




EXPLORING THE SCIENCE & ART OF PHILANTHROPY



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**..... ROOM 112

- 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**..... ROOM 141

- 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 Göttingen
- Do Fundraising Targets Matter?
** Sarah Smith, University of Bristol*

SESSION 3C  **MORAL COST AND SOCIAL PRESSURE**..... ROOM 146

- 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** .. ROOM 112

- 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*

2015 ANNUAL CONFERENCE- SATURDAY CONTINUED

- 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 Sberemeta, 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
Silvana 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 Galizzi, London School of Economics
 Providing (Impure) Public Goods under Risk
** Andreas Lange, University of Hamburg*

* Denotes Session Chair