



NEWSLETTER 2024|29

## CALENDAR

**Economics and Sustainability Seminar**

Simeon Schudy (Universität Ulm)

"Individual Preferences for Truth-Telling"

**IOS Seminar**

Aleksandar Shivarov and Georgi Marinov (Economics University of Varna)

"Regional development and investment: two decades of evidence from Southeast Europe"

**Lunch Seminar**

Arevik Gnutzmann-Mkrtchyan (IOS Regensburg)

"Institutions and Comparative Advantage in Services Trade"

**Mon, Dec 9**

14:15 - 15:30

H 26

**Tue, Dec 10**

13:00 - 14:30

Zoom

**Wed, Dec 11**

12:00 - 13:00

H 26



## ABSTRACTS AND FURTHER INFORMATION

### **Economics and Sustainability Seminar**

Simeon Schudy (Universität Ulm)

“Individual Preferences for Truth-Telling”

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Contrary to the traditional economic view that individuals misreport private information to maximize material payoffs, recent evidence highlights robust preferences for truth-telling among many decision-makers. Theoretical models that align with aggregate behavioral patterns posit that these preferences arise from both an intrinsic motivation to be honest and a desire to be perceived as honest. We propose a novel incentivized measure to independently capture these two motives at the individual level for the first time. We validate the measures’ properties experimentally and show that it predicts behavior in other commonly studied situations that allow for (dis)honesty. The measure enables the classification of individual preference types, revealing systematic heterogeneity and fairly stable type distributions across different samples. Additionally, we propose an experimentally validated 2-minute survey module that proxies both motives and predicts behavior in a typical reporting task. Including this module in a large panel, we offer first insights into how early-life experiences may shape preferences for being and being seen as honest.

*Info:*

in person



## **IOS Seminar**

Aleksandar Shivarov and Georgi Marinov (Economics University of Varna)

"Regional development and investment: two decades of evidence from Southeast Europe"

Regional convergence is a topical issue for all countries in Southeast Europe, both for EU members and those outside the Union. Disparities between capital cities and peripheries, and between more industrialised and rural areas, have posed a conundrum for policymakers in recent decades. Capital accumulation, matching labour supply and increases in productivity are seen as the main drivers of economic growth within the neoclassical growth model. Major reviews of EU regional development find a significant, but modest rate of convergence rate among European regions. The existing literature on Southeast Europe focuses primarily on the impact of foreign direct investments (FDI) on long-term economic growth and the determinants of FDI. A key question formulated by Estrin and Uvalic (2014) is "Are the Balkans different?" in terms of the determinants of FDI compared to Central and Eastern Europe and the Baltic States, which have received significantly higher levels of foreign investment. The answers to this question may have important implications for policy choices aimed at closing the gap between Southeast and Central and Eastern Europe in terms of per capita income and level of regional development, as well as between spatial units within Southeast Europe.

The study covers 13 countries, from Romania and Moldova in the north-east to Croatia and Slovenia in the west and Greece and Cyprus as the southern extent of the area. They are analysed at the level of basic regions: NUTS 2 for EU member states or corresponding spatial units for (potential) candidate countries. The time span of the study covers the period since the beginning of the century, thus including important episodes such as the financial crisis of 2007–2008 and the subsequent Great Recession, as well as the two enlargements of the European Union towards the region in 2007 and 2013. The political developments in the Western Balkans during this period, as well as the availability of data, impose certain limitations on the analysis. Given the outline of the study area and period, the methods used to examine the interaction between investment on the one hand and regional development on the other are panel data analysis and cluster analysis. They are applied to test the strength of the relationship between investment and economic development at the regional level in Southeast Europe.

*Info:*

Zoom-Meeting:

<https://ios-regensburg-de.zoom.us/j/63812821831?pwd=M3pZZuqVig3OoyiqLDsOkfiXYIaoGP.1>

Meeting ID: 638 1282 1831

Passcode: 686920





## **Lunch Seminar**

Arevik Gnutzmann-Mkrtchyan (IOS Regensburg)

“Institutions and Comparative Advantage in Services Trade”

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Studies have highlighted the role of human capital and good economic institutions in establishing comparative advantage in trade in complex institutions-intensive goods. We show that the effect of institutions on comparative advantage in services trade is quite different: countries with weak institutions rely significantly more on services export. In our empirical estimations, we find that the relationship between institutional quality and comparative advantage in services versus goods trade is negative. More precisely, our results show that, controlling for human capital, as the quality of institutions deteriorates, countries are more likely to have a comparative advantage in the international provision of ICT services than ICT goods.

*Info:*

in person



## CONFERENCES, PRESENTATIONS AND ANNOUNCEMENTS

### PUBLICATIONS

Mathias Dolls, Clemens Fuest, Carla Krolage and Florian Neumeier: "Who Bears the Burden of Real Estate Transfer Taxes? Evidence from the German Housing Market", Journal of Urban Economics, 145, 103717, January 2025.

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**Editorial deadline for Newsletter No. 2024|30:**

**Wednesday, December 11 | 11 am**

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