



IAST CONNECT #8

Spring/Summer 2016

INSTITUTE FOR ADVANCED STUDY IN TOULOUSE



HOME ECONOMICS

ASTRID HOPFENSITZ



HISTORY AS SCIENCE

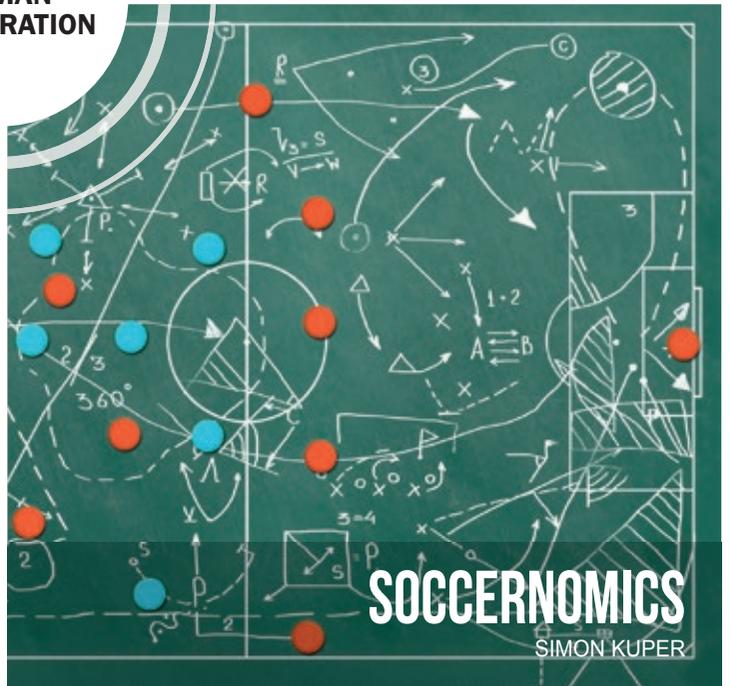
PETER TURCHIN | MOHAMMED SALEH

IN-DEPTH:
HUMAN
COOPERATION



CULTURE NEVER DIES

PAULINE GROSJEAN



SOCCERNOMICS

SIMON KUPER

A real treat for the intellect

Dear colleagues,

As IAST approaches its fifth birthday, it has much to be proud about. In the short space of just half a decade it has established itself as a major international research center, bringing together a quite extraordinary array of scholars in the equally extraordinary setting of Toulouse. While most comparable institutes tend to restrict their fields of study to the core social sciences, IAST—



Ian Morris

- Member of the IAST Scientific Council
- Professor of Classics and Archaeology, Stanford University, and Philippe Roman Visiting Professor in International Studies and History, LSE

as befits a younger, leaner entrant to the field—is being much more ambitious, reaching all the way from biological evolution at one end to someone like me, coming from backgrounds in archaeology and classics, at the other.

The results are clear to see in this edition of IAST Connect, with debates over and unexpected insights into the functions of football, history as science, and—a subject dear to the heart of IAST’s director Paul Seabright, who has written a major book on the subject—the war of the sexes.

IAST’s energy and excitement are infectious, and if its next five years bring results as impressive as its first five, we are in for a real intellectual treat.

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#8

HOW DOES OUR PAST INFLUENCE US TODAY?
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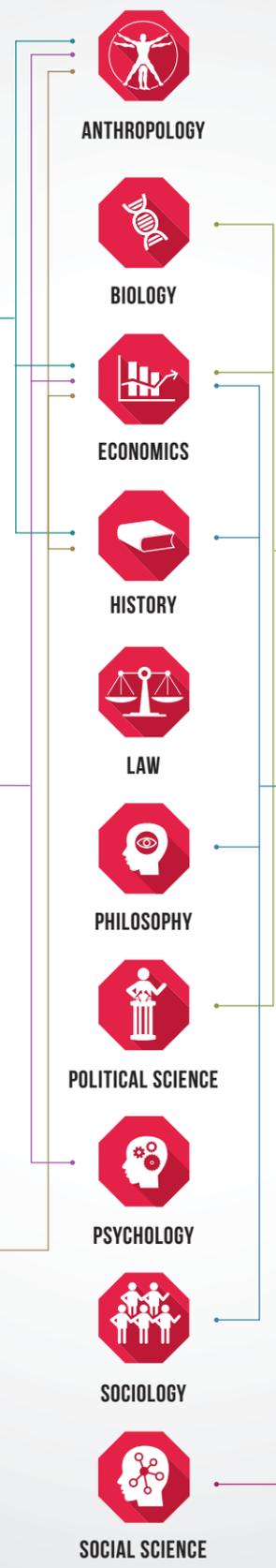
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WHAT WILL 2020 LOOK LIKE?
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IAST in action

FLASHBACK TO RECENT EVENTS



DOES FEMALE EMPOWERMENT PROMOTE ECONOMIC DEVELOPMENT?

11 DECEMBER 2015

ECONOMICS

Visiting the IAST from the University of Mannheim, Michèle Tertilt presented her empirical data analysis which suggests that putting money in the hands of mothers (as opposed to fathers) increases expenditure on children but doesn't necessarily point to a good development policy. ■

SEAN BOTTOMLEY HONORED

The IAST has been awarded the Economic History Society's biennial First Monograph Prize for 2016. His book "The British Patent System during the Industrial Revolution, 1700-1852" was published in December 2014.



AN EMPIRICAL INVESTIGATION OF THE LEGACIES OF NON-DEMOCRATIC REGIMES

8 APRIL 2016

POLITICAL SCIENCE

Monica Martinez-Bravo (CEMFI) presented her latest research work at an IAST seminar on the legacies of non-democratic regimes. Analysing data from Indonesia, the researcher showed that slower transitions towards democracy allow old-regime elites to find ways of capturing democracy in the medium and long run. ■

HOW DO HUMANS RECOGNIZE KIN?

