Ec2040
Experimental Economics

Fall 2024

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Version date: July 28, 2024

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Hours:
Class: Monday and Wednesday, 9:00 am – 10:15 pm, Littauer M-17
Sections: By announcement
Office hours Ben: Schedule on my website
Office hours Cassidy: tba, Littauer basement (or set up via email)

Course Description:
This course introduces students to the current research frontier in experimental economics and its applications. We will focus on the use of lab, internet, and lab-in-the-field experiments in establishing causal effects, testing models, illuminating mechanisms, and explaining heterogeneity in field behavior. Topics are primarily drawn from behavioral economics, and include complexity, cognitive noise, inattention, memory, motivated reasoning, social behavior and gender. Methodological topics include simple neuro process-tracing techniques, machine learning in experiments, experimental platform choice and incentives. Students will become acquainted with the process of designing and programming an experiment. Class discussions will focus on recent contributions to the experimental frontier, and we will place heavy emphasis on the development of students' own early-stage research ideas.

Prerequisites:
The course is designed for doctoral students in Economics, Business Economics, and Political Economy and Government. Students in these programs may enroll without permission. Students in other social science PhD programs on campus (such as Public Policy or Political Science) may enroll after obtaining permission if their technical background is sufficiently strong (students must have taken advanced micro theory and econometrics). Students in business school programs (DBA or at Sloan) may not enroll. Qualified undergraduates may enroll with the permission of the instructor if they have a solid background in microeconomics and econometrics at the level of advanced undergraduate courses. I do not allow Master's students or auditors (other than economics graduate students) into the class. My focus is on the Economics, BusEc and PEG students.

Course Outline

Sep 4	Introduction
Sep 9	Motivated reasoning and self-deception
Sep 11	Methods I: How to write a good experimental paper
Sep 16	Associative memory
Sep 18	Methods II: Measuring preferences / review of classical anomalies
Sep 23	Complexity, cognitive uncertainty and behavioral attenuation I
Sep 25	Complexity, cognitive uncertainty and behavioral attenuation II
Sep 30	Mental representations and attention I
Oct 2	Mental representations and attention II
Oct 7	Speech data in experiments (*guest lecture by Thomas Graeber*)
Oct 9	Methods III: Machine learning in experiments
Oct 14	*No class – Columbus / Indigenous People's Day*
Oct 16	Methods IV: Platform choice, incentives, pre-registration and more
Oct 21	Strategic interactions and collective decision making
Oct 23	*No class*
Oct 28	Gender and stereotypes (*guest lecture by Katie Coffman*)
Oct 30	Experimental finance
Nov 4	Social behavior I
Nov 6	Social behavior II
Nov 11	Lab-in-the-field experiments I
Nov 13	Lab-in-the-field experiments II: Political economy applications
Nov 18	Survey design I: Preferences
Nov 20	Survey design II: Beliefs, expectations and mental models
Nov 25	Discussion of promising research topics
Nov 27	*No class – Thanksgiving*
Dec 2	*No class*
Dec 4	Project presentations + social event

Section Outline:

Tba	Review of behavioral economics theories I
Tba	Review of behavioral economics theories II
Tba	Early-stage ideas presentations I
Tba	Early-stage ideas presentations II
Tba	Project presentations by advanced students I
Tba	Logistics of experiments I (Prolific, IRB, power calculations, Qualtrics)
Tba	Logistics of experiments II (Prolific, IRB, power calculations, Qualtrics)
Tba	Project presentations by advanced students II

Due dates:

Sep 16	First problem set (uploaded Sep 4)
Sep 30	Second problem set (uploaded Sep 16)
Oct 9	Third problem set (uploaded Sep 30)
Oct 16	First dream abstract
Oct 30	Referee report (uploaded Oct 16)
Nov 11	Second dream abstract
Nov 18	Fourth problem set (uploaded Nov 4)
Dec 2	Proposal presentation
Dec 23	Written proposal

Course requirements and grading:

Problem Sets (30%)
The problem sets will be research-oriented. The goal of the exercises will be to get you started on designing experiments that could lead to something that might have real (publication) value.

