

4th Annual Conference on Experimental Sociology, Utrecht University Hall - Program

Wednesday, August 31, 2022

12:30 –	Room: Hallway to the left of main entrance Registration		
13:00 – 14:00	Room: Zaal 1636 Welcome & invited talk by Milena Tsvetkova (LSE) 'Sociological Research with Games and Gamification'		
14:00 – 14:10	Short break		
14:10 – 15:30	Session 1 (Room: Zaal 1636): Experimental methods (Chair: Przepiorka) <ol style="list-style-type: none"> 1. 'From ideal experiments to ideal research designs (IDRs): What they are and why we should use them more.' Paul Bauer 2. 'Understanding labour market discrimination mechanisms: Methodological potential of using eye tracking in vignette experiments.' Eva van Belle 3. 'Under which conditions are factorial survey results valid? Comparing hiring decisions between a field and a vignette experiment.' Martin Neugebauer 4. 'Using Deepfakes for Experiments in the Social Sciences: A Study on Discrimination in the Job Application Process.' Juliane Kühn 		
15:30 – 16:00	Room: Belle van Zuylenzaal / Descarteshof Coffee break		
16:00 – 17:20	<table border="0" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> Session 2a (Room: Kanunnikenzaal) Trust & cooperation in the field (Chair: Kanitsar) <ol style="list-style-type: none"> 1. 'Who Leaves the Bike Unlocked? A Natural Field Experiment on Generalized Trust and Ethnic Discrimination.' Georg Kanitsar 2. 'Social Status, Discrimination and Empathy With Strangers. A Field Experiment on Prosociality.' Andreas Diekmann 3. 'The impact of terrorist attacks on trust in institutions: a multi-site natural experiment.' Christof Nägel 4. 'Compliance and Civic Engagement: Evidence from a Field Experiment in Argentina.' Krzysztof Krakowski </td> <td style="width: 50%; vertical-align: top;"> Session 2b (Room: Westerdijkkamer) Preferences & incentives in education & labor market policies (Chair: Möser) <ol style="list-style-type: none"> 1. 'Salary, Flexibility or Career Opportunity? A choice experiment on gender specific job preferences.' Sara Möser 2. 'Family policy: a vignette experiment on paternity leave.' Stéfanie André 3. 'What matters more: Labor market disclosure or role-models? Results from an experiment testing two mechanisms aimed at the reduction of inequality in higher education.' Bent Sortkaer 4. 'Boys provide more cognitive effort than girls when material incentives are present.' Jonas Radl </td> </tr> </table>	Session 2a (Room: Kanunnikenzaal) Trust & cooperation in the field (Chair: Kanitsar) <ol style="list-style-type: none"> 1. 'Who Leaves the Bike Unlocked? A Natural Field Experiment on Generalized Trust and Ethnic Discrimination.' Georg Kanitsar 2. 'Social Status, Discrimination and Empathy With Strangers. A Field Experiment on Prosociality.' Andreas Diekmann 3. 'The impact of terrorist attacks on trust in institutions: a multi-site natural experiment.' Christof Nägel 4. 'Compliance and Civic Engagement: Evidence from a Field Experiment in Argentina.' Krzysztof Krakowski 	Session 2b (Room: Westerdijkkamer) Preferences & incentives in education & labor market policies (Chair: Möser) <ol style="list-style-type: none"> 1. 'Salary, Flexibility or Career Opportunity? A choice experiment on gender specific job preferences.' Sara Möser 2. 'Family policy: a vignette experiment on paternity leave.' Stéfanie André 3. 'What matters more: Labor market disclosure or role-models? Results from an experiment testing two mechanisms aimed at the reduction of inequality in higher education.' Bent Sortkaer 4. 'Boys provide more cognitive effort than girls when material incentives are present.' Jonas Radl
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17:20 – 17:30	Short break		
17:30 – 19:00	Room: Belle van Zuylenzaal / Descarteshof Reception		

Thursday, September 1, 2022

09:00 – 10:20	<p>Session 3a (Room: Kanunnikenzaal) Media, information, & social influence (Chair: Wuestenenk)</p> <ol style="list-style-type: none"> 1. 'Evidence of private-public opinion discrepancy on an online discussion platform.' Nick Wuestenenk 2. 'Social sanctions against online hate speech: three experiments on counterspeech.' Amalia Alvarez Benjumea 3. 'What makes media contents credible? Ideas on measuring confirmation bias and the impact of visual layout in a factorial survey on Covid19-related media contents.' Sandra Walzenbach 4. 'Social Construction among Contrarians: A Field Experiment on a Betting Exchange.' Dirk Gerritsen 	<p>Session 3b (Room: Westerdijkkamer) Measuring trust in people & AI (Chair: Landesvatter)</p> <ol style="list-style-type: none"> 1. 'How valid are trust survey measures? New insights from open-ended probing data and supervised machine learning.' Camille Landesvatter 2. 'Beauty Premium' for Whom? The combined effects of ethnicity and attractiveness on trust.' Joshua Hellyer 3. 'Quality or Similarity? Relationship History, Group Identity and Dyadic Persistence.' Yiftach Yamar & Taylor Holdaway 4. 'Trust in algorithmic decision-making: from best plays in Blackjack and Yahtzee to diagnosing cancer.' Chris Snijders
10:20 – 10:50	<p>Room: Belle van Zuylenzaal / Descarteshof Coffee break</p>	
10:50 – 12:10	<p>Session 4a (Room: Kanunnikenzaal) Reputation formation in cooperation, competition & revenge (Chair: Szekely)</p> <ol style="list-style-type: none"> 1. 'How Cultures of Honour Emerge: Creating Norms of Revenge in the Online Laboratory.' Aron Szekely 2. 'Forgiveness, Revenge, and Social Status in Groups.' Stephen Benard 3. 'Revenge and Forgiveness across Cultures.' Davide Barrera 4. 'Rewarding reputation in generalized exchange: the role of information.' Kevin Wittenberg 	<p>Session 4b (Room: Westerdijkkamer) Political perceptions & attitude change (Chair: Kuchler)</p> <ol style="list-style-type: none"> 1. 'Under which circumstances do people see extreme political behavior as a suitable action alternative? Applying a factorial survey design for assessing social attitude change.' Armin Kuchler 2. 'Political Anchoring in Representations of Climate Policy Enables an Effective Politics of Delay.' Thomas Marlow 3. 'Risk aversion and the role of experts - a vignette experiment on the Asian disease problem during the Covid19 pandemic.' Robert Neumann 4. 'Does the prospect of sovereignty loss make people more Eurosceptic? Evidence from a representative survey experiment.' Elske van den Hoogen
12:10 – 13:30	<p>Room: Belle van Zuylenzaal / Descarteshof Catered lunch</p>	
13:30 – 14:50	<p>Session 5a (Room: Kanunnikenzaal) Norm dynamics in social dilemmas (Chair: Otten)</p> <ol style="list-style-type: none"> 1. 'Cooperation, punishment, and migration in multilevel social dilemmas: an experimental study.' Kasper Otten 2. 'Greener than others? Misperceptions about relative pro-environmental engagement and their impact on climate action.' Vincenz Frey 3. 'Disease avoidance comes at the cost of social cohesion: Insights from a large-scale social networking experiment.' Hendrik Nunner 4. 'Norm dynamics and cooperation under changing collective risk.' Eva Vriens 	<p>Session 5b (Room: Westerdijkkamer) Neediness, fairness, & altruism (Chair: Kittel)</p> <ol style="list-style-type: none"> 1. 'The Social Recognition of Needs.' Bernhard Kittel 2. 'How do conservatives and liberals apply fairness principles when they have information about group membership and the structure of economic opportunity?' Kinga Makovi 3. 'Effects of trust-based social assistance on stress – a qualitative perspective.' János Betkó & Lincy Scholten 4. 'What determines willingness to donate data from social media platforms? Results from a vignette-experiment.' Zoltán Kmetty

14:50 – 15:20	Room: Belle van Zuylenzaal / Descarteshof Coffee break	
15:20 – 16:40	<p>Session 6a (Room: Kanunnikenzaal) Inequality, meritocracy, & class (Chair: Foley)</p> <ol style="list-style-type: none"> 1. 'Just desserts? Testing a cognitive dissonance mechanism for the belief that income is distributed meritocratically.' William Foley 2. 'Participants rate the highbrow version of the vignette to have higher social rank.' Mads Meier Jæger 3. 'Accumulated advantage of social capital and economic of inequality in networks.' Anna Sokolova 4. 'Determinants of Inequality Acceptability Across Social Contexts.' Luis Miller 	<p>Session 6b (Room: Westerdijkkamer) Competition & discrimination in markets (Chair: Lindenberg)</p> <ol style="list-style-type: none"> 1. Calibrating competition. An experimental study on the special role of competitive intensity and winner selection rule for cooperation after competing.' Siegwart Lindenberg 2. 'Social Media and Hiring: Applying an Intersectional Lense to a Survey Experiment on Discrimination.' Diana Roxana Galos 3. 'In Europe Blacks are more depressed than average partly because they are discriminated against.' Martin Aranguren 4. 'Do employers discriminate participants in Active Labour Market Policies? A field experiment during the Covid-19 pandemic.' Arianna Gatta
16:40 – 16:50	Short break	
16:50 – 18:20	<p>Poster session (Room: Zaal 1636)</p> <ol style="list-style-type: none"> 1. 'Norms of political preferences: a field experiment on sanctions against the radical-right.' Amalia Alvarez Benjumea 2. 'Musical prototypicality and musical preferences. Testing social distinction and information processing theories in a population survey in Germany.' Dave Balzer 3. 'The impact of examination modalities and higher education structures on individual study paths.' Victoria A. Bauer 4. 'Effects of Punishment in Dictator Games on Losses.' Roger Berger 5. 'Welfare (non) take up among the homeless in Italy: welfare stigma or bureaucratic barriers?' Arianna Gatta 6. 'How to increase reporting behavior. An experimental approach towards whistleblowing mechanisms.' Kristina Höly 7. 'The impact of perceived system intelligence and performance accuracy on user trust in a repetitive human-AI interaction scenario.' Patricia K. Kahr 8. 'The effect of collective intentionality in political speeches on prosocial behavior.' Melis Kirgil 9. 'Preference formation in the case of micro-credential choice: a discrete choice experiment.' Alla Loseva 10. 'Better Together? Belief Dynamics and Wisdom of Crowds in Discrete Decision Problems.' Vincent Oberhauser 11. 'Implicit national identity: Who is in and who is out?' Filip Olsson 12. 'Polarization, political discrimination and social norms.' Isabel Rodríguez 13. 'Doing Diversity? Analysing Support for Organizational Diversity Policies with a Conjoint Experiment.' Katharina Stückradt 14. 'Geographic Distance to Outgroups and Social Cohesion: Evidence from a Lost Letter Experiment.' Nan Zhang 	
18:20 – 18:30	Short break	
18:30 – 20:30	<p>Location: Paushuize (external location) (5 minute walk) Address: Kromme Nieuwegracht 49, 3512 HN Utrecht) Conference dinner</p>	

Friday, September 2, 2022

09:30 – 10:50	<p>Session 7a (Room: Kanunnikenzaal) Perception, bias, & discrimination (Chair: Schaeffer)</p> <ol style="list-style-type: none"> 1. 'How accurate do persons of immigrant origin perceive ethnic discrimination?' <u>Merlin Schaeffer</u> 2. 'Gender and the evaluation of oral presentations.' <u>Axel Franzen</u> 3. 'Mechanisms of intersectional discrimination - Evidence from a correspondence audit field experiment in Sweden.' <u>Moa Kristina Bursell</u> 4. 'The Effect of Time Pressure and Organizational Diversity Climate on Discriminatory Resume Screening.' <u>Tobi Sachs</u> 	<p>Session 7b (Room: Westerdijkkamer) Status, monitoring, & compliance (Chair: Hauck)</p> <ol style="list-style-type: none"> 1. 'Experimental Compliance: The talk, the walk, and the effects.' <u>Laura Sophia Hauck</u> 2. 'Employers' Motivation for Digitally Monitoring Subordinates Working from Home.' <u>Luisa Wieser</u> 3. 'Institutions and social norms of tax payments: an experimental analysis of the Italian case.' <u>Gian Luca Pasin</u> 4. 'Status and Tax Compliance: An Experimental Exploration.' <u>Bruce Reese</u>
10:50 – 11:20	<p>Room: Belle van Zuylenzaal / Descarteshof Coffee break</p>	
11:20 – 12:20	<p>Room: Zaal 1636</p> <p>Invited talk by Brent Simpson</p> <p>'How Radical Flanks Can Impact Public Support for Moderate Activist Groups'</p>	
12:20 –	<p>Farewell & end of conference</p>	

This conference was sponsored by:

Akademie für Soziologie

&

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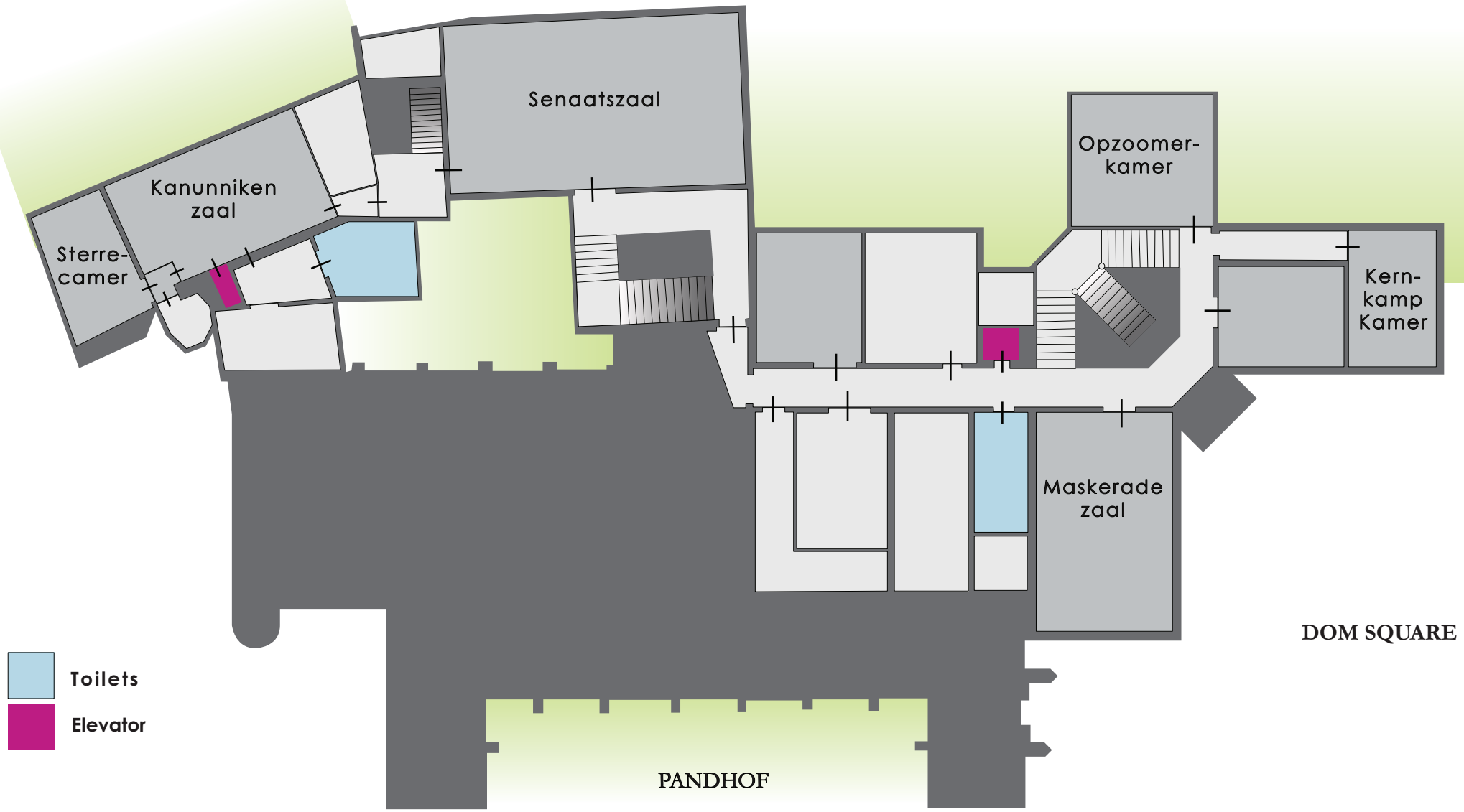


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PANDHOF

DOM SQUARE

Milena Tsvetkova



Milena Tsvetkova is Assistant Professor of Computational Social Science at the Department of Methodology at the London School of Economics and Political Science. She completed her PhD in Sociology at Cornell University and postdoctoral research at the Oxford Internet Institute. In her research, she uses large-scale web-based experiments, network analysis of online data, and agent-based modeling to investigate fundamental social phenomena such as cooperation, social contagion, segregation, and inequality. Her work has a particular focus on identifying social mechanisms and accounting for complex dynamics.

Sociological Research with Games and Gamification

Worldwide, there are more than 1.8 billion gamers online, 711 million of whom are active, playing at least 3 hours per week. This fact opens up a new opportunity for conducting sociological research at a large scale: the use of gamified experiments. Gamification is the application of game design elements such as achievement badges, leader boards, and narratives to non-game contexts. Online businesses and communities have successfully used gamification to increase user engagement and guide behavior, while natural scientists have employed it to answer computationally intractable questions. In this talk, I will discuss the promise and pitfalls games and gamification carry for experimental research on collective behavior and emergent social phenomena.

Brent Simpson



Brent Simpson is Professor and Chair of the Department of Sociology at the University of South Carolina, and former co-editor of the ASA journal *Social Psychology Quarterly*. He is a sociological social psychologist with substantive research interests in prosocial behavior (e.g., trust, altruism, and cooperation), collective action, inequality, and discrimination. His recent research using laboratory and web-based experiments to address these issues has appeared in *American Sociological Review*, *American Journal of Sociology*, *PNAS*, and other outlets.

How Radical Flanks Can Impact Public Support for Moderate Activist Groups

Social movements are critical agents of social change, but are rarely monolithic. Instead, movements are often made up of distinct factions with unique agendas and tactics, and there is little scientific consensus on when these factions may complement – or impede – one another's influence. One central debate concerns whether radical flanks within a movement increase support for more moderate factions within the same movement by making the moderate faction seem more reasonable– or reduce support for moderate factions by making the entire movement seem unreasonable. Results of two online experiments conducted with diverse samples ($N = 2,772$), including a study of the animal rights movement and a preregistered study of the climate movement, show that the presence of a radical flank increases support for a moderate faction within the same movement. Further, it is the use of radical tactics, such as property destruction or violence, rather than a radical agenda, that drives this effect. Results indicate the effect owes to a contrast effect: use of radical tactics by one flank led the more moderate faction to appear less radical, even though all characteristics of the moderate faction were held constant. This perception led participants to identify more with and, in turn, express greater support for the more moderate faction. These results suggest that activist groups that employ unpopular tactics can increase support for other groups within the same movement, pointing to a hidden way in which movement factions are complementary, despite pursuing divergent approaches to social change.

Session 1 (Room: Zaal 1636): Experimental methods
(Chair: Przepiorka)

Presenting author: **Paul Bauer**
Co-author(s): Camille Landesvatter.
Title: From ideal experiments to ideal research designs (IDRs): What they are and why we should use them more.