10 MARCH 2016

PSYCHOLOGY, BIOLOGY

Lisa Debruine presented her work on the different processes involved in kin recognition. ■

MORE IAST EVENTS
www.iast.fr/activites



PREDICTIONS ON THE RESPONSES OF PLANTS TO CLIMATE CHANGE

1 APRIL 2016

BIOLOGY

Robin Aguilée works at the Paul Sabatier Toulouse University on the ecological and evolutionary processes involved in diversification and adaptation. He visited the IAST to present his latest research on the effects of climate change on plants. ■



DIGITAL BOOKS AND THEIR IMPACT ON CONTENT

6 JANUARY 2016

ECONOMICS

Sponsored by the Jean-Jacques Laffont Digital Chair, this workshop discussed the challenges and opportunities provided by new digital technology in the book industry. ■



SHOULD CONSUMERS IGNORE PRODUCT REVIEWS?

31 MARCH 2016

PSYCHOLOGY, ECONOMICS

Angela Sutan has conducted an experiment at the Groupe ESC Dijon Bourgogne on the informational efficiency of the product review process by analyzing the impact on consumer welfare. The results were presented to IAST researchers in a seminar organised by the IAST behavioral and experimental economics group. ■

IAST IN THE PRESS



AFTER JOHNNY'S MARCHED HOME

An investigation into the political and sociological role of US military veterans by IAST researcher **Jonathan Klingler** was recently featured in the high-profile magazine *The American Interest*. The article draws on the paper "Would You Like to Know More? Selection, Socialization, and the Political Attitudes of Military Veterans" co-authored by **Klingler** with **J Tyson Chatagnier** (Vanderbilt University) in 2015.



DO TV SHOWS INFLUENCE JURY TRIALS?



IAST researcher **Arnaud Philippe** enjoyed widespread coverage in the French press following the publication of his policy piece co-authored with **Aurélié Ouss** (Chicago University) suggesting that sentences vary according to the content of popular news broadcasted just before jury-based trials.

UBER VS. TAXIS: A LESSON IN EFFICIENCY



An op-ed in leading French daily *Le Monde* by IAST director **Paul Seabright** addresses the rise of the sharing economy and the dispute between Uber and taxis. According to recent studies, Uber has a competitive advantage over taxis thanks to



its booking system which allows drivers to minimize their time spent driving without a customer. ■

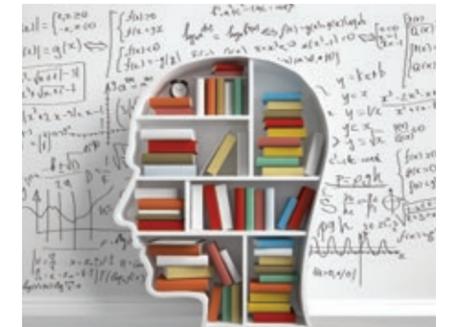
TRUMPING IN THE ELECTIONS, OR NOT



IAST researcher **Charlotte Cavallé** wrote an extensive article in *The Washington Post* about Donald Trump's chances of winning the US presidential election. Using political identification data, **Cavallé** predicts that few Democrat voters will defect towards Trump should he become the Republican party's candidate.

THE GAMBLER'S FALLACY

Demonstrating the persistence of "the gambler's fallacy" in everyday decisions, work by IAST researcher **Daniel Chen** has featured in several US press articles, mostly linked to baseball, showing that "misperceptions of what constitutes a fair process can lead to unfair decisions".



RESEARCH HIGHLIGHTS



BEAUTY

Océane Bartholomé, Jeanne Bovet, Roberto Caldara, Junpeng Lao and Michel Raymond
Mapping female bodily features of attractiveness
Nature - Science Report 6, 2016



DECISION-MAKING

Daniel L Chen, Tobias J Moskowitz and Kelly Shue
Decision-Making under the Gambler's Fallacy: Evidence from Asylum Judges, Loan Officers, and Baseball Umpires
The Quarterly Journal of Economics, 2016



JUSTICE AND MEDIA

Aurélié Ouss and Arnaud Philippe
The impact of media on court decisions
Les notes de l'IPP, n. 22, January 2016



DEMOCRACY

André Blais, Damien Bol, Sona Golder, Philipp Harfst, Jean-François Laslier, Laura Stephenson and Karine Van Der Straeten
Addressing Europe's democratic deficit: An experimental evaluation of the pan-European district proposal
European Union Politics, 2016

Meet the IAST's

• MICHAEL GURVEN • HEALTH AND PARASITES

Modern scientific anthropology is increasingly active at the core of the IAST mission, which took another step forward with the arrival of Michael Gurven on a seven-month visit from the University of California. As co-director of the Tsimane Life History and Health Project, he has worked closely with IAST anthropologists Hillard Kaplan and Jonathan Stieglitz in remote indigenous settlements in Bolivia. His evolutionary approach has led to fascinating work on the link between parasites and the prevention of heart disease. It's pretty exciting, he admits, for an anthropologist to join the fight against the world's number one killer.

Assembling volunteers for biomedical studies in the Bolivian Amazon can be a Sisyphean task: "Organizing transport could be a few hours in a truck on top of several days in a dugout canoe, and that's if heavy rains haven't washed away the road or the bridges." But when the French government donated a 16-slice CT scanner to a nearby town, it was a unique opportunity to study heart disease among the Tsimane. "We've been able to look into people's arteries in a way that's never been done before. We found much less calcification than in your average American or European. There's also very little high blood pressure and cholesterol is really low."

Gurven and his team suspect exposure to certain pathogens may reduce heart

disease and other modern ailments. "We've observed that people with parasites have lower cholesterol and their immune system is better regulated. The relative absence of parasites in modern environments is associated with more allergies and autoimmune diseases because an immune system not primed with the kinds of critters it has evolved to expect is more likely to attack itself."