Referee Reports (15%)
In the course of the semester, I will announce three current working papers for you to write referee reports on. You need to pick two of them. I will anonymize the reports and make them available to the authors of the papers. You must upload the report in MS Word. For guidance on how to write a report, please consult the guidelines for reviewers on the AER website.

Dream abstracts (25%)
Students are required two submit two dream abstracts of around 150 words that each describe a research idea and hypothetical results.

Research Proposal and Presentation (30%)
Students are required to write a research proposal on a topic related to the themes of the class. Teamwork (two students per group) is encouraged.
Presentation (10% of grade): On the final day of class, students will present their proposal in-class.
Research Proposal (30%): The proposal is due on December 23 and must be < 10 pages long. The ideal proposal will formulate a clear research question, explain why it is important, describe in detail the empirical design, and propose a pre-analysis plan. The proposal must include fully written out experimental instructions and a separate page that illustrates an example decision sheet or decision screen shot (which does not count towards the page limit). In addition, the proposal needs to be accompanied by a separate document that contains a formal abstract and a formal introduction (3 pages) that are written under the hypothetical scenario that you have already conducted your study and identified the relationships you're hypothesizing. Thus, you will need to think carefully about what the pitch of the paper would be if you actually carry through with the project. Thus, again, this should be your "dream abstract / introduction."

Readings

One star = Recommended reading
No star = Classic / background reading for those with interest in the topic

Introduction

Enke, B. (2024). The cognitive turn in behavioral economics.

Fréchette, G. R., Sarnoff, K., & Yariv, L. (2022). Experimental economics: Past and future. *Annual Review of Economics*, *14*, 777-794.

Bernheim, B. D., DellaVigna, S., & Laibson, D. (2018). *Handbook of Behavioral Economics-Foundations and Applications 1*. Elsevier.

Bernheim, B. D., DellaVigna, S., & Laibson, D. (2019). *Handbook of Behavioral Economics-Foundations and Applications 2*. Elsevier.

Fréchette, G. R., & Schotter, A. (Eds.). (2015). *Handbook of experimental economic methodology*. Oxford University Press.

Samuelson, L. (2005). Economic theory and experimental economics. *Journal of Economic Literature*, *43*(1), 65-107.

Levitt, S. D., & List, J. A. (2007). What do laboratory experiments measuring social preferences reveal about the real world?. *Journal of Economic perspectives*, *21*(2), 153-174.

Camerer, C. (2011). The promise and success of lab-field generalizability in experimental economics: A critical reply to Levitt and List. *Available at SSRN 1977749*.

Camerer, C. F., Dreber, A., Forsell, E., Ho, T. H., Huber, J., Johannesson, M., ... & Wu, H. (2016). Evaluating replicability of laboratory experiments in economics. *Science*, *351*(6280), 1433-1436.

Motivated Reasoning and Self-Deception

* Thaler, M. (Forthcoming). The Fake News Effect: Experimentally Identifying Motivated Reasoning Using Trust in News. *American Economic Journal: Microeconomics*.

* Huffman, D., Raymond, C., & Shvets, J. (2022). Persistent overconfidence and biased memory: Evidence from managers. *American Economic Review*, *112*(10), 3141-3175.

* Zimmermann, F. (2020). The dynamics of motivated beliefs. *American Economic Review*, *110*(2), 337-363.

* Schwardmann, P., Tripodi, E., & Van der Weele, J. J. (2022). Self-persuasion: Evidence from field experiments at international debating competitions. *American Economic Review*, *112*(4), 1118-1146.

* Exley, C. L., & Kessler, J. B. (2019). Motivated errors (No. w26595). *National Bureau of Economic Research.*

* Bursztyn, L., Egorov, G., Haaland, I., Rao, A., & Roth, C. (2023). Justifying dissent. *The Quarterly Journal of Economics*, *138*(3), 1403-1451.