ABSTRACT

It is often recommended to investigate causal research questions by considering an ideal experiment (e.g., Angrist and Pischke 2008). An ideal experiment describes the study a researcher would carry out if there weren't practical, ethical, or resource-related constraints. First, we review whether and how methodologists advocate using ideal experiments. Second, we investigate whether and how researchers have used ideal experiments in applied empirical research. While we find few examples, they illustrate how ideal experiments can be successfully used to benchmark designs. Third, in light of these success stories, we introduce the notion of ideal research designs (IRDs) that pursue the question: What is the ideal research design to answer a certain research question? The more general notion of ideal research designs emphasizes that we can develop such ideals for causal and descriptive questions. In our view, IRDs should also encompass discussions of sampling and measurement error that are not the focus of ideal experiments. Fourth, providing examples, we highlight how IRDs can be contrasted with actual research designs (ARDs) to highlight the weaknesses in ARDs and provide insights into ways to mitigate just these.

Presenting author: **Eva Van Belle**
Co-author(s): Sayaka Osanami Törngeren, Carolin Schütze, Marcus Nyström.
Title: Understanding labour market discrimination mechanisms: Methodological potential of using eye tracking in vignette experiments.

ABSTRACT

This paper aims to investigate the methodological potential of using eye tracking in vignette experiments to investigate the mechanisms and processes of ethnic and racial discrimination in hiring by examining employment decisions. There exists a substantial body of literature demonstrating racial discrimination in the labour market through correspondence testing. However, we know very little about 'why' this discrimination occurs. Is eye tracking the new tool that can help us to understand why racial discrimination occurs in hiring decisions? The paper is based on a study that makes use of eye-tracking in combination with a vignette study (respondents are asked to rank fictitious CVs of hypothetical job applicants). As a method, eye-tracking can estimate where and in what order people look at a CV and therefore provide insight into the cognitive processes that underlie the decisions a recruiter makes. The paper will present the findings of the pilot study conducted in Sweden and Switzerland where we expect an association between respondents eye movement and the ranking of the CVs where the eye-tracking data will provide information on which areas of the CVs are most looked at in relation to the ranking of the CVs. This will allow us to identify which dimensions of CVs most affect the judgments employers make.

Presenting author: **Martin Neugebauer**
Co-author(s): Andrea Forster, Lukas Zielinski.
Title: Under which conditions are factorial survey results valid? Comparing hiring decisions between a field and a vignette experiment.

ABSTRACT

Factorial surveys are an increasingly popular method for studying hiring decisions. They have many advantages over field experiments as they are less costly, allow for more experimental variation, are ethically unproblematic, and can record more respondent information. However, it remains contested to what extent the intentions stated in them translate to real world behavior. To shed light on this issue, we study how the validity of factorial survey results is affected by (1) the social desirability of the topic under study (i.e. the applicant characteristics), and by (2) personal characteristics of the survey respondent. We expect that a higher level of social desirability of the topic leads to a lower validity of factorial survey results. Concerning respondent characteristics, we expect that a higher personal disposition for social desirability and a lower level of engagement with the factorial survey situation lead to a lower level of validity. We employ a sequential data collection design where we first send a fictitious application to employers (field experiment) for entry-level apprenticeship positions in Germany in four different occupational groups (N = 3000). After eight weeks, we ask the same employers to rate vignettes of fictitious applicants (factorial survey). Here, the employers are aware of the fictitious nature of the applicants, but not of the exact goal of the study. We attempt to minimize hypothetical bias by developing vignettes that closely align with the actual applications in the

field experiment, instead of relying on short text vignettes as common in the literature. To vary the level of topic sensitivity, we first look at applicants' ethnicity, which evokes a high level of social desirability bias as strong social norms exist on the issue. Second, we study hiring probabilities based on dropout from higher education. The dropout dimension elicits only a low level of social desirability as social norms are weak and using educational level as a hiring criterion can be justified as meritocratic principle by employers. Following the vignette ratings, we present additional survey questions. Here, we ask for demographic characteristics of the recruiters, their attitudes on a range of topics, and employ scales for socially desirability and attitudes towards surveys. This design allows us to assess how personal characteristics relate to the validity of vignette ratings. The experiments are currently in the field, so that results will be available for the ACES meeting in late August.

Presenting author: **Juliane Kühn**
Co-author(s): Andreas Eberl, Tobias Wolbring.
Title: Using Deepfakes for Experiments in the Social Sciences: A Study on Discrimination in the Job Application Process.

ABSTRACT

Since the end of 2017, the creation and distribution of deepfakes have increased sharply. This phenomenon started on the platform reddit with a user called "deepfake" – a symbiosis between deep learning and fakes – who created the same name forum on this platform. By making the computer code available, other users could produce deepfakes themselves and contribute their results through the platform, leading to their immense popularity (Kietzmann et al., 2020). Deepfakes provide the ability to swap one person's face onto another in a picture or a video based on artificial intelligence applying deep learning techniques. The specific algorithm, which creates these fake videos, learns and improves by constantly mimicking gestures and facial expressions (Maras & Alexandrou, 2019). Since this technology develops continuously, the results are also improving steadily, making deepfake videos indistinguishable in quality from the original videos. This high degree of realism of deepfakes and their indistinguishability from original videos and images lead to the perception of deepfakes as a threat to human society, democracy, and public discourse as well as a potential driver of societal radicalization, polarization and conflict (Borges et al., 2019; Qayyum et al., 2019; Westerlund, 2019). Accordingly, previous scientific research has mainly focused on the dangers of deepfakes or their detection by algorithms or humans, and only few studies address their potential, e.g., to study the discrimination of different groups of people like Haut et al. (2021). However, we see great potential in using deepfakes for substantive research – especially as an approach for experimental manipulation with a high degree of control in the social sciences. Thereby, we argue that deepfakes can be a valuable tool for conducting social science experiments. In our study, we aim to examine discrimination in occupational contexts based on gender and physical attractiveness. We hypothesize that physically attractive individuals elicit gender stereotypes to a greater extent than physically less attractive individuals. To systematically vary physical attractiveness, we use deepfakes. This technology allows us to systematically vary visual and auditory stimulus material in experiments while holding everything else constant. For example, we can manipulate a person's face while keeping all other video elements identical, such as the audio recording and its speed, the background, clothing, and hairstyles. Consequently, deepfakes provide a high degree of experimental control and thus appear to be a promising method for identifying causal effects in experiments by systematically varying only one factor at a time. In our study, these videos represent hypothetical job application videos for a hypothetical job. They are embedded in a factorial survey in which the characteristics of the job, e.g., whether the occupational field has a female or male connotation, are also varied. A corresponding online survey is then used to record the extent to which persons with personnel responsibility would invite this applicant to an interview. Through this setting and the high comparability of the deepfakes, we can analyse whether discrimination based on gender stereotypes is present and whether these discrimination processes differ between male and female applicants.

Session 2a (Room: Kanunnikenzaal): Trust & cooperation in the field
(Chair: Kanitsar)

Presenting author: **Georg Kanitsar**
Co-author(s): --
Title: Who Leaves the Bike Unlocked? A Natural Field Experiment on Generalized Trust and Ethnic Discrimination.

ABSTRACT

Social trust is said to decline in light of increased immigration into Western societies. Accordingly, ethnic diversity would hamper the cultivation of social capital if native citizens hesitate to extend trust beyond their in-group. However, the empirical foundations to this argument predominantly rest on survey research and behavioural experiments. Both approaches elicit trust in abstract scenarios and address overt attitudes towards ethnic minorities, while the transportability of findings to concrete situations and day-to-day interactions often remains anecdotal. This study examines the effect of ethnic discrimination on trust in an everyday situation. In a field intervention, cyclists are approached with a request for help requiring them to leave their own bike unattended for a short period of time. I

experimentally manipulate the presence of a bystander next to the bike stand and operationalize trust as the decision to leave the own bike unlocked and unattended. By varying the ethnic background of the bystander, I determine whether cyclists are willing to extend trust towards members of a minority group. In this way, the study creates a naturalistic environment designed to observe a behavioural pattern that is widely referred to as a real-life indication of social trust. I have recruited eight male bystanders between 18 and 25 (4 from the native population; 4 with African migration background), provided them with the same low-status clothes, and paired them with (elderly) confederates who asked bypassing cyclists for help with carrying their bike over a flight of stairs. Only lone cyclists who stop with the intention of helping our confederates are documented as experimental subjects. Overall, 436 interventions were staged in March and April 2022 at four staircases in Vienna, Austria. I find that without bystanders 24 percent of the cyclists did not leave their bike unattended, whereas this fraction significantly increases to 35 percent with bystanders. More importantly, trust is 12 percentage points lower towards bystanders with an ethnic minority background compared to bystanders from the majority population. The effects are robust to controlling for subject characteristics and field variables, and are supported by a supplementary analysis looking at additional indications of (dis)trust among cyclists who left their bike unattended (looking back at the bike while providing help; appearing to be in a rush; being hesitant to leave the bike unattended). Furthermore, I find that trust depends on the stakes involved – measured by the estimated value of the bike – and the vulnerability to trust betrayal – indicated by the cyclists' physical stature. The paper examines an indicator of social trust in a naturalistic scenario: leaving the bicycle unlocked. It thereby not only contributes to a fuller picture of trust and its determinants in anonymous societies, but also offers an opportunity to test the effect of interethnic exposure on social trust in a concrete setting.

Presenting author: **Andreas Diekmann**

Co-author(s): Matthias Naef, Anouk Widmer.

Title: Social Status, Discrimination and Empathy With Strangers. A Field Experiment on Prosociality.

ABSTRACT

A large proportion of the population behaves less selfish than implied by the classical figure of a homo oeconomicus. Prosocial behavior is observed in dictator-, ultimatum-, voluntary contribution- and other strategic games. It is also measured by incentivized decision tests like the slider measure of social value orientation. However, findings from lab experiments with student populations are questionable concerning the external validity. Here, we will present findings from a field experiment with apparently lost wallets on prosocial behaviour. We are interested in the degree of prosocial behaviour in a city and we focus on several factors potentially having an impact on prosociality. We assume that prosociality increases with empathy, when the victim is a member of the majority group, and when the opportunity cost of prosocial behaviour are relatively low. We also focus on status effects and discrimination by variations of the occupation and the name (Muslim versus typical Swiss name on the business card contained in lost wallets). We further explore whether there is an interaction effect of empathy and the minority status of the victim. We hypothesize that the empathy effect is lower when a victim belongs to a minority than for victims with majority status. To explore our hypothesis we conducted a field experiment in the city of Zurich with 223 lost wallets containing up to 108 Swiss Francs (about 100 €). Although the degree of honesty was surprisingly high there were also large and significant differences between treatments.

Presenting author: **Christof Nägel**

Co-author(s): Amy Nivette, Christian Czymara.

Title: The impact of terrorist attacks on trust in institutions: a multi-site natural experiment.

ABSTRACT

Results from previous research show that terrorist attacks lead to relatively short-term increases in trust in institutions. The explanation for this increase is known as the “rally effect”, whereby individuals respond to crises and threats to the in-group with more positive support for political leaders and institutions. Terrorist attacks, particularly those committed by “external” actors such as Islamic terror groups, generate negative emotional reactions and feelings of uncertainty among the public. These cognitive and emotional responses motivate collective coping, increase in-group solidarity, and strengthen attachments to national institutions and leaders. Understanding the social mechanisms of rally effects is of tremendous social importance, as rally effects can lead to the imposition of questionable policies, such as increasing defense or police budgets in times of crisis. While the number of natural experiments with survey data to uncover these mechanisms is increasing, those studies merely represent case studies of single incidents with limited external validity. Publication bias might lead researchers to publish only case studies with significant results, making the rally-around-the-flag hypothesis vulnerable to a type 1 error. Alternatively, pooled analyses of multiple events and surveys may mask heterogeneity in effects across contexts, which again increases the likelihood of a type 2 error. In order to advance quasi-experimental research on the effects of terrorist attacks on institutional trust, we assess all jihadist terrorist attacks resulting in at least one civilian death in a country included in the European Social Survey. However, instead of pooling data prior to analysis, we systematically assess each case study separately, with attention to evaluating the assumptions relevant to making causal inferences (i.e., ignorability, excludability). In order to gain an overview of the distribution of effects, we use meta-analytical techniques to pool and summarize effect size estimates. On the meta-analytical level, we are able to assess the overall size and

heterogeneity of effects, and what drives variation in effect sizes within and across cases. In this way, our research design can add to the reliability of findings regarding the important societal, institutional and policy implications of violent extremism.

This research design allows us to test the following hypothesis:

- H1: Following a jihadist terrorist attack (treatment), respondents will report higher trust in institutions compared to respondents participating prior to the attack (control).
- H2: Following a jihadist terrorist attack (treatment), respondents will report higher trust in police compared to respondents participating prior to the attack (control).
- H3: Following a jihadist terrorist attack (treatment), respondents will report higher trust in the legal system compared to respondents participating prior to the attack (control).
- H4: Following a jihadist terrorist attack (treatment), respondents will report higher trust in parliament compared to respondents participating prior to the attack (control).
- H5: Following a jihadist terrorist attack (treatment), respondents will report higher trust in politicians compared to respondents participating prior to the attack (control).
- H6: The size of the treatment effect is negatively related to the size of the bandwidth (in days), whereby effects are smaller when using larger bandwidths.

Presenting author: **Krzysztof Krakowski**

Co-author(s): Lucas Ronconi.

Title: Compliance and Civic Engagement: Evidence from a Field Experiment in Argentina.

ABSTRACT

Robust evidence shows that authorities can “nudge” citizens to comply with low-cost civic duties by appealing to a fear of sanctions or social norms. We study spillover effects of these nudging interventions. Can nudges increase civic behaviors beyond specific domains they have been applied to? To answer this question, we conducted a field experiment at train stations in Buenos Aires in 2021. We focused on compliance with paying the public transportation ticket and used two nudges that reminded passengers that: 1) there is a fine in case of evading the ticket, and that 2) 90% passengers pay the ticket. We find that both sanctions and social norms appeals raised compliance. However, only appeals to social norms also made passengers more willing to sign a petition demanding quality public transportation service. Our findings thus suggest that raising compliance through appeals to social norms may have wider benefits for civic behaviors.

<p>Session 2b (Room: Westerdijkkamer): Preferences & incentives in education & labor market policies (Chair: Möser)</p>
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Presenting author: **Sara Möser**

Co-author(s): Madlaina Jost.

Title: Salary, Flexibility or Career Opportunity? A choice experiments on gender specific job preferences.

ABSTRACT

Women in Switzerland earn 19% less than men, with consequences for their social inclusion, their financial security in retirement and their economic independence. A large part of this gender pay gap is explained by chosen profession. But even within occupations, women earn less than their male colleagues as they are more likely to work part-time, less likely to hold management positions and more likely to take time off for care work. The common explanation is that these different employment situations and the resulting gender pay gap occur because of different occupational preferences, which in turn are based on gender-specific needs, primarily for the compatibility of work and family life. In short, women choose different - low-paid - jobs because they have different priorities than men. In our contribution, we test this hypothesis using a choice experiment. For this purpose, a sample of young adults is asked to evaluate hypothetical job offers - thereby revealing their underlying preference structures. The experimental design of choice experiments makes them particularly well suited for testing theoretically based hypotheses about decision-making behaviour. By systematically varying the characteristics of the presented alternatives, the significance of individual attributes for decision-making behaviour can be disentangled. The choice experiment on gender specific work preferences was implemented as part of the tenth survey wave of the DAB Panel Study, which will take place in May 2022. The DAB respondents have been accompanied since their eighth year of school and have so far been surveyed nine times on their educational and occupational history, as well as other topics. At the time of the tenth survey the sample of the DAB study (Nt10 2,300) is in their mid-twenties and are at different points in their lives: Approximately two-thirds are employed following an apprenticeship, while one-third are studying. The majority of the DAB cohort has not yet started a family. In the experiment participants are asked to imagine that they are looking for a new job and have applied for various positions. They receive two job offers in their occupational field, both of which are within reasonable commuting distance, correspond to their education and training and otherwise differ only concerning salary, working hours, working flexibility, support for further training, career opportunities and working atmosphere. Four choice sets are presented to each respondent, each consisting of two

job offers. We use a fractional factorial of 48 choice sets in 12 blocks, with a D-efficiency of 93 taking into account all two-way interactions. The respondents are asked to indicate which position they find more attractive and which job they would choose, if they had the choice to reject both. Using the information generated in the experiment, the value attributed to the individual job characteristics can be analysed with regression models. We would be pleased to present the first results of the analysis in Utrecht and thereby contribute to a deeper understanding of gender-specific wage inequality and preference structures.

Presenting author: **Stéfanie André**

Co-author(s): --

Title: Family policy: a vignette experiment on paternity leave.

ABSTRACT

The European Union Work-Life Balance Directive (2019) recognizes that many parents and caregivers struggle with combining work and care and wants to stimulate a better work-care balance, among others by introducing a more extensive paternity leave in the member states. For the Dutch case this is a huge change, until 2019 fathers only had the legal right to 2 days of paid leave, which was extended to 5 days in January 2019 and 5 days fully paid and 5 weeks partly paid leave in July 2020. However, changing policy does not mean the uptake of paternity leave by all fathers, which could increase socio-economic inequalities. In this paper we perform a vignette-experiment (N=572) among civil servants of local communities in the Netherlands in the summer of 2021 to investigate the work and individual characteristics that are of influence on the uptake. The results lead to the conclusion that perceptions of the work environment matter, with the factor career consequences having the greatest influence on uptake. Consistent with expectations, it was found that the greater the work ambition, the more weight workers placed on career consequences. That career consequences hardly played a role among men with low work ambition, shows that the relationship to leave-taking is nuanced. Support from the supervisor and support from colleagues additionally had a positive effect. The results of this study underscore the importance of giving men a full position in the work-family debate, with more attention to their specific context and their potential paternity ambition.

Presenting author: **Bent Sortkaer**

Co-author(s): David Reimer, Astrid Olsen.

Title: What matters more: Labor market disclosure or role-models? Results from an experiment testing two mechanisms aimed at the reduction of inequality in higher education.