Modernity's war on parasites may also have demographic implications. "We showed that parasites increase women's fertility. A woman with intestinal worms was more likely to have more kids, and at shorter intervals. Most biomedical histories focus on populations where those pathogens don't exist."



Gurven's evolutionary approach is one that is embraced at the IAST. "Sometimes I feel more at home talking to economists, psychologists and biologists, than with anthropologists. So the IAST is the kind of place I enjoy. Having Paul Seabright as the director, who mixes economics and biology, was very appealing. Aida Nitsch is a biologist asking some questions that are similar to mine. Pauline Grosjean (see opposite) is an economist and yet brings fresh perspectives to old questions in anthropology." ■

COMMUNITY SPIRIT

Gurven has not been a passive observer; he has facilitated healthcare for about 15,000 Amerindians. His contribution to other community projects in Bolivia includes fundraising and organization for flood relief, well construction, radio equipment and teaching free classes in the Brazilian martial art of capoeira.



PERSONALITY MATTERS

Personality evolution is an area of burgeoning interdisciplinary interest, says Gurven. "Economists are talking about it. Biologists are over the moon thinking about what shapes personality in organisms ranging from spiders to octopuses. We found psychology's primary model (the Big Five) didn't hold in a small-scale society, where no one's ever studied this before. It's forced us to think about what is universal about personality structure, what's variable and why? I found important differences that matter in Tsimane lives: extroverted men have more kids, whereas for women it depends on where you live. Personality also seems to affect whether Tsimane pursue schooling or move closer to town."

latest arrivals

• PAULINE GROSJEAN • THE PERSISTENCE OF CULTURE

Pauline Grosjean likes to keep moving. Since finishing her PhD in Toulouse, her work has taken her from Tajikistan to San Francisco and the Solomon Islands. A development economist with a passion for surfing, she looks for 'historical accidents' such as the colonization of Australia or the American West, to examine the interplay of economic circumstances, institutions and culture. She's spent the past four years at the Australian School of Business in Sydney, publishing in prestigious journals. Now on a six-month visit to the IAST, she's happy to return to the Pink City's bustling food markets and eager to ride the waves along the Atlantic coast.

In the United States, Grosjean received hate mail for suggesting that a culture of violence has persisted in the Deep South for generations. Her analysis of census data supports the hypothesis that Southern murder rates can be traced to the 18th-century arrival of herders from the lawless regions of Ulster and the Scottish Highlands. "The Scots-Irish settled across the US, so why did their taste for violence survive in the South and not the North? Within the South, I found that if they settled in an area which had sheriffs and county courts, they didn't transmit violent norms. But if they settled on the frontier, you see this violent culture locking in as a substitute for law enforcement."

Gender norms can also be surprisingly resilient. The settlement of Australia by an overwhelmingly male convict population in the 18th and 19th centuries was a "natural experiment", says Grosjean, which allows us to observe the effects of distorted sex ratios. She found that Australian women who today live in areas where there was formerly a high ratio of men are less likely to break through the glass ceiling. "People in these areas have more conservative attitudes: the man works and the woman stays at home. But men also spend more time with their children. And women are happier." Grosjean also measured the effect on body mass index: "Women tend to be fatter in places where they used to compete less with other women. This is also consistent with men favoring women for their child-bearing characteristics."

To further her research on gender economics, Grosjean has won a grant to work with IAST director Paul Seabright and she's determined to make the most of her visit. "I'm really impressed by the way the IAST postdocs work together. People are really invested in each other's work. I'm talking to historians, especially Mohamed Saleh, because he's a specialist on the Middle East and I have a parallel project on Islamist politics. I'm talking to development economists, so Josepa Miquel-Florensa and Matteo Bobba, and psychologists like Jean-François Bonnefon. I'm also talking with anthropologists. I looked at specialization in the Solomon Islands, and Heidi Colleran is setting up a field site to look at gender issues in Vanuatu, so it would be really cool to replicate something with her." ■



"The settlement of Australia by an overwhelmingly male convict population in the 18th and 19th centuries was a natural experiment which allows us to observe the effects of distorted sex ratios."



GOLD RUSH

Grosjean has linked contemporary violence to mineral discoveries that occurred as the United States expanded across the Wild West in the 19th century. "If the discovery happened before the creation of county institutions, we find more violence historically, even today. Gold and silver is easier to steal than copper so if there was no state to enforce property rights, you find more violence where these minerals were discovered."



New chair **kicks off**

• **DAVID AUSTEN-SMITH** •
HOW GROUPS DECIDE

In March, the IAST welcomed another academic heavyweight as David Austen-Smith made his first visit as holder of a prestigious new chair on information, deliberation and collective choice. The Peter G Peterson professor of corporate ethics and professor of political science and economics at Northwestern's Kellogg School of Management, he is already at work recruiting a post-doctoral student to help him piece together the puzzle of group decisions. If all goes to plan, he'll get a chance to enjoy Toulouse's opera season too.

Austen-Smith wants to improve decision-making in complex environments such as company boardrooms, legislatures, juries or village councils. "We live in groups; we make decisions in groups. Very often, groups talk first about the relative merits of the alternatives, then reach a decision through voting.

So how does the voting rule affect the conversation that precedes it? We now have a pretty good answer: unanimity seems very bad for encouraging people to share information; majority rule is much better."

Evolutionary biologists have given **Austen-Smith** a fresh perspective on conversation dynamics. "Conversations in models I've worked with tend to happen all at once. It's as if we all wrote down our speech at the same time and then revealed it. But real conversations have a to and fro; they evolve. Thinking in terms of how conversations might evolve and stimulate innovation turns out, for me at least, to be quite hard but I am optimistic that we can make progress."

Now he wants to draw on the IAST's deep well of talent and pump ideas in all directions. "The economics department here is full of people who have contributed hugely to our understanding of the role of information in markets and decisions. The chair will explore the dynamics of evolving information

in collective decision-making, then introduce some of the more robust findings from psychology, now being used in economics. The results should feed directly back to the stimulus from biology."

