Experimental Economics
Term paper

Goal: Formulate a research question related to a specific economic phenomenon (behavior), design an experiment capable of testing this question, collect data, evaluate it, draw conclusions, write, submit, and present the term paper.

Step 1: Team formation

- You will work in teams of three.
- Record your team name and team members in the following table: https://docs.google.com/spreadsheets/d/1FHAV_vfHzzIq-_AbzHE6P7wXsqZTO1XIvD4g7qtZn5w/edit
- Once all teams have filled in the table, I will delete your names (for GDPR reasons) and start recording points.

Step 2: Presentation of the research question and literature

- During the 3rd and 4th seminar, your teams will present for the first time, specifically:
- Your research question
- The relevance of the research question – why it is important, why it is interesting, why it should be studied, and what we can learn by answering it
- A literature review consisting of 5–10 scientific articles most relevant to your question. The goal is not to present a list of articles you've read. You should present the key findings/insights from those articles, how they connect to your research question, how those studies inform your ideas about how to experimentally test your question, and also your contribution – i.e., how your question extends what we already know, or what is new in your question that has not yet been explored
- Make sure to cite literature properly, in APA format. The simplest way is to find the article on Google Scholar, click "Cite," and copy the APA citation.
- Also make sure the articles you cite are published in quality journals. You can check each journal here: https://kanalregister.hkdir.no/en
- A simple rule: If the journal is Level 2, it's a top field journal. If it's Level 1, it's still a quality journal and you may cite it. If the journal is neither Level 2 nor Level 1, it is questionable, and you cannot use it.

Step 3: Presentation of experimental design

- During the 6th and 7th exercise sessions, your teams will present again, specifically:
- Your research question
- Your directional hypothesis in the form "if X then Y" (e.g., this will increase/decrease that)
- Your variables, specifically:
    - Your treatment variable X (define it, explain how you will manipulate it)
    - Your outcome variable(s) Y – the target behavior (define it, explain how you will measure it and on what scale)

    - Confounding variables A, B, C, D – factors that also affect behavior Y. Define them, explain which you will control (hold constant), which you will measure, and for which you will rely on randomization.
- Your research design – i.e., how you will seek to answer your research question
    - Sample – who, how many, and why?
    - Measurement – between-subject? within-subject? Why?
    - Data collection process – what exactly will you do and how? What information will participants receive, what tasks will they perform, how will you motivate them to reveal their true preferences, to try their best, etc.?

Step 4: Presentation of results

- During the 11th and 12th exercise sessions, your teams will present your results, specifically:
- Research question
- Design, very briefly
- Data collection process – who, when, where, how? Feel free to include photos/videos if you have them, to make it more engaging.
- Results:
    - Start with short descriptive statistics
    - Then ideally in the form: hypothesis – test – result – interpretation
    - Go through all hypotheses in this way
    - Then you can show additional (exploratory) analyses
    - Don't forget appropriate, well-formatted tables and graphs – but only if they are important for presenting results. No GRETL screenshots or similar nonsense.
    - Overall summary of results and insights, recommendations (i.e., what follows from all this, what we learned, and what it is useful for)

Step 5: Submission of term papers

The paper should consist of the following parts:

- Abstract – short summary of the most important points (about half a page)
- Introduction – brief presentation of the topic, motivation, and research question (about 1–2 pages)
- Brief literature review (relevant scientific articles, no Wikipedia or "random internet sources") and their relation to your study (2–3 pages). Write it as a narrative, not as a list of what you've read.
- Hypotheses and experimental design (2–3 pages). Write so that anyone reading it will know exactly what you did, how you did it, and why you did it.
- Description of data collection (1 page) – e.g., procedures, sample, etc.
- Data analysis (3–4 pages) – start with descriptive statistics, then go through all hypotheses one by one – for each: how you tested it, what the result was, and what it means (interpretation). Then you may add exploratory analyses – findings in the data not part of your hypotheses. Ideally also include some robustness analysis, e.g., regression. Add graphs where suitable, but only important ones connected to your hypotheses. Please, no pie charts about gender composition of your sample or similar nonsense.

- Discussion and conclusions (1–2 pages) – what your results mean for practice and for further research. What are the limitations of your research? What do you recommend for future research?
- List of references
- Appendices – e.g., materials used, etc.

Rules for presentations

- Every team member must present.
- Reading from paper/phone/slides is forbidden.
- Slides are optional but helpful. Use as little text as possible. Instead, use tables, graphs, illustrations, etc.

Rules for term papers

- Papers must be submitted via Turnitin by December 21st, 23:59.
- Only one team member submits for the entire team.
- Class ID: 50211198, Enrollment key: EE2025
- For each day late, 5 points will automatically be deducted.

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