The Title of This Poster Can Be Rather Long

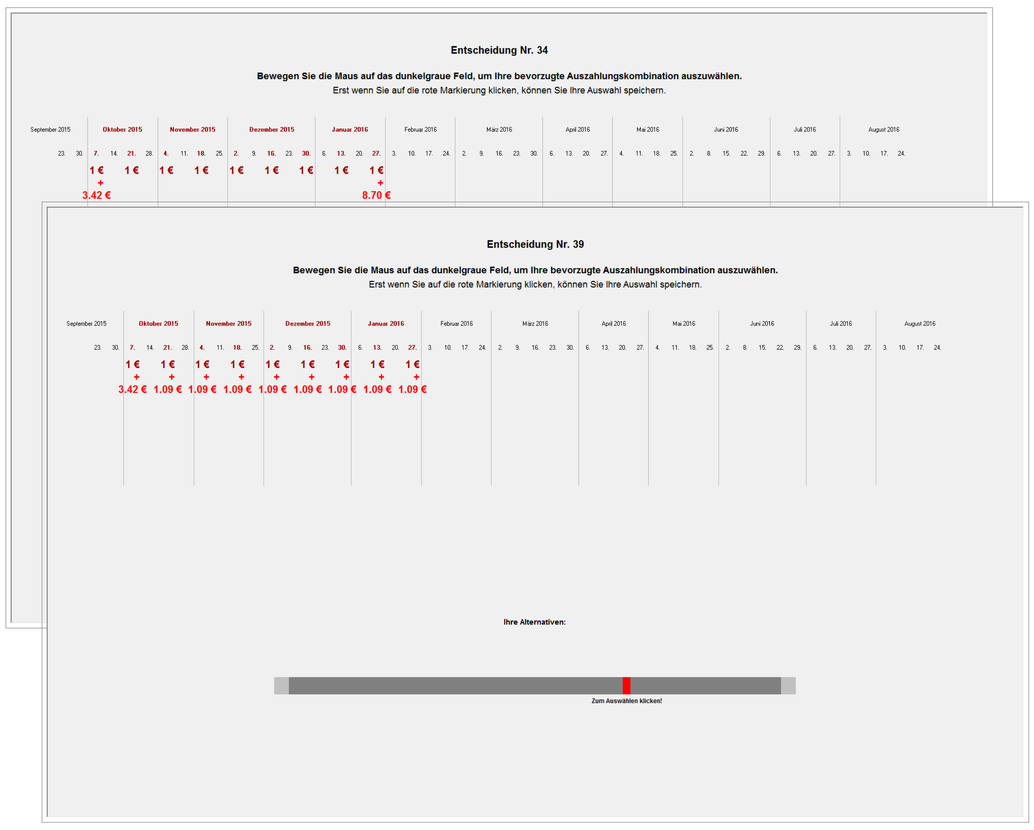
Adam Smith,[a, c] **Janet Smith**,[b, c] and Jeremiah Smith[a]

[a] University of Bonn, Germany; [b] University of Cologne, Germany (janet.smith@example.org); [c] Collaborative Research Center Transregio 224

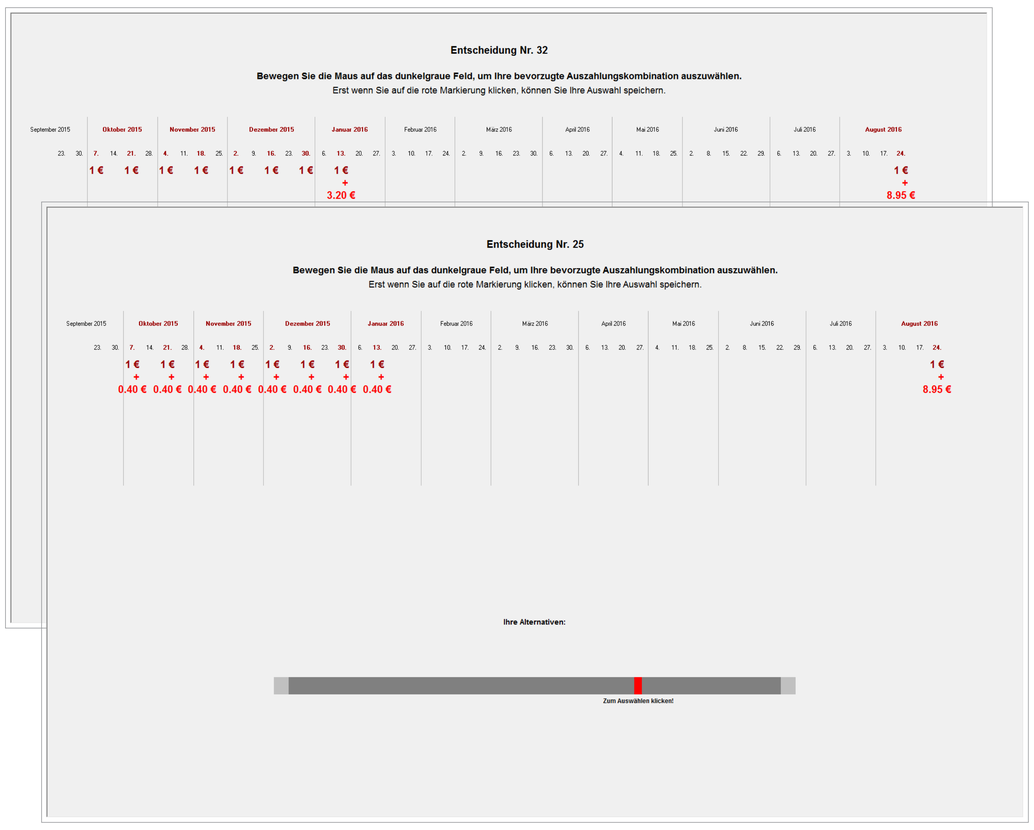
1 Figures Illustrating the Design of the Study.