A former member of the scientific council, **Austen-Smith** looks forward to interacting with Toulouse's brilliant young minds on future visits. "The IAST is rare in doing interdisciplinary work seriously and successfully. The trick is to impose virtually no constraints. You don't decide ex ante which disciplines should talk to each other. You don't force people to work together. The only real constraint is that your work must bear on understanding human society, but that's a pretty broad remit. Over time, the people that come through here are going to bring other people on. There is a lot of enthusiasm." ■

KEY QUESTIONS

The new chair is sponsored by Initiatives d'Excellence (IDEX), which aims to promote world-class interdisciplinary research in France. Two questions will receive special attention:

- 1/ How do groups allocate resources to explore alternatives before making a decision?
- 2/ How do deliberations affect the quality and legitimacy of group decisions?



WHY I LOVE RESEARCH

Austen-Smith has been a professor for almost 40 years, but he's still hooked on the adrenaline of discovery. "It's so much fun. I thoroughly enjoy the engagement with others. It's exciting when something's been puzzling you and eventually you see, 'Ah, that's how it works!' With luck, other people will go, 'Well, that's obvious!' because that's how it should be if it's right."



Past masters

• **PETER TURCHIN & MOHAMED SALEH** •
HISTORY AS SCIENCE

Peter Turchin is an evolutionary anthropologist at the University of Connecticut who wants to revolutionize the study of the past. An expert on dynamical systems analysis, the Russian-American now aspires to paint big-picture history using big data, devising mathematical models to test social science theories empirically. On an extended visit to Toulouse, he met up with Mohamed Saleh, assistant professor at TSE and the IAST where he also directs the history program, who combines novel data sources, economic theory and empirical methods to examine Middle Eastern economic history. Their intriguing discussion of the evolution of inequality, war and human cooperation suggests we have much to gain from the debate on whether history can be treated as a 'science'.

Mohamed Saleh: To shift from theoretical biology to history might seem strange to outsiders. What is the connection?

Peter Turchin: Well, there is no direct connection. I combine mathematical models with data, so I asked myself, "What areas haven't been addressed with this approach?" Historians have stayed away from mathematical theory, so that was the challenge.

MS: The economic-theory approach of cliometrics was out there before you founded cliodynamics. Why do you think there was a need for a new perspective?

PT: If you only focus on economic aspects, you miss out important things like power relations and culture. Cliodynamics looks for verbal theories proposed by social scientists, including economists, and translates them into the language of dynamical systems.

MS: I agree that 19th-century neo-classical economists were not interested in ideas about power and elites. But recently these specific factors were included in economic models. An economic approach is not necessarily about prices and wages, as it might also include power relations and themes from political science, sociology and so on. It might even include things

that are not measurable or materialistic, like psychological incentives.

PT: I'm not saying cliodynamics proposes something completely new and different from cliometrics. They are sister sciences converging on the same outcome. But where there is a primacy of economics, sometimes people forget there are other aspects.

MS: Let me try to play devil's advocate here. Many historians think that cliometrics and cliodynamics are imperialist approaches by economists or biologists who try to impose their scientific methods on history without much ●●●

War, peace and inequality

• PETER TURCHIN • REMAKING HISTORY AT THE IAST

appreciation of the historical context. Moreover, it's extremely difficult to find general laws in history. We're dealing with human beings over time after all, and not with metals in the physical world. Personally, to my taste, I prefer a school of history that lies in the middle between social science and humanities; it takes the historical context seriously and uses data, empirics and theory up to a limit that does not go far beyond the specific context.



PT: Even when historians say that there are no general principles, they use them in their work. Part of any good narrative history is explanatory.

MS: Yes, but they don't claim that what happened in England during the Glorious Revolution applies to Russia in the 19th century, or the Bolsheviks in 1917.

PT: True, but their explanatory apparatus has general components which, if they are studying a revolution, would apply to many other revolutions. Historians sneak in general principles through the back door.

All complex societies larger than a million people have features that are uniformly shared. They have rulers, elites, and unifying ideologies or religions. If they're an agrarian society, they're fueled by a certain kind of economic relations. When Spanish conquistadors entered Mexico and Peru, they said, "OK, that's the king, there are the nobles and the commoners." They saw similarities between their societies which had developed completely independently.

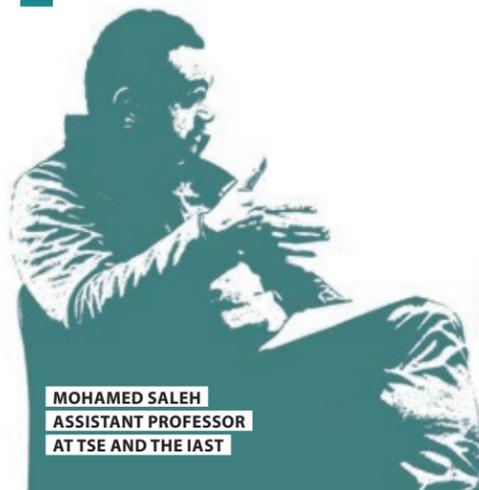
THE Z-CURVE OF EGALITARIANISM

MS: Let me now turn in the remainder of this interview to ask you about your own work. Do general principles also govern non-human species?

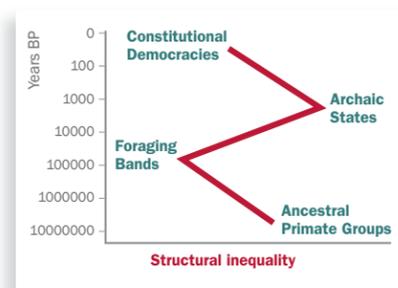
PT: You would have to look at something really abstract to find parallels between ants and human society. The queen is not a ruler, she's just a bag of eggs. Insect societies don't have chains of command like complex human societies, because everybody's equal. They are all messengers sending pheromone signals.