* Möbius, M. M., Niederle, M., Niehaus, P., & Rosenblat, T. S. (2022). Managing self-confidence: Theory and experimental evidence. *Management Science*, *68*(11), 7793-7817.

Gödker, K., Jiao, P., & Smeets, P. (2021). Investor memory. *Available at SSRN 3348315*.

Saccardo, S., & Serra-Garcia, M. (2023). Enabling or limiting cognitive flexibility? evidence of demand for moral commitment. *American Economic Review*, *113*(2), 396-429.

Di Tella, R., Perez-Truglia, R., Babino, A., & Sigman, M. (2015). Conveniently Upset: Avoiding Altruism by Distorting Beliefs about Others' Altruism. *The American Economic Review*, *105*(11), 3416-3442.

Engelmann, J., Lebreton, M., Schwardmann, P., van der Weele, J. J., & Chang, L. A. (2019). Anticipatory anxiety and wishful thinking.

Exley, C. L. (2016). Excusing selfishness in charitable giving: The role of risk. *The Review of Economic Studies*, *83*(2), 587-628.

Bénabou, R., & Tirole, J. (2016). Mindful economics: The production, consumption, and value of beliefs. *The Journal of Economic Perspectives*, *30*(3), 141-164.

Golman, R., Hagmann, D., & Loewenstein, G. (2017). Information avoidance. *Journal of economic literature*, *55*(1), 96-135.

Associative memory

* Bordalo, P., Conlon, J. J., Gennaioli, N., Kwon, S. Y., & Shleifer, A. (2023). Memory and probability. The Quarterly Journal of Economics, 138(1), 265-311.

* Enke, B., Schwerter, F. & Zimmermann, F. (2024). Associative Memory, Beliefs and Market interactions. *Journal of Financial Economics*.

* Graeber, T., Zimmermann, F., & Roth, C. (2024). Stories, statistics, and memory. *Quarterly Journal of Economics*.

* Jiang, Z., Liu, H., Peng, C., & Yan, H. (2022). Investor Memory and Biased Beliefs: Evidence from the Field. Available at SSRN.

Measuring preferences / review of classical anomalies

Augenblick, N., Niederle, M., & Sprenger, C. (2015). Working over time: Dynamic inconsistency in real effort tasks. *The Quarterly Journal of Economics*, *130*(3), 1067-1115.

Ericson, K. M., & Laibson, D. (2019). Intertemporal choice. In *Handbook of behavioral economics: Applications and foundations 1* (Vol. 2, pp. 1-67). North-Holland.

Benjamin, D. J., Brown, S. A., & Shapiro, J. M. (2013). Who is 'behavioral'? Cognitive ability and anomalous preferences. *Journal of the European Economic Association*, *11*(6), 1231-1255.

Complexity, cognitive uncertainty and behavioral attenuation I

* Enke, B., Graeber, T., Oprea, R. & Yang, J. (2024). Behavioral attenuation.

* Enke, B., & Graeber, T. (2024). Cognitive uncertainty. *Quarterly Journal of Economics*.

* Oprea, R. (2024). Decisions under risk are decisions under complexity. *American Economic Review*.

* Agranov, M., & Ortoleva, P. (2017). Stochastic choice and preferences for randomization. *Journal of Political Economy*, *125*(1), 40-68.

* Nielsen, K., & Rehbeck, J. (2022). When choices are mistakes. *American Economic Review*, *112*(7), 2237-2268.

Frydman, C., & Jin, L. J. (2022). Efficient coding and risky choice. *The Quarterly Journal of Economics*, *137*(1), 161-213.

Xiang, Y., Graeber, T., Enke, B., & Gershman, S. J. (2021). Confidence and central tendency in perceptual judgment. *Attention, Perception, & Psychophysics*, *83*, 3024-3034.