ABSTRACT

Despite considerable expansion of higher education (HE) around the world, students from non-academic family backgrounds (i.e., parents without a university degree) continue to be underrepresented in HE (Shavit et al., 2007). Even if one accounts for students' previous levels of academic achievement (Jackson, 2013; Schindler & Reimer, 2010). Despite generous student financial aid and tuition free universities in the Nordic countries, there are considerable inequalities in enrolment in higher education (Thomsen, 2017). Recent research has pointed out at least two possible explanatory mechanism; 1) non-academic students hold less accurate beliefs regarding costs and benefits of HE, and 2) they are less confident about their academic skills and more concerned about their social integration, social belonging and "fitting" in on the university campus. To test the explanatory power of these two explanations, we implemented a classroom-level randomized controlled field experiment that expose academic upper-secondary students in their graduation year to one of four conditions: I) Provide information about returns to education (graphs about life income and unemployment rates, and time given to the students to explore a home page with facts about all HEs in Denmark), II) Present thoughts about concerns and lack of confidence laid forward by role models (videos of current 'first generation' university students narrating about how their initial concerns and lack of confidence turned out to be groundless), III) A combination of the two, and IV) Control group. All conditions are designed as 'interactive' presentations leaving the individual student to choose some of the content within the framework of the assigned condition. We assign each student to an experimental condition at random, inside the classroom in a practical setup, where each student have their own laptop (or phone) and earphones, and is focusing on listening, watching and clicking their way through this specific interactive presentation. When designing the experimental conditions, we build on the theoretical framework by Slack et al. (2014), and describe the first condition as "cold", the second as "warm", and the third as a mix holding both cold and warm components. In February-April 2022, we implement our field experiment at 12 upper-secondary institutions (73 classrooms and 1800 students). We measure the impact of the experimental conditions in a survey presented to the students in connection with the intervention. At the time of deadline for this abstract, we have successfully implemented the experiment at ten schools and collected data from 1600 students. First preliminary results indicate that a) our intervention made a larger share of the students (academic and non-academic) consider a university degree; and b) we found no difference between the three experimental conditions on future HE plans. At the conference, we will present results on how the different experimental conditions affect softer measures such as academic confidence, economic worries and labor market knowledge. Furthermore, at that time, we have all data at hand, and our models will be re-estimated on the full sample of students.

Presenting author: **Jonas Radl**

Co-author(s): Paula Apascaritei.

Title: Boys provide more cognitive effort than girls when material incentives are present.

ABSTRACT

Motivation: Exerting effort gives individuals a competitive advantage in goal pursuit by increasing their performance. However, effort provision is subject to systematic gender differences, including how individuals respond to incentives. In this study, we assess how children perform in the absence of incentives, and how their effort exertion changes with the introduction of material and honor incentives. We focus on the differences in performance between girls and boys across three real-effort tasks. *Data:* Data were collected during the visit by students from 18 fifth-grade classes to a university campus in Madrid, Spain. During this visit, effort exertion was elicited in a group setting, comparable to that of an ordinary school day. Pupils participated in the group activity, either by performing the tasks, or by choosing an alternative leisure activity. The three real-effort tasks tap into different dimensions of cognitive effort (perceptual speed, inhibition, and proactive control). The sample comprises a total of 420 students. *Results:* Our key result is that boys exert more effort than girls, but only when materially incentivized. While there is no significant gender gap in the intrinsic condition, boys perform better when material incentives are in place. Surprisingly, adding an honor incentive on top of material rewards does not further increase the gender gap. Further findings indicate that the gender gap is largely consistent across the distribution of effort. Students' performance strategies also differ by gender: while girls prefer a prudent approach, boys achieve superior performance by increasing reaction speed and by adopting a more proactive approach. However, there are no indications of a superior ability of boys to inhibit false responses. These findings are robust to controlling for key personality traits and cognitive ability (fluid intelligence). The results of this study have important implications for understanding gender divides in socio-economic achievement and preferences for status competition. *Conclusions:* Effort affects diverse life outcomes, from educational achievement to professional success or health. Previous studies have documented a gender gap in adults' performance during real-effort tasks with varying incentives, and has concluded that women are less competitive than men. Yet it has remained unclear if this gap in competitiveness is robust to different settings and whether it is present in childhood. Our study among fifth graders shows that boys are more motivated by material rewards than girls, but not independently by honor incentives. Thus, gendered preferences for status competition may develop later in life. To attenuate gender differences in achievement, girls may benefit from incurring calculated risks, knowing that they are well-equipped to compete with boys.

Session 3a (Room: Kanunnikenzaal): Media, information, & social influence
(Chair: Wuestenenk)

Presenting author: **Nick Wuestenenk**
Co-author(s): Frank van Tubergen, Tobias Stark, Naomi Ellemers.
Title: Evidence of private-public opinion discrepancy on an online discussion platform.

ABSTRACT

Despite growing attention for polarization on social media, little is known about the relationship between private opinions and public behaviour in online settings. Some studies find that individuals are more likely to voice their opinion when they anticipate that others will agree with them. Other studies find that individuals adjust the opinions they express online so that it aligns closely with that of others. Still, the evidence remains inconclusive, primarily due to a number of methodological limitations. First, many studies use retrospective self-report surveys, while individuals are generally not very good at recollecting their social media activities. Second, other studies use hypothetical online environments, of which it is doubtful whether they are realistic enough to draw valid conclusions about online behaviour. Third, studies that do examine actual behaviour in realistic online environments do not measure the opinions of the participants. To address these methodological limitations, we built a complete online discussion platform to examine the relationship between private opinions and public behaviour in online settings. By implementing key aspects of social media in terms of design and functionality, we simulated a social media experience that closely resembled users' ordinary online experiences. On the discussion platform, 188 second-generation Moroccan and Turkish Dutch citizens – a generally conservative ethnic minority group in the Netherlands – were invited to join discussions on homosexuality, abortion and sex before marriage. The participants were randomly assigned to a conservative forum (containing only conservative comments), a polarized forum (containing both conservative and progressive comments) or a progressive forum (containing only progressive comments). In this study, we examine how the attitudes of the participants, and the congruency of these attitudes with the online norm, influence their online behaviour on the website. We examine this using the likes ($n = 982$), dislikes ($n = 621$) and comments ($n = 70$) that the participants have posted on the online platform. We find that, overall, attitudes are a good predictor of online behaviour, as participants are more likely to act in accordance with their attitudes than in contrast with their attitudes. However, we also find many instances in which private attitudes and public behaviour do not align, especially for conservative participants. When we look at the influence of the online norm, we find that both conservative and progressive participants are less likely to voice their opinion in online environments that are (partly) incongruent with their own attitudes compared to settings that are congruent. Furthermore, conservatives (but not progressives) are more likely to deviate from their private attitudes in incongruent settings. Our findings suggest that both the online norm and the norm in society at large influences the relationship between private attitudes and public behaviour among second-generation Turkish and Moroccan Dutch.

Presenting author: **Amalia Alvarez Benjumea**
Co-author(s): Fabian Winter.
Title: Social sanctions against online hate speech: three experiments on counterspeech.

ABSTRACT

The increase in online hate speech poses a challenge to democracy. Counterspeech is currently advocated by many as the best strategy to counteract hate speech as it does not carry the negative externalities of other interventions like censoring content. For this strategy to work, however, counterspeech has to occur sufficiently often. We investigate whether and how frequently counterspeech is produced as a spontaneous response when participants encounter hate speech online. We first investigate whether the target of hate has an effect on the decision to speak against hate online, and how personal attributes of the observer, such as attitudinal and demographic characteristics, might influence their decision. We find the rate of spontaneous counterspeech to be small. Participants with a positive attitude towards the target of hate were also more likely to use counterspeech. No other specific variables related to the participants, such as their gender or level of education, were important in determining whether or not they used counterspeech. In a second experimental study, we test different strategies to increase the willingness to sanction online hate speech. First, we test whether participants are more likely to respond to hateful messages with counterspeech when they can observe previous participants have done so. Indeed, exposure to counterspeech by anonymous others strongly encourages participants to act against hate. Second, we test whether informing participants of the inappropriateness of using hate prior to participating in an online platform, thus increasing the salience of the norm, would increase their willingness to sanction such behavior. We find that increasing the salience of the norm does not have an effect on the number of sanctions and, if anything, participants are less willing to sanction. Because retaliation is ruled out by the experimental design, we attribute this result to participants considering that sanctioning individuals that deviated from the norm in the high saliency norm condition was pointless. In general, our results highlight the importance of normalizing and spotlighting counter-speakers as a measure to increase spontaneous counterspeech.

Presenting author: **Sandra Walzenbach**
Co-author(s): --
Title: What makes media contents credible? Ideas on measuring confirmation bias and the impact of visual layout in a factorial survey on Covid19-related media contents.

ABSTRACT

Using a factorial survey experiment, our research aims to better understand the mechanisms of media perception that have contributed to the ideological divide Germany experienced during the Covid-19 pandemic. While an inconspicuous majority generally approves of the political response to limit the spread of the virus, a much louder minority has voiced their protest in what has become known as the Querdenker („lateral thinkers“) movement. Although the base of supporters is very heterogeneous, the protest movement finds common ground in their disapproval of anti-Covid measures (such as lockdowns, masks, and vaccines), which are typically perceived as unjustified violations of personal freedom. In addition, the movement shares a deep-rooted skepticism and distrust towards politics, science, and the mainstream media. Not surprisingly, the protest movement heavily relies on social media to fuel the debate, an environment that widely lacks control mechanisms and allows fake news to coexist with scientific preprints and peer-reviewed studies, while traditional indicators of quality (such as logical argumentation, cross-checking of facts, usage of reliable data sources) seem outdated. At the same time, this ideological divide might well be exacerbated by the way human brains work. Psychological research suggests that humans are susceptible to confirmation bias, meaning that they are more likely to believe media contents that are in line with what they already believe, irrespective of how trustworthy they are. This is what we aim to measure in our factorial survey experiments: Under which circumstances do people believe in a media content? Have traditional indicators of quality lost importance? Which role does confirmation bias play: Are previous views more important than quality? Is it the compelling looks of social media contents that make them more trustworthy? And do these mechanisms differ for the majority and supporters of the protest movement? By the time of the presentation, a first data collection to test the general mechanics of the factorial survey module will have taken place within a corona survey project administered by the excellence cluster of inequality at the University of Konstanz. In this first data collection, each respondent evaluates the credibility of three different short texts on a Covid-19-related topic, which could be the beginning of a blog or newspaper article. Among other things, the vignettes vary experimentally in their objective quality (author characteristics and data source) and underlying ideology (from mainstream media to protest movement), which can be compared to a direct assessment of respondent ideology later in the questionnaire to assess confirmation bias. However, the presentation would focus on ideas for a follow-up study, in which we also plan to explore how different visual layouts (e.g. messenger layout vs print medium) contribute to more or less thorough processing, confirmation bias, and perceived credibility. Some aspects of this second implementation will be tricky, such as the decision if and which kind of profile pictures to use to foster external validity without jeopardizing internal validity. I would be delighted to discuss the topic at ACES.

Presenting author: **Dirk Gerritsen**
Co-author(s): Arnout van der Rijt.
Title: Social Construction among Contrarians: A Field Experiment on a Betting Exchange.

ABSTRACT

A central debate in economic sociology revolves around the possibility for social construction, sustained by social feedback processes that perpetuate a discordance between quality and price. We study the possibility for social construction in a setting of contrarianism, where others' misjudgments can be effectively exploited for financial gain: betting markets. In a field experiment on the world's largest betting exchange platform, we intervened with €361,000 in 2,385 markets. We offered early quotes in close contests that suggested that a randomly chosen contender was the favorite. Markets failed to self-correct, with 59% predicting our arbitrarily chosen target to win at the start of the contest. Strikingly, we achieved better financial results when bidding against the contender that expert bookmakers deemed the slight favorite than when bidding with it. These findings suggest the possibility for social construction even in environments that disincentivize it.

<p>Session 3b (Room: Westerdijkkamer): Measuring trust in people & AI (Chair: Landesvatter)</p>
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Presenting author: **Camille Landesvatter**
Co-author(s): Paul C. Bauer.
Title: How valid are trust survey measures? New insights from open-ended probing data and supervised machine learning.

ABSTRACT

Trust is one of the fundamental concepts in contemporary social theory and interest in the subject grew concurrently with an increasing amount of studies on social capital and social cohesion, as trust is considered a main indicator of these concepts. Still, empirical trust research relies on a relatively small set of measures. These are increasingly

debated, with scholars assuming that question interpretation varies across respondents, potentially undermining large swathes of empirical findings. Drawing on a combination of open-ended probing data, supervised machine learning, and a U.S. representative quota sample (N=1,500), our study compares the validity of standard measures of generalized social trust with more recent, situation-specific measures of trust. We find that measures particularly referring to strangers in their question wording best reflect the concept of generalized trust because respondents more often consider unknown others in their response. While situation-specific measures should have the desirable property of further reducing variation in associations, i.e., producing more similar frames of reference across respondents, they also seem to increase associations with known others, which is undesirable. In addition, we explore to what extent trust survey questions may evoke negative associations. We find that there is indeed variation across measures, which calls for more research. Importantly, associations (both content and sentiment) do affect trust scores. However, fortunately, associations do not seem to be related to individual characteristics, such as age or education. We end with a discussion of the hard-to-solve and often paradoxical challenge of formulating general but not too general (trust) survey measures.

Presenting author: **Joshua Hellyer**

Co-author(s): Johanna Gereke.

Title: A 'Beauty Premium' for Whom? The combined effects of ethnicity and attractiveness on trust.

ABSTRACT

In line with the “what is beautiful is good” effect (Dion, Berscheid, and Walster 1972), several studies using behavioral games have found that people perceived to be more attractive are also seen as more trustworthy (Pandey and Zayas 2021; Wilson and Eckel 2006; Zhao et al. 2015). However, this work has so far overlooked the myriad ways in which physical attractiveness intersects with gender and ethnicity. Given widespread Eurocentric beauty standards, physical attractiveness is likely to be unequally distributed between “native” Europeans and non-European immigrants. The perception that outgroup members are less physically attractive may thus contribute to other inequalities between in-group and outgroup members, such as a persistent gap in trust (Alesina and La Ferrara 2002). As trust is critical to labor market success, especially with respect to hiring and earnings (Gërkhani, Brandts, and Schram 2013), these differences may have broader consequences for labor market integration. Indeed, intersectional effects of race, gender, and attractiveness have been found in studies of earnings (Monk, Esposito, and Lee 2021). To investigate whether similar effects can also be found for trust, we propose an experimental design using a standard trust game (Berg, Dickhaut, and McCabe 1995) that will randomly vary the identity of a fictitious “returner” by attractiveness, sex, and ethnicity (“native” German and Turkish). The returner’s identity will be displayed to “senders” drawn from a German online access panel using a headshot-style image stimulus drawn from several academic photo databases. In addition, we will also implement a modified trust game (Baldassarri, Gereke, and Schaub 2022) in which participants have a choice between two potential interaction partners in order to study whether senders prefer to interact with more attractive and/or native partners. Senders will choose an amount of money to share with each returner which will be tripled by the experimenter before the returner chooses an amount to send back, or in our case a randomly selected amount that will be displayed only after all sending decisions are made. The amount sent in the first step reflects the sender’s willingness to trust that the returner will send back a fair share of the final earnings. Differences in the amount given in the first step to people of different sexes, ethnicities, and levels of attractiveness will thus indicate any ethnic or gender heterogeneities in the effect of attractiveness on trust. In addition, findings will indicate whether the beauty premium in trust exists at all in the German context, addressing a dearth of research on the topic outside the U.S. In a novel combination of tests, the same photos will also be used for a planned labor market correspondence test in Germany. Comparing results from these two studies will allow us to explore for the first time whether profiles that are trusted more in the trust game also receive greater interest from potential employers. This not only tests the external validity of the trust game, but also explores the role of trustworthiness as a mediator of the effect of attractiveness on labor market outcomes.

Presenting authors: **Yiftach Yamar & Taylor Holdaway**

Co-author(s): Taylor Holdaway.

Title: Quality or Similarity? Relationship History, Group Identity and Dyadic Persistence.

ABSTRACT

The connection between group identity and the decision to end relationships is important across a number of social phenomena, from strategic partnerships, to academic collaborations, and even societal segregation processes. Most of the research on relationships and group identity establishes that individuals tend to think more positively (Tajfel, 1971; Turner, 1979) and cooperate in higher rates with in-group members (Aksoy 2015, Aksoy 2019). These investigations use different designs and populations, while ratifying the mechanisms that promote homophily. However, less attention is given to the role of group identity in the decision to prolong or sever relationships. We evaluate, through a set of experiments, how group identity influences this decision. To answer our question, we executed a set of online experiments based the prisoner’s dilemma game. In each experiment we use different group identity features, while manipulating the cooperation level of the counterpart by using a bot programmed to exhibit high or low cooperative behavior. In the first experiment (N=600), we induce group identity with the minimal group

paradigm, using choices between paintings of Kandinsky and Klee and an identity enhancement task. Thereafter, participants were randomly assigned to play prisoner's dilemma games with a counterpart (an automated bot), the group affiliation of whom was randomly manipulated. In the control group no information about the counterpart's group identity was given. For the treatment groups, we made the group identity salient by indicating which group the participant and the counterpart are part of. After ten rounds of games, we asked participants whether they would like to continue playing with the same counterpart or switch to a different counterpart, and whether they would like their next counterpart to be an in-group or out-group member. Similarly, we ask if they believe that playing with in-group or out-group members would lead to earning a greater number of points in the game. The experiment concluded with a survey about the participants' experiences playing and their demographics. We find that relationship quality and counterpart group identity shape participants' preferences for future interaction partners, and their beliefs about who they would earn more points with. In addition, we find that group identity played a marginal role in comparison to the quality of their counterparts. Participants who played with cooperative counterparts were much more likely to maintain the relationship, regardless of group affiliation. Next, to evaluate whether our results hold for more socially meaningful group identities we adjust the experiment and utilized data on sports rivalry to evaluate how animosity between groups influence individual's decision to end relationships. Following this experiment, we plan to evaluate more inherent group identities such as race and gender. These planned extensions will shed light on the portability of our findings to a wider range of real-life contexts. Our experiments attempt to illuminate a theoretically unexplored facet of social interaction, tie maintenance and dissolution, with implications for policy crafting regarding the formation of lasting cross group relations. That can potentially decrease conflict between groups, xenophobia, and segregation.

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Presenting author: **Chris Snijders**

Co-author(s): Martijn Willemssen, Gerrit Rooks, Patricia Kahr, Mohammed Tahtali.

Title: Trust in algorithmic decision-making: from best plays in Blackjack and Yahtzee to diagnosing cancer.

ABSTRACT

Algorithms are all around us and are able (at least in some cases) to make adequate and sometimes exceptionally good decisions under varying circumstances. Algorithms can predict the amount of fuel needed in an airplane, predict necessary maintenance of factory machines, diagnose diseases, park a car, as well as play chess and go. In other words, algorithms are starting to be good in domains where humans for a long time have been the best decision-makers. The literature has shown that the cooperation between humans (including human experts) and algorithms is far from optimal - trust calibration is a major issue. For instance, in cases where algorithms clearly outperform humans, typically humans hardly improve with the help of such an algorithm. There are many reasons for why this happens: some people distrust algorithms to begin with, some believe they are better than algorithms even when they are not, or some do not forgive an algorithm if it makes a single mistake, to name just a few reasons (cf Dietvorst et al. 2015; or see <https://whr.tn/3jL59ey>; Shin, 2020). As a consequence, scholars have tried to come up with ways in which to improve (that is, better calibrate) the trust of people in algorithmic advice. To get people to trust more, scholars have tried improving transparency, clearly conveying the algorithm's high level of accuracy, showing (high) certainty levels of algorithms when appropriate, giving negative feedback to users, and several other contextual adaptations. We present evidence on a series of experiments that all relate to how to improve the decision-making process in cases where humans can have the help of algorithms. These experiments span different topics, ranging from behavior in abstract games such as BlackJack or Yahtzee, to estimates of jail time sentencing and fake news, and the medical diagnosis of various forms of cancer (together with the Catharina Hospital and TU/e-Electrical Engineering; all experiments have been concluded).

