

Workshop on experimental methodology in research and for policymaking 2

Date: 21. March 2024

Time: 9:00 – 16:00

Venue: Spoločenská miestnosť V2

Program

8:30 – 9:00 Coffee and registration

9:00 – 10:00 Lata Gangadharan: “The gender leadership gap in competitive and cooperative institutions”

Authors: Catherine C. Eckel, Lata Gangadharan, Philip J. Grossman, Miranda Lambert, Nina Xue

10:00 – 10:45 Duncan James: “Hidden in Plain Sight”

10:45 – 11:15 COFFEE BREAK

11:15 – 12:00 Dagmara Celik Katreniak: “Capital Gains Tax on Property: Enhancing Compliance with Reminder Letters”

Authors: L.Cingl, D. Celik Katreniak, M.Lorko, R.Priesol, P. Rybosova and B.Tuzilova

12:00 – 12:45 Tomáš Želinský: “Exploring the Normative Feature of Aspirations”

Authors: Lata Gangadharan, Choon Wang, Tomáš Želinský

LUNCH BREAK

13:45 – 14:45 Michal Bauer: “Youngism: Experimental Evidence”

Authors: Vojtěch Bartoš, Michal Bauer, Jana Cahlíková, and Julie Chytilová

14:45 – 15:25 Anand Murugesan: “Fighting Cash-for-Votes: Experimental Evidence from India”

Authors: Anand Murugesan, Jean-Robert Tyran

15:25 – 16:00 Zuzana Brokešová: “Overqualified and Underutilised: Exploring the Drivers of Higher Education Attainment”

Authors: Zuzana Brokešová, Jana Peliová, Tomáš Želinský

16:00 Concluding remarks

Registration [here](#)

Organized with support of APVV-19-0329

Information on presentations

Lata Gangadharan: “The gender leadership gap in competitive and cooperative institutions”

Authors: Catherine C. Eckel, Lata Gangadharan, Philip J. Grossman, Miranda Lambert, Nina Xue

Several factors contribute to the underrepresentation of women in leadership positions. For instance, gender differences in preferences for risk taking, competition, as well as social preferences can create gender differences in leadership positions. Gender differences in evaluations, both by women themselves and by others also play a critical role. Another important element for the success of female leaders is the institutional environment, which will be the focus of the talk. We design a laboratory experiment to examine how the institutional environment (competitive or cooperative) affects the performance and evaluation of male and female leaders. We find that in a competitive environment, women received lower evaluations than men for the same performance and advice, while in a cooperative environment, gender had no impact on evaluations. In addition, men were consistently more willing to take on leadership roles, regardless of the environment. These findings suggest that congruence of the environment with gender stereotypes has important implications for leadership outcomes and that creating more cooperative work environments may help to mitigate the gender leadership gap.

Michal Bauer: “Youngism: Experimental Evidence”

Authors: Vojtěch Bartoš, Michal Bauer, Jana Cahlíková, and Julie Chytilová

Preferences over well-being of different generations shape social, political and economic outcomes. We document systematic bias in social preferences against young adults (“youngism”), and show that it is partly due to inaccurate beliefs that young adults face relatively little hardship. In controlled experimental tasks, respondents from a Czech nationally-representative sample allocate less money to younger adults than to their own or older age groups. This bias is widespread and similar in size to discrimination against immigrants. Further, people underestimate the prevalence of mental health problems among young adults, and provision of accurate information increases prosocial behavior toward this age group.

Tomáš Želinský: “Exploring the Normative Feature of Aspirations”

Authors: Lata Gangadharan, Choon Wang, Tomáš Želinský

While there is no consensus on the definition of aspirations in the literature, they are typically understood as individuals’ multifaceted future desires spanning various life domains. These domains encompass income, wealth, education level, occupation type and social status. Furthermore, aspirations are believed to be socially constructed, shaped by normative contexts and cultural ideals that dictate societal expectations. Thus, aspirations also reflect a shared understanding of societal members’ expectations. This normative notion of aspirations is evident in policy and institutional interventions, with the promotion of (educational) aspirations being a common policy recommendation to enhance human capital investment, although scholars caution against directing aspirations towards specific paths. Despite aspirations being extensively studied in economics and development literature, deeper insights into their mechanisms remain limited. We designed an experiment to investigate whether social pressure and peer effects are significant factors in shaping normative aspirations. Additionally, we examined social image and the disclosure of peers’ aspirations as potential mechanisms. Conducted online among 2,500 adults in the United States, our experiment utilized vignettes depicting a hypothetical high school scenario. Our findings suggest that social pressure significantly shapes normative aspirations, primarily through social image, as individuals may experience shame when aspiring to occupations perceived as requiring lower levels of education. Conversely, we did not find similar evidence for peer effects as a factor influencing normative aspirations.

Dagmara Celik Katreniak: „Capital Gains Tax on Property: Enhancing Compliance with Reminder Letters“

L.Cingl, D. Celik Katreniak, M.Lorko, R.Priesol, P. Rybosova and B.Tuzilova

I will present the results of two nationwide letter experiments (2021 and 2023) in which we aimed to improve tax compliance by sending reminder letters to potential tax evaders. I will also add results from a very recent survey experiment we conducted to understand people's perceptions of the letters and shed light on potential mechanisms behind some of the treatment results.

Duncan James: "Hidden in Plain Sight"

I would present work on isomorphism among several auctions and the Bomb Risk Elicitation Task (BRET), and what we can infer from comparison of the empirical results across those different institutions.

Anand Murugesan: „Fighting Cash-for-Votes: Experimental Evidence from India“

Anand Murugesan, Jean-Robert Tyran

Exploiting a border political discontinuity design within a band of 50 km along the Tamil Nadu-Kerala border, our findings reveal the substantial impact of two interventions in Tamil Nadu, while the effects were muted in Kerala. The conditional cooperation treatments aimed at correcting pessimistic beliefs (pluralistic ignorance) about fellow citizens' stance against vote-selling, showed a significant increase in individuals' willingness to fight C4V -- measured by their donations to a charity actively campaigning against C4V practices. The transparency treatments corrected beliefs regarding the prevalence of politicians with criminal charges or those with wealth ("crorepatis") - correcting these misconceptions causally increased individuals' willingness to pay to acquire information about the characteristics of local candidates in forthcoming elections.

Our study sheds light on the role of information in altering perceptions and encouraging civic action against C4V.

Zuzana Brokešová: „Overqualified and Underutilised: Exploring the Drivers of Higher Education Attainment“

Zuzana Brokešová, Jana Peliová, Tomáš Želinský

Overqualification may be of particular concern in countries with "free" education, including tertiary education, as this overqualification is generally financed by taxpayers. According to economic theory, in particular human capital theories, individuals pursue higher education with the expectation that investing additional years in studying will lead to higher future earnings. We conducted an incentivized online experiment to examine the effects of refuting the common perception that bachelor's education is inadequate by informing participants about selected labor market statistics. The results suggest that the motivation to obtain a master's degree is significantly stronger than any other potential factor.