

Risks and Rewards

Thursday, May 8, 2014 at the Center for the Study of Rationality

We are happy to announce this year's second joint meeting of BGU's Decision Making and Economic Psychology (DMEP) center and HU's Center for the Study of Rationality. We will meet on **Thursday May, 8th at the Center for the Study of Rationality** at HU's Givat Ram Campus, Feldman Building, lecture hall 130.

We are delighted to have **Prof. Andrew Elliot** (University of Rochester) as our international guest. Prof. Elliot, one of the most prominent researchers of human motivation, has edited the handbook of approach and avoidance motivation, and is currently Associate Editor at *Psychological Science*. His work, published in various flagship journals such as *Journal of Personality and Social Psychology*, has been cited more than 10,000 times. He is a fellow in international associations such as Association for Psychological Science, and the American Psychological Association.

The meeting is generously supported by the International Confederation for the Advancement of Behavioral Economics and Economic Psychology (ICABEEP - the umbrella organization under which IAREP and SABE coordinate joint activities), DMEP, and HU's center for the Study of Rationality. Attendance is free but requires registration [here](#). We will be happy to invite you for lunch, coffee and interesting talks. At the end of the workshop we will go for dinner (not covered). When registering please indicate whether you would like to join (1) dinner, and/or (2) the bus from and to Ben-Gurion University.

Program overview:

09:00-09:30 Coffee and gathering

09:30-09:45 Welcome – **Ilana Ritov** (Hebrew University, Rationality)

Session 1 – Chair **David Leiser** (Ben-Gurion University, DMEP)

09:45-10:45

Andrew Elliot (University of Rochester, Clinical & Social Sciences in Psychology)

*Title: **The hierarchical model of achievement motivation: Conceptual and applied issues***

10:45-11:10

Idit Shalev (Ben-Gurion University, DMEP)

*Title: **To do or not to do: The effect of embodied dryness cues on the economy of action***

11:10-11:35

Maya Tamir (Hebrew University, Psychology Department)

*Title: **Emotions as risks or rewards: Experienced utility and the evaluation of emotions***

11:35-12:00 Coffee break

Session 2 – Chair **Ilan Yaniv** (Hebrew University, Rationality)

12:00-12:25

Stephan Dickert (Vienna University of Economics & Business, Marketing)

*Title: **Deliberative decision making and reward sensitivity***

12:25-12:50

Sharoni Shafir (Hebrew University, Entomology Department)

*Title: **The evaluation of risk and reward by honey bee foragers.***

12:50-13:15

Dino Levy (Tel Aviv University, Recanati Business School and Sagol School of Neuroscience)

*Title: **Common currency in the brain – A neuroeconomic perspective***

13:15-14:15 Lunch

Session 3 – 'Blitz talks' Chairs **Idit Shalev** & **Marieke Roskes** (Ben-Gurion University, DMEP)

14:15-15:30

Yaniv Shani (Tel Aviv University, Marketing Department)

*Title: **Mixing friendship with money: Guests' monetary gifts and consumption at weddings***

Liad Bareket-Bojmel (Ben-Gurion University, DMEP)

*Title: **It's (not) all about the money: The effect of different types of spot-bonuses to increase productivity in the field.***

Moty Amar (Ono Academic College, School of Business Administration)

*Title: **Winning the Battle but Losing the War: The psychology of debt management***

Andrea Pittarello (University of Padova, Psychology Department)

*Title: **Disentangling the relationship between commission, omission and responsibility: The mediating role of people's ethical behavior***

Ruty Keinan (Ben-Gurion University, Psychology Department)

*Title: **Passive vs. active risk taking***

Amos Schurr (Ben-Gurion University, DMEP)

*Title: **The winner takes it all***

Shaul Shalvi (Ben-Gurion University, DMEP)

*Title: **Corrupt collaboration***

15:30-16:00

Coffee break

Session 4 – Chair **Rachel Barkan** (Ben-Gurion University, DMEP)

16:00-16:25

Yaacov Schul (Hebrew University, Psychology)

*Title: **Intuitive versus reasoned maximizing: The sensitivity of optimal performance to contextual constraints***

16:25-16:50

Eyal Pe'er (Bar-Ilan University, Marketing Department)

*Title: **"I cheated, but only a little" - Partial confessions are attractive but come at an emotional cost***

16:50-17:15

Marieke Roskes (Ben-Gurion University, DMEP)

*Title: **Understanding creative processes affects creativity judgments***

17:15-17:20 closing remarks: **Shaul Shalvi** (Ben-Gurion University, DMEP)

17:45 Busses leave to Be'er Sheva and dinner