Abeler, J., & Jäger, S. (2015). Complex tax incentives. *American Economic Journal: Economic Policy*, *7*(3), 1-28.

Gabaix, X. (2019). Behavioral inattention. In *Handbook of behavioral economics: Applications and foundations 1* (Vol. 2, pp. 261-343). North-Holland.

Hartzmark, S. M., Hirshman, S. D., & Imas, A. (2021). Ownership, learning, and beliefs. *The Quarterly journal of economics*, *136*(3), 1665-1717.

Butler, D. J., & Loomes, G. C. (2007). Imprecision as an account of the preference reversal phenomenon. *American Economic Review*, *97*(1), 277-297.

Complexity, cognitive uncertainty and behavioral attenuation II

* Enke, B., & Shubatt, C. (2023). Quantifying Lottery Choice Complexity. *Working Paper*

* Enke, B., Graeber, T., & Oprea, R. (2023). Complexity and Time (No. w31047). *National Bureau of Economic Research.*

* Imas, A., Kuhn, M. A., & Mironova, V. (2022). Waiting to choose: The role of deliberation in intertemporal choice. *American Economic Journal: Microeconomics*, *14*(3), 414-440.

* Oprea, R. (2020). What makes a rule complex?. *American economic review*, *110*(12), 3913-3951.

Puri, I. (2024). Simplicity and risk. *Journal of Finance*.

Kendall, C. and Oprea, R. (Forthcoming), On the Complexity of Forming Mental Models. *Quantitative Economics*

Esponda, I., & Vespa, E. (2023). Contingent Preferences and the Sure-Thing Principle: Revisiting Classic Anomalies in the Laboratory. *Review of Economic Studies.*

Esponda, I., & Vespa, E. (2014). Hypothetical thinking and information extraction in the laboratory. *American Economic Journal: Microeconomics*, *6*(4), 180-202.

Martínez-Marquina, A., Niederle, M., & Vespa, E. (2019). Failures in contingent reasoning: The role of uncertainty. *American Economic Review*, *109*(10), 3437-3474.

Attention and focusing

* Dertwinkel-Kalt, M., Gerhardt, H., Riener, G., Schwerter, F., & Strang, L. (2022). Concentration bias in intertemporal choice. *The Review of Economic Studies*, 89(3), 1314-1334.

* Somerville, J. (2022). Range-Dependent Attribute Weighting in Consumer Choice: An Experimental Test. *Econometrica*, *90*(2), 799-830.

Belief updating

* Augenblick, N., Lazarus, E., & Thaler, M. (2021). Overinference from weak signals and underinference from strong signals. *arXiv preprint arXiv:2109.09871*.

Ba, C., Bohren, J. A., & Imas, A. (2022). Over-and underreaction to information. *Available at SSRN*.

Benjamin, D. J. (2019). Errors in probabilistic reasoning and judgment biases. *Handbook of Behavioral Economics: Applications and Foundations 1*, *2*, 69-186.

Experimental Methods

* Gillen, B., Snowberg, E., & Yariv, L. (2019). Experimenting with measurement error: Techniques with applications to the caltech cohort study. *Journal of Political Economy*, *127*(4), 1826-1863.

* Snowberg, E., & Yariv, L. (2021). Testing the waters: Behavior across participant pools. *American Economic Review*, *111*(2), 687-719.

* De Quidt, J., Haushofer, J., & Roth, C. (2018). Measuring and bounding experimenter demand. *American Economic Review*, *108*(11), 3266-3302.

* Danz, D., Vesterlund, L., & Wilson, A. J. (2022). Belief elicitation and behavioral incentive compatibility. *American Economic Review*, *112*(9), 2851-2883.

Gupta, N., Rigotti, L., & Wilson, A. (2021). The Experimenters' Dilemma: Inferential Preferences over Populations. arXiv preprint arXiv:2107.05064.

Zizzo, D. J. (2010). Experimenter demand effects in economic experiments. *Experimental Economics*, *13*(1), 75-98.