Session 4a (Room: Kanunnikenzaal): Reputation formation in cooperation, competition & revenge
(Chair: Szekely)

Presenting author: **Aron Szekely**
Co-author(s): Giulia Andrighetto, Eugenia Polizzi di Sorrentino, Luca Tummolini, Eva Vriens.
Title: How Cultures of Honour Emerge: Creating Norms of Revenge in the Online Laboratory.

ABSTRACT

Social norms typically discourage the use of aggression and promote peaceful conflict resolution. Yet some motivate aggressive responses. Honour norms, important example of the latter, are informal rules that prescribe aggression to defend one's honourable status. Honour norms are among the most important constituents of honour cultures (Cohen and Nisbett 1994; Nisbett and Cohen 1996) and codes of the street (Anderson 2000). The primary theory of how they emerge is that honour norms are adaptive responses to situations in which valuable personal resources can easily be stolen and third-party law enforcement is unavailable or weak. By promoting retaliation, individuals develop fearsome reputations that deters theft (Cohen and Nisbett 1994; Nisbett and Cohen 1996). Consistent with this theory, mathematical and computational models have shown that under the proposed socio-ecological conditions, individuals deter future aggressions by investing in a tough reputation even if this is costly in the short-term (McElreath 2003; Nowak et al. 2015). Empirical evidence, based on surveys and "experimental ethnography", points in the same direction (Cohen et al. 1996; Cohen and Nisbett 1994, 1997; Nisbett and Cohen 1996). Despite this, causal tests that the proposed factors lead to the emergence of cultures of honour is lacking. We use an experiment to causally study the main theory of the emergence of honour norms. Moreover, we draw on recent theoretical (Handfield and Thrasher 2019) and empirical insights (Szekely et al. 2020) and argue that the emergence of honour norms is importantly shaped by group-level (and not just individual) reputation. To test these research questions, we implement an online incentivised experiment on approximately 1400 participants. Subjects participate in the sequential Hawk-Dove game as either an attacker or defender repeatedly with different partners. We anticipate that different behavioural patterns emerge here. Additionally, we use a range of measures concerning social expectations and (dis)approval to identify whether the behavioural regularities that emerge are actually social norms. Our experimental conditions vary factors in the sequential Hawk-Dove game: the value of the resource over which there is conflict and the kind of information that defenders transmit to attackers. Treatments 1, 2, and 3 provide causal tests of the classical view of honour-based strategies at the individual level. They change the setting from low resource without reputation (Treatment 1), to high resource with reputation (Treatment 2), and low resource with reputation (Treatment 3). We then explore the role of group reputation, status rewards, and peer punishment in treatments 4-6. The value of the resource is always high in these treatments. Treatment 4 implements group reputation, Treatment 5 includes group reputation and peer-punishment, and Treatment 6 uses group reputation and social status. Data collection began in April 2022 and will finish in June 2022. Thus, the study will be completed by ACES 2022.

Presenting author: **Stephen Benard**
Co-author(s): Long Doan, Kristin Kelley, Emily Meanwell, Eric Wright, Peter Lista.
Title: Forgiveness, Revenge, and Social Status in Groups.

ABSTRACT

Overview: Conflict between groups shapes social relations within groups. While much work examines how conflict affects ingroup solidarity and cohesion, comparatively less attention has been paid to the effects of conflict on group status hierarchies. Drawing on theories of status and signaling, we suggest that conflict provides opportunities for individuals to gain or lose status by demonstrating their value or commitment to the ingroup. We ask whether individuals gain status by engaging in either revenge or forgiveness in response to an act of outgroup aggression. We expect group members to view forgiveness or revenge as worthy of social status to the extent that these behaviors indicate group commitment to the group. Research Design: We evaluate these ideas with a laboratory experiment using a mixed-motive intergroup game ($n = 192$). Each participant's in-and-outgroup members are simulated to create a between-group grievance and manipulate the independent variables. In the game, participants view the outgroup steal from and then insult the ingroup. They subsequently witness an ingroup member respond with either vengeful or forgiving behavior towards the outgroup, and justify their response as motivated by either group-interest or self-interest. This creates a 2×2 between-subjects factorial design: (ingroup revenge/forgiveness) \times (group/individually motivated justification). We measure the perceived status of the vengeful/forgiving and group/individually-motivated ingroup member using behavioral and attitudinal measures. During the game, participants could send "stars" to other participants as a sign of respect, similar to an online reputation system. Participants could also send text messages during the study, and we coded the content of these messages. Following the experimental game, participants engaged in a second task measuring behavioral deference to an ingroup partner. We also include a commonly-used scale measuring status. *Results:* During the study, participants valued revenge over forgiveness – they sent significantly more respect-indicating stars to vengeful group members, relative to forgiving group members. Analysis of participant text messages sent during the study found that participants expressed greater agreement with vengeful than forgiving ingroup members, and encouraged forgiving representatives to adopt a more vengeful approach. Yet, these vengeful participants were not rated as significantly

higher in status in general on the post-study questionnaire, nor did they receive greater deference in a post-study status task. In contrast to the hypotheses, participants who justified their behavior as group-motivated were rarely seen as more status-worthy than those who offered individually-motivated justifications, across a range of measures. This suggests that participants value behavior that they believe actually helps the group (in this case, revenge), more than group members' intentions to help the group. Broadly, the results speak to research on signaling, conflict, and social status.

Presenting author: **Davide Barrera**
Co-author(s): Krzysztof Krakowski, Sara Romanò.
Title: Revenge and Forgiveness across Cultures.

ABSTRACT

This project examines under what circumstance revenge and forgiveness are perceived as socially appropriate responses to aggression. We focus on two potential sources of variation - namely, i) whether a group identity underpins aggressive behavior or not, and ii) whether a vengeful or forgiving response to aggression is motivated by personal or prosocial motives. Importantly, we explore heterogeneous approvals of revenge and forgiveness across different cultural contexts marked by different combinations of i) individualist-collectivist and ii) masculine-feminine cultural dimensions. We hypothesize that individuals in collectivist-masculine cultures (e.g. Venezuela) most strongly approve prosocial revenge, while people in individualist-feminine cultures (e.g. Sweden) most strongly approve personal forgiveness. To test these predictions, we plan to recruit subjects in 57 countries included in Eriksson et al.'s (2021) study on meta-norms. Our respondents will be exposed to animations depicting different reactions to aggressive behaviors and will be asked to evaluate how respectable a given reaction was.

Presenting author: **Kevin Wittenberg**
Co-author(s): Rense Corten
Title: Rewarding reputation in generalized exchange: the role of information.

ABSTRACT

In generalized exchange systems, characterized by unilateral flows of resources, indirect reciprocity has been shown to facilitate cooperative behavior. We argue that the extent to which behavior is indirectly reciprocated depends on how that behavior is evaluated by the reciprocator. This evaluation may depend on information about other interactions in the network, which has been withheld from participants in experiments to date. Specifically, we hypothesize that knowledge of what an actor has received in a previous interaction can influence the evaluation of their current behavior, and thus the extent to which the current behavior is reciprocated.

We expect that this additional information can convey strategy and norms, influence fairness perceptions, and signal whether an actor has defected in the past. We test these three expectations experimentally using a within-subject design at the ELSE lab of Utrecht University. Results support that, in general, subjects indirectly reciprocate behavior. We find support for our expectation that indirect reciprocity is affected by exposure to behavior from others and that this is driven by opposing effects of normative influence and fairness perceptions. We do not find conclusive evidence that the additional information conveys a signal of previous defections. Our results help understand the conditions under which indirect reciprocity can facilitate cooperative behavior in generalized exchange, and can be used to increase cooperative behavior on generalized exchange platforms such as the online sharing economy.

Session 4b (Room: Westerdijkkamer): Political perceptions & attitude change (Chair: Küchler)

Presenting author: **Armin Küchler**
Co-author(s): --
Title: Under which circumstances do people see extreme political behavior as a suitable action alternative? Applying a factorial survey design for assessing social attitude change.

ABSTRACT

Understanding how and why people in democratic societies fall for processes of radicalization and adopt extremist world views is a constant and essential issue. Radicalization is understood as diverse process that leads to a change in attitudes of an individual. Whereas extremism can be seen as a substantial deviation in attitudes of socially shared norms. The shape of extremism is thereby depending on a specific ideology loaded with drastic religious or political world views (Beelmann 2020). Extremist attitudes can be found in every democratic society. Saying this rises the question under which contextual effects specific groups of a society open themselves for the acceptance of extremist forms of action. The definition of contextual effects relies on theoretical assumptions of the research on radicalization dynamics. Based on current literature the General Strain Theory (Agnew 2010) may not have a direct effect on radicalization dynamics however the effect on general sentiments in a society remains unclear (Nivette, Eisner, and Ribeaud 2017). The theoretical assumption is that certain perceived economic and personal strains – like inevitable

indebtedness or serious family issues – work as a door opener for a general acceptance of extremism. In addition to these strains further aspects are under investigation. Namely, forms of perceived discrimination – which can be seen as a strain variation – as well as a perceived sense of belonging (Lyons-Padilla et al. 2015) and a perceived territorial reputation (Kearns, Kearns, and Lawson 2013). Based on these theoretical concepts a factorial survey design was created with five dimensions and two levels in each case. This setting creates 32 possible descriptions of a person who is – or is not – affected by these five dimensions. Every survey participant is going to look at three vignettes. After seeing one vignette the participants are asked how arguable it would be for them if the described person would resort to drastic means – means that go beyond civil disobedience – for a political change of their life situation. This procedure is embedded in representative questionnaires of three German metropolises in the research project Radicalization And Space (<https://radikalisierende-raeume.de/en/home/>).

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Presenting author: **Thomas Marlow**

Co-author(s): Kinga Makovi.

Title: Political Anchoring in Representations of Climate Policy Enables an Effective Politics of Delay.

ABSTRACT

Despite growing recognition of the need for rapid action on climate change, barriers to action remain. One such barrier is reinforced by the efforts of fossil fuel companies to delay action by proposing non-transformative policy solutions that both divide public support while allowing the continued use of greenhouse gas-emitting technologies. This paper investigates two questions. First, among self-identifying liberals and conservatives, does the mere presence of an independent, non-transformative climate policy lower support for a renewable energy policy? Second, if so, what are the pathways that lead to such an effect? To interrogate these questions, we use a survey experiment asking 2,544 US respondents about their support for a renewable energy policy, fielded in November 2021, as the U.S. Congress debated the "Build Back Better" plan. The treatment conditions vary by whether we present respondents with a renewable energy policy alone, a renewable energy policy alongside an independent carbon capture and storage (CCS) policy, and whether these policies include explicit partisan cues, yielding a two-by-three design (no party cues; signaling Democrat support for renewable energy and Republican support for CSS; signaling Republican support for renewable energy and Democrat support for CSS). We randomly assign roughly equal numbers of liberal and conservative respondents to one of the six possible groups. We find that a majority of both liberal and conservative respondents support renewable energy in all treatments. However, among conservatives, the presence of a CCS policy signaled to be irrelevant for instituting the renewable energy policy without obvious party cues lowers support for renewable. Next, we find strong evidence of a political anchor in our data. Despite the lack of political party cues, when presented with the policy pair, conservatives tended to view the renewable energy policy in more partisan terms, specifically, less supported by Republicans. We argue that it is this perceptual shift, rather than others, e.g., respondents' assessments of the efficacy of the policy, that operates as a semantic anchoring effect, whereby the presence of the CCS policy provides a perceptual "anchor" and lowers support for renewable energy. Unlike other anchor effects, semantic anchors may serve as a contrasting group that make judgments more rather than less extreme. That is, despite their presentation without party cues, respondents perceive the CCS policy as a more Republican or less Democrat policy, which in turn alters perceptions and support of the renewable energy policy. Finally, we find that when explicit cues are introduced that counter perceptions of a policy's main constituency (Republican support for renewable energy and Democrat support for CSS), Republican support for renewable energy remains stable and relatively higher than treatments with no party cues, or those that reinforce perceptions of constituency. These findings suggest that political anchoring, exacerbated by a consistent campaign by fossil-fuel companies trumpeting the merits of CCS, might be a key impediment to bipartisan support of climate solutions in the U.S. context.

Presenting author: **Robert Neumann**
Co-author(s): Oliver Brust, Natalja Menold, Jasmin Kadel, Hagen von Hermanni.
Title: Risk aversion and the role of experts - a vignette experiment on the Asian disease problem during the Covid19 pandemic.

ABSTRACT

Since the beginning of the Covid-19 pandemic, several countries have gone through intense debates about the necessity and scope of restricting fundamental rights due to public health concerns, about the cost-benefit trade-offs of the 'lockdown policy' or so-called non-pharmaceutical interventions or about on the validity and reliability of test procedure and subsequent incidence rates as a basis for policy measures. Throughout these debates, the importance of science and the role of scientific knowledge as the rational foundation for political decision-making is taken for granted most of the time, leading us to see the importance of scientific knowledge processes in a democratic constitutional state. All along, the political problem posed by the pandemic has been marked by all the features that characterize a complex problem (complexity, interconnectedness, momentum, intransparency, polytelicity). For politicians, this meant that they had to make a decision under uncertainty to a particular extent, characterized by uncertain consequences of action. The uncertainty remains evident in the – still ongoing – scientific discourse on the extent, lethality or possible long-term consequences of the new viral disease and its mutations due to the lack of long term health data. Against the background of this assessment, we provide an empirical contribution on how expert judgments and expert dissent might contribute to the choice of certain programs that combat a viral disease. By applying the classic Tversky and Kahneman's (1981) Asian Disease Experiment (ADE), we examine the role of expert judgments and their influence on individual risk perceptions and decisions under uncertainty and how the acceptance of different Covid-19 disease control programs depends on the framing of the consequences (i.e., a positive gain vs. negative loss framing). In contrast to earlier applications and replications of the ADE, we apply a factorial survey design and investigate whether the professional background of experts who recommend a program within the experiment (majoritarian vs. minority opinion) and how the role of dissent between experts might contribute to mitigate the framing effects that are widely prevalent when dealing with uncertain consequences. In particular, the source of information about the program scenarios are of particular interest to us. Hence, we investigate whether respondents chose programs differently, depending on whether the program options are communicated by a group of virologists who represent the majoritarian opinion on disease control effort. We contrast their opinion to that of social scientists who – so far – have represented a minority opinion by using data from a university wide repeated cross-sectional dataset (n1=2280 and n2=2578) that included the full factorial experimental design.

Presenting author: **Elske van den Hoogen**
Co-author(s): Willem de Koster, Jeroen van der Waal.
Title: Does the prospect of sovereignty loss make people more Eurosceptic? Evidence from a representative survey experiment.

ABSTRACT

Referendums like those on the EU constitution in 2005 and the Dutch referendum on the EU association treaty with Ukraine in 2016 indicate that many citizens oppose loss of national sovereignty via further EU integration. A pressing question remains: does the prospect of such loss cause a more negative stance towards the EU? Using a pre-registered original survey-experiment that is conducted online and set out among a high-quality panel representative of the population in the strategic case of the Netherlands, we test this by focusing on exposure to a proposal to abolish the right of veto in the EU by means of a newspaper article. As such, we are able to estimate the causal effect of exposure to a proposal indicating a loss of national sovereignty on EU attitudes. Yet, this effect is unlikely to be universal. In contrast, the same message is likely to be interpreted differently, depending on the source of the message and the individual who reads the message. That citizens can respond differently to the same stimulus, such as a proposal for further EU integration, is in line with more general theories on cultural framing. Thus, we analyse whether the exposure effect is shaped by i) citizens' populist attitudes and ii) the newspaper's general take on the EU (more/less Eurosceptic). Concerning the former, informed by recent in-depth qualitative research we hypothesise that populist attitudes aggravate the extent to which exposure to potential loss of national sovereignty leads to more negative EU attitudes. Concerning the latter, we hypothesize that exposure via a more Eurosceptic newspaper might either aggravate or abate the extent to which the message leads to more negative EU attitudes. We use a 2x2 factorial between-subjects experimental design, with four experimental conditions. Respondents are shown one of four newspaper articles. These newspaper articles differ in subject (either noting a proposal to abolish the EU's right of veto (treatment); or just general information on the EU's right of veto (control)) and Eurosceptic character of the medium (more/less Eurosceptic). We increase the precision of this study by controlling for EU attitudes that were measured in an earlier questionnaire conducted by us using the same panel (in January 2020). Like prior EU attitudes, populist attitudes are also pre-measured in the previous survey, which will be linked to the newly collected data, furthermore increasing precision.

Session 5a (Room: Kanunnikenzaal): Norm dynamics in social dilemmas
(Chair: Otten)

Presenting author: **Kasper Otten**
Co-author(s): Vincent Buskens, Wojtek Przepiorka, Boaz Cherki, Salomon Israel.
Title: Cooperation, punishment, and migration in multilevel social dilemmas: an experimental study.

ABSTRACT

Norm enforcement is regarded as an important element in sustaining human cooperation. Hundreds of social dilemma experiments have shown that cooperation is higher if norms can be enforced by peer punishment. However, these experiments predominantly focus on local social dilemmas, in which people have to choose between themselves and their local group. In many societal problems, people are involved in multilevel social dilemmas, where their local group is nested within a larger global group that also includes other local groups. In multilevel social dilemmas, people have to choose between private, local, and global interests. We study experimentally how punishment affects cooperation in such multilevel social dilemmas. Moreover, we study how cooperation and punishment patterns depend on whether the multilevel structure is present from the start or whether individuals first are part of only local groups but migration across different local groups creates a multilevel structure. When the multilevel structure is present from the start, we find roughly equal levels of local and global cooperation and no effect of punishment. However, when the multilevel structure is a result of migration across local groups, we do see a considerable positive effect of punishment. In this latter case, individuals developed stronger cooperation norms in their initially local groups, which support global cooperation when migration across groups leads to a multilevel structure. These findings have implications for cooperation in contemporary societies as they become more multicultural through migration processes.

Presenting author: **Vincenz Frey**
Co-author(s): Thijs Bouman, Fleur Goedkoop.
Title: Greener than others? Misperceptions about relative pro-environmental engagement and their impact on climate action.

ABSTRACT

Individuals' behaviors are causing environmental problems and behavioral change is needed to mitigate these problems. Recent research suggests that the majority of people have a biased perception of their pro-environmental engagement: namely, they see themselves as "greener" than others. It has been speculated that this bias inhibits people from taking further pro-environmental actions. Yet, research on this bias and its consequences is scarce and has limitations in terms of data and methods used. Using the representative LISS panel, we investigate whether people are indeed overly pessimistic about the pro-environmental engagement of others. To mitigate issues of self-presentation we use an incentivized donation task in which panelists can donate a part of a lottery prize to a pro-environmental charity, and we use an incentivized elicitation of beliefs about others' donations. We also study whether individuals donate more or less to pro-environmental charities when their perceptions of the social norm are made salient (by varying whether panelists estimate the average donation before or after they make their own donation choice). Finally, we investigate how the provision of correct information about the average donation affects donations. The data collection takes place from May to June 2022. The project shall provide insights that help designing effective policy interventions for society-wide pro-environmental action.

Presenting author: **Hendrik Nunner**
Co-author(s): Vincent Buskens, Rense Corten, Christoph Stadtfeld, Alvaro Uzaheta Berduga, Casper Kaandorp, Mirjam Kretzschmar.
Title: Disease avoidance comes at the cost of social cohesion: Insights from a large-scale social networking experiment.