MS: Among primates, isn't there usually an alpha male controlling the tribe, then some rebel that has to kill the alpha to become a new dictator?

PT: For more than 90 per cent of our evolutionary history, humans lived in very egalitarian societies. Anyone who wanted to become an alpha male was usually suppressed. Alpha-male competition selects for male strength, so female chimps and gorillas tend to be much smaller and weaker. In humans, there's much less difference between men and women, indicating the lower level of competition between males.



MOHAMED SALEH
ASSISTANT PROFESSOR
AT TSE AND THE IAST

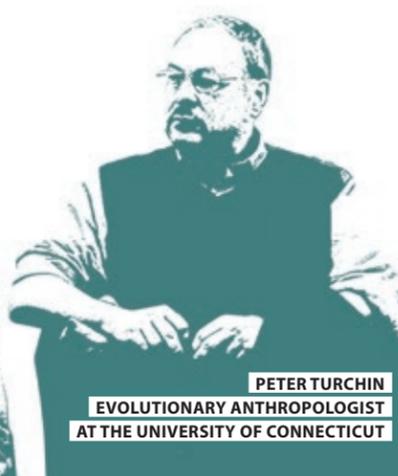


MS: Why wouldn't the best hunter become a chief?

PT: Because to take down a mammoth you are much better off having 10-15 people who are equals, than one huge guy and 14 oppressed small guys.

MS: What happened after the shift to agriculture and the Neolithic evolution?

PT: I call it the Z-curve of human egalitarianism. We start with fairly inegalitarian great apes. Then by 200,000 years ago, humans were very egalitarian. Another turning point was getting agriculture 10,000 years ago leading to the bad days of god kings, despotic states and complex chiefdoms. The last turning point was about 2,000 years ago - since then human life, for most people, became much better. In France today, there's no nobility, no legalized slavery and no human sacrifice.



PETER TURCHIN
EVOLUTIONARY ANTHROPOLOGIST
AT THE UNIVERSITY OF CONNECTICUT

CONFLICT AND COOPERATION

MS: Your theory emphasizes the role of cooperation. Neo-classical economic theory treats humans as purely selfish. How do the two compare?

PT: Rational-choice theory provides a complementary answer, but not an alternative. If everybody was selfish all the time, society would be impossible. The evolution of cooperation is one of the largest unresolved issues in all sciences: how did humans become capable of cooperating in groups of 50 million people (the population of France)? The only theoretically sound and empirically supported answer is, briefly, very Khaldunian (see panel). We cooperate to compete. Society fails unless people have internalized beliefs about the value of being good.

MS: What triggered all these shifts in inequality and cooperation?

FRONTIER SPIRIT

MS: In 'War and Peace and War' in 2005, you predicted the rise of a new caliphate in the Middle East. What do you think is the future of the Arab world?

PT: Historically, where an imperial frontier coincides with a faultline between two different integrative ideologies - typically world religions - those regions produce very aggressive groups who build states and expand. The Middle East has been a metaethnic frontier between Christians, now the West, and Islam for more than 1,400 years. American occupation provided that extra kick, so that's why I made that prediction.

MS: Will radical groups like Islamic State be able to sustain themselves?

PT: All the cohesive groups in Islam

PT: War created these hugely unequal societies and then destroyed them. Roughly 12,000 years ago, we stopped being hit by repeated ice ages, human populations grew in density so conflict heated up because there was less space to escape from aggressive neighbors. Warfare drove societies to become more centralized. Leaders became corrupted by their power, which inevitably led to inequality.

About 2,500 years ago, new military technology put even stronger pressure on societies. Unequal societies only had cooperation among the elites so they started losing ground to larger, more equal societies. You can't give a slave a rifle, because they will use those rifles against you. By the late 19th-century, Europe was creating million-strong armies so its elites were forced to introduce democracy to increase cooperation.

- Isis, Taliban, Hezbollah - originated on metaethnic frontiers. If the West is smart and leaves them alone, there would be no additional pressure for Isis to become a true caliphate, conquering Jordan, Saudi Arabia, and north Africa.

MS: One can think of counter examples in which there was pressure from two empires and nothing happened.

PT: These things take time. In my book *Historical Dynamics*, I take the last 2,000 years of Western Eurasia and divide it into regions designated as either 'on frontier' or not. It's not perfect, but I find a highly statistically significant relation between being on a metaethnic frontier and 200-400 years later having a large state arise in that location.



KHALDUN VS MACHIAVELLI

The 14th-century Arab scholar Ibn Khaldun presents an interesting theoretical alternative to the thinkers of early modern Europe. Arguably the father of rational-choice theory, Niccolò Machiavelli assumed that humans are completely rational beings with entirely selfish motives. In contrast, Khaldun's central concept was *asabiya*, which can be translated as social cohesion or collective solidarity.

Turchin's work draws inspiration from Khaldun's theory on the role of *asabiya* in the rise and fall of tribes, dynasties and empires. Khaldun observed that people in the North African desert lived under constant external pressure from the environment and other groups. Groups with high *asabiya* would defeat less cooperative groups, such as those used to the more comfortable environment of the coastal cities. Here, the removal of pressure causes the conquerors' *asabiya* to decline, a new cohesive desert group takes over and the cycle continues.

FORWARD THINKING

MS: What is the future of your research?

PT: I'm involved in building a database so we can test all these hypotheses. It's called Seshat, the name of the Egyptian deity of scribing, information and databases.

MS: Finally, what is your impression of the IAST and life in Toulouse?

PT: It's winter and it's 15 degrees and sunny! My wife and I love being in Toulouse, the first capital of the Visigothic kingdom. It's lovely to walk around these beautiful cathedrals and medieval streets. I see an excellent future for the IAST because transdisciplinary research is where all the breakthroughs have come in recent years.

