

Econ 601: Advanced Microeconomics

Spring 2023

Instructor Information

Name: Özgür KIBRIS
Office: FASS 1043
Email: ozgur.kibris@sabanciuniv.edu
Office Hours: by email appointment

Class Information

Dates: February 15 – May 29
Time: TBA
Classroom: TBA

Course Description

This is an MA/PhD-level course on behavioral economics. We will focus on theoretical as well as experimental and empirical studies on how cognitive and non-cognitive characteristics affect decision making and labor market outcomes. As an application, we will be discussing concepts such as beauty premium, height premium, and voice pitch bias. *Prerequisites:* Econ 506, Math 571.

Class Attendance and Participation

It is essential to your success in this course that you attend each lecture and participate in the discussions. Therefore, you are expected to attend each lecture and to show up on time. Should you need to miss a class for any reason, you are to contact the instructor in a timely manner. Reasons for missing lecture must be documentable and presented, if requested. You are responsible for any material covered, any work assigned, or any course changes made during the lecture.

Grading

The course grade is determined by the following components:

Paper Presentation	30%
Referee Report	35%
Research Proposal	35%

Reading List

- **Beauty premium**

1. Feingold, A. (1992). Good-looking people are not what we think. *Psychological bulletin*, 111(2), 304.

2. Hamermesh, D. S., & Biddle, J. E. (1994). Beauty and the Labor Market. *The American Economic Review*, 1174-1194.
3. Biddle, J. E., & Hamermesh, D. S. (1998). Beauty, productivity, and discrimination: Lawyers' looks and lucre. *Journal of Labor Economics*, 16(1), 172-201.
4. Mulford, M., Orbell, J., Shatto, C., & Stockard, J. (1998). Physical attractiveness, opportunity, and success in everyday exchange. *American Journal of Sociology*, 103(6), 1565-1592.
5. Solnick, S. J., & Schweitzer, M. E. (1999). The influence of physical attractiveness and gender on ultimatum game decisions. *Organizational Behavior and Human Decision Processes*, 79(3), 199-215.
6. Pfann, G. A., Biddle, J. E., Hamermesh, D. S., & Bosman, C. M. (2000). Business success and businesses' beauty capital. *Economics Letters*, 67(2), 201-207.
7. Mobius, M. M., & Rosenblat, T. S. (2006). Why beauty matters. *American Economic Review*, 96(1), 222-235.
8. Rosenblat, T. S. (2008). The beauty premium: Physical attractiveness and gender in dictator games. *Negotiation Journal*, 24(4), 465-481.
9. Andreoni, J., & Petrie, R. (2008). Beauty, gender and stereotypes: Evidence from laboratory experiments. *Journal of Economic Psychology*, 29(1), 73-93.
10. Berggren, N., Jordahl, H., & Poutvaara, P. (2010). The looks of a winner: Beauty and electoral success. *Journal of Public Economics*, 94(1-2), 8-15.
11. Judge, T. A., Hurst, C., & Simon, L. S. (2009). Does it pay to be smart, attractive, or confident (or all three)? Relationships among general mental ability, physical attractiveness, core self-evaluations, and income. *Journal of Applied Psychology*, 94(3), 742.
12. Price, M. K. (2008). Fund-raising success and a solicitor's beauty capital: Do blondes raise more funds?. *Economics Letters*, 100(3), 351-354.
13. Johnston, D. W. (2010). Physical appearance and wages: Do blondes have more fun?. *Economics Letters*, 108(1), 10-12.
14. Berri, D. J., Simmons, R., Van Gilder, J., & O'Neill, L. (2011). What does it mean to find the face of the franchise? Physical attractiveness and the evaluation of athletic performance. *Economics Letters*, 111(3), 200-202.
15. Mocan, N., & Tekin, E. (2010). Ugly criminals. *The Review of Economics and Statistics*, 92(1), 15-30.
16. Ruffle, B. J., & Shtudiner, Z. E. (2015). Are good-looking people more employable?. *Management Science*, 61(8), 1760-1776.
17. Jenq, C., Pan, J., & Theseira, W. (2015). Beauty, weight, and skin color in charitable giving. *Journal of Economic Behavior & Organization*, 119, 234-253.
18. Graham, J. R., Harvey, C. R., & Puri, M. (2017). A corporate beauty contest. *Management Science*, 63(9), 3044-3056.
19. Chen, D. L., Halberstam, Y., & Yu, A. (2017). Covering: mutable characteristics and perceptions of voice in the US Supreme Court. Available at SSRN 2816241.
20. Neumark, D. (2018). Experimental research on labor market discrimination. *Journal of Economic Literature*, 56(3), 799-866.