ABSTRACT

Research has shown that the spread of infectious diseases is influenced by properties of social networks and of the actors within them. In a previous study, we developed an ego-centered network formation model and agent-based simulation to study the effects of health behavior homophily on epidemics in adaptive small-world networks. Our results predicted that the existence of health behavior homophilous clusters reduces the total number of infections and flattens the curve of active cases. That is because agents perceiving higher risks of infection can protect their cluster from infections comparatively quickly by severing only a few bridging ties. To test our theoretical results, we developed a large-scale online networking experiment. First, we scored the risk-taking propensity by using a 5-rounds binary choice task to find someone's threshold to favor a guaranteed lower reward over a 50:50 chance to receive a high reward. Second, we used a round-based network formation game with an infectious disease spreading between tied nodes. Before the first round, each participant was assigned to one of 60 network nodes in a predefined highly or lowly clustered network (within subject condition), either randomly or considering similarity in risk-taking score (between subject condition). During each round, participants could then propose new ties to other participants, accept

tie proposals from other participants, and dissolve ties to other participants. Points were awarded for the number of social ties (6 were optimal, resulting in 100 points) and the proportion of closed to open triads (0.00 in low clustering condition vs. 0.67 in high clustering condition, resulting in 20 points). Fourteen points were subtracted when a node got infected. Infected nodes recovered after 4 rounds and could not get infected again. All points were converted into money and if it exceeded the amount earned through time, paid as a bonus. To maximize monetary rewards, participants therefore needed to balance between a beneficial network position (number of ties, proportion of closed vs. open triads) and the penalty for getting infected. Based on data collected from 2,880 participants and 96 network games, we find that in the experiment a mean of 4.25 nodes gets infected per game, compared to 27.68 nodes in the simulation. That is because participants disconnect more often from infectious nodes and create fewer ties to infectious nodes than the agents in our simulations. This, however, results mostly in suboptimal network positions (e.g., ≤ 6 ties, dissolution of closed triads) and thus suboptimal point rewards. Furthermore, participants avoid infected nodes independent of personal disease state, although infected or recovered nodes do not run the risk of getting infected again. These results suggest that most participants prioritize preventing infections over beneficial network positions. On the one hand, considering the effect of intrinsic health risk avoidance may be supportive for non-pharmaceutical interventions, such as social distancing measures. On the other hand, our results show the need to mitigate the risk of social isolation, a side effect also found in the social distancing measures to contain the COVID-19 pandemic.

Presenting author: **Eva Vriens**

Co-author(s): Giulia Andrighetto.

Title: Norm dynamics and cooperation under changing collective risk.

ABSTRACT

To address social, environmental and health emergencies like climate change and pandemics we need a better understanding of how and when people cooperate under uncertainty. These emergencies require a collective response, but individuals are tempted to free ride on the efforts of others (Olson 1965). They represent collective-risk social dilemmas (Milinski et al 2008) that ask repeated investments (in money, time, effort) not to realize a gain but to avoid a loss (e.g. dangerous climate change) that has some risk of occurring. The large scale and fast development of these risks make top-down solutions insufficient and costly and render social norms essential (Nyborg et al 2016; Andrighetto & Vriens 2022). Societies that experienced more ecological and social threats—frequent disease, warfare, and environmental catastrophes—developed stronger social norms and low tolerance of deviant behavior to survive chaos and crisis (Gelfand et al 2011) and there are indications that the norms developed under risk are resilient even after the risk decreases (Szekely et al 2021). However, while norms have often been praised as solutions to social dilemmas (Bell & Cox 2015), this mostly derives from research on norms in stasis. If changes in risk affect norm strength, decreasing risk may also weaken norms. Take the Covid-19 pandemic: the social distancing norms developed at the start of the pandemic weakened after the first wave and it was not easy to reinstate them once hospitalizations increased again. We thus study experimentally how people update social norms under changing risk levels; whether social norms causally influence contribution levels under changing risk; and under what conditions they effectively stabilize behavior. We know that people rely mostly on normative expectations (Szekely et al 2021) and that normative expectations were more stable when Covid-19 risk levels fluctuated (Vriens et al 2022). At the same time, empirical expectations become more important when uncertainty about the context is higher (Morris et al (2015), and empirical expectations tend to change quickly (Bicchieri 2017). Hence, we hypothesize that normative expectations generate stable contributions even if risk changes repeatedly. However, under incomplete information about the risk empirical expectations cause contributions to fluctuate and groups are less likely to avert the collective disaster. We test the hypotheses in a collective risk experiment that builds on Szekely et al (2021). For 30 rounds subjects are randomly regrouped every round, report their empirical and normative expectations about all group members, and decide how much to contribute. We compare social norm strength and contributions across three treatments (N=150 per treatment). T1 (Slow change + Full information) changes risk every 10 rounds; T2 (Fast change + Full information) changes risk every 4 rounds; and T3 (Fast change + Uncertainty) changes risk approximately every 4 rounds but only informs subjects once risk has changed. The experiment will be conducted in June 2022. The results will increase understanding of how norms change because of changing risk and increase insight into when and how we can use social norms to deal with some of the most pressing global challenges of this time.

Presenting author: **Bernhard Kittel**
Co-author(s): --
Title: The Social Recognition of Needs.

ABSTRACT

The focus of this paper is on the social objectivation of subjective need evaluations. It summarizes the results of a 7-years project using laboratory experiments to study distributive preferences and need-based justice. The project has been embedded in the DFG research group FOR2104 "Need-based justice and distributive procedures". Under what conditions are individual allocative claims recognized by a social group as a legitimate need instead of a mere subjective desire? As a principle of justice, need is considered salient in solidary communities. People must perceive and experience social bonds with others in order to make these others' fate a precept of their behaviour towards them. The concreteness, subjectivity and heterogeneity of needs separate the principle of need-based justice from other justice principles, which rely on more abstract, objectified and homogeneous concepts. Equity refers to the proportionality of allocations to contributions, equality to the absence of a criterion to differentiate between people, and entitlement to the stratification of society. Solidary communities may emerge at any level of sociality but always need a criterion that defines a commonality of the people who are considered members. This may, for example, be the family, a common interest, or a common political system. The recognition of need claims depends on the plausibility of the claim to others, which, in turn, depends on the knowledge and understanding of the conditions under which the claim is made. This understanding is facilitated by the intensity of social bonds, which is determined by the size of the community and the density of contacts within the community. The paper explores various factors potentially affecting the recognition of need by others, such as information about the truth of the claim, the size of the claim, the size of the resource, identity, and group membership. It shows how these factors influence the rate of need satisfaction, the amount transferred to the needy, and the resulting inequality between group members.

Presenting author: **Kinga Makovi**
Co-author(s): Mario Molina.
Title: How do conservatives and liberals apply fairness principles when they have information about group membership and the structure of economic opportunity?

ABSTRACT

Unequal outcomes cause a cornucopia of debate when they are correlated with unequal opportunity and understanding how these inequalities are perceived often opens up questions about bias, diversity, and fairness. The recent Supreme Court case that is re-examining affirmative action policies in university admissions in the United States is a case in point because it highlights a central question about the legitimate sources of unequal outcomes. Previous research on this topic has shown that concerns for economic inequality are sometimes revealing of more general worries about the structure of economic opportunity and fairness (McCall et al. 2017), and it suggests that unequal outcomes may be acceptable to the extent that different outcomes exist on the basis of differential effort or skill (Starmans et al. 2017). However, abstract principles of fairness that work independently of group membership and political ideology are hard to establish (Greene 2013). For instance, research finds that redistribution preferences and fairness perceptions are affected by self-serving and ingroup biases (Molina et al. 2019; Dorin et al. 2021) and different principles of fairness are adopted on the opposite sides of the political divide (Graham et al 2009; Skurka et al. 2020; Alesina et al. 2021). In this project, we build on theories of social justice, intergroup processes, and political ideology to experimentally study whether the allocation of monetary rewards is affected by the structure of economic opportunity and racial biases. We recruit an equal number of conservatives and liberals in the U.S. to participate in our experiment and ask them to divide a bonus between two MTurk workers, who previously solved a series of easy and challenging tasks as a team. We manipulate how challenging tasks (whose solution enhances the two-person team's outcome) are allocated to team members, considering three mechanisms: (a) easy and challenging tasks are randomly allocated (random condition); (b) challenging tasks are more likely to be assigned to one worker in the team (rigged condition); and (c) challenging tasks are chosen by one worker, but not the other (choice condition). First, we expect participants to divide the bonus between MTurkers based on how tasks are allocated. Specifically, we expect that they will divide the bonus roughly equally in the random condition, they will compensate the worker who was less likely to receive challenging tasks in the rigged condition, and they will punish (reward) the worker who chooses the easy (challenging) tasks in the choice condition. We anticipate that political ideology will impact how much inequality participants are willing to induce among team members, with conservatives being more willing to induce larger inequalities. Second, we also manipulate the demographic information available to respondents about the workers whose bonuses they decide on, with a particular focus on race, since it has been the basis of discrimination and prejudice in many social settings, including the workplace (Castilla 2008; Quillian et al 2017; Abascal 2020). Comparing conditions where team members are racially different (white/Black) versus racially similar (white/white), we anticipate that the above-mentioned fairness principles will operate differently. Importantly, our characterization of the tasks leaves open to interpretation how workers' effort and skills play a role in the production phase. We use

this intentional feature of our experiment to understand if stereotypes endorsed by participants might drive these differences, as emphasized by theories of social cognition (Valentino and Vaisey 2022; Cerulo et al. 2021).

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Presenting authors: **J anos Betk  & Lincy Scholten**

Co-author(s): --

Title: Effects of trust-based social assistance on stress – a qualitative perspective.

ABSTRACT

Between 2017 and 2019, several municipalities in the Netherlands experimented with the social assistance system. Instead of the regular, workfare-based social assistance regime, participants in the experimental treatments fell in a more trust-based regime. They received their allowance with less conditions and got the opportunity to earn additional income. It was expected that this would relieve some of the stress recipients experienced, thereby leaving more "mental bandwidth" for them to deal with other issues (more effectively), such as work and participation. The effects of the various Randomized Controlled Trials, however, appear small and inconclusive. In order to explain these findings, this paper evaluates how the experiment affected the experienced stress of social assistance recipients. It draws on 9 in-depth interviews with participants, and additionally numerous participant evaluations. These data were all collected as part of the experiment in the municipality of Nijmegen. Preliminary findings confirm that the current workfare-oriented social assistance system is a cause of stress and frustration for many recipients. Although the experiment reduces some of these stressors, it also introduces new sources of stress. These findings provide valuable lessons for future experiments with the social assistance system and offer relevant pointers for policy development in this domain.

Presenting author: **Zolt n Kmetty**

Co-author(s): Adam Stefkovics, J lia Koltai, Elisa Omodei, Deng Dongning, J lia Sz mely.

Title: What determines willingness to donate data from social media platforms? Results from a vignette-experiment.

ABSTRACT

Digital traces on social media platforms can be promising sources of information for sociologists. Such data may provide more valid behavioral insights compared to self-reports from surveys. Surveys, on the other hand, allow

researchers to gain access to beliefs and attitudes. Linking individual digital behavioral data with survey responses holds the promise of understanding behavior on social media platforms, and therefore scientific attention in combining these data sources has grown substantially recently. Nevertheless, access to individual social media data has become strongly restricted, and certain methodological and ethical challenges still need to be addressed. Little evidence exists on optimal recruitment or consent-obtaining strategies, privacy issues, technological considerations, and how these problems vary with the specific features of the different platforms. To contribute to the literature this study is aimed at investigating data sharing behavior of users of different social media platforms in Hungary. Specifically, we focused on an innovative data sharing method, the “data donation” approach. Data donation builds on the feature of the social media sites which allow their users to view and download their data about themselves stored on the sites. Users can then potentially “donate” their data for scientific purposes. To estimate the determinants of willingness to donate social media data, we are carrying out a vignette experiment. An online survey is being conducted in Hungary with a sample size of 1000 (to achieve a 0.95 power with a small effect size). We measure respondents’ willingness to donate their social media data after reading a description of a hypothetical study. In the hypothetical study, the Hungarian Social Science Research Centre asks people to participate in a survey and share their social media data, excluding their private messages and pictures/videos. In the vignettes, we manipulated the platforms to donate data from (1), the type of data (2), the time to download and upload the data (3), the amount of the incentive (4), and whether participants would receive a personalized report on their social media usage (5). Only platforms that are widespread in Hungary were included (Facebook, Google, Instagram, Twitter, and Spotify). Using these five dimensions, we applied a 4X4X3X2X2 factorial design resulting in 192 different hypothetical scenarios. We randomly assigned the vignettes to 16 decks, each respondent received 12 vignettes. In addition to vignette-level variables, for controlling purposes and to better understand the underlying factors of data donation behavior we included measures of privacy concerns, technological affinity, platform use, personality, politics, well-being, and socio-demographic characteristics. The results of the multilevel models will be presented at the conference. Our results can be relevant for sociological studies in many ways. First, it provides new insights and methodological recommendations on a promising way of collecting digital behavioral data from social media sites and linking them to survey responses. Second, the study contributes to uncovering participation patterns in data linkage studies. Understanding who does and who does not participate in such studies, and whether the samples collected imply significant nonresponse bias is crucial when one aims to draw sociologically relevant inferences.

Session 6a (Room: Kanunnikenzaal): Inequality, meritocracy, & class
(Chair: Foley)

Presenting author: **William Foley**

Co-author(s): --

Title: Just desserts? Testing a cognitive dissonance mechanism for the belief that income is distributed meritocratically.

ABSTRACT

Nineteenth and twentieth century social theorists predicted that capitalist liberal democracy would lead to explosive social conflict, radical redistribution, and generalised resentment towards the rich. But applied research has shown that people tend to accept inequality when they think income is distributed according to merit (Ahrens 2020; Alesina and Angeletos 2005). And while unequal societies are more socially immobile (Durlauf and Seshadri 2018; Jerrim and Macmillan 2015), the people living there are more likely to see them as meritocratic – a phenomenon that Mijs (2021) has dubbed the “inequality paradox”. So why are people living in unequal societies more likely to view them as meritocratic? And how can they form such beliefs given imperfect information on the distribution of income and merit? I implement an experimental design to study how people form judgments about merited income disparities under conditions of uncertainty. Following Elster’s (1985) “sour grapes” theory, I argue that belief in meritocracy is a strategy for mitigating cognitive dissonance. People may experience cognitive dissonance when the belief that they live in a just society (Lerner 1980) conflicts with an (apparently) unjust distribution of income. People can reduce dissonance by taking action to reduce inequality or improve their material position. But when action is impossible, they may convince themselves the distribution of income is fair because it is based on merit. The experiment features 370 participants of British nationality. Participants from one group, the “receivers” (n = 350), are each matched with a “proposer”. The proposer offers them 40% or 10% of a money prize, corresponding to a low or high inequality scenario. Half the receivers have the choice to reject the offer (ultimatum condition), and half of them must accept it (dictator condition). Receivers are asked: (i) whether they think their proposer was gifted the money or earned it (by doing a maths task); and (ii) whether the offer was fair. I hypothesise that receiving a highly unequal offer may generate cognitive dissonance. Rejecting the offer is an action-based strategy to reduce dissonance. But if this option is not available, receivers may convince themselves that the proposer earned the money in order to reduce dissonance. Findings show no difference between the ultimatum and dictator conditions when it comes to believing the proposer earned the money. However, receivers in the dictator condition are more likely to think a highly unequal offer was fair. Qualitative analysis of open-ended questions suggests that receivers in the dictator condition who received a lower offer espoused a more pessimistic outlook on the nature of humanity, expressing the view that people are not obliged to treat other persons equally or with generosity. The experiment suggests that when lacking control over the distribution of income, people accommodate themselves to inequality through fatalistic resignation

concerning the fallen nature of humankind rather than by convincing themselves the distribution arises through merit. The use of qualitative data complements the experiment with a process-tracing methodology, and marries the deductive strengths of experimental methods with the theory-generating potentiality of inductive approaches.

Presenting author: **Mads Meier Jæger**

Co-author(s): --

Title: Participants rate the highbrow version of the vignette to have higher social rank.

ABSTRACT

Models of cultural stratification argue that individuals in different socioeconomic positions (SEPs) use lifestyles to signal membership of their SEP. For example, a highbrow lifestyle emphasizing opera and French cuisine signals membership of a high SEP, while a lowbrow lifestyle emphasizing techno music and takeaway food signals membership of a low SEP. Empirical research documents correlations between SEP and lifestyle, but is uninformative about (a) whether lifestyles have a causal effect on perceptions of SEP and (b) the mechanisms through which lifestyles shape perceptions. In this paper, I use a survey experiment to test (a) and shed new light on (b). I construct vignettes describing individuals who differ in terms of lifestyle (e.g., highbrow vs. lowbrow). I randomly allocate participants to a different version of each vignette and ask them to rate the SEP of the vignette (social class and relative social rank) and to assess economic (e.g., productivity) and social (e.g., trustworthiness) traits. I am currently running the experiment (April 2022) and expect to be able to present results at the conference. Results from a pilot study with a single vignette (N = 174; male, late 30s, vignette comes in a “highbrow” and a “lowbrow” version) shows that participants rate the highbrow version of the vignette to be in a higher social class than the lowbrow version and to have higher social rank (1-10 scale). These results support the idea that lifestyles have a causal effect on perceptions of SEP. Participants also rate the highbrow version of the vignette to have more favorable economic and social traits than the lowbrow version. These results suggest that lifestyles operate via biased perceptions of (un)favorable personal traits.

Presenting author: **Anna Sokolova**

Co-author(s): --

Title: Accumulated advantage of social capital and economic of inequality in networks.

ABSTRACT

Social networks can bring benefits and create accumulated advantages in various domains. They often secure success or failure of collective action through the core mechanisms of social capital defined by Coleman: information sharing and norm enforcement. In social dilemma situations, individuals and groups, successful in maintaining stable cooperation, receive more profits than those who failed to do so. Consequently, social capital can become a source of economic inequality in society. The research question of the study is then formulated as follows: how does the accumulated advantage of social capital affect the emergence of economic inequality in networks? In my project I aim to introduce, while still highly formalized, a relatively realistic setting of accumulated social capital in a network with community structure. I employ an experimental design involving one-shot interactions. During the first stage of the planned two-stage laboratory experiment, participants are randomly assigned either to a group that has opportunities to accumulate social capital via exogenously established ties among the group members, or to a group that engages in anonymous atomized interactions. Then, during the second stage, participants from both groups interact in one environment with preference-based matching. At this stage, I hypothesize that the larger the amount of social capital accumulated by a group during Stage 1 is, the more pronounced the inequality between the two groups' earnings will be. Additional expectations about dynamic group processes during Stage 2 are compared with the results from agent-based simulations. The two mechanisms of social capital - info sharing and norm enforcement - are studied separately. The amount of opportunities to accumulate social capital during Stage 1 is manipulated through various network structure configurations and sanctioning rules, respectively. This project aims to address the emergence of economic inequality in larger networks via previously accumulated social capital in densely connected communities.

Presenting author: **Luis Miller**

Co-author(s): Diego Santamaría, Paloma Ubedab, Laura Padilla-Angulo

Title: Determinants of Inequality Acceptability Across Social Contexts.