Battle of the spouses

• ASTRID HOPFENSITZ • WHAT IF WOMEN EARNED MORE?

Without a seat at the kitchen table, academics investigating the dynamics of household cooperation have often been frustrated. Astrid Hopfensitz wants to change this and her experiments are an innovative, abstract attempt to peer through the keyhole. As well as extensive work on spouses, she has looked at how players in sports teams coordinate and is now studying interaction between siblings.

"The big theme spanning my work is what happens when people know something about their interaction partner. The IAST is not just about interdisciplinary work; it's also about looking into the dynamics or underlying behavior behind very simplistic models."

Cooperation is a term used in different ways (see panel), and agreeing on a definition is only the start of the challenge. "What happens in families is usually behind closed doors, so it's very difficult to study them. It's often assumed that a family is acting as if it's one person. But easy introspection tells us that no family is aiming for the same goal. There's a lot of bargaining going on, fights, or agreements that may be unstable."

HOME ECONOMICS

Hopfensitz is particularly interested in labor specialization by men and women. "Economists want to figure out how households participate in a labor market. We often find that the man has a higher salary, so he earns as much as possible and the woman takes care of the family. This is a typical, very efficient, very unequal outcome. There is always some sharing going on, but the man has more power."

Recent experiments by Hopfensitz focused on heterosexual couples in France, Germany and Bolivia. The initial task in Toulouse consisted of five question rounds (see panel). Responding independently and anonymously, both spouses could choose either 200 units split between the couple equally (option A) or 300 units split unequally (option B).



While most couples opted to maximize joint earnings, avoiding inequality was an important concern. "If a household wants to make as much money as possible, they should choose option B. What's interesting are those couples willing to accept reduced efficiency for more equality. Why? There's no gender difference. And it's not about people being egoistic."

WORKING TOGETHER

Cooperation is a very broad term. From an economist's perspective, which overlaps with biology and psychology, it encompasses the following types of behavior:

Altruism
I incur a cost to help someone else

Trust
I incur risk, expecting a return from someone else

Coordination
I agree to work with someone else for mutual benefit

WHO PROVIDES?

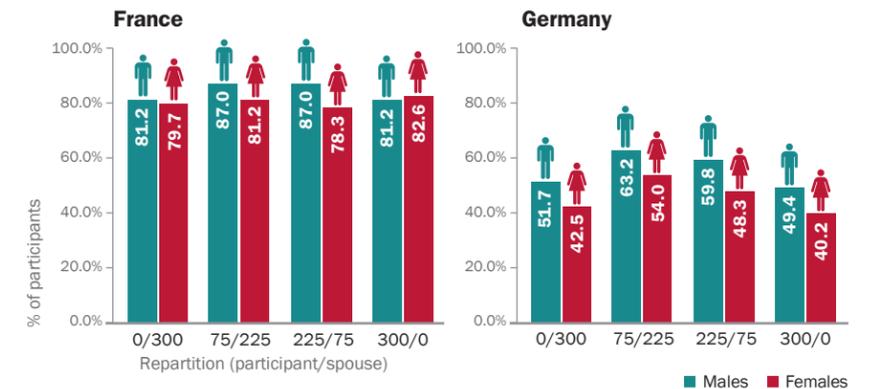
The acceptance of lower, more equal earnings may be an attempt to avoid relationship problems. "Where there is income inequality, either the high earner keeps more and makes the other unhappy; or he shares equally, placing the spouse in a dependent relationship. Some couples are willing to pay a price to avoid such uncomfortable situations."

The results show intriguing patterns of coordination. "People who are efficient have partners who also prefer efficiency. Micro norms appear to exist in couples; people jointly know what they should do. I don't want to say those who choose one option are happier than another – it's just a different way to solve problems."



A follow-up study in Toulouse suggests women do not have a greater preference for doing things that will benefit the whole household: for example, housework. Work division must be driven instead by factors outside the home, such as higher salaries for men or gender norms. "If women in the study earn more, they stay in their job and the husbands invest in the household. That's exactly symmetrical to where men have the higher salary, so there is something external going on."

- > Efficiency-Equality Trade-off within French and German Couples
- > What if women earned more than their spouse? An experimental investigation of work division in couples
- > Do couples cooperate?



Percentage of women and men who chose a higher income (300 as opposed to 200) for their couple but with an unequal repartition between participants and their spouses in France and Germany.

THE GERMAN WAY

German couples show much more concern for income equality (see chart). "In France you have a strong belief that children should be socialized very early, perhaps in a crèche. In Germany there is very strong social pressure that women stay with young children to protect them. There is a lot of inequality in German households but it's not about a preference. They would feel like bad parents if they didn't obey the social norm. German couples focus on small-scale equality – for example, paying for meals individually – because society imposes inequality on a larger scale."

LIFE IN THE AMAZON

Small-scale subsistence societies have different priorities. Hopfensitz teamed up with the IAST's Jonathan Stieglitz, an evolutionary anthropologist, to run a similar experiment among the Tsimane people in Bolivia. "Using shares of dried meat as currency, we found that all of them chose the efficient outcome," she says. "When we switched to money, some of them – less than in Europe – start to go for the equal outcome, especially women concerned about their husbands not bringing the money home."

The Tsimane are much more used to aiming for efficiency in this context, says Hopfensitz, because they are less involved in a monetary economy. "Tsimane households have much more need for different skill sets: to hunt, to dig out roots, etc. They cannot trade off the time of one parent against the other as easily as Europeans can."

FACING THE FUTURE

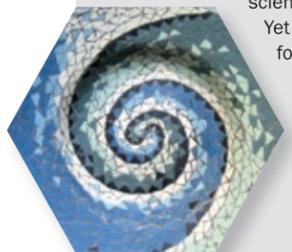
Cooperation is not just a central theme in Hopfensitz's work, it's integral to her methods and pushes her research into challenging new areas. Developments in facial analysis technology have underpinned recent research into EU election campaigns with IAST political science program director Karine van der Straeten and studying the role of smiles with IAST director Paul Seabright. Cooperation, in every sense, is at the core of the IAST project.



