



CEAR/MRIC Behavioral Insurance Workshop 2014

In cooperation with:



Carl Friedrich von Siemens Stiftung

www.mric.lmu.de

General Information

Hotel Information:

Hotel Carlton Astoria

Fürstenstraße 12

80333 München

Phone: +49 (0)89 383963

Leonardo Boutique Hotel Munich

Amalienstraße 25

80333 München

Phone: +49 (0)89 287870

Meeting Location:

Carl Friedrich von Siemens Stiftung

Südliches Schloßrondell 23

80638 München

Phone: +49 (0)89 1780330

Dinner Location:

Restaurant im Königlichen Hirschgarten

Hirschgarten 1

80639 München

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Organizers:

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Jörg Schiller, University of Hohenheim

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CEAR/MRIC Behavioral Insurance Workshop 2014

December 15/16

Schedule &
Participants

Sponsored by:



With additional support from:

Behavioral Risk and Insurance Research Group, LMU

SV Sparkassen Versicherung AG

Verein zur Förderung der Versicherungswissenschaft in
München e.V.

Monday, 15.12.2014

Plenary

(Saal)

09:00 Opening

Andreas Richter, *LMU Munich*

09:15 The Consumer Side of Insurance Choice

Eric Johnson, *Columbia University*

Moderator: Andreas Richter, *LMU Munich*

10:15 Coffee Break

Session I: Catastrophe Risk

(Saal)

Moderator: Jörg Schiller, *University of Hohenheim*

10:30 Putting Everything under the Same Umbrella
– Hazard-Specific Supply Reactions in the
Aftermath of Natural Disasters

Vijay Aseervatham, *LMU Munich*

Patricia Born, *Florida State University*

Dominik Lohmaier, *LMU Munich*

Andreas Richter, *LMU Munich*

Discussant: Rob Hoyt, *University of Georgia*

11:15 Natural Disasters: Exposure and
Underinsurance

Céline Grislain-Letrémy, *CREST & Université
Paris-Dauphine*

Discussant: Jia Min Ng, *Georgia State University*

12:00 Mass Shootings and the Demand for Life
Insurance

Bradley Karl, *East Carolina University*

Ty Leverty, *University of Wisconsin-Madison*

Chip Wade, *Mississippi State University*

Discussant: Jeroen Hinloopen, *University of
Amsterdam*

Session II: Behavioral Insights

(Clubraum)

Moderator: Alexander Mürmann, *Vienna University of Economics and Business*

- 10:30 The Trend Is Your (Imaginary) Friend – A Behavioral Perspective on Technical Analysis
Sebastian Ebert, *Tilburg University*
Christian Hilpert, *University of Bonn*
Discussant: Carole Bernard, *University of Waterloo*
- 11:15 From Theory to Practice: Direct Applications of Behavioral Science to Insurance
Lizzy Leigh, *Swiss Re*
Discussant: Johannes Jaspersen, *LMU Munich*
- 12:00 A Model of Reference-Dependent Belief Choice
Clemens Koenig, *LMU Munich*
Johannes Maier, *LMU Munich*
Discussant: Bertrand Villeneuve, *Université Paris-Dauphine*
- 12:45 Lunch at Carl Friedrich von Siemens Stiftung**

Session III: Life Insurance

(Saal)

Moderator: Johannes Jaspersen, *LMU Munich*

- 13:45 Time Inconsistent Preferences and the Annuitization Decision
Philipp Schreiber, *University of Mannheim*
Martin Weber, *University of Mannheim*
Discussant: Jochen Russ, *Ulm University*
- 14:30 Don't Lapse into Temptation: A Behavioral Perspective on Policy Surrender
Sven Nolte, *University of Münster*
Judith Schneider, *University of Münster*
Discussant: David Eckles, *University of Georgia*

- 15:15 Mortgage Life Insurance: A Rationale for a Time Limit in Switching Rights
Bertrand Villeneuve, *Université Paris-Dauphine*
Discussant: Yusuke Osaki, *Osaka Sangyo University*

Session IV: Moral Hazard (Clubraum)

Moderator: Glenn Harrison, *Georgia State University*

- 13:45 Social Preferences and Moral Hazard: An Experimental Analysis
Christian Knoller, *Allianz SE*
Stefan Neuß, *LMU Munich*
Discussant: Marc Ragin, *Temple University*
- 14:30 Can We Trust Consumers' Survey Answers when Dealing with Insurance Fraud? Evidence from an Experiment
Kerstin Puchstein, *University of Hohenheim*
Jörg Schiller, *University of Hohenheim*
Frauke von Bieberstein, *University of Bern*
Discussant: David Hales, *University of Nevada, Las Vegas*
- 15:15 Ex-Ante Moral Hazard: Experimental Evidence from Low-Income Insurance
Christian Biener, *University of St. Gallen*
Martin Eling, *University of St. Gallen*
Andreas Landmann, *University of Mannheim*
Shailee Pradhan, *University of St. Gallen*
Discussant: Kristina Czura, *LMU Munich*