Camerer, C. F., & Hogarth, R. M. (1999). The effects of financial incentives in experiments: A review and capital-labor-production framework. *Journal of risk and uncertainty*, *19*, 7-42.

Enke, B., Gneezy, U., Hall, B., Martin, D., Nelidov, V., Offerman, T., & Van De Ven, J. (2023). Cognitive biases: Mistakes or missing stakes?. *The Review of Economics and Statistics*, *105*(4), 818-832.

DellaVigna, S., & Pope, D. (2018). What motivates effort? Evidence and expert forecasts. *The Review of Economic Studies*, *85*(2), 1029-1069.

Rubinstein, A. (2016). A typology of players: Between instinctive and contemplative. *The Quarterly Journal of Economics*, *131*(2), 859-890.

Arieli, A., Ben-Ami, Y., & Rubinstein, A. (2011). Tracking decision makers under uncertainty. *American Economic Journal: Microeconomics*, *3*(4), 68-76.

Bartoš, V., Bauer, M., Chytilová, J., & Matějka, F. (2016). Attention discrimination: Theory and field experiments with monitoring information acquisition. *American Economic Review*, *106*(6), 1437-75.

Strategic interactions and collective decision making

* Enke, B., Graeber, T., & Oprea, R. (2023). Confidence, self-selection, and bias in the aggregate. *American Economic Review*, *113*(7), 1933-1966.

Crawford, V. P., Costa-Gomes, M. A., & Iriberri, N. (2013). Structural models of nonequilibrium strategic thinking: Theory, evidence, and applications. *Journal of Economic Literature, 51(1), 5-62.*

Eyster, E. (2019). Errors in strategic reasoning. *Handbook of Behavioral Economics: Applications and Foundations 1*, *2*, 187-259.

Embrey, M., Fréchette, G. R., & Yuksel, S. (2018). Cooperation in the finitely repeated prisoner's dilemma. The Quarterly Journal of Economics, 133(1), 509-551.

Dal Bó, E., Dal Bó, P., & Eyster, E. (2018). The demand for bad policy when voters underappreciate equilibrium effects. The Review of Economic Studies, 85(2), 964-998.

Alaoui, L., & Penta, A. (2016). Endogenous depth of reasoning. *The Review of Economic Studies*, *83*(4), 1297-1333.

Brocas, I., & Carrillo, J. D. (2021). Steps of reasoning in children and adolescents. *Journal of Political Economy*, *129*(7).

Information aggregation and incorrect mental models

* Enke, B. (2020). What you see is all there is. *The Quarterly Journal of Economics*, *135*(3), 1363-1398.

* Enke, B., & Zimmermann, F. (2019). Correlation neglect in belief formation. *The Review of Economic Studies*, *86*(1), 313-332.

* Esponda, I., Vespa, E., & Yuksel, S. (2020). Mental models and learning: The case of base-rate neglect. *Working Paper.*

Graeber, T. (2023). Inattentive inference. Journal of the European Economic Association, 21(2), 560-592.

Hanna, R., Mullainathan, S., & Schwartzstein, J. (2014). Learning through noticing: Theory and evidence from a field experiment. *The Quarterly Journal of Economics*, *129*(3), 1311-1353.

Machine Learning in Experiments

* Zhu, J.-Q., Peterson, J., Enke, B. & Griffiths, T. (2024). Understanding the complexity of human strategic decision making with machine learning.

* Peterson, J. C., Bourgin, D. D., Agrawal, M., Reichman, D., & Griffiths, T. L. (2021). Using large-scale experiments and machine learning to discover theories of human decision-making. *Science*, *372*(6547), 1209-1214.

* Fudenberg, D., & Liang, A. (2019). Predicting and understanding initial play. *American Economic Review*, 109(12), 4112-41.

* Fudenberg, D., Kleinberg, J., Liang, A., & Mullainathan, S. (2022). Measuring the completeness of economic models. *Journal of Political Economy*, *130*(4), 956-990.