21. Bertrand, M., & Duflo, E. (2017). Field experiments on discrimination. *Handbook of economic field experiments*, 1, 309-393.
22. Maxfield, C. M., Thorpe, M. P., Desser, T. S., Heitkamp, D. E., Hull, N. C., Johnson, K. S., ... & Grimm, L. J. (2019). Bias in radiology resident selection: do we discriminate against the obese and unattractive?. *Academic Medicine*, 94(11), 1774-1780.
23. Hu, A., & Ma, S. (2021). Persuading investors: A video-based study (No. w29048). National Bureau of Economic Research.
24. Coffman, K. B., Exley, C. L., & Niederle, M. (2021). The role of beliefs in driving gender discrimination. *Management Science*, 67(6), 3551-3569.
25. Wilson, R. K., & Eckel, C. C. (2023). Attributions of Trust and Trustworthiness. *Political Behavior*, 1-23.

- **Voice Pitch Bias**

1. Tigue, C. C., Borak, D. J., O'Connor, J. J., Schandl, C., & Feinberg, D. R. (2012). Voice pitch influences voting behavior. *Evolution and Human Behavior*, 33(3), 210-216.
2. Tigue, C. C., Borak, D. J., O'Connor, J. J., Schandl, C., & Feinberg, D. R. (2012). Voice pitch influences voting behavior. *Evolution and Human Behavior*, 33(3), 210-216.
3. Stel, M., Dijk, E. V., Smith, P. K., Dijk, W. W. V., & Djalal, F. M. (2012). Lowering the pitch of your voice makes you feel more powerful and think more abstractly. *Social Psychological and Personality Science*, 3(4), 497-502.
4. Klofstad, C. A., Anderson, R. C., & Peters, S. (2012). Sounds like a winner: voice pitch influences perception of leadership capacity in both men and women. *Proceedings of the Royal Society B: Biological Sciences*, 279(1738), 2698-2704.
5. Mayew, W. J., Parsons, C. A., & Venkatachalam, M. (2013). Voice pitch and the labor market success of male chief executive officers. *Evolution and Human Behavior*, 34(4), 243-248.
6. Klofstad, C. A. (2016). Candidate voice pitch influences election outcomes. *Political psychology*, 37(5), 725-738.
7. Klofstad, C. A. (2017). Looks and sounds like a winner: Perceptions of competence in candidates' faces and voices influences vote choice. *Journal of experimental political science*, 4(3), 229-240.
8. Montano, K. J., Tigue, C. C., Isenstein, S. G., Barclay, P., & Feinberg, D. R. (2017). Men's voice pitch influences women's trusting behavior. *Evolution and Human Behavior*, 38(3), 293-297.
9. Smith, K. M., Olkhov, Y. M., Puts, D. A., & Apicella, C. L. (2017). Hadza men with lower voice pitch have a better hunting reputation. *Evolutionary Psychology*, 15(4), 1474704917740466.
10. Lowe, M. L., & Haws, K. L. (2017). Sounds big: The effects of acoustic pitch on product perceptions. *Journal of Marketing Research*, 54(2), 331-346.
11. Chua, G. Y. P., Liaw, S. Y., Er, H. J., & He, T. S. (2020). Pitch right: the effect of vocal pitch on risk aversion. *Economics Bulletin*.
12. Cinar, A. C., & Kibris, Ö. (2022). Persistence of voice pitch bias against policy differences. *Political Science Research and Methods*, 1-15.

- **Height Premium**

1. Judge, T. A., & Cable, D. M. (2004). The effect of physical height on workplace success and income: preliminary test of a theoretical model. *Journal of Applied Psychology*, 89(3), 428.
2. Persico, N., Postlewaite, A., & Silverman, D. (2004). The effect of adolescent experience on labor market outcomes: The case of height. *Journal of political Economy*, 112(5), 1019-1053.

- **Ethnicity/Accents**

1. Rödin, M., & Özcan, G. (2013). Is It How You Look or Speak That Matters?" An Experimental Study Exploring yhe Mechanisms of Ethnic Discrimination (Doctoral dissertation).
2. Arai, M., Gartell, M., Rödin, M., & Özcan, G. (2021). Ethnic stereotypes and entry into labor market programs. *ILR Review*, 74(2), 293-320.

- **Gender**

1. Gneezy, U., Niederle, M., & Rustichini, A. (2003). Performance in competitive environments: Gender differences. *The quarterly journal of economics*, 118(3), 1049-1074.