



FRIEDRICH-ALEXANDER  
UNIVERSITÄT  
ERLANGEN-NÜRNBERG

SCHOOL OF BUSINESS  
AND ECONOMICS

CHAIR OF ECONOMICS AND  
ECONOMIC THEORY

Prof. Dr. Veronika Grimm

## **Seminar on behavioral economics: Social responsibility and ethical behavior in society**

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Many events in the recent past have led to an increasing demand for more responsible actions, ethical considerations, and sustainable behavior towards common goals within society and even the global community. The climate change and the most recent COVID19 crisis are the most prominent examples for such events of great importance. In the **winter term 2020/2021** the chair of Economic Theory of Prof. Dr. Grimm offers a behavioral economics seminar that aims at shedding light on different specific aspects within the domain of responsible and ethical behavior from an economic perspective.

The seminar is intended for both Bachelor and Masters students in economics and is open to students of related fields (e.g. business studies, socioeconomics, ...) and exchange students who possess sufficient knowledge of microeconomics. Topics for the term papers (see list at the end of this document) will be assigned after the organizational meeting on November 4<sup>th</sup>.

### **Virtual organizational meeting: Wednesday, November 4<sup>th</sup> at 15:00 pm**

Participants have to write a seminar paper (15 pages +/-1), present their paper and participate in the general discussion during the seminar meetings. All seminar related activities (term paper, presentations and discussions) will be in English.

The deadline for the submission of term papers is **January 18<sup>th</sup> 2021, 23:59 pm**. You can find a document with additional details regarding the requirements for the term paper and general guidelines for writing scientific papers on our homepage. The seminar presentations and discussions will take place in the last week of January 2021. The seminar papers will be presented in a collective Zoom meeting.

Please register for the virtual organizational meeting with an email to

[michael.seebauer@fau.de](mailto:michael.seebauer@fau.de)

**until November 2<sup>nd</sup> noon**

(include your name, student ID and field of study).

Only by registering in advance we can provide you with the necessary information to participate in the organizational meeting. We also advise you to register for this seminar on StudOn to regularly receive important information and updates about the seminar.

Please also send us a list of your (three) preferred topics before the organizational meeting (by November 2<sup>nd</sup> the latest). We will try to match all applicants to the topics according to their preferences as good as possible. Please note that the number of seminar participants is limited. If you have additional questions please also contact Michael Seebauer directly. The seminar will be credited as “Seminar Behavioral Economics” for Masters students, and as “Seminar Verhaltensökonomische Grundlagen” or “Seminar zur Wirtschaftstheorie” for Bachelor students. Successful participation in the seminar is one way of qualifying for writing a Master thesis at the Chair of Economic Theory.

## Rules of the game

Your grade for the seminar will be built from three parts: (1) your paper on the assigned topic, (2) the presentation of your paper at the seminar meeting, and (3) your participation in the general discussions during the meeting.

Please send us a list of your (three) preferred topics by November 2<sup>nd</sup>. You may also send this list any time before the organizational meeting along with your registration mail. We will try to assign the topics in a way that matches your preferences as good as possible.

Students are expected to build on the provided references to conduct independent research of the literature. The term paper should summarize the main findings and contributions of the existing literature and discuss the underlying research question (formulated by the student). The provided references only constitute a guidance for your own research on the respective topic. Thus, you are required to independently look for **additional literature**. The paper has to be written in English, with font size 12, 1½ line spacing and appropriate margins. The term paper is limited to 15 pages (+/- 1 page), plus a table of contents, a list of figures, a list of tables, the used references and an appendix. (See also our general guidelines for writing scientific papers "*Guidelines for the preparation of term papers and bachelor/master theses*", which you can find in the subsection "Thesis" on our English homepage.)

With his or her topic each student is assigned a supervisor, who will be the contact person regarding the exact content (and form) of the term paper. A rough outline of the paper should be discussed with the assigned supervisor before the paper is written. All students are required to get in touch with their supervisor at least once **before November 13<sup>th</sup>**. We usually use Zoom for meeting with students virtually. A failure to meet the supervisor may result in the exclusion of the student from the seminar.