Rainbow science

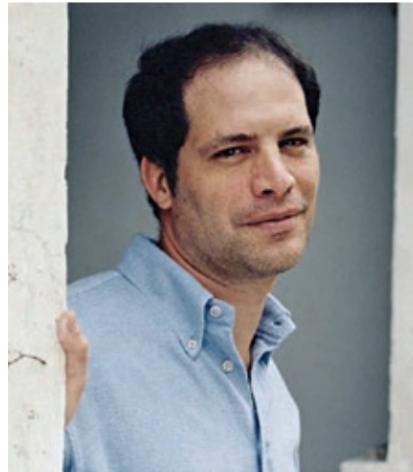
Astrid Hopfensitz has a gift for the unexpected. Even by IAST standards, her scope and industry are impressive. Her PhD is in experimental economics but she's also the IAST's psychology program director, an unflappable conference organizer and used to collaborating with anthropologists, biologists, political scientists and logicians.

Yet she still finds time for startlingly beautiful craftwork, producing intricate mosaics, bold-brush oil paintings and soft toys for her kids.



Soccer, stats and social science

• SIMON KUPER • TEAM IAST TACKLES A TOP JOURNALIST



Simon Kuper is an ideas entrepreneur.

As a *Financial Times* columnist based in Paris and the son of British anthropologist **Adam Kuper**, he has successfully bridged the worlds of academia, sport and journalism. In November he took part in a colourful exchange of ideas with eager IAST researchers animated by **Heidi Colleran**, who is a big fan of his father's work. "I'm very excited to discover the IAST. To be completely interdisciplinary and so informal – this is a dream place for me," he told us. "I'm also very excited that it's in English because it's the only way for debate in France to be international. People at the IAST have an enormous amount to say. I would recommend any colleague to visit. You can steal ideas!"

The beautiful game

WHAT MAKES THE FOOTBALL WORLD GO ROUND?

Kuper has long been interested in the anthropology and history of sport. He has also collaborated with economists, notably Stefan Szymanski, using statistics and econometrics to study football. His books include *Football Against the Enemy* and the best-selling *Soccernomics*.

Heidi Colleran: What is it about sports that drew you in?

Simon Kuper: Luckily I've had a general column for the past five years, so I've been able to escape the sports environment. There's an enormous amount of pub talk: "The coach used to be good but now he's lost it... The French don't have the will to win..." I could see it was stupid but I didn't have a way to counter that until I met Stefan and he said, "Look, there's data that would answer a lot of the big questions in football."

Heidi Colleran: Do you still love football?

SK: I've gone off it a bit. The fan sees Arsenal run on to the field and this is a magical thing in his life. But as a journalist who's been behind the curtain you see a very cynical environment, where every person is a one-man business.

Charlotte Cavallé: So you find no evidence of altruism?

SK: Altruism doesn't exist in the football business because you're judged ruthlessly on your performance. If you're perceived as a bad player, the club will get rid of you.

There's a lot of bad academics, bad journalists, but there's not really any bad footballers.

Paul Seabright: But in your book you argue that having a brilliant star who dribbles halfway down the pitch is not how to win, it's knowing how to pass. That's common-sense altruism.

SK: A successful football team is a successful collective. You could say the aim is to contribute in an altruistic way, but strictly for your own benefit and on a very short time horizon. If they're playing without you, it's much better that the team loses.

César Mantilla: Given that you're more likely to go unnoticed in a football team than in a basketball team, does it change the players' psychology?

SK: The average footballer has the ball for one minute per game - it's very hard to gauge his contribution in the other 89 minutes. Then goals are so rare that it's very hard to see what causes them. The only thing data has changed hugely in football is the physical performance of players because now they're better at preparing them. ■



A numbers game

DATA: THE NEW GOLD MINE

Heidi Colleran: When you first started using numbers, did you find yourself ill-equipped to make sense of them?

Simon Kuper: I joined the Financial Times because it was the only British newspaper trying to explain how the world works. It taught me how to deal with numbers, the primacy of economics, and something about how companies work.

Heidi Colleran: Are we obsessed with measuring things?

SK: There's a general lack of faith in all ideology now. Both right and left have a crisis of confidence. So you fall back on numbers because they seem more objective. We're much better now at crunching and using them. We know how many people cycle past a spot in the road. Newspapers know who reads which article and how far down they read. We no longer have to guess how many people live in poverty. Data is a new gold mine.

Charlotte Cavallé: Isn't ideology coming back through questions about inequality? No one read Thomas Piketty, but they tried.

SK: There's an interest in inequality but there aren't any politicians who think they can solve it. And the public doesn't believe them if they promise to.

Boris Van Leeuwen: In the Netherlands, they want the public to put things on the scientific agenda. Can the flow of information from social science to the public work the other way round?

SK: A key political fact is: most people don't care. So our maths can be very misleading. But now, just through Google searches and looking at Facebook, using big data, you can get an insight into, say, German society that would have been unthinkable 10 years ago. It's not everything but it's huge, it's very exciting. ■

THE THINKING MAN'S GAME

INSIGHTS FROM SIMON KUPER'S 'SOCCERNOMICS'

- Apart from a few overachievers like Alex Ferguson, football managers don't really matter
- Clubs should use the wisdom of crowds
- High wages bring more success than expensive transfers
- New managers waste money
- Older players, centre forwards and World Cup stars are overvalued
- Football clubs don't (and shouldn't) make money
- On average, penalties decide games fairly
- Hosting a World Cup doesn't make you rich, but it does make you happier
- England doesn't underperform, it does exactly as well as you'd expect for a country of its size, wealth and history
- Clubs used to discriminate against black players, now they discriminate against black managers
- Illegal discrimination against women is taken for granted
- Norway and Iceland are the most football-loving countries in Europe
- Rather than prompting suicide, football stops thousands of people from killing themselves



The communication game

SIMON KUPER • WHY ACADEMICS MUST REACH OUT

Everyone stands to benefit from deeper interaction between researchers and society. As a leading journalist and best-selling author, Simon Kuper has expert advice on how to navigate the ideas marketplace. The IAST panel was quick to take advantage.

