsky, Peterson Institute

2:45-4:15pm Parallel Session 2

SESSION 2A  SCIENCE OF "THE ASK" ............................................................... PALEVSKY CINEMA

Hassle Costs and Charitable Giving: A Field Experiment with Google Employees
David Reiley, Pandora Media Inc

Does Feelings of Ownership Explain Giving and Taking in Dictator Games?
Laura Razzolini, Virginia Commonwealth University

The Effect of 'Thank You' Calls on Charitable Giving
Anya Samek, University of Southern California

Group Identity Promotes Altruistic Peer-to-Peer Lending
* Yan Chen, University of Michigan

SESSION 2B  IMPACT OF APPEALS II ............................................................ EAST LOUNGE

Giving it Now or Later: An Experiment on Pledging Charitable Donations
Marta Serra Garcia, University of California - San Diego

Leading by example -- evidence from Pay-What-You-Want
Michal Krawczyk, University of Warsaw

Agentic Appeals Catalyze Giving Among the Affluent
Ashley Whillans, University of British Columbia

CEOs and Charitable Giving
* Ayelet Gneezy, University of California - San Diego

SESSION 2C  THE MIND AND CHARITABLE GIVING II .............................................. WEST LOUNGE

Whose Hand Will You Hold?
Monica Capra, Claremont Graduate University

The Impact of Increasing Choice and Information Decisions to Donate
Nathaniel Ashby, Carnegie Mellon University

Selecting (In) and Crowding Out: the Power of Religious Authority on Giving in Afghanistan
* Sera Linardi, GSPIA -- University of Pittsburgh

4:15-4:30pm Break

4:30-5:30pm SMART PHILANTHROPY moderated by John List (University of Chicago)
including Gabriel Rhoads (Edna McConnell Clark Foundation), Marguerite Griffin (Northern Trust Company)
& Maria Kim (The CARA Program) ............................................................... PALEVSKY CINEMA

5:30-6:30pm Cocktails & Posters .............................................................................. LIBRARY LOUNGE

6:30-8:30pm CONFERENCE DINNER ..................................................................... CLOISTER CLUB

* Denotes Session Chair
8:30-9:00  Coffee (luggage storage available) .................................................................................Saieh Hall Annex Lounge

9:00-10:30  Parallel Session 3

**Session 3A**  
**Science in the Laboratory**  
Cooperation Stability - A Comparative Study of Repeated Cooperation in the Lab Among Representative and Student Samples  
Toke R. Fosgaard, University of Copenhagen  
Public Good Games with Interior Nash Equilibria: Advantages of the Piece-Wise Linear VCM  
Maria Recalde, IFPRI  
Effort, Luck, and Voting for Redistribution  
Olga Stoddard, Brigham Young University  
Identifying Demand Functions for Giving to Multiple Charities: Theory and Experiment  
* Neslihan Uler, University of Michigan

**Session 3B**  
**Incentivizing the Supply Side of Charitable Giving**  
Two-Sided Incentives in Fundraising  
Daniel Hedblom, University of Chicago  
Doing Well or Doing Good? Impact of Payment Schemes and Sorting on Intrinsically Motivated Agents  
Angela de Oliveira, University of Massachusetts at Amherst  
Do I Care if You are Paid? A Donation Field Experiment  
Holger Rau, University of Gottingen  
Do Fundraising Targets Matter?  
* Sarah Smith, University of Bristol

**Session 3C**  
**Moral Cost and Social Pressure**  
Moral Costs and Rational Choice: Theory and Experimental Evidence  
James Cox, Georgia State University  
Finding Excuses to Decline the Ask: A Field Experiment  
Ragan Petrie, George Mason University  
Distinguishing Altruism and Social Pressure Effects of Fundraising Techniques  
Benjamin Marx, University of Illinois at Urbana Champaigne  
Giving in to Social Pressure  
* Huseyin Yildirim, Duke University

10:30-10:40  Break

10:40-11:45  Parallel Session 4

**Session 4A**  
**The Role of Culture and Human Capital in Shaping Charitable Behavior**  
Patience by Proxy: Making Time Preference Decisions for Others  
Sarah Jacobson, Williams College  
Who is the Fairest of All Children? The Heterogeneity of Giving to Parents in an Experimental Setting  
Maria Porter, Michigan State University  
Philanthropy in the Village: Experimental Evidence on the Value of Small Gifts  
* Jeffrey Flory, Claremont McKenna College
SESSION 4B  NON-MONETARY GIVING AND SOCIALLY RESPONSIBLE INVESTMENTS .................. Room 141
Market design for volunteers with social preferences: Evidence from the Lab
Matthew Lilley, Harvard University
Why do Investors Hold Socially Responsible Mutual Funds?
Paul Smeets, Maastricht University
Giving Life and Saving Lives: A Natural Field Experiment on Motivating Cord Blood Donations
* Nicola Lacetera, University of Toronto

SESSION 4C  IMPACT OF TAXATION ON GIVING ................................................................................ Room 146
What is the Price Elasticity of Charitable Giving? Estimating (Un)Compensated Elasticities from a Tax-Credit Kink
Daniel Hungerman, Notre Dame University
The Impact of Taxes on Giving
Roman Sheremeta, Case Western Reserve University
The Sensitivity of Charitable Giving to the Timing and Salience of Tax Credits
* Abigail Payne, McMaster University

12:00-1:15  LUNCH & FEATURED TALK BY MIKE NORTON, HARVARD .... QUADRANGLE CLUB MAIN DINING ROOM
1:30-3:00  Parallel Session 5

SESSION 5A  SOCIAL COMPARISONS, BELIEFS ABOUT OTHER PEOPLE’S PREFERENCES
AND CHARITABLE GIVING ........................................................................................................... Room 112
Do Beliefs about Peers Matter for Donation Matching? Experiments in the Field and Laboratory
Mike Schreck, Analysis Group
Match Me But Don’t Help Me: The Effect of Match Framing on Donor Behavior
Oleg Urminsky, University of Chicago Booth School of Business
Altruism, Warm Glow, and Generosity: A National Experiment
Rene Bekkers, VU University of Amsterdam
Reciprocating to Strategic Kindness
* Yesim Orhun, University of Michigan

SESSION 5B  INFORMATION, TRANSPARENCY AND COMPETITION ................................................ Room 141
Information, Competition, and the Quality of Charities
Sihana Krasteva, Texas A & M University
Embezzlement: Does Transparency of Information Matter? An Experiment in Tanzania
Marie Claire Villeval, CNRS, GATE
You Do It to Yourself: The Effects on Giving Due to Charities’ Strategic Responses to Third-Party Ratings
Laura Grant, University of Wisconsin, Madison
Delegation and Charitable Giving
* Luigi Butera, University of Chicago

SESSION 5C  SOCIAL PREFERENCES IN THE LAB ............................................................................... Room 146
The Voluntary Contribution Mechanism with Complementarity (VCMC)
Yoram Halevy, University of British Columbia
Group Membership and Charitable Contributions in the Laboratory
Gary Charness, University of California, Santa Barbara
On the External Validity of Social Preference Games: a Systematic Lab-Field Study
Matteo M Galletti, London School of Economics
Providing (Impure) Public Goods under Risk
* Andreas Lange, University of Hamburg

* Denotes Session Chair