* Li, X., & Camerer, C. F. (2022). Predictable effects of visual salience in experimental decisions and games. *The Quarterly Journal of Economics*, *137*(3), 1849-1900.

Bose, D., Cordes, H., Nolte, S., Schneider, J. C., & Camerer, C. F. (2022). Decision weights for experimental asset prices based on visual salience. *The Review of Financial Studies*, *35*(11), 5094-5126.

Fudenberg, D., & Liang, A. (2020). Machine learning for evaluating and improving theories. ACM SIGecom Exchanges, 18(1), 4-11.

Camerer, C. F. (2019). 24. Artificial Intelligence and Behavioral Economics. In The Economics of Artificial Intelligence (pp. 587-610). University of Chicago Press.

Hartford, J. S., Wright, J. R., & Leyton-Brown, K. (2016). Deep learning for predicting human strategic behavior. *Advances in neural information processing systems*, *29*.

Dynamic decision making

* Heimer, R. Z., Iliewa, Z., Imas, A., & Weber, M. (2023). Dynamic inconsistency in risky choice: Evidence from the lab and field (No. w30910). *National Bureau of Economic Research*

* Imas, A. (2016). The realization effect: Risk-taking after realized versus paper losses. American Economic Review, 106(8), 2086-2109.

* Bohren, J. A., Imas, A., & Rosenberg, M. (2019). The dynamics of discrimination: Theory and evidence. *American economic review*, *109*(10), 3395-3436.

Social behavior I

Abeler, J., Nosenzo, D., & Raymond, C. (2019). Preferences for truth-telling. *Econometrica*, *87*(4), 1115-1153.

Butera, L., Metcalfe, R., Morrison, W., & Taubinsky, D. (2022). Measuring the welfare effects of shame and pride. American Economic Review, 112(1), 122-168.

* Bursztyn, L., Fujiwara, T., & Pallais, A. (2017). 'Acting wife': Marriage market incentives and labor market investments. *American Economic Review*, *107*(11), 3288-3319.

Andreoni, J., & Bernheim, B. D. (2009). Social image and the 50–50 norm: A theoretical and experimental analysis of audience effects. *Econometrica*, *77*(5), 1607-1636.

Bursztyn, L., & Jensen, R. (2017). Social image and economic behavior in the field: Identifying, understanding, and shaping social pressure. *Annual Review of Economics*, *9*, 131-153.

Dana, J., Weber, R. A., & Kuang, J. X. (2007). Exploiting moral wiggle room: experiments demonstrating an illusory preference for fairness. *Economic Theory*, *33*, 67-80.

Social behavior II

* Cappelen, A. W., Cappelen, C., & Tungodden, B. (Forthcoming). Second-Best Fairness: The Trade-off between False Positives and False Negatives. *American Economic Review*.

* Almås, I., Cappelen, A. W., & Tungodden, B. (2020). Cutthroat capitalism versus cuddly socialism: Are Americans more meritocratic and efficiency-seeking than Scandinavians?. *Journal of Political Economy*, 128(5), 1753-1788.

* Ambuehl, S., Bernheim, B. D., & Ockenfels, A. (2021). What motivates paternalism? An experimental study. *American economic review*, 111(3), 787-830.

Cappelen, A. W., Konow, J., Sørensen, E. Ø., & Tungodden, B. (2013). Just luck: An experimental study of risk-taking and fairness. *American Economic Review*, *103*(4), 1398-1413.

Gender and stereotypes

* Babcock, L., Recalde, M. P., Vesterlund, L., & Weingart, L. (2017). Gender differences in accepting and receiving requests for tasks with low promotability. *The American Economic Review*, *107*(3), 714-747.

Bordalo, P., Coffman, K., Gennaioli, N., & Shleifer, A. (2016). Stereotypes. *The Quarterly Journal of Economics*, *131*(4), 1753-1794.

