

BIG Online Seminars 2020



Here you will find a full list of seminar speakers, along with the title and description.

What? Free online global seminar series in behavioral insights.

Where? Visit www.behavioralinsightsglobal.org to sign up, ask help questions in the [online forum](#), and access resources.

When? 12pm – 2pm EST, Thursdays. 45 minutes for presentations, 15 minutes for Q&A.

Overview

Date	Presenter	Title
September 10th	Carlos Scartascini (Inter-American Development Bank) (with Paula Zamora)	Incentives for Civil Servants: The Role of Behavioral Insights and Training Programs
September 24th	Cass R. Sunstein (Harvard Law School)	What Do People Want to Know? An International Survey
	Alec Brandon (Johns Hopkins) (with Paul J. Ferraro, John A. List, Robert D. Metcalfe, Michael K. Price, and Florian Rundhammer)	Do The Effects of Social Nudges Persist? Theory and Evidence From 38 Natural Field Experiments
October 8 th	Christina Gravert (Univ of Copenhagen) (with Linus Olsson Collentine)	When Nudges Aren't Enough: Incentives and Habit Formation in Public Transport Usage
	Justin E. Holz (UChicago) (with John A. List, Alejandro Zentner, Marvin Cardoza, and Joaquin Zentner)	The \$100 Million Nudge: Increasing Tax Compliance of Businesses and the Self-Employed using a Natural Field Experiment
October 22 nd	Robert Metcalfe (USC) (with Luigi Butera, William Morrison, and Dmitry Taubinsky)	Measuring the Welfare Effects of Shame and Pride

	Joyce He (Rotman)	Lean In or Don't Lean Out? Opt-out Framing Eliminates Gender Differences in Competition
November 5 th	Dilip Soman and Avni Shah (Rotman)	Can Making Family Salient Increase Financial Savings? Quantifying Heterogeneous Treatment Effects in Voluntary Retirement Contributions Using a Field Experiment in Mexico
	Nicolás Ajzenman (São Paulo School of Economics) (with Eleonora Bertoni, Gregory Elacqua, Luana Marotta, and Carolina Méndez Vargas, IADB)	Altruism or Money? Reducing Teacher Sorting using Behavioral Strategies in Peru
November 19 th	Michele Gelfand (Univ Maryland)	Cultural and Institutional Factors Affecting COVID-19 Growth and Death Rates
	Eugen Dimant (Penn)	Tentative Title: Behavioral Insights and COVID19
December 3 rd	Kristen Duke (Rotman)	Structuring Decisions to Encourage Action: Providing Quantity-Based Choices Can Substantially Increase Desired Behaviors
	Renante Rondina (Rotman)	Cost-Effectiveness Analysis of a Commercially Available Canadian Health Application
December 17 th	Erika Kirgios (Wharton)	I'm a Woman: The Career Consequences of Highlighting Identity
	Liam Delaney (London School of Economics) (with Leonhard K. Lades)	Behavioural Science and Ethics in the Context of Covid-19

Questions? Email seminar@behavioralinsightsglobal.org