ABSTRACT

Why is there general support for equality-enhancing policies in some social contexts, while in others social inequalities seem to be widely regarded as acceptable? This article combines theories and methodologies from different disciplines to examine the factors affecting the individual acceptability of economic inequalities. In particular, we explore three sets of determinants of inequality acceptability: individual socioeconomic status (SES), societal economic inequality, and the source or origin of inequality. Although results are in line with the extant literature on preferences for redistributions, a number of contributions should be highlighted. First, using a survey experiment and

a large and heterogeneous sample, we replicate the acknowledgement of earned entitlement effect. The size of our sample allows us to control for a number of potential confounding factors. Also, this main effect of the source of inequality is robust to the interaction with other important intervening factors, like individual SES and societal inequality. We are before one of the more stable experimental treatment effects in the social sciences. Second, the effect of socioeconomic status is also considerably more robust than the effect of income or education on other large-sample experiments. Income is typically a noisy variable in this literature, but in our experiment, it works very well as a predictor of fairness attitudes. The same is true for education. In our experiment, the effect of individual SES can be estimated with these two variables indistinctively, even though they are not highly correlated. Third, we report a new result on the effect of societal inequality on fairness views. An open question in the literature was the (geographical) level of inequality that could be relevant for fairness attitudes and preferences. We find that the regional level of inequality affects attitudes towards equality. There is a surprising high evaluation of equality in more unequal contexts. Besides these three main effects, we find an interaction effect between the source of inequality and individual socioeconomic status that is consistent with previous results from economic laboratory experiments. Finally, although there is some indication that regional inequality may modulate the effect of the source of inequality and individual SES on fairness views, results are noisy and we cannot establish that the three variables produce a conjoint effect. Scientific replication is the cornerstone of scientific advancement and knowledge accumulation. In this article, we have replicated, using a large sample and a new vignette experiment, one of the most stable experimental results in the social sciences: the acknowledgement of earned entitlement. The richness of our sample allowed us to test how this experimental result interacts with other determinants typically considered in the survey literature. The outcome is a comprehensive study about the main predictors of inequality acceptability at the individual level.

Session 6b (Room: Westerdijkkamer): Competition & discrimination in markets
(Chair: Lindenberg)

Presenting author: **Siegwart Lindenberg**

Co-author(s): --

Title: Calibrating competition. An experimental study on the special role of competitive intensity and winner selection rule for cooperation after competing.

ABSTRACT

Much has been written about the desirability to combine the advantages of both competition and cooperation ("coopetition"). Yet, there is surprisingly little research on coopetition inside organizations, even though it may be argued that people's mindset that is relevant for coopetition even between firms is largely formed on the basis of their experience with competition and cooperation inside the organization. How and under what conditions does the experience of competition negatively affect subsequent cooperation and when does it not have this negative influence? We present an experimental test of two competing theories about experiencing competition of different intensities, the subsequent willingness to cooperate, and the moderating role of how winners are selected: a relative deprivation theory (cooperation compromised by the frustration of losers) and a shifting salience theory (cooperation compromised by regimes that make competitiveness salient). The results favor the shifting salience theory. Experiencing moderate competition intensity affects people's subsequent willingness to cooperate more positively than experiencing fierce competition. Moderate competition intensity works best, especially with selecting winners on the basis of their performance. If fierce competition cannot be avoided, subsequent cooperation is best served by random selection of winners.

Presenting author: **Diana Roxana Galos**

Co-author(s): --

Title: Social Media and Hiring: Applying an Intersectional Lense to a Survey Experiment on Discrimination.

ABSTRACT

The hiring process establishes the match between employers and employees and how employers evaluate candidates is one of the key factors that shape individuals' labour market outcomes. As the hiring process is accompanied by information asymmetry, employers try to acquire as much information as possible through resumes. Yet, in contexts where there might be little information in the resumes and extensive information available online, employers may use social media (such as Twitter, Facebook) as an additional source of information in the hiring process. Social networking websites might serve as a source of information—and hence potential basis for discrimination—for employers regarding characteristics that are hidden from resumes, but which are easily accessible online such as social class. Even though information available from social networking websites cannot fully capture the complexity of social class, it may plausibly generate cues of social class, perhaps most noticeably through individuals' cultural consumption in terms of their taste and interests (through photos and bio). In this context, I am interested in understanding (i) how online presence on social media platforms potentially form the basis of discrimination based on social class in hiring, (ii) whether this discrimination is gendered in nature and (iii) which are

the potential channels of this discrimination. My study will be – to the best of my knowledge - the first examination on whether employers evaluate applicants by considering the perceived social class on social media websites and if the effect is differentiated by gender. This is consequential because socially significant group characteristics—social class and gender being obvious examples—shape inferences about individuals’ ability to perform certain tasks. Regarding the research design, I would like to conduct an online survey experiment emulating a hiring situation to test the role of social networking websites on discrimination based on social class and gender. The survey experiment will have two parts. In the first part, respondents are asked to choose between the job application of two fictitious candidates (Candidate A and Candidate B) in a hypothetical hiring situation for a vacancy. Each fictitious candidates’ job application consists of a resume (including education qualifications and work experience) that is constructed to be very similar and a social media profile that is displayed below the resume. While the applicants’ resumes are held constant, I vary the gender of the fictitious candidates and the social class signaled through the social media profile (profile photo and short bio). In the second part of the experiment, I would like to investigate two of the potential channels of discrimination based on social class and gender: perceived competence in the workplace and perceived warmth. Thus, the respondents will be asked to rate on a Likert scale the perceived competence and warmth of one of the randomly assigned candidates. I would like to administer the survey experiment to German employers in November 2022 (N = 1,500). As around the time the ACES takes place I will work on the final version of my pre-analysis plan, the feedback would be particularly valuable.

Presenting author: **Martin Aranguren**

Co-author(s): --

Title: In Europe Blacks are more depressed than average partly because they are discriminated against: combining epidemiological and experimental data to explain mental health disparities as a consequence of unequal treatment.

ABSTRACT

The association between perceived discrimination and adverse mental health outcomes is well-documented. However, the focus of this literature has been on differences within groups (e.g. among Blacks differently exposed to discrimination), leaving unaddressed the role of discrimination in the generation of mental health disparities between groups (e.g. Blacks vs. Whites). Also, its methodological validity is compromised by almost exclusive reliance on cross-sectional designs and self-reported measurements of discrimination. To fill these gaps, the article examines whether discrimination creates disparities in depressive symptoms between the Asian or Black minorities and the non-Asian, non-Black population in Europe, relying on a multi-method strategy. Using the social stress model as a theoretical guide, the research combines data from the European Social Survey (ESS, n=37,406) with evidence from a large-scale field experiment (n=4,555). The ESS data confirm that European Blacks, but not clearly Asians, report more symptoms of depression than the reference group, and that this excess in depression is mediated by perceived discrimination. The field experiment corroborates with objective measures that Blacks, and less univocally so Asians, are discriminated against in everyday interactions.

Presenting author: **Arianna Gatta**

Co-author(s): --

Title: Do employers discriminate participants in Active Labour Market Policies? A field experiment during the Covid-19 pandemic

ABSTRACT

This work aims at uncovering whether employers discriminate past participants in Active Labour Market Policies, considering the case of the Youth Guarantee subsidized internships in Italy. Through a field experiment 4,066 fictitious resumes were sent to employers in 11 Italian cities. The data collection was conducted throughout the first Covid-19 lockdown started in March 2020, providing a unique occasion to study employers’ hiring behavior following a negative shock in the labor market. Each resume randomly displayed participation in the Youth Guarantee internship, a regular internship, or an unemployment gap at the beginning of the employment history. Employers discriminate past participants in the Youth Guarantee internship compared to those unemployed or in a regular internship. Discrimination is strongest when sectorial IT skills are not on the resume and disappears as more information is disclosed. Findings suggest that employers interpret the program as a lost opportunity for human capital accumulation and use it as a cue to statistically discriminate. After the lockdown, discrimination against participants in the regular internship also emerges. Evidence that geographical diffusion of the program mitigates discrimination is not conclusive. Finally, results suggest that Youth Guarantee participants tend to receive less calls for long term positions.

Session 7a (Room: Kanunnikenzaal): Perception, bias, & discrimination
(Chair: Schaeffer)

Presenting author: **Merlin Schaeffer**
Co-author(s): Judith Kas
Title: How accurate do persons of immigrant origin perceive ethnic discrimination?

ABSTRACT

How accurate do persons of immigrant origin perceive the extent of ethnic discrimination they face? Theoretical and empirical scholarship on this question is rare and arguably underdeveloped. The challenge lies in comparing individuals' perceptions and expectations of discrimination against the actual discrimination they face personally. So far, we lack a methodology to gather such data and with it the foundation to develop a sociology of misperceived discrimination. The current study proposes a methodology to measure misperceptions of mistrust-based ethnic discrimination. The starting point of the methodology we propose is that behavioral games, such as the trust game, are based on the mutual evaluation of study participants. Prior research has therefore extensively used behavioral games to measure name-based ethnic discrimination. We extend this line of research by exploiting the hitherto overlooked possibility to also survey perceived discrimination in terms of whether participants expect to be discriminated by their game partners. Importantly, this allows us to measure expected and actual discrimination on the same scale and to thus go beyond estimating an association and in fact present a first measure of individual's over- and under-perceptions of ethnic discrimination. To measure perceived rather than expected discrimination more directly, we further conduct a follow-up experiment that mimics the every-day life situation in which minorities need to decide whether they frame an anecdotal event of disadvantage as an experience of intentional discrimination. To do so, we inform participants about their average payoffs from the trust games and randomly treat them with a favorable, unfavorable, or equal comparison to the payoffs of native-named participants. We then study whether participants correctly perceive these comparisons as reflecting intentional discrimination or rather as an instance of bad luck. Finally, this also allows us to investigate to which extent persons correctly generalize from their personal anecdotal event of disadvantage to their group at large: we ask participants whether they think that persons with the same first name as their own were generally discriminated in the trust games. We pre-registered and then implemented this new methodology among a register-based random sample of 1,000 persons of immigrant origin and 1,000 mainstream Germans with German-born parents. We finalized data collection on 27 March '22 and intend to present our preliminary results at ACES.

Presenting author: **Axel Franzen**
Co-author(s): Fabienne Wöhner
Title: Gender and the evaluation of oral presentations.

ABSTRACT

An often heard assumption within public and scientific debates is that women have to perform better than men in order to receive comparable and adequate evaluations. We test this hypothesis via a survey experiment. Participants receive a two minute video in which either a female or a male speaker presents a certain topic in an oral presentation. The presentations are concerned with three different topics. They are either about a technical topic (solar radiation management), a topic taken from training methods in ski racing (vibration strength training), or a topic from psychological therapy (marte meo technique). Hence, this variation allows to investigate if the gender bias is topic-specific or general. Furthermore, we also vary the attractiveness of the presenting person. The literature to date suggests that attractiveness of male speakers increases performance evaluations while it decreases performance evaluation for women. Additionally, we test if the performance evaluations are sensible to a conformity bias by providing subjects with information of former evaluations. Overall, the survey experiment has a 2 (sex) by 2 (attractiveness) by 3 (topic) by 3 (feedback) design and uses a large number of subjects (N = 5000). The research is still in progress and results will be available for the conference.

Presenting author: **Moa Kristina Bursell**
Co-author(s): Magnus Bygren
Title: Mechanisms of intersectional discrimination - Evidence from a correspondence audit field experiment in Sweden.

ABSTRACT

Correspondence auditing represents the most reliable data collection design for establishing and measuring a central part of hiring discrimination (Gaddis 2018). It uses non-authentic applications to apply for jobs, where applications have been manipulated in such a way that characteristics other than, in this case, gender and ethnicity, are held constant. The extent of discrimination, i.e., differential treatment of the applicant categories in focus, is measured directly based on the rate of positive callbacks to the job applicants by the potential employers. In a relatively short time, correspondence auditing has generated an impressive body of evidence on discrimination against outgroups, in a variety of contexts. Given its field experimental design - which combines high internal validity with high external validity - we can also rely on this evidence to a greater extent than we are used to. A weakness of this literature, however, is that the mechanisms assumed to generate discrimination remain largely a black box, i.e., we know that job applicants with names that signal membership to certain social categories are discriminated against, but the mechanisms behind this discrimination are typically assumed or unknown. In this project, we intend to contribute to filling this gap by explicitly manipulating not only the names of non-authentic applicants, but also their personal characteristics and leisure activities. Through this design, we may give an answer to whether and in what contexts stereotypes appear to generate or counteract discrimination. The additional characteristics and leisure activities have been chosen to be either i) gender neutral, or to signal stereotypically 'female' identity or stereotypically 'male' identity. Additionally, ii) ethnically neutral, stereotypically 'immigrant' identity or stereotypically 'Swedish' identity are signaled. i) and ii) have been randomized to the job applications, creating a number of unique intersections of characteristics that employers are exposed to, reflecting a model of analysis where gender and ethnicity are mutually constituted and interwoven, and where a diversity of social identities is possible. The data collection is still ongoing, but tentative results based on 6,134 job applications indicate that male job seekers with outgroup names tend to benefit from signaling femininity, while female job seekers with outgroup names tend to benefit from signaling masculinity. Jobseekers with ingroup names benefit from signaling masculinity regardless of gender. These trends suggest that male outgroup men in particular are considered 'too masculine' in the Swedish context, and are penalized for this when they apply for jobs. However, stereotypically 'Swedish' characteristics and hobbies do not confer an advantage over stereotypically 'immigrant' characteristics and hobbies for any group. We discuss our findings in relation to intersectional theories of gendered ethnic stereotypes.

Presenting author: **Tobi Sachs**
Co-author(s): Bram Lancee, Astrid Homan.
Title: The Effect of Time Pressure and Organizational Diversity Climate on Discriminatory Resume Screening.

ABSTRACT

Scholars have consistently found evidence for ethnic discrimination after resume screening. However, in attempts to understand which factors affect discriminatory personnel selection, existing research has largely focused on applicants' characteristics (for example, an applicant's educational attainment or work experience). Meanwhile, we still know little about situational factors which contribute to prejudiced resume screening and discriminatory hiring decisions. In the present, preregistered study, we experimentally test whether time pressure and the perceived organizational diversity climate affect the evaluation of resumes of in- and outgroup applicants differently, thereby explaining discriminatory outcomes. 1598 Dutch participants, all of them currently holding a job in the Netherlands and among them 634 who have HR responsibilities in their current function, were asked to evaluate a hypothetical job application for a vacancy at their organization. The applicant had either a Dutch (ingroup), Moroccan, Bulgarian, Pakistani, or Somali (outgroup) background. Participants were either told that they can take their time to provide a careful evaluation or that an important appointment was approaching so that they would need to hurry while evaluating. Based on dual-system theories of intuitive vs. rational decision making, we hypothesize that time pressure (compared to no time pressure) is associated with the use of stereotypical heuristics and consequently leads to worse evaluations of outgroup applicants, while it does not affect the evaluation of ingroup applicants. Furthermore, we assessed the perceived diversity climate at participants' current organization. Based on theories of social influence, we hypothesize that a less diversity-friendly organizational climate is associated with worse evaluations of outgroup applicants, while it does not affect the evaluation of ingroup applicants. Outcome measures of the evaluation included the likelihood to invite the applicant to a job interview, expected productivity on the job, expected enjoyment of working together, as well as a salary offer. In addition to the named hypotheses, we will exploratorily test whether there is an interaction effect between time pressure and the organizational diversity climate, and whether there is a difference between participants with and without HR experience. Other exploratory measures that will be studied include, among others, the participant's attitudes towards people with a migration background, the level of diversity at the participant's workplace, and the participant's connectedness with their colleagues. This well-powered study aims to contribute to the literature on ethnic labor market discrimination by shedding light on situational aspects that affect decision-

makers. Such insights might help to improve both organizational policies and diversity training programs with the goal of reducing discriminatory personnel selection.

Data was collected in January and February, 2022. We are currently in the process of analyzing the data. By the time of the conference, we will be able to present results of the study.

Session 7b (Room: Westerdijkkamer): Status, monitoring, & compliance
(Chair: Hauck)

Presenting author: **Laura Sophia Hauck**
Co-author(s): Sebastian Starystach, Markus Pohlmann.
Title: Experimental Compliance: The talk, the walk, and the effects.

ABSTRACT

In recent decades, preventing corporate crime has become of increased importance for businesses, governments, and civic actors. It seems that compliance has become a priority worldwide, which is why many multinational companies have implemented extensive compliance management systems. "Best practices" for prevention of different forms of corporate crime are recommended in journals, conferences and by management consulting firms. Nevertheless, major scandals such as the recent Wirecard scandal are not abating and begging the question: How effective are best practice compliance measures and compliance management systems in reality? Empirical studies concerning the effectiveness are still pending. Therefore, we argue that compliance has to take the next step in their developing as an integral part of multinational companies as well as a profession by including an evidence-based approach to develop their toolkits. We aim to address the lack of empirics in corporate compliance by seeking to provide an evidence base for compliance measures in use. To this end, our investigation consists of two steps. First, we interviewed 40 senior compliance experts from multinational companies in Germany, Austria, and Switzerland. Using a vignettes-technique we determined whether (a) these experts differentiate between different types of corporate crime and choose corresponding measures accordingly. Furthermore, (b) we asked them to rate best practice compliance measures in regard to their perceived effectiveness. This helps us to understand the inner workings of compliance concerning its adaptability to different forms of corporate crime as well as to identify compliance measures, which are perceived as effective for their prevention. Further, based on the results of the interviews and using an intervention study with a control group design, we provide an evidence-basis for a specific measure which is perceived as effective: Compliance trainings. We developed a compliance training which aims at increasing awareness concerning different forms of corporate crime and their prevention. We test its effectiveness of changing the employees' perspective and awareness concerning corporate crime at three different points in time. This will give us insights into whether compliance trainings can significantly change the mindset of employees and therefore can be deemed effective. Preliminary evaluation indicates immediate effects of the trainings. Currently, it is still unclear, how long these effects last.

Presenting author: **Luisa Wieser**
Co-author(s): Martin Abraham
Title: Employers' Motivation for Digitally Monitoring Subordinates Working from Home.

