

First Annual Meeting

# LACEA BRAIN

(*BehavioRAI Insights Network*)

June 5<sup>th</sup> – 7<sup>th</sup>, 2019  
IDB, Washington D.C.  
Conf. Room Andres Bello 2/3, 9th floor

*LACEA BRAIN (Behavioral Insights Network) aims to unite efforts by Latin American and Caribbean economists to promote rigorous research using behavioral insights tools and collaborating with peers from across the globe. The network's goal is to highlight state-of-the-art research techniques to advance knowledge on behavioral economics. It also aims to build bridges and cultivate feedback between the policy world and academia, while consolidating data and experiences from interventions across the region.*

**Organizing Committee:**

Carlos Scartascini (IDB)  
Florencia Lopez-Boo (IDB)

**Academic Committee:**

Ana Inés Balsa (Universidad de Montevideo)  
Guillermo Cruces (UNLP)  
Hernán Bejarano (IDB & CIDE)  
Mariana Alfonso (IDB)  
Mariana Blanco (Universidad del Rosario)  
Mariano Moszoro (IDB)  
Nicolas Ajzenman (IDB)  
Razvan Vlaicu (IDB)  
Renos Vakis (World Bank)  
Samuel Berlinski (IDB)  
Sandra Polanía-Reyes (University of Notre-Dame)  
Santiago Sautúa (Universidad del Rosario)  
Sebastian Gallegos (IDB)  
Simeon Schachtele (IDB)  
Varun Gauri (World Bank)

## DAY 1 – WEDNESDAY June 5<sup>th</sup>

### Behavioral Economics at the IDB

1:45 pm – 2:00 pm Coffee and registration

2:00 pm – 2:15 pm Opening remarks

Eric Parrado, Chief Economist & General Manager, Research Department (IDB)  
Marcelo Cabrol, Manager of the Social Sector (IDB)

2:15 pm – 3:45 pm **Session 1.**  
Chair: Carlos Scartascini (IDB)

[As easy as PAE: Encouraging Parental Engagement with the Colombian School Feeding Program](#)

Benjamin Roseth (IDB)

Discussant: Maria Eugenia Sanin Vazquez (IDB)

[Price discrimination in informal labor markets: Evidence from a field experiment in Bogotá](#)

Paula Ximena Zamora Riano (IDB)

Discussant: Simeon Schachtele (IDB)

[In-Kind Incentives and Health Worker Performance: Experimental Evidence from El Salvador](#)

Pedro Gerardo Bernal Lara (IDB)

Discussant: Hernán Bejarano (IDB & CIDE)

3:45 pm – 4:00 pm Coffee Break

4:00 pm – 5:30 pm **Session 2.**  
Chair: Florencia Lopez Boo (IDB)

[Where you vote matters: public infrastructure and electoral punishment at the polling station](#)

Nicolas Ajzenman (IDB)

Discussant: Razvan Vlaicu (IDB)

[Trade Attitudes in Latin America: Evidence from a Multi-Country Survey Experiment](#)

Razvan Vlaicu (IDB)

Discussant: Mariano Moszoro (IDB)

[Promoting Voluntary Retirement Savings in Mexico through online social networks: A Randomized Control Trial](#)

Gustavo Adolfo Caballero Orozco (IDB)

Discussant: Verónica Frisancho (IDB)

## Day 2 | THURSDAY June 6<sup>th</sup>

### Official Opening of the First LACEA-BRAIN Meeting

8:30 am – 9:00 am Light breakfast

9:00 am – 9:25 am Opening remarks

Ana María Rodríguez-Ortiz, Vice-President for Sectors and Knowledge (IDB)

9:30 am – 11:00 am Session 1.

Chair: Carlos Scartascini (IDB)

[Motivating Bureaucrats with Non-monetary Incentives when State Capacity is Weak: Evidence from Large-Scale Field Experiments in Peru](#)

Stanislao Maldonado (Universidad del Rosario)

Discussant: Jose-Alberto Guerra (Universidad de los Andes)

[Using behavioral insights in early childhood interventions: The effects of Crianza Positiva text and voice messaging intervention on parenting behavior and beliefs](#)

Juanita Bloomfield (University of Montevideo)

Discussant: Raimundo Undurraga (Universidad de Chile)

[Tax Audits as Scarecrows](#)

Ricardo Perez-Truglia (University of California, Los Angeles)

Discussant: Nestor Castañeda (University College London)

11:00 am – 11:15 am Coffee Break

11:15 am – 12:45 pm Session 2.