16:00 Coffee Break

Plenary (Saal)

- 16:30 Loss Aversion and Inefficient Renegotiation
Klaus Schmidt, *LMU Munich*
Moderator: Martin Kocher, *LMU Munich*
- 18:30 Dinner at Restaurant im Königlichen Hirschgarten**

Tuesday, 16.12.2014

Session V: Health

(Saal)

Moderator: Martin Kocher, *LMU Munich*

09:00 Choose to Lose? Employee Health-Plan Decisions from a Menu with Dominated Options

Saurabh Bhargava, *Carnegie Mellon University*
George Loewenstein, *Carnegie Mellon University*
Justin Sydnor, *University of Wisconsin-Madison*

Discussant: Maximiliane Hörl, *LMU Munich*

09:45 Plan Switching and Inertia in Medicare Part D: Evidence from Administrative Data

Florian Heiss, *University of Düsseldorf*
Daniel McFadden, *University of California, Berkeley & University of Southern California, Los Angeles*

Joachim Winter, *LMU Munich*

Amelie Wuppermann, *LMU Munich*

Bo Zhou, *University of Southern California, Los Angeles*

Discussant: Justin Sydnor, *University of Wisconsin-Madison*

10:30 Risk Misperceptions and Selection in Insurance Markets: An Application to Demand for Cancer Insurance

Mary Riddel, *University of Nevada, Las Vegas*
David Hales, *University of Nevada, Las Vegas*

Discussant: Philipp Schreiber, *University of Mannheim*

Session VI: Ambiguity

(Clubraum)

Moderator: Harris Schlesinger, *University of Alabama*

09:00 Ambiguity on the Insurer's Side: The Demand for Insurance

Massimiliano Amarante, *Université de Montréal and CIREQ*

Mario Ghossoub, *Imperial College London*
Edmund Phelps, *Columbia University*

Discussant: Wanda Mimra, *ETH Zurich*

09:45 Portfolio Choice and Ambiguous Background Risk

Yusuke Osaki, *Osaka Sangyo University*

Harris Schlesinger, *University of Alabama*

Discussant: Richard Peter, *LMU Munich*

10:30 Ambiguity Aversion and Ambiguity Seeking

Amrei Lahno, *LMU Munich*

Martin Kocher, *LMU Munich*

Stefan Trautmann, *University of Heidelberg*

Discussant: Judith Schneider, *University of Münster*

11:15 Coffee Break

Plenary

(Saal)

11:45 Risk in Insurance: Concepts, Measurement, and Attitudes

Shyam Sunder, *Yale University*

Moderator: Jörg Schiller, *University of Hohenheim*

12:45 Lunch at Carl Friedrich von Siemens Stiftung

Session VII: Regulation: Behavioral Insights (Saal)

Moderator: Richard Peter, *LMU Munich*

14:00 CEO Overconfidence, Corporate Governance, and the Demand for Directors and Officers Insurance

Jeffrey Boles, *Temple University*

Yevgeniy Davydov, *Temple University*

Jacqueline Volkman-Wise, *Temple University*

Discussant: Ty Leverty, *University of Wisconsin-Madison*

14:45 Insurance, Risk Aversion, and Loss Manipulation: An Experiment

Jeroen Hinloopen, *University of Amsterdam*

Adriaan Soetevent, *University of Groningen*

Discussant: Christian Hilpert, *Hamburg University*

15:30 The Effect of Information on the Willingness to Pay for High-Load Insurance

Marc Ragin, *Temple University*

Discussant: Dominik Lohmaier, *LMU Munich*

Session VIII: Risk Preferences (Clubraum)

Moderator: Andreas Richter, *LMU Munich*

14:00 Gender Differences in Risk Preferences and Stereotypes: Experimental Evidence from Matrilineal and Patrilineal Societies

Andreas Pondorfer, *Kiel Institute for the World Economy*

Toman Omar Mahmoud, *Kiel Institute for the World Economy*

Katrin Rehdanz, *Kiel Institute for the World Economy*

Ulrich Schmidt, *Kiel Institute for the World Economy*

Discussant: Sebastian Strasser, *Swiss Re*

14:45 Variable Individual Risk Preferences – Impact of Life Changing Events and Economic Conditions

Mark Browne, *St. John's University*

Verena Jäger, *LMU Munich*

Petra Steinorth, *St. John's University*

Discussant: Jörg Schiller, *University of Hohenheim*

15:30 Higher-Order Risk Preferences in Social Settings: An Experimental Analysis

Timo Heinrich, *University of Duisburg-Essen*

Thomas Mayrhofer, *University of Duisburg-Essen & Harvard University*

Discussant: Harris Schlesinger, *University of Alabama*

