

# The Behavioral Sciences Workshop

Selected Tuesdays from 12:00-1:15 p.m.  
ISPS, 77 Prospect Street, Room A002



The Behavioral Sciences Workshop is an interdisciplinary seminar series featuring speakers of broad appeal in the behavioral sciences. The workshop is held jointly between the Yale departments of Economics, Political Science, Psychology, and the School of Management (SOM). The Center for the Study of American Politics at the Yale Institution for Social and Policy Studies (ISPS) is sponsoring the workshop in its inaugural year. Lunch will be served.

This workshop meets on selected **Tuesdays from 12:00-1:15 p.m. in Room A002 at ISPS, 77 Prospect Street** during the 2015-16 academic year.

Faculty Organizers: **James Choi** in at the Yale School of Management

## SEMINAR FALL 2017

- SEP 5           **Charles Sprenger**, Economics & Rady School of Management, UC San Diego  
"Procrastination in the Field: Evidence from Tax Filing"
- SEP 19          **Christine L. Exley**, Business Administration, Harvard Business School  
"Equity Concerns are Narrowly Framed: Why Money Cannot Buy Time"
- OCT 3           **Philipp Strack**, Economic Theory & Behavioral Economics, UC Berkeley  
"Unrealistic Expectations and Misguided Learning"
- OCT 17          **Daniel Salzman**, MD, PhD, Psychiatry & Neuroscience, Columbia University  
"Neural Mechanisms for Representing and Updating Cognitive, Social, and Motivational Information in the Brain"
- OCT 31          **Jesse Shapiro**, Economics, Brown University  
"Measuring Polarization in High-Dimensional Data: Method and Application to Congressional Speech"
- NOV 14          **Stephan Meier**, Business Management, Columbia Business School  
"Intentions for Doing Good Matter for Doing Well: The (Negative) Value of Prosocial Incentives"
- NOV 28          **Jennifer S. Lerner**, Public Policy & Management, Harvard Kennedy of Government  
"Portrait of the Angry Decision Maker"
- DEC 12          **Michael Callen**, Economics, Strategic Management, Rady School of Management, UCSD  
"Why Do Defaults Affect Behavior? Experimental Evidence from Afghanistan"

More information at <http://csap.yale.edu/behavioral-sciences-workshop>.

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## SEMINAR SPRING 2018

- JAN 23      **Abigail Sussman**, Marketing, University of Chicago Booth School of Business  
“Does Knowing Your FICO Score Change Financial Behavior? Evidence from a Field Experiment with Student Loan Borrowers”
- FEB 5        **Ricardo Perez-Truglia**, Economics, UCLA Anderson School of Management  
“How Much Does Your Boss Make? The Incentive Effects of Inequality”
- FEB 20      **Craig Fox**, Management, UCLA Anderson School of Management  
“Two Dimensions of Subjective Uncertainty”
- MAR 1       **David Laibson**, Economics, Harvard University  
“Private Paternalism, the Commitment Puzzle, and Model-Free Equilibrium”
- APR 3       **Christopher J. Bryan**, Political Psychology, U Chicago Booth School of Business  
“Sticking it to the man: Harnessing adolescent values to motivate healthier dietary choices”
- MAY 1       **Frank Schilbach**, Economics, Massachusetts Institute of Technology (MIT)  
“Technology Diffusion and Appropriate Use: Evidence from Western Kenya”