Chair: Mariana Alfonso (IDB)

**Imperfect Consumption Smoothing and the Frequency of Payments in Social Transfer Programs**

Francisco Perez-Arce (University of Southern California)

Discussant: Jessica Lasky-Fink (University of California, Berkeley)

[Less is More: Experimental Evidence on Heuristic-Based Business Training in Ecuador](#)

Irani Arraiz (IDB Invest)

Discussant: Stanislao Maldonado (Universidad del Rosario)

[Exposure enhanced goods and technology dis-adoption: Evidence from a randomized controlled trial with resource-conserving technologies](#)

Ben Meiselman (Johns Hopkins University)

Discussant: Irani Arraiz (IDB Invest)

12:45pm – 2:00 pm LUNCH

2:00 pm – 3 :00 pm [Keynote Presentation: The artisanship of designing experiments for the field and for policy questions](#)  
Juan Camilo Cárdenas (Universidad de los Andes)

3:00 pm 3:15 pm Coffee Break

3:15 pm – 5:15 pm **Session 3.**  
Chair: Sandra Polania Reyes (University of Notre Dame)

[Imperfect attention in public policy: A field experiment during a tax amnesty in Argentina](#)

Carlos Scartascini (IDB)

Discussant: Martín Rossi (Universidad de San Andres)

[Applying behavioral science to increase compliance and reports of gifts received by public servants in Mexico](#)

Margarita Gómez (National Laboratory of Public Policies)

Discussant: Santiago Sautua (Universidad del Rosario)

[The costs of lock-in in health care markets: evidence from hospital choice in Uruguay](#)

Sebastian Fleitas (University of Leuven)

Discussant: Bansi Malde (University of Kent)

[Labelled loans, credit constraints and sanitation investments](#)

Bansi Malde (University of Kent)

Discussant: Joaquin Navajas (Universidad Torcuato Di Tella)

## Day 3 | FRIDAY June 7<sup>th</sup>

9:15 am – 9:30 am Light breakfast

9:30 am – 11:00 am **Session 1.**  
Chair: Nicolas Ajzenman (IDB)

[Aspiration Adaptation in Resource-Constrained Environments](#)

Raimundo Undurraga (Universidad de Chile)

Discussant: Ricardo Perez-Truglia (University of California, Los Angeles)

[Personalizing or Reminding? How to better incentivize savings amongst the poor](#)

Jeanne Lafortune (University of Chile)

Discussant: Jorge Aguero (University of Connecticut)

[Ethical Voting: Theory and Experiment](#)

Jose Alberto Guerra (Universidad de los Andes)

Discussant: Abigail Hurwitz (University of Pennsylvania)

11:00 am – 11:15 am Coffee Break

11:15 am – 12:45 pm **Session 2.**  
Chair: Hernán Bejarano (IDB & CIDE)

[Shaping Personality and Beliefs: The Role of Military Conscription](#)

Martín Rossi (Universidad de San Andrés)  
Discussant: Sebastian Fleitas (University of Leuven)

[The Impact of Abortion Legalization Reform on Fertility and Maternal Mortality. The Case of Mexico](#)

Irene Sobrevilla (London School of Economics)  
Discussant: Juanita Bloomfield (University of Montevideo)

[A pro-technology anti-trade bias in the perceived fairness of job losses](#)

Joaquín Navajas (Universidad Torcuato Di Tella)  
Discussant: Francisco Pérez-Arce (University of Southern California)

12:45pm – 2:00 pm LUNCH

2:00 pm – 3:00 pm [Keynote Presentation: Behavioral Insights and Parenting Lab: The Impact of Parental Engagement to Children's Future Economic Outcomes](#)  
Ariel Kalil, University of Chicago

3:00pm – 3:15 pm Coffee Break

3:15 pm – 5:15 pm **Session 3.**  
Chair: Renos Vakis (WB)

[Opting-out of the social contract: Tax morale and evasion](#)

Nestor Castañeda (University College London)  
Discussant: Sandra Polanía Reyes (University of Notre Dame)

[Unintended Consequences of Minimum Annuity Laws: An Experimental Study](#)

Abigail Hurwitz (University of Pennsylvania)  
Discussant: Margarita Gómez (National Laboratory of Public Policies/  
CIDE)

[Simplification and Defaults Affect Adoption and Impact of Technology, But Decision Makers Do Not Realize This](#)

Jessica Lasky-Fink (University of California, Berkeley)  
Discussant: Ben Meiselman (Johns Hopkins University)

[Information and Behavioral Responses with More than One Agent: The Case of Domestic Violence Awareness Campaigns](#)

Jorge Agüero (University of Connecticut)  
Discussant: Jeanne LaFortune (University of Chile)