ABSTRACT

In recent decades, technological developments have tremendously increased the possibilities for engaging in location-independent work, especially the concept of working from home – further incentivized by the COVID19 pandemic (Barrero et al., 2021; Beiersmann, 2020; Bick et al., 2020; Brynjolfsson et al., 2020; Frodermann et al., 2020). Hence, information asymmetry (principal-agent theory) about employee work performance increases for employers (principal) and shifts in favour of the employee (agent) (Alge et al., 2004; Jensen and Meckling, 1976; Lang, 1993). Yet, new technologies also create new possibilities to track and monitor work performance even outside the office. Thus, employers can reduce this (new) information asymmetry – that stems from location flexible work – by introducing digital monitoring systems. A previous study already examined employees' willingness to accept this type of surveillance within their private homes (Wieser and Abraham, forthcoming). We now aim to look at the other side of the coin by investigating if and when leaders would consider the use of digital monitoring systems to monitor work performance of their remotely (at home) working subordinates. Hence, 401 employees with personnel responsibilities (at least 3 directly subordinated employees) in Germany were asked to evaluate six (hypothetical) situations in which a part of their subordinates would work (partly) from home. Using an experimental factorial survey design, we analysed the impact of certain team characteristics on a leader's shirking expectation of their subordinates as well as their interest in using digital monitor systems to track their subordinates' work performance at home. Results indicate that in general, leaders expect more shirking for home-working employees if the team is predominantly female and their subordinates live with children (younger than 12 years of age). However, only the latter led to a higher interest to use digital monitoring systems. Further, leaders showed a higher interest in digitally monitoring their remotely-working employees if the leader's wage was linked to their team's work performance. Moreover, we found some additional (control) variables to significantly influence leaders' monitoring intention. Leaders in higher management positions show significantly more interest in employee monitoring systems – even

though they don't expect more shirking than leaders from middle or lower management. Surprisingly, our data further indicated that male leaders were significantly less interested in tracking their subordinates' work performance at home than female leaders – even though they did not differ in terms of expected shirking likeliness. This result might stem from a general aversion – specifically for men – to monitor women or reflect previous findings that indicate an association of monitoring with sexual harassment (Stark et al., 2020) that male leaders aim to avoid. Summarizing, these results show that leaders don't intend to monitor per se and, therefore, respect employee privacy. Nevertheless, situational factors – such as work disruptions by children or performance-based salaries – increase leaders' monitoring intentions. However, previous findings showed that employees can somewhat be compensated for monitoring. Thus, monitoring negotiations between employers and employees might not be necessary in some cases but can be redirected and balanced by specific working conditions on both sides.

Presenting author: **Gian Luca Pasin**

Co-author(s): Aron Szekely, Flaminio Squazzoni.

Title: Institutions and social norms of tax payments: an experimental analysis of the Italian case.

ABSTRACT

There is a widely documented North-South gap in tax payment in Italy, such that people in the North pay a greater proportion of their tax commitments than those in the South. Despite extensive work and a wide range of potential explanations, the precise reasons why this gap remains is still not understood. In a previous work based on a combined survey and a factorial survey experiment we studied three potential explanations, individual, social and institutional, and put them against each other to see which accounts best for the observed gap. By relying on different hypothetical scenarios, we found that social norms of tax payment play a key role in explaining tax compliance intention regardless the level of institutional quality. Now we want to integrate that research with another one that dynamically analyses how social norms and behaviours evolve and change over time, and how they vary across contexts. We argue that individuals are motivated by both material factors and values and norms, that their actions are driven by their interpretation of what they observe and that their interpretations and beliefs change dynamically as social interactions unfold. In this approach, the individual's actions and beliefs are influenced by their social environment as well as by certain internal attitudinal processes. We plan to conduct a repeated rounds online experiment in a between-subjects design. In each round individuals in groups pay taxes to a local government that will then redistribute them. The redistribution efficiency is the measure of institutional quality since it mimics a government decision on how the taxes paid by the subjects are used. Two features of institutional quality are manipulated: the way in which taxes are redistributed (i.e., High or Low institutional quality) and whether this information is common knowledge or unknown (i.e., Yes or No info) to the subjects. In the latter case the subjects are only informed that one of the two states (High or Low) may happen and will remain the same throughout the experiment. The multiple rounds setting allows to test how norms emerge and evolve and whether they causally affect behaviour given different levels of institutional quality. We employ an extensive set of measures to test how norms emerge and evolve and whether they causally affect behaviour given different levels of institutional quality. We elicit subjects' empirical expectations and normative expectations in each round using distributions, not averages, allowing to identify convergence of expectations accurately and detect multiple or conflicting norms. To study the causal effects of empirical and normative expectations on behaviour we manipulate social expectations in a "conditional contribution" phase (i.e., with the strategy method). To conclude, by relying on different approaches (survey, factorial survey experiment and online experiment) we hope to provide a robust analysis of the main mechanisms underlying individuals' decision toward tax compliance in Italy.

Presenting author: **Bruce Reese**

Co-author: Katie Constantin

Co-author(s): Planned

Title: Status and Tax Compliance: An Experimental Exploration.

ABSTRACT

This research is part of an ongoing investigation into the relationship between status and tax compliance. To date, the authors have examined status differences in tax compliance using multiple methods including a secondary analysis of federal offenders and a survey of U.S. residents. In this progression, the authors are developing an experiment to isolate the effects of status and risk on non-compliance. The authors hypothesize that when there is no risk of detection or sanctions, there will be no difference in compliance between those in high and low status positions. However, when there is a risk of detection and therefore sanctions, the authors hypothesize that those high status positions will be more likely than those in low status positions to engage in non-compliance. This research utilizes a 2 x 3 experimental design where the authors manipulate whether participants have high or low status prior to playing a modified public goods game. The modification consists of the introduction of a new rule which requires participants in all conditions to contribute a certain percentage of their endowment to the group fund. All participants will still benefit from the group fund regardless of their contributions. However, the risk of detection for failure to contribute (at the specified rate) will vary among conditions. Participants' failure to pay will serve as an indicator of non-compliance. In addition to this measure, participants will also be asked to pay a portion of their earnings from

the experiment once the game has concluded. Payment of this "tax" will serve as a secondary measure of non-compliance. This research looks to add to the ongoing literature investigating factors influencing compliance towards a mandated tax while utilizing an experimental sociological perspective. By employing both sociological theories (such as Opportunity Perspective and Expectation States Theory) and a controlled experimental method, the authors address intricacies in the relationship between status, risk, and compliance.

Poster Abstracts - Thursday, September 1, 2022

Presenting author: **Amalia Alvarez Benjumea**
Co-author(s): Vicente Valentim
Title: Norms of political preferences: a field experiment on sanctions against the radical-right.

ABSTRACT

Previous research has suggested that some political ideologies are socially stigmatized and, therefore, voters tend to falsify their preferences in the presence of others (Álvarez-Benjumea 2020, Bursztyn et al. 2020, Valentim 2021). This has been taken as evidence that social norms against specific political preferences might play a role in the way people publicly express these preferences. The existence of these social norms presumes that bystanders are willing to sanction deviation (Bicchieri 2017, Fehr and Fischbacher 2004). However, unlike other types of social norms (Balafoutas and Nikiforakis 2012; Molho et al. 2020), we do not know if people would sanction or how the sanctions would look. We have planned a series of experiments to examine these questions that will take place in Madrid (Spain). The first experiment (May-June 2022) will look at the existence of indirect sanctions against deviations from the social norm using the "lost letter" experiment. The experiment will feature 3 different groups: i) a treatment in which the recipient of the letter is an affiliated with a radical-right party in Spain—a stigmatized political preference, ii) a control group in which no political affiliation is shown, and iii) a placebo treatment in which the recipient is affiliated to an extreme left party. The second experiment (October 2022) will look at direct sanctions. We will stage the experiment so that actors will be wearing a t-shirt showing support for the selected party. There will be three different situations: i) where a person wears a t-shirt that signals support for a radical-right party in Spain. We will manipulate the intensity of the treatment by manipulating whether these individuals wear a t-shirt with the logo alone, with a radical-right sentence, or both. Respondents in the control group will be shown an individual wearing a plain t-shirt. We will also include a placebo treatment group, where respondents will be shown an individual wearing a radical-left t-shirt. Research assistants will be placed near the actors and they will record the social sanctions that the actors might receive. Research assistants could record a range of reactions including dirty looks, headshakes, or mumbled complaints. However, our main variable of interest is whether the observer directly confronted the confederate by issuing a verbal reprimand. The severity of the sanction will be recorded. We will then ask observers a series of demographic questions and their motivations

Presenting author: **Dave Balzer**
Co-author(s): Gunnar Otte
Title: Musical prototypicality and musical preferences. Testing social distinction and information processing theories in a population survey in Germany.

ABSTRACT

Cultural preferences can be understood as individual judgements for favoring certain cultural objects over alternatives. Preferences may refer to the level of cultural domains, cultural genres, or specific works of art or artists within in a cultural domain. In the sociology of arts two explanations prevail when aesthetic preferences are theorized. On the one hand, artistic products are assumed to serve as a means of social distinction. Particularly, high-status groups are said to have the power to legitimize their favorite products as superior to others. On the other hand, works of art are assumed to differentially attract recipients according to their inherent product qualities via an information processing mechanism. More complex, innovative, and atypical products require more cultural capital if their reception is to be an enjoyable experience. Both explanations are used to account for the well-known social gradient in high cultural consumption. Previous sociological research has mainly relied on survey data, where respondents are confronted with lists of genres within cultural domains and are asked to indicate their likes or dislikes using ordinal scales. Based on this information, the distribution and social stratification of cultural taste is examined. While this approach works well whenever sharp symbolic boundaries are socially drawn along genre lines (as in canonical classical music), it is less convincing for genres with high internal variation of product quality and social legitimacy (as in contemporary pop music). In contrast, psychological research in the tradition of Berlyne's "new experimental aesthetics" uses actual aesthetic stimuli and manipulates their characteristics in lab experiments. Predominantly these stimuli

are no real works of art, but rather simple and artificial stimuli with questionable external validity which are presented to small, selective (student) samples. In our study, we combine the advantages of both approaches. We employ experimental strategies to deepen the understanding of cultural preferences within a general population survey ("Cultural education and cultural participation in Germany"). The respondents were exposed to previously unknown artworks whose characteristics are varied in a systematic way. We investigate preferences for prototypical vs. deviant pieces of pop music. The short song fragments were self-composed, -performed and -recorded by an ensemble of four instrumentalists and varied along four musical dimensions: tempo, time signature, melody, and harmony. In the experimental design, respondents were confronted with one song fragment representing the norm of current pop music and two deviations from the attributes of prototypical songs. In the first step of our analyses, average treatment effects are estimated to show whether prototypical stimuli are preferred on average. In most conditions, this is, in fact, the case. Subsequently, heterogeneous treatment effects are examined. If the social distinction hypothesis is true, individuals of high social status should prefer deviations from the popular prototypes. According to the information processing hypothesis, a large stock of musical capital is expected to make deviations from the musical norm more accessible and likable. No reliable evidence can be found with respect to both hypotheses.

Presenting author: **Victoria A. Bauer**
Co-author(s): Christoph Hönnige
Title: The impact of examination modalities and higher education structures on individual study paths.

ABSTRACT

Due to the high demand for academically qualified personnel, ensuring study success is of social and economic importance. In this context, the effect of institutional regulations of study and examination organizations on study behaviour is surprisingly unexplored, despite new institutionalism being a major paradigm in sociological research. We present the structure of a survey experiment aiming to gain insights into the mechanisms about which degree of obligation in examination modalities encourages academic success and which hinders it. The study belongs to the BMBF-funded (Bundesministerium für Bildung und Forschung) project "Bedeutung des institutionellen Kontextes von Studienabbruch und Langzeitstudium (BiK)", which consists of Leibniz University Hannover, the German Centre for Higher Education Research and Science Studies (DZHW) and the University of Mannheim/Mannheim Centre for European Social Research (MZES). The project seeks to investigate the effect of the study-related institutional context on student dropout, long-term study and study paths at the three levels of federal state, university and study programme. The planned survey experiment is a mixture of vignette and discrete choice experiment. In three different scenarios, students at Leibniz University Hannover are to weigh up two trade-offs against each other, which contain characteristics from three dimensions relating to the binding nature of examination regulations. The following dimensions determine the extent to which examination regulations are binding: (1) Number of examination attempts, (2) Exam registration modalities, and (3) Exam de-registration modalities. In each scenario, one of the three dimensions is kept constant, while the values of the other two vary. Screen 1 therefore contains the trade-off between number of attempts and exam registration while keeping the exam deregistration modalities constant. Screen 2 contains the number of attempts vs. the exam deregistration while keeping the registration modalities constant. In Screen 3, the trade-off is registration vs. deregistration modalities, whereas for the number of attempts, the same value is given in both variations. The two values chosen for each dimension are intended to represent the contrasts between a standardization of examination rules and a freedom of choice in examination modalities. The students surveyed evaluate the two trade-offs per screen by comparing them with each other regarding the effects of the two alternatives on their perceived performance pressure, on the pace of their studies and on their academic success. Afterwards, the students choose which of the two alternatives seems more binding to them. By carrying out a conjoint analysis, it will be possible to determine the weight of the indicators in the student perception of obligation and performance pressure. It will also capture the effects of each dimension on the study conditions and come closer to the students' definition of the term study success. We plan to conduct the survey using students from four different bachelor degrees at Leibniz University Hannover and estimate the number of potential respondents at about 800-1500 per degree with an estimated return rate of 30%.

Presenting author: **Roger Berger**
Co-author(s): Ivo Windrich
Title: Effects of Punishment in Dictator Games on Losses

ABSTRACT

Giving in dictator games can be interpreted in different ways. We assume a social norm of fairness to be present in the game which tells dictators to split the pie by half. Yet, for social norms there is always an incentive to deviate from the norm and maximize the own outcome. Credible punishment is one possible mechanism to sanction deviant behavior and stabilize adherence to the norm. We add two new questions on the vast literature about punishment in dictator games. Because we know from prospect theory and especially from our own previous laboratory experiments that dictators are less fair when they are deciding about losses than when deciding – as typically in laboratory experiments – about gains. We interpret this as an effect of loss aversion. Because a loss for the dictator looms larger than a likewise reduced gain, and dictators in loss domain behave therefore more self-interested. While the punishment does more harm in the loss domain and should therefore prevent unfair decisions, this holds also for the costs of punishing. Hence rational third-party-punisher should abstain from punishing exactly because it is especially harmful for them in the loss domain. So, firstly we ask whether dictators are rational and anticipate the latter by staying self-interested. Secondly, we experimentally vary the strength of the punishment mechanism threefold (2:1, 1:1, 1:3). So there might be an interaction effect between deciding about losses and deciding on a costly punishment setting depending on the size of the “stick”. In recent online experiments, participants played dictator games with third-party punishment on a loss of -€10. The loss was induced by the – well tested – prepaid mechanism: Subjects got their money two weeks in advance of the actual experiment where they had to pay money back depending on their decisions. The third-party punisher could invest -€2 to induce a -€1, -€2 or -€6 fine. We compare the results to third-party punishment dictator games with a €10 gain and also a control treatment without punishment. We find that the inclusion of a punishment mechanism affects dictator giving. The stronger the punishment mechanism is, the fairer becomes dictator giving. Furthermore, there appears to be an interaction effect between loss treatment and punishment treatment. The pattern that dictators in the loss domain demand more than in gains domain vanishes as soon as a punishment mechanism is implemented. Additionally, the effect of loss treatment even inverts, so that dictators in the loss domain appear to become fairer compared to gains domain. Yet, the effects appear to be weak, and are only mildly statistically supported.

Presenting author: **Arianna Gatta**
Co-author(s): --
Title: Welfare (non) take up among the homeless in Italy: welfare stigma or bureaucratic barriers?

ABSTRACT

Through this study I will answer three research questions: (1) What is the take up rate of welfare among the homeless? (2) Is welfare take up affected more by bureaucratic barriers or welfare stigma? (3) Do barriers to welfare take up depend on the type of conditionality attached to welfare? Past literature showed that welfare payments remain unclaimed by a considerable portion of potentially eligible claimants. However much of this work is based on national surveys or administrative data. These sources fail to include those most affected by poverty and housing insecurity. Welfare stigma and bureaucratic barriers have been considered the main obstacles to accessing welfare in the literature. However, it is still debated which mechanism is the most relevant, and whether barriers depend on the type of benefit considered. These limitations are overcome using a probabilistic sample of 557 homeless in Rome collected in March 2021 using time-location sampling. I focus on the take up of a minimum income scheme (RdC), the Covid-19 Emergency Payment (Rem) and a disability payment. The relative importance of welfare stigma versus bureaucratic barriers was studied through two survey experiments that were showed to RdC and disability benefits eligible non-claimants. I manipulated perceived complexity and appropriateness to apply for welfare and observed how this affected willingness to apply. Preliminary weighted results show that 18% of the population studied was in receipt of RdC, with a take up rate of 42% among the eligible. Although 78.6% of the total have the economic requirements to access RdC, only 39.9% also have the residence and documental requirements, highlighting the bureaucratic complexity of accessing the measure. The Covid-19 Reddito di Emergenza was used only by 8.1% of the population, and the take up rate was of 19.4% among those potentially eligible. The very

limited access to this measure is explained by lack of information, as only 38.8% was aware of it. Regarding disability benefits, 9.3% received it and the take up rate was of 44.2% among the disabled. The survey experiment shows that lowering perceived complexity does not change willingness to apply for welfare for either benefit, probably due to the high baseline level of complexity already experienced by respondents. Increasing perceived appropriateness increases willingness to apply while reducing that of stating to prefer a job or not needing any support. However, this happens only if the welfare payment is RdC. When considering disability benefits, the same treatment induces a backlash effect, decreasing willingness to apply. These findings suggest that bureaucratic complexity is a barrier that prevents the homeless from entering the eligible applicant pool altogether, especially if conditionality is implemented in the form of lengthy residence requirements. Welfare stigma is an important driver of willingness to apply among the eligible homeless, but with different consequences depending on whether the payment involved is an anti-poverty measure or a disability payment.

Presenting author: **Kristina Höly**

Co-author(s): Sebastian Starystach, Markus Pohlmann

Title: How to increase reporting behavior. An experimental approach towards whistleblowing mechanisms.

ABSTRACT

Despite the fact that whistleblowing mechanisms are an integral part of compliance management systems, serious deviations from rules are regularly not reported. Even in extreme cases where the ethical evaluation is not taking place in a gray area, i.e., the manipulation of cancer pharmaceuticals for personal gain or the sexual abuse of minors in sports or the Catholic Church - acquiescence, turning a blind eye and silence often prevail. Therefore, the question remains, how to explain this organizational phenomenon and how to investigate the causes behind the dynamics of silence, despite exiting mechanism of voice. Collective dynamics of silence are discussed mostly in the context of bystander effects. Explanations suggest that the probability of one person helping another in an emergency decreases as soon as other passive bystanders are present. The focus of studies in this field is usually guided by examining how certain situational variables, as well as characteristics of the victim, perpetrators, and bystanders, affect whether or not bystander intervention occurs. The explanation of silence in organizations is usually based on cost-benefit calculations and therefore based on a rational choice perspective that focuses on silence as the outcome of aggregated individual behavior. Not surprisingly, the current design of whistleblowing mechanism subsequently focuses on making the report a rational choice, e.g., by offering anonymity and therefore lowering the likelihood of retaliation. However, it remains unanswered to what extent such cost reducing mechanism can break dynamics of silence that are not solely based on individual considerations but are caused by higher-level collective contexts. We use an experimental design to evaluate to what extent the reduction of the cost of reporting via whistleblowing mechanisms are effective in different organizational contexts. We have developed a bridge-building experiment to examine which variables increase or decrease the use of whistleblowing mechanisms in organizations. The bridge-building experiment is a construction game that simulates an organizational structure. The participants are given the task of building a bridge made of cardboard and paper between two tables. Materials such as paper, scissors, etc. are provided. The construction must be carried out in compliance with certain rules. The task is solvable, however the resources are limited so that the participants are incentivized to break the rules to complete the task. We exploit this effect and insert options for rule breaking behavior, e.g., the possibility to use illegally acquired materials. These deviations can subsequently be observed by fellow players which then have the possibility to report them via whistleblowing mechanism. We conduct the experiment with three different test scenarios (variables), which differ in terms of the measures used to encourage reporting behavior. The reporting behavior in the corresponding test scenario is documented and subsequently compared in terms of effectiveness promoting the use of whistleblowing mechanisms. Based on the results of the experiment, we aim to increase the effectiveness of whistleblowing systems. At the conference we would like to discuss and improve our design.

