



Behavioral Legal Studies – Cognition, Motivation, and Moral Judgment

Research Workshop of the Israel Science Foundation

Jerusalem and Ramat-Gan, June 9-12, 2014

Monday, June 9, 2014

Faculty of Law, Hebrew University, Hall 302

17:30

Chair: **Doron Teichman**

Greetings: **Yuval Shany**, Dean of the Faculty of Law, Hebrew University

Daniel Kahneman – Reflections on Psychology, Economics, and Law

Interviewing: **Ilana Ritov, Eyal Zamir**

Tuesday, June 10, 2014

Beit Meirsdorf, Room 503, Mt. Scopus, Jerusalem

9:00-9:30 – Gathering

9:30-11:00 – **First Session**

Chair: **Yaacov Schul**

- **Paul Slovic** – Errors in the Arithmetic of Compassion: Implications for Lifesaving and Law
- **David Lagnado** – Spreading the Blame

11:00-11:30 – Coffee Break

11:30-13:00 – **Second Session**

Chair: **Ilana Yaniv**

- **Ilana Ritov** – Other-oriented Decisions: The Role of Identifiability
- **Tehila Kogut** – Willingness to Help and Willingness to Punish Identified and Unidentified Targets: The Role of Perceived Responsibility and Blame

13:00-14:00 – Lunch

14:00-16:30 – **Third Session**

Chair: **Eliran Halali**

- **Shaul Shalvi** – From Collaboration to Corruption
- **Shahar Ayal** (with Rachel Barkan, Francesca Gino & Dan Ariely) – Reducing Ethical Dissonance: How People Behave Unethically and Maintain a Clear Conscience (Mini-Break)
- **Netta Barak-Koren** (with Fiery Cushman, Chia-Jung Tsay & Max Bazerman) – Deliberating Over Moral Intuitions: The Counter-Intuitive Effects of Considering Two Moral Dilemmas at the Same Time

16:30-17:00 – Coffee Break

17:00-18:30 – **Fourth Session**

Beit Meirsdorf, Room 405, Mt. Scopus, Jerusalem

Chair: **Michal Shur-Ofry**

- **Tal Zarsky** (with Shmuel Becher) – Minding the Gap
- **Uriel Haran** – A Person-organization Discontinuity in Ethical Judgment

Wednesday, June 11, 2014

Beit Meirsdorf, Room 405, Mt. Scopus, Jerusalem

8:50-9:00 – Gathering

9:00-10:30 – **First Session**

Chair: **Yehonatan Givati**

- **Omer Dekel** (with Yoav Dotan) – Cognitive Bias in Government Procurement
- **Amos Schurr** (with Omer Dekel & Simone Moran) – Qualifying Faults: The Role of Professionalism and Accountability in Bidding Procedures

10:30-11:00 – Coffee Break

11:00-12:30 – **Second Session**

Chair: **Assaf Hamdani**

- **Avishalom Tor** – Law in a Behaviorally-Complex World
- **Yuval Feldman** – An Experimental Analysis of the Effect of Specificity on Compliance and Performance

Commentator – **Maya Bar-Hillel**

12:30-13:30 – Lunch

13:30-15:00 – **Third Session**

Chair: **Keren Weinshall-Margel**

- **Inbar Levy** – Chronicle of a Decision Foretold: Interim Remedies and the Confirmation Bias

Commentator – **Shay Lavie**

- **Carsten De Dreu** (with Femke S. Ten Velden) – Groups as Motivated Information Processors: Implications for Decision Making among Judges

15:00-15:20 – Coffee Break

15:20- 16:50 – **Fourth Session**

Chair: **Yaacov Kareev**

- **Ido Erev** (with **Alvin Roth**) – Maximization, Learning and Economic Behavior
- **Eyal Zamir** (with Daphna Lewinsohn-Zamir & Ilana Ritov) – It's Now or Never!

Commentator – **Barak Medina**

17:00 – **Poster Session**

Thursday, June 12, 2014

Bar-Ilan University, Faculty of Law Building (306), Hall 200, 2nd Floor

8:30-9:00 – Gathering

9:00-10:40 – **First Session**

Chair: **Oren Perez**

Greetings: **Shahar Lifshitz**, Dean of the Faculty of Law, Bar-Ilan University

- **Jeffery Rachlinski** (with Andrew J. Wistrich & Chris Guthrie) – Do Judges' Feelings about Litigants Influence Their Decisions?

Commentator – **Julia Shamir**

- **Doron Teichman** (with Yuval Feldman & Amos Schurr) – Anchoring Legal Standards: An Empirical Examination

Commentator – **Yoed Halbersberg**

10:40-11:00 – Coffee Break

11:00-12:30 – **Second Session**

Chair: **Eyal Pe'er**

- **Alon Harel** (with Yuval Procaccia & Ilana Ritov) – Bargaining in the Shadow of Employment Law: An Experimental Study
Commentator: **Lilach Lurie**
- **Adi Ayal** – Networks of Addiction: Mediating Institutions and Consumer Choice

12:30-13:30 – Lunch

13:30-16:00 – **Third Session**

Chair: **Shai Stern**

- **David Hoffman** (with Tess Wilkinson-Ryan) – Intuitions About Contract Formation
Commentator – **Adi Libson**
- **Zev Eigen** – An Experimental Test of the Effectiveness of Terms & Conditions (mini-break)

- **Moran Ofir** (with Yevgeny Mugerman and Zvi Wiener) – How Homeowners Choose between Fixed and Adjustable Rate Mortgages?

16:00-16:30 – Coffee Break

16:30-18:00 – **Fourth Session:**

Chair: **Ruth Halperin-Kaddari**

- **Ronen Perry** (with Oren Gazal-Ayal and Chen Toboul) – Biases in Perception of Judgments
- **Tamar Kricheli-Katz** (with Tali Regev) – Women and Men in Product Markets: Evidence from eBay

For more information, please visit our website at http://law.huji.ac.il/calendar.asp?act=event&event_id=4035&at=494&thepage=irujim

For events at the Hebrew University (9-11/6)

Please confirm participation in advance at elsconferences@gmail.com

Entrance to campus: By car - please present ID and this invitation at the Humanities Gate; Pedestrians - please present ID and this invitation at any pedestrian gate.

For events at Bar Ilan University (12/6)

Please confirm participation in advance at events.law@mail.biu.ac.il

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