

**4th INSEAD RCT DAYS, in collaboration with
8th FIELD DAYS: EXPERIMENTS OUTSIDE THE LABORATORY**

Thursday, 14 November 2019

08:30 - 09:00: Registration

09:00 - 09:10: Welcome

- Ziv Carmon (INSEAD, Dean of Research), Robert Dur (Erasmus University Rotterdam), Maria Guadalupe (INSEAD)

09:10 - 10:30: Paper Session 1

- Dylan Glover (INSEAD): The value of a vacancy: Evidence from a randomized evaluation with local employment agencies
- Michele Belot (European University Institute): How wage announcements affect job search - a field experiment

Session Chair: Robert Dur (Erasmus University Rotterdam)

10:30 - 10:55: Coffee break

10:55 - 12:15: Paper Session 2

- Zoe Cullen (Harvard Business School): The salary taboo: Privacy norms and the diffusion of information
- Dirk Sliwka (University of Cologne): Talking about performance or paying for it? – evidence from a field experiment

Session chair: Dylan Glover (INSEAD)

12:15 - 13:15: Lunch

13:15 - 13:55: Paper Session 3

- Golvine de Rochambeau (Sciences Po): Access-to-demand frictions and firm growth: Experimental evidence from Liberia

Session chair: Robert Dur (Erasmus University Rotterdam)

13:55 - 15:15: Poster session 1 & coffee

- Alexandra Roulet (INSEAD): Soft skills and job search outcomes
- Dmitry Chebotarev (INSEAD): Pricing information: Experimental evidence
- Florian Englmaier (LMU Munich): Tournaments in non-routine analytical team tasks: Evidence from a field experiment
- Marvin Deversi (LMU Munich): Cooperation in a company: A large-scale experiment
- Michael Kaiser (LMU Munich): Identifying and teaching high-growth entrepreneurship: Experimental evidence from entrepreneurship academies for university students in Uganda
- Robert Dur (Erasmus University Rotterdam): Correcting erroneous beliefs about job opportunities and wages: A field experiment on education choices
- Timo Verlaet (Utrecht University School of Economics): Conditionality requirements vs. freedom of choice in social welfare: Preliminary lessons from a field experiment with social welfare recipients in the Netherlands
- Valentin Wagner (Johannes Gutenberg University of Mainz): Self-selection and treatment assignment in field experiments

15:15 - 16:35: Keynote session 1

- Oriana Bandiera (LSE): Organisation economics and the state: Lessons from field experiments

16:45 - 18:25: Special plenary session on early childhood development

- Dana Suskind (University of Chicago): Session chair and closing remarks
- Orla Doyle (University College Dublin): The first 2,000 days and child skills
- Sonya Krutikova (Institute for Fiscal Studies - IFS): Early childhood education in deprived contexts: Experimental evidence from rural Ghana
- Julie Pernaudet (University of Chicago): Skill formation in the first year of life: a field experiment targeting parents' beliefs and behaviors

19:00: Bus departure for dinner at Le Bistrot du Broc

**4th INSEAD RCT DAYS, in collaboration with
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Friday, 15 November 2019

08:30 - 09:00: Registration

09:00 - 10:20: Paper session 4

- Florence Kondylis (The World Bank): Demand for "safe spaces": avoiding harassment and stigma
- Nagore Iriberry (University of the Basque Country): Brave boys and play-it-safe girls: gender differences in willingness to guess in a large scale natural field experiment

Session chair: Maria Guadalupe (INSEAD)

10:20 - 10:45: Coffee break

10:45 - 11:25: Paper session 5

- Eric Taylor (Harvard Graduate School of Education): Teacher peer observation and student test scores: evidence from a field experiment in English secondary schools

Session chair: Maria Guadalupe (INSEAD)

11:25 - 12:45: Keynote session 2

- John List (University of Chicago): Using field experiments in economics

12:45 - 13:45: Lunch

13:45 - 15:10: Poster session 2 & coffee

- Claudia Schupp (Georg-August-Universität Göttingen & Leibniz Universität Hannover): Information, beliefs and investments in education: Experimental evidence from Cambodia
- Dominik Grothe (LMU Munich): Microaspects of leadership in non-routine analytical team tasks
- Fernanda Leite Lopez de Leon (University of Kent): Social effects of the vote of the majority: An experiment on the Brexit-vote
- Kaisa Snellman (INSEAD): Biased pipelines: The effect of founder gender and race on job applicant interest
- Maria Guadalupe (INSEAD): Individual identity and organizational identification: Evidence from a field experiment
- Marieke Huysentruyt (HEC Paris): How can non-profit organizations improve their governance to increase their social impact?: Evidence from a randomized program in healthcare in the Democratic Republic of Congo
- Schanzah Khalid (LMU Munich): You can't be what you can't see - raising aspirations to make social programs more effective
- Tim Klausmann (Johannes Gutenberg University Mainz): Understanding adaptive learning with a field experiment
- Zain Chaudhry (Heidelberg University - Alfred-Weber-Institute for Economics): Mobilizing women voters

15:10 - 16:30: Paper session 6

- Pierre Chandon (INSEAD): Effects of graphical front-of-pack labels on the nutritional quality of supermarket food purchases: Evidence from a largescale randomized controlled trial
- Clément Imbert (University of Warwick): How to improve tax compliance? Evidence from population-wide experiments in Belgium

Session chair: Michele Belot (European University Institute)

16:30 - 16:45: Closing

- Robert Dur (Erasmus University Rotterdam), Maria Guadalupe (INSEAD)

MC: Florian Schloderer (INSEAD)