Presenting author: **Patricia K. Kahr**
Co-author(s): Chris Snijders, Gerrit Rooks
Title: The impact of perceived system intelligence and performance accuracy on user trust in a repetitive human-AI interaction scenario.

ABSTRACT

In only a few years, it might not be the exception but the rule is that humankind will interact with non-human agents on a daily basis. Experts claim that this so-called fourth industrial revolution, created on the basis of technological innovations such as artificial intelligence (AI), will increase performance and efficiency in various areas, and it will overall raise the quality of life for populations around the world (Schwab, 2015). Mixed teams consisting of human and artificial intelligent agents will, in the best case, be able to combine the best of both worlds: creativity and non-linear thinking on the one hand, rational and exceptional big data-based capabilities on the other. The shift towards super performance, however, is what the majority fears so much. The challenge is to ensure society is willing to become part of those hybrid teams. One of the first steps for them is to make sure humans show their willingness to trust automated systems. However, being vulnerable to the actions of another (non-human) agent and exposing him- or herself to that kind of risky situation - especially for individuals that are not accustomed to, trained in, or introduced well to a system – is challenging. Especially when facing highly complex and opaque automated systems. The scientific community has already done a considerable amount of work in the area of trust in AI. Some of the most important addresses are the influence of (1) transparency, (2) accuracy and reliability, (3) appearance of the system, (4) predisposing characteristics of users, and (5) task context (i.e., Dzindolet et al., 2002, Madhavan & Wiegmann, 2004, de Visser et al., 2012, Hoff & Bashir, 2015, Glikson & Woolley, 2020, Seong & Bisantz, 2000). However, few studies have examined human-AI interaction over time; in particular, it is not yet clear how trust evolves under different manipulations (i.e., Glikson & Woolley, 2020, Yu et al., 2017). With the underlying study, we particularly want to address the development of trust over time under different conditions: our 2x2 between-subjects design experiment will be based on a sequential legal task scenario, in which participants are asked to estimate jail sentences; along with the task, they receive support from automated systems in form of recommendations. Participants will experience different conditioned recommender systems. In specific, we manipulate the way an automated system is being introduced (1) to study participants and the way the system explains (2) its recommendation during the task - both conditions together represent a system's level of perceived intelligence. We apply different levels of recommendation accuracy (high vs. low) (3) that will be in line versus not in line with the perceived intelligence. Additionally, we investigate how task complexity (4) is affecting system trust. Lastly, we analyze for effects of personality traits (5), whether a person's tendency to prosocial behavior influences user trust journey based on the aforementioned conditions (1-4). Trust will be measured by behavioral as well as cognitive inventories, using the Judge-Advisor-System paradigm (Sniezek & Buckley, 1995) and a single question item indicating trust for every task interaction.

Presenting author: **Melis Kirgil**
Co-author(s): Kimmo Eriksson, Pontus Strimling
Title: The effect of collective intentionality in political speeches on prosocial behavior.

ABSTRACT

In times of crisis, such as natural catastrophes, wars or global pandemics, public speeches of political leaders present a powerful and political tool to shape the public discourse (Kiewe, 1998) and to inspire action across groups (Ganz, 2008). In this regard, a recent study shows that political leaders draw on collective intentionality to mobilize prosocial action (Kirgil, & Voyer, 2022; Kirgil, 2022). The concept of collective intentionality describes “the power of minds to be jointly directed at objects, matters of fact, states of affairs, goals, or values” (Schweikard & Schmid, 2020, p. 1). Collective intentionality is conveyed through we-thinking within social groups, and involves for instance shared commitments to action (Tuomela, 2013). On the micro level, experimental research suggests that people who possess higher levels of collective intentionality act more cooperatively within their social groups (Kirgil, Wittek, & Postmes, 2021; Titlestad, 2019). On the macro level, the use of collective intentionality can shape the boundaries of communities and influence public narratives (Kirgil, & Voyer, 2022; Kirgil, 2022). Moreover, research on leadership suggests that prosocial leaders who are oriented towards others positively affect the group members' cooperative behavior than peer-punishment groups (Harrell & Simpson, 2016), and that charismatic language in leaders are related to more favorable public opinions (Bligh, Kohles, & Meindl, 2004). Although literature on leadership provides crucial findings on the effects

of leadership attributes and characteristics, less is known how content-oriented framing in political speeches affects peoples' prosocial intentions and actions in times of crisis. To this end, the current experiment addresses this research gap by studying how the framing of collective intentionality in political speeches influences peoples' prosociality and to what extent political ideologies shape the relationship between the framing of the speeches and peoples' intentions and behaviors. Recent findings show that political ideology plays an important role in how collective intentionality is expressed in political speeches with liberals emphasizing equality and conservatives hierarchy (Kirgil & Voyer, 2022; Kirgil, 2022). We study whether the presence or absence of collective intentionality in political speeches on a crisis situation affects people's attitudes and behaviors. We expect that political speeches drawing on high levels of collective intentionality with focus on communal action, increases peoples' prosocial attitudes and behaviors compared to speeches with the absence of collective intentionality by focusing on self-regarding aspects. This study makes theoretical contributions by linking the concept of collective intentionality between the macro and the micro level. We make a methodological contribution by creating a new quantitative measurement of collective intentionality in text. To test our hypothesis, we collect data using Prolific (<https://www.prolific.co/>). Participants are first exposed to a fictional political speech on a recent and ongoing natural catastrophe with the presence and absence of collective intentionality (experimental vs. baseline condition): While the experimental condition contains high levels of collective intentionality with the purpose of mobilizing citizens to collective action by helping and supporting people in their neighborhood, community and region, the political speech of the baseline condition emphasizes the safety of each individual and self-regarding behavior. Moreover, we assess the role of political ideology (liberal vs. conservative) on the relationship between collective intentionality and prosociality. The experiment is followed by a self-reported questionnaire. The self-reported questionnaire comprises questions on how willing participants are to help their immediate neighbors, people living in their street or strangers in their region as well as their assessment if others would be willing to help.

Presenting author: **Alla Loseva**

Co-author(s): Ksenia Tenisheva

Title: Preference formation in the case of micro-credential choice: a discrete choice experiment.

ABSTRACT

Background: This study experimentally determines students' preferences when they choose a micro-credential – a set of courses, or specialization, specifically designed to complement a university major and spanning two years of study. Previous research on academic choice in higher education has mainly focused on university majors (e.g., Hemsley-Brown & Oplatka, 2015) and assumed either homogeneous preferences or differences between large groups (e.g., López-Bonilla et al., 2012). The choice of micro-credentials has not received much coverage, yet it has far-reaching implications as it is a chance to either diversify or focus the set of acquired skills, while at the same time there is little opportunity to transfer to another course once the student enrolls in a micro-credential. Students make this choice early in their studies and are partly guided by the attitudes and beliefs formed in school, so preferences can vary markedly. We aimed to estimate the preferences for micro-credentials while accounting for the potentially high variation at the individual level. We traced the relationship between preferences and academically relevant beliefs and attitudes identified in an earlier study. Methods: A discrete choice experiment was fielded among the students of economics-related majors at a large Russian university, to elicit preferences for various aspects of micro-credentials. Respondents made 10 forced choices (i.e., could not opt-out) between two hypothetical micro-credential profiles. The profiles differed in five attributes: interestingness reported by previous cohorts of students, usefulness of skills for employment, need to learn math, proximity to major, and competition for a place. All the attributes except the latter were extracted from pilot think-aloud interviews where students navigated the university website and commented on their actions and thoughts as they tried to find a suitable micro-credential. The latter factor was considered theoretically important as indicative of risk aversion. A hierarchical Bayes model is used to estimate individual-level and mean utility parameters. The individual probability to sign up for certain types of micro-credentials is also assessed. Subgroup analyses are conducted using individual-level preferences. Expected Results: The final analyses are based on a sample of 265 respondents. We identify the most important attributes and then assess the preference heterogeneity. We also compare the preference profiles with the data on the actual micro-credential choices students made after the experiment. We test the following hypotheses:

- preferences for high usefulness and interestingness can be either universally dominant or compensatory;
- the need to learn math can be prohibitive for students with high math anxiety, especially girls;
- math-heavy micro-credentials are predominantly chosen by students with moderate levels of math anxiety;
- higher self-reported risk aversion is positively related to the attributes “competition for a place” and “proximity to major”;
- epistemic curiosity leads students to choose courses with low proximity to major and high interestingness.

The results of the study can be used to develop interventions for managing educational expectations and redesign academic choice architectures, leading to better decisions.

Presenting author: **Vincent Oberhauser**

Co-author(s): Marcel Günther, Stephan Poppe

Title: Better Together? Belief Dynamics and Wisdom of Crowds in Discrete Decision Problems.

ABSTRACT

Research on the aggregation of individual judgments in numerical estimation tasks demonstrates a reliable pattern called the wisdom of crowds effect: Averaging independent guesses often provides a better estimate than the single judgments of experts. However, the consequences of introducing dependence through social influence among individuals remain disputed. While theoretic considerations predict a detrimental effect of social influence on the crowd's accuracy, empirical results provide mixed evidence. Additionally, existing research mainly focuses on estimation tasks like guessing the number of objects in a picture or assessing geographical statistics. However, neuroscience research provides evidence that individuals' mental representation of numbers comes in orders of magnitude and is verbalized in discrete categories. Therefore numerical estimation tasks effectively amount to a problem of discrete choice, whereas little prior research has examined the wisdom of crowds effect in those situations. Also, almost no attention has been paid to measuring the uncertainty inherent in the decision, i.e., the individuals' degrees of belief. Accounting for those shortcomings, our aim is threefold: We examine whether aggregating degrees of belief yields wisdom of crowds effects. We shed light on the effect of social interaction on individual dynamics of beliefs. Finally, we assess the impact of social influence on group accuracy. We conducted a large-scale online experiment employing the oTree framework with participants from the recruitment platform Prolific. Participants were shown pictures of human crowds and asked to estimate the crowd size by stating their subjective probability distribution on several ranges of crowd sizes. We utilized a novel graphical slider tool to elicit individuals' subjective probabilities. Honesty in reporting subjective probabilities was incentivized by a proper scoring rule. After stating their initial probabilities, participants observed the probability distributions of other subjects before reassessing their statements. Our results show that individuals are too confident in poor decisions, leading to low performance on individual and group levels. When incorporating social information, individuals tend to stick to their initial beliefs by aligning themselves with probability assessments similar to their own. Consequently, social information is only beneficial to the group's accuracy on the aggregate level if the initial assessments come close to the truth. In summary, our study contributes to understanding the difficulties in obtaining a wisdom of crowds effect in discrete choice tasks by uncovering individuals' incapability to assess their uncertainty. It further stresses the importance of incorporating mechanisms of updating beliefs dependent on social information in order to explain the effect of social influence on the wisdom of crowds.

Presenting author: **Filip Olsson**

Co-author(s): --

Title: Implicit national identity: Who is in and who is out?

ABSTRACT

Many ethnic groups report feeling excluded from the Swedish national identity. Members of these groups are often perceived as foreigners, even when they themselves identify as Swedish. This feeling of exclusion varies, however, between different groups, where some groups struggle for recognition more than others. The exclusion is not always obvious or overt. While many Swedes report a civic or liberal understanding of national identity, there is a potential disconnect between implicit and explicit

attitudes. People can be explicitly including and open-minded, but implicitly more excluding. The project's overarching purpose is to explore "Swedishness" and Swedish national identity. Two studies will investigate how Swedishness is constructed, maintained, and subject to change, as well as explore who is included in the superordinate Swedish identity. The project will be especially focused on implicit national identity, which includes implicit attitudes, beliefs, and thoughts related to Swedes and Swedishness. To this end, I have developed a "Swedishness" Implicit Association Test (SWE-IAT), which has been validated in several pre-studies. The SWE-IAT measures the implicit association between specific groups and Swedishness. The project will consist of two studies meant to address different research questions, using web-based surveys and experiments. The primary purpose of Study 1 is to explore the ascribed Swedishness of different ethnic or minority groups in Sweden. The study will focus on differences in ascribed Swedishness between people of German, Slavic, Arabic, or Nordic background. Do we perceive an individual born in Sweden but with parents from, e.g., Afghanistan as less Swedish than a person with a German background? The primary purpose of Study 2 is to explore whether we can experimentally manipulate the boundaries of ascribed Swedishness. The first part of Study 2 will investigate how the ascribed Swedishness of a minority group is affected when group members express certain traits, interests, and behaviors. We might perceive a person as less Swedish if they celebrate their cultural (non-Swedish) background, but does this affect different groups in the same way? Is a person with an e.g., German background awarded more freedom to express their background than a person with an e.g., Afghani or Bosnian background? The second part of Study 2 will examine whether a specific portrayal of Sweden or Swedishness can affect the ascribed Swedishness of a certain group. If we portray Sweden and Swedes as tolerant, inclusive, and democratic, could this affect the inclusion and exclusion of certain minority groups into the superordinate identity? If we, in contrast, emphasize the ethnic and cultural homogeneity of Sweden and Swedes, will this make participants adopt a more restrictive conception of Swedish national identity?

Presenting author: **Isabel Rodriguez**

Co-author(s): --

Title: Polarization, political discrimination and social norms

ABSTRACT

Previous studies have documented the primacy of partisan affective polarisation over other social cleavages (i.e. race, religion or ethnic identities) in western democracies. Partisan affective polarisation is understood as a form of hostility and prejudice that operates across political lines. It involves interpersonal evaluations and behaviours towards other individuals based on their political affiliation, and may result in social, political and economic discrimination. The question is why are people more polarised by partisanship than their regional, linguistic, ethnic or religious affiliations? An increasingly common answer is that interactions across race, religion, gender and other social divides are constrained by social norms, but there are no corresponding pressures or sanctions that prevent discrimination and hostility towards political opponents. Here, I present a research design to test this "lack-of-social-norms" hypothesis on political discrimination. The design involves laboratory experiments investigating the relationship between discriminatory behaviour and the perceived social inappropriateness of discrimination. Social appropriateness is measured using a standard social norms elicitation task. Our hypothesis is that participants will perceive it to be more socially inappropriate to discriminate on the basis of nationality or gender than on the basis of political identities. Correspondingly, we conjecture that participants will discriminate more in the political identity setting. In the laboratory, we will prime participants to think about particular dimensions of their identities. The priming aims to trigger a process of social identification by encouraging subjects to identify with some participants in their experimental session and not with others. In the decision-making phase of the experiment, we use a standard distribution game in which participants allocate a given amount of money between two potential recipients, one an individual sharing their primed identity (in-group), the other an individual not sharing their primed identity (out-group). Discrimination is defined as the extent to which individuals are willing to favour members of their own social group at the expense of the out-group. The dimension of identity that is primed is varied exogenously. A previous paper has used a similar design to compare a minimal-group-identity treatment with a nationality treatment. We aim at conducting treatments on other social identities, as well as on political identity. Experiments will be incentivized and, in a first phase, we will use a 2 standard sample of registered participants. In the future, we plan to move to the field and conduct experiments with political activists. The question is whether norms about the social appropriateness of discrimination vary with the political engagement of the groups involved in a social situation. In terms of timing, we are designing the new treatments and a pilot on the

social appropriateness of political discrimination will be conducted in the autumn. At ACES, I would be glad to present a poster explaining the main motivation, hypotheses and research design before the field phase of my research.

Presenting author: **Katharina Stückradt**
Co-author(s): Bram Lancee, Valentina Di Stasio
Title: Doing Diversity? Analysing Support for Organizational Diversity Policies with a Conjoint Experiment

ABSTRACT

We study employees' support for company values and organizational policies relevant to the organization's hiring practices. We use data of a novel conjoint experiment. Respondents evaluated organizational policies which aim to increase organizational diversity – targeting women or ethnic minorities – against policies based on the principle of meritocracy. Realizing and managing diversity is an important priority for many organizations. To decrease inequality and enhance diversity in their workforce, organizations adjust their personnel policies and company values. Not all organizational efforts of increasing diversity are effective. For example, introducing diversity as company core value might even increase discrimination in hiring. Approaches that do foster a diverse workforce, are those which are directly referring to change and thus also establish responsibility for these outcomes. Quota – and preferential hiring are examples for such policies and hence our focus of interest. While we have some knowledge on the effectiveness of different diversity policies and values, our insights into employees' support for policies are scarce. This is unfortunate, as diversity initiatives have shown to be more efficient when they find broad support within the organization. We contribute to closing this gap by investigating employees' support for organizational diversity policies as quota - and priority hiring for women and ethnic minority applicants. Following group threat theory, employees belonging to the majority group, not targeted by a diversity policy, might show less support than individuals belonging to the targeted group. Those who support a policy should a) perceive the group targeted to be disadvantaged, hence deem diversity policies necessary and b) evaluate the policy to be procedurally fair, thus, to contribute to decrease the disadvantage. We compare whether those who do not support strict diversity policies, as quota – and priority hiring, instead support less strict policies, as listing diversity as core value. Experimental design: We carried out a paired conjoint design with forced choice among 900 individuals employed in the Netherlands, 240 of which hold a migration background. Respondents were presented with two hypothetical sets of organizational personnel policies and chose either set for implementation at their organization. Further, they indicated their support for each of the policy sets. The dimensions varying in our conjoint are the core company value, the degree to which the process of applicant selection is formalized, the kind of training HR managers receive, and quota- or priority hiring for women and ethnic minority applicants. Levels either focus on increasing diversity in the hiring process or on making the hiring process more meritocratic. Respondents also filled in a survey including questions on their perception of the situation of ethnic minorities and women at their workplace and in the Netherlands in general, their assessment of the policies' contribution to a procedurally just hiring process and information on the individual characteristics. Data were collected in January 2022 and will be available and analysed at the time of the conference. Marginal means will be used, which describe the probability of a policy set to be chosen when the set contained a certain level (policy).

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Title: Geographic Distance to Outgroups and Social Cohesion: Evidence from a Lost Letter Experiment

ABSTRACT

Immigration to Western countries has generated a lively debate about the consequences of increasing ethnic diversity for social cohesion. A large literature has linked the size (and growth) of minority "outgroups" to feelings of group threat, as well as anti-immigrant attitudes and lower social trust. However, few studies have examined how this relationship is conditioned by geographic distance to the outgroup in question. Yet, theoretically, we might expect stronger "effects" of diversity as outgroups become closer in space. The present research aims to investigate this conjecture by leveraging a field experiment in Berlin in combination with the historic partition of the city between East and West. In particular, as a result of this partition, Turkish residents tend to concentrate in neighborhoods on the

Western side of the former Berlin Wall, while the percentage of Turks in bordering areas in the former East remains low even today. Empirically, I will present data from a "lost letter" experiment involving letters addressed to Turkish and German recipients. Letters will be dropped in areas of the former East Berlin, and the return rates will be correlated with distance to the former partition boundary (and hence, the sites of concentrated Turkish settlements). More broadly, this project aims to advance the literature beyond its current focus on immediate neighborhood effects by taking into consideration how local patterns of social cohesion may be shaped by geographic proximity to ethnic concentrations in the larger urban space. Please note that data collection is planned for June 2022, and I anticipate that preliminary results will be available by the time of ACES.