

# Recent Advances in the Economics of Philanthropy Workshop - May 17-18, 2022

Tuesday, May 17, 2022

Berlin	New York	Sydney	
2.00 pm	8.00 am	10.00 pm	Welcome
2.05 pm	8.05 am	10.05 pm	<b>Nina Xue</b> - <i>Identifying self-image concerns from motivated beliefs: Does it matter how and whom you ask?</i> (with Lata Gangadharan, Philip Grossman)
2.35 pm	8.35 am	10.35 pm	<b>Rene Bekkers</b> - <i>Heterogeneity in Substitution Effects and Mood in a Giving Experiment</i> (with Mark Ottoni-Wilhelm)
3.05 pm	9.05 am	11.05 pm	<b>Peter Werner</b> - <i>Co-benefits motivate individual donations to mitigate climate change</i> (with Christoph Feldhaus, Marvin Gleue, Andreas Löschel)
3.35 pm	9.35 am	11.35 pm	Short break (15 min)
3.50 pm	9.50 am	11.50 pm	<b>Adrian Chadi</b> - <i>Cashless Payment Option and Face-to-Face Fundraising</i> (with Laszlo Goerke, Konstantin Homolka, Sabrina Jeworrek)
4.20 pm	10.20 am	12.20 am	<b>Raphael Epperson</b> - <i>How to Design the Ask? Funding Units vs. Giving Money</i> (with Johannes Diederich, Timo Goeschl)
4.50 pm	10.50 am	12.50 am	<b>Michalis Drouvelis</b> - <i>Explaining income inequality effects in public good games</i> (with Zeyu Qiu)
5.20 pm	11.20 am	1.20 am	Short break (15 min)
5.35 pm	11.35 am	1.35 am	<b>Johanna Mollerstrom</b> - <i>Preferences for Giving Versus Preferences for Redistribution</i> (with Avner Strulov-Shlain, Dmitry Taubinsky)
6.05 pm	12.05 pm	2.05 am	<b>Benjamin M. Marx</b> - <i>When Do Transfers Respond to Need? Evidence from Natural Disasters</i> (with Tatyana Deryugina)
6.35 pm	12.35 pm	2.35 am	Short break (15 min)
6.50 pm	12.50 pm	2.50 am	<b>Deborah Kistler</b> - <i>Suggest a donation amount or not? The impact of suggested donation amounts on giving - Evidence from a large scale field experiment</i> (with Jan Schmitz, David Reinstein)
7.20 pm	1.20 pm	3.20 am	<b>Eugen Dimant</b> - <i>Strategic Behavior in Tight, Loose and Polarized Environments</i> (with Michele Gelfand, Anna Hochleitner, Silvia Sonderegger)

## Wednesday, May 18, 2021

Berlin	New York	Sydney	
2.00 pm	8.00 am	10.00 pm	Welcome
2.05 pm	8.05 am	10.05 pm	<b>Phil Grossman</b> - <i>Thumbs Down for the Thumbs Up Emoji: Experimental Evidence on the Impact of Instantaneous Positive Reinforcement on Charitable Giving</i> (with Ben Grodeck)
2.35 pm	8.35 am	10.35 pm	<b>Andrea Fazio</b> - <i>Social media charity campaigns and pro-social behavior. Evidence from the Ice Bucket Challenge</i> (with Tommaso Reggiani, Francesco Scervini)
3.35 pm	9.35 am	11.35 pm	Long break (45 min)
3.50 pm	9.50 am	11.50 pm	<b>Tommaso Reggiani</b> - <i>The Gates Effect in Public Goods Experiments: How Donors Focus on the Recipients Favored by the Wealthy</i> (with Luca Corazzini, Christopher Cotton, Enrico Longo)
4.20 pm	10.20 am	12.20 am	<b>Maja Adena</b> - <i>Can fundraising harm your core business? A field experiment on how fundraising affects ticket sales</i> (with Steffen Huck)
4.50 pm	10.50 am	12.50 am	<b>Brent Hickman</b> - <i>Toward an Understanding of Corporate Social Responsibility: Theory and field experimental evidence</i> (with Daniel Hedblom, Brent R. Hickman, and John A. List)
5.20 pm	11.20 am	1.20 am	Short break (15 min)
5.35 pm	11.35 am	1.35 am	<b>Richard Steinberg</b> - <i>Criteria for judging sectoral performance in the Sectoral Comparative Advantage Framework (SCAF)</i> (with Eleanor P. Brown and Liza Taylor)
6.05 pm	12.05 pm	2.05 am	<b>Michael Price</b> - <i>How Did COVID-19 Impact Generosity Around the Globe? Evidence from the Gallup World Poll</i> (with John List and Chien-Yu Lai)
6.35 pm	12.35 pm	2.35 am	Short break (15 min)
6.50 pm	12.50 pm	2.50 am	<b>Ragan Petrie</b> - <i>Extreme giving commitments</i> (with Marco Castillo)
7.20 pm	1.20 pm	3.20 am	<b>Catherine Eckel</b> - <i>The evolution of preferences and charitable giving: A panel study of the university years</i>