These screenshots are taken from Dertwinkel-Kalt et al. (2017). *Balanced:* Both payoffs concentrated on single date ($BAL^{I}_{1:1}$, $BAL^{II}_{1:1}$). *Unbalanced:* Later ($UNBAL^{I}_{1:n}$) or earlier payoff ($UNBAL^{II}_{n:1}$) dispersed over n dates. Math test: $\chi \in \{X, Y\}$, σ_ε, c^α.

Example 1. $BAL^{I}_{1:1}$ vs. $UNBAL^{I}_{1:8}$



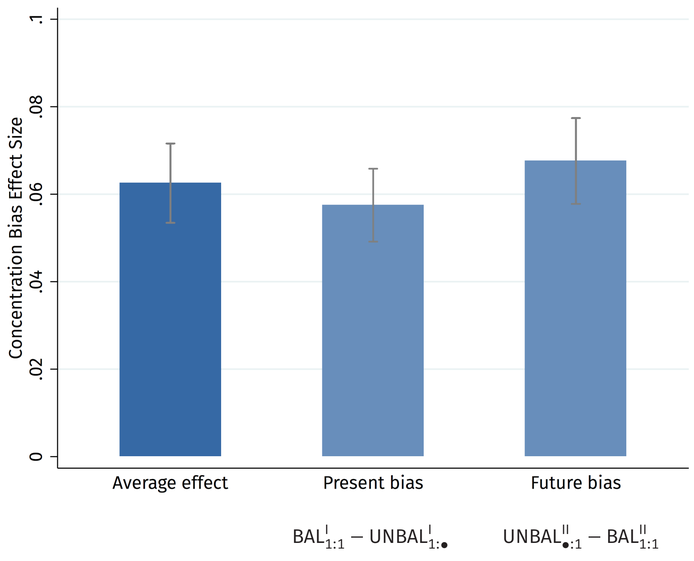
Example 2. $BAL^{II}_{1:1}$ vs. $UNBAL^{II}_{8:1}$



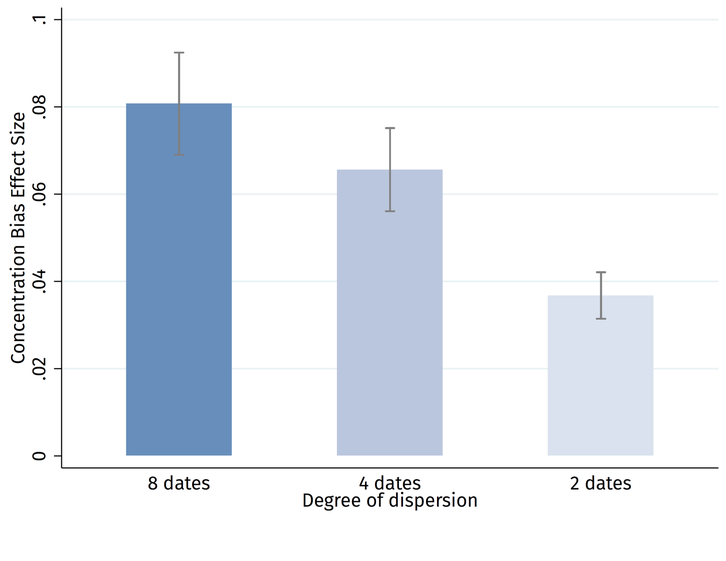
2 Our Main Results.

The charts are taken from Dertwinkel-Kalt et al. (2017). **(A)** Difference between treatment and control condition. **(B)** Heterogeneity.