Coffman, K. B. (2014). Evidence on self-stereotyping and the contribution of ideas. *The Quarterly Journal of Economics*, *129*(4), 1625-1660.

Coffman, K., Collis, M., & Kulkarni, L. (2019). Stereotypes and belief updating. *Working Paper*.

Carlana, M. (2019). Implicit stereotypes: Evidence from teachers' gender bias. *The Quarterly Journal of Economics*, *134*(3), 1163-1224.

Bordalo, P., Coffman, K., Gennaioli, N., & Shleifer, A. (2019). Beliefs about gender. *American Economic Review*, *109*(3), 739-773.

* Exley, C. L., & Kessler, J. B. (2022). The gender gap in self-promotion. *The Quarterly Journal of Economics*, *137*(3), 1345-1381.

Lab-in-the-field experiments I

* Alan, S., Baysan, C., Gumren, M., & Kubilay, E. (2021). Building social cohesion in ethnically mixed schools: An intervention on perspective taking. *The Quarterly Journal of Economics*, 136(4), 2147-2194.

* Blouin, A., & Mukand, S. W. (2019). Erasing ethnicity? Propaganda, nation building, and identity in Rwanda. *Journal of Political Economy*, *127*(3), 1008-1062.

* Kosse, F., Deckers, T., Pinger, P., Schildberg-Hörisch, H., & Falk, A. (2020). The formation of prosociality: causal evidence on the role of social environment. *Journal of Political Economy*, *128*(2), 434-467.

* Alan, S., & Ertac, S. (2018). Fostering patience in the classroom: Results from randomized educational intervention. *Journal of Political Economy*, *126*(5), 1865-1911.

Cappelen, A., List, J., Samek, A., & Tungodden, B. (2020). The effect of early-childhood education on social preferences. *Journal of Political Economy*, *128*(7), 2739-2758.

Lab-in-the-field experiments II

* Bursztyn, L., Handel, B., Jimenez-Duran, R. & Roth, C. (2024). When product markets become collective traps: the case of social media.

* Bursztyn, L., Egorov, G., & Fiorin, S. (2020). From extreme to mainstream: The erosion of social norms. *American economic review*, *110*(11), 3522-3548.

* Macchi, E. (2023). Worth your weight: experimental evidence on the benefits of obesity in low-income countries. *American Economic Review*, *113*(9), 2287-2322.

Braghieri, L. (2021). Political correctness, social image, and information transmission. *Working Paper.*

Enke, B., Rodríguez-Padilla, R., & Zimmermann, F. (2023). Moral Universalism and the Structure of Ideology. *The Review of Economic Studies*, 90(4), 934-1962.

Cross-country surveys and experiments

* Cappelen, A. W., Enke, B., & Tungodden, B. (2042). Universalism: Global evidence. *American Economic Review*.

* Almas, I., Cappelen, A., Sorensen, E. & Tungodden, B. (2023). Fairness across the world. *Working Paper.*

* Cohn, A., Maréchal, M. A., Tannenbaum, D., & Zünd, C. L. (2019). Civic honesty around the globe. *Science*, *365*(6448), 70-73.

Falk, A., Becker, A., Dohmen, T., Enke, B., Huffman, D., & Sunde, U. (2018). Global evidence on economic preferences. *The Quarterly Journal of Economics*, *133*(4), 1645-1692.

Survey design

Haaland, I., Roth, C., & Wohlfart, J. (2023). Designing information provision experiments. *Journal of economic literature*, *61*(1), 3-40.

Falk, A., Neuber, T., & Strack, P. (2021). Limited self-knowledge and survey response behavior. *Working Paper.*

Delavande, A., & Zafar, B. (2019). University choice: The role of expected earnings, nonpecuniary outcomes, and financial constraints. *Journal of Political Economy*, *127*(5), 2343-2393.

Wiswall, M., & Zafar, B. (2016). Human capital investments and expectations about career and family (No. w22543). *National Bureau of Economic Research*.