The deadline for paper submission for all participants is: **Monday, January 18<sup>th</sup> at 23.59 pm**. Each student will present his or her term paper in a presentation. The paper presentations and discussions will take place during the last week of January 2021. The seminar papers will be presented in a collective Zoom meeting. The number of seminar meetings depends on the number of students that submit a term paper. You have to be present at all seminar meetings.

More information regarding the exact dates and times, as well as the exact requirements for the presentations will follow at a later point.

## List of Topics

### **1. Determinants of dishonesty**

Abeler, J., Nosenzo, D., & Raymond, C. (2019). Preferences for truth-telling. *Econometrica* 87(4), 1115-1153.

Dai, Z., Galeotti, F., & Villeval, M. C. (2018). Cheating in the lab predicts fraud in the field: An experiment in public transportation. *Management Science* 64(3), 1081-1100.

### **2. Corruption and Bribery**

Abbink, K., Irlenbusch, B., and Renner, E. (2002). An Experimental Bribery Game. *The Journal of Law, Economics, and Organization* 18(2), 428-454.

Barr, A., Lindelow, M. and Serneels, P. (2009). Corruption in public service delivery: An experimental analysis. *Journal of Economic Behavior & Organization* 72(1), 225-239.

Frank, B., Lambsdorff, J.G., and Boehm, F. (2011). Gender and Corruption: Lessons from Laboratory Corruption Experiments. *The European Journal of Development Research* 23, 59-71.

### **3. Corporate Social Responsibility**

Etilé, F., and Teyssier, S. (2016). Signaling Corporate Social Responsibility: Third-Party Certification versus Brands. *Scandinavian Journal of Economics* 118(3), 397-432.

Pigors, M., and Rockenbach, B. (2016). Consumer Social Responsibility. *Management Science* 62(11), 3123-3137.

### **4. Moral behavior in the marketplace**

Bartling, B., Weber, R. A., & Yao, L. (2015). Do markets erode social responsibility?. *The Quarterly Journal of Economics* 130(1), 219-266.

Kirchler, M., Huber, J., Stefan, M., & Sutter, M. (2016). Market design and moral behavior. *Management Science* 62(9), 2615-2625.

### **5. Intergenerational Cooperation**

Grolleau, G., Sutan, A., and Vranceanu (2016). Do people contribute more to intra-temporal or inter-temporal public goods? *Research in Economics* 70(1), 186-195.

Hauser, O.P., Rand, D.G., Peysakhovich, A., and Nowak, M.A. (2014). Cooperating with the future. *Nature* 511, 220-223.

Böhm, R., Güererk, Ö., and Lauer, T. (2020). Nudging Climate Change Mitigation: A Laboratory Experiment with Inter-Generational Public Goods. *Games*, forthcoming.

## **6. Moral Licensing and rebound effects**

Tiefenbeck, V., Staake, T., Roth, K., and Sachs, O. (2013). For better or for worse? Empirical evidence of moral licensing in a behavioral energy conservation campaign. *Energy Policy* 57, 160-171.

Eberling, E., Dütschke, E., Eckartz, K.M., and Schuler, J. (2019). Moral licensing and rebound effects in the residential lighting area: An experimental study. *Working Paper Sustainability and Innovation S09/2019*.

## **7. Making decisions on behalf of others**

Xu, Yilong, Xiaogeng Xu, and Steven Tucker (2018). Ambiguity attitudes in the loss domain: Decisions for self versus others. *Economics Letters* 170, 100-103.

Eriksen, Kristoffer W., Ola Kvaløy, and Miguel Luzuriaga (2020). Risk-taking on behalf of others. *Journal of Behavioral and Experimental Finance* 26, 100283.

## **8. Preference for redistribution and inequality acceptance**

Almås, Ingvild, Alexander W. Cappelen, Erik Ø. Sørensen, and Bertil Tungodden (2010). Fairness and the development of inequality acceptance. *Science* 328(5982), 1176-1178.

Almås, I., Cappelen, A.W. and Tungodden, B.,. Cutthroat capitalism versus cuddly socialism: Are Americans more meritocratic and efficiency-seeking than Scandinavians?, mimeo.