A

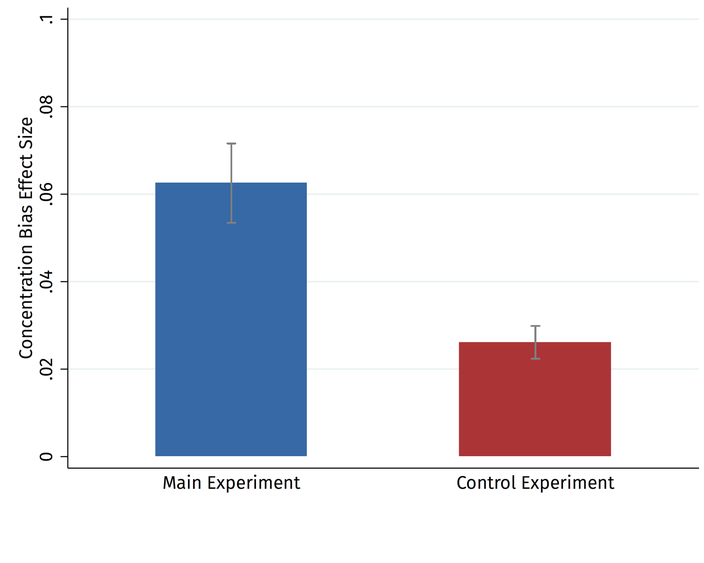


B



3 Main vs. Control Experiment.

Rule out an alternative explanation.



Introduction

Let's start with a paragraph without a bullet point. Temporal discounting is key concept in economics.

Normative model: exponential discounting. However, observed decisions are hard to explain (e.g., Dohmen et al., 2012).

- The composition of latex and of typical rubbers is given below. Math test: $\chi \in \{X, Y\}$, σ_ϵ, c^α.
- The trees are regularly tapped and the coagulated latex which exudes is collected and worked up into rubber (Kőszegi and Szeidl, 2013).
- There is no feasible method at present known of preventing the inclusion of the resin of the latex with the rubber during coagulation.
- Separation of resin from solid caoutchouc is possible.
- But it is not practicable or profitable commercially.

Design of the Study (Box 1)

- The latex of the best rubber plants furnishes from 20% to 50% of rubber.
- As the removal of the impurities of the latex is one of the essential points to be aimed at, it was thought that the use of a centrifugal machine to separate the caoutchouc as a cream from the watery part of the latex would prove to be a satisfactory process.
- The watery portion of the latex soaks into the trunk, and the soft spongy rubber which remains is kneaded and pressed into lumps or balls:

$BAL^{I}_{1:1}$, $BAL^{II}_{1:1}$: Each payment transferred on single day.

$UNBAL^{I}_{1:n}$: Earlier payoff concentrated, while later payoff dispersed over $n = 2$, 4, or 8 dates.

$UNBAL^{II}_{n:1}$: Earlier payoff dispersed over $n = 2$, 4, or 8 dates, while later payoff concentrated.

Control Experiment

- Control for alternative explanations.
- Many of the example sentences were taken from http://sentence.yourdictionary.com/latex.

Results (Boxes 2 and 3)

1. As a secondary function we may recognize the power of closing wounds, which results from the rapid coagulation of exuded latex in contact with the air.
2. In some cases (Allium, Convolvulaceae, etc.) rows of cells with latex-like contents occur, but the walls separating the individual cells do not break down.
3. The rows of cells from which the laticiferous vessels are formed can be distinguished (6.3 p.p. vs. 2.6 p.p.; $p < 0.01$).

Conclusion

- The latex exhibits a neutral, acid, or alkaline reaction, depending on the plant from which it was obtained.
- The latex is therefore usually allowed to coagulate on the tree (Kőszegi and Szeidl, 2013).
- See Dohmen et al. (2012) and Bordalo et al. (2013).
- The latex, which is usually coagulated by standing or by heating, is obtained from incisions.
- When exposed to air, the latex gradually undergoes putrefactive changes accompanied by coagulation.
- The addition of a small quantity of ammonia or of formalin to some latices has the effect of preserving them.
- There is, however, reason to believe the following.
- The coagulation of latex into rubber is not mainly of this character.

References

Bordalo, P., N. Gennaioli, and A. Shleifer. 2013. "Salience and Consumer Choice." *Journal of Political Economy* 121 (5): 803–43.

Dertwinkel-Kalt, M., H. Gerhardt, G. Riener, F. Schwerter, and L. Strang. 2017. "Concentration Bias in Intertemporal Choice." Working paper. Bonn, Germany, et al.: University of Bonn et al.

Dohmen, T., A. Falk, D. Huffman, and U. Sunde. 2012. "Interpreting Time Horizon Effects in Inter-Temporal Choice." IZA Discussion Paper 6385. Maastricht University et al.

Kőszegi, B., and A. Szeidl. 2013. "A Model of Focusing in Economic Choice." *Quarterly Journal of Economics* 128 (1): 53–104.