Charlotte Cavallé: Is there public interest in academic research?

Simon Kuper: I was at the Kilkennomics festival in southern Ireland last week. It's incredibly democratic. You have 800 people listening to Naseem Taleb. People are leaning in, desperate to learn. One sadness I've always felt about academia is that so much fantastic work gets done, and so little penetrates. You have this language which says, 'I am you, you are one of me – give me tenure!' There is no real attempt by most academics to speak more broadly.

CC: But people like me have no incentives to learn how to translate our work to the public. You might be the only person I've met who speaks both languages.

SK: In the UK they grade academics on impact. If you write an article in a newspaper, that counts as impact. But I agree that's very rare.

Jonathan Stieglitz: Even when substantial efforts are made to communicate findings, there's still lots of scepticism.

SK: Perhaps if people felt academics were trying to reach them... People are terrified of academia, they didn't do well at school and then you use this language they don't understand. They shut themselves off from intellectual growth.

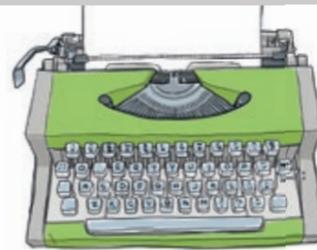
Sreemati Mitter: I'm a historian and we'd be very upset that no one was talking to us.

SK: History is the field that communicates best with the public, partly because history has so much story-telling.

Dominik Duell: Many of my academic colleagues start writing on blogs and become bad journalists. They don't think about the complexity they studied for years. They think: "I need to put down a story by tomorrow." That's not what we should do. We should be patient and look for opportunities to say, "Hey, you wrote about this, I think your numbers are wrong. I have research on that."

Daniel Chen: Would you recommend that academics all submit op-eds?

SK: You should think: "I've spent 20 years thinking about this topic, I can communicate with the 20 other people who know a lot about it, and who disagree with me; or I can reach out." There's something beautiful in that. There's also a growing economic market in ideas. By writing that op-ed, you can also have a career in the ideas marketplace which might be more lucrative, useful and fun. ■



KUPER'S TOP TIPS

HOW TO BE AN IDEAS ENTREPRENEUR

WRITE BETTER. If you write clearly, people will want to read it. The story and the form determine whether anyone will care.

BE BRIEF. To strengthen your message, cut every sentence in half.

AVOID JARGON. Don't use long words that are unnecessary. Don't say "current account surplus". Stop, explain it.

BE HUMAN. Write about people. There has to be a main character for the reader to care about. If it's nobody else, it's yourself.

STAY ON TARGET. In short pieces, there can only be one message.

DON'T BE BORING. Dull writers won't get asked back.

BE PATIENT. There is an opening to blog on news websites. But wait until you've really got a chance to publish good work.

ILLUSTRATE. People remember a story.

PUNISH ERRORS. If a journalist writes rubbish, shame them on social media. Use their Twitter handle.

NETWORK. Journalists obsessively use Twitter. If you know any who are interested in your subject, ask them to retweet your article.

Bridging the Atlantic

• WILLIAM KOVACIC •
‘THRILLING WORK’ AT THE FTC

William Kovacic is a professor of law at George Washington University and served as a commissioner of the United States Federal Trade Commission (FTC) from 2006 to 2011. Visiting Toulouse for a conference on competition policy, innovation and procurement in December, he told us about his experience at the FTC and his latest research.



Putting ideas into action at the FTC gave Kovacic great satisfaction. "For an academic, it was thrilling to see theory meet practice. From an environment of talking and reading about it, you arrive at a place where you're actually trying to do it." As commissioner, he had three objectives: to enhance competition and consumer protection programs; to conduct a self-assessment of the agency; and to improve cooperation and partnerships with other institutions both in the US and abroad.

Kovacic makes a powerful argument for an integrated transatlantic procurement market. US procurement regulation currently

prevents many government agencies from contracting the best providers, he says, because they are forced to rely on US-based companies. "The number of areas where there might be a US-based company leading the market is shrinking. We need to be more open to international companies taking up procurement contracts."

He is cautiously optimistic about future collaborations between Europe and the United States. "There is a growing sense of emergency among the nations of the European Union, the United States and Canada that our shared interests

are threatened." He believes this threat might help to convince the two sides of the Atlantic to cooperate. "The silver lining of the current crisis we are facing is that it might make that emergency more tangible."

The widening salary gap between the public and private sectors is another serious concern. "When the gap becomes so large, you start to lose the people with the greatest skills. Or you only get them for a very short time and the teams change very often." Kovacic believes this might explain the current crisis in public services: "We aren't paying enough for a good service."

Kovacic is a keen advocate of the IAST's pluridisciplinarity and its real-world applications, remarking that his job at the FTC required extensive knowledge from a wide variety of fields: "In addition to law, I very much relied on economics, public management, history and, of course, political science." ■

The number of areas where there might be a US-based company leading the market is shrinking. We need to be more open to international companies taking up procurement contracts.



TRADING PLACES

While he enjoys his academic position at the George Washington University, Kovacic has fond memories of his time at the FTC. Mostly, he misses "the opportunity to work on projects with tangible effects on the life of common citizen". But he also pines for the agency's social environment, noting that a researcher's life tends to be lonelier: "In some instances you get to work with colleagues on team projects or attend conferences, like this one hosted by IAST, but most of the time you work on your own."

Lives saved from suicide in soccer years*

	Male lives saved	Female lives saved
Austria	46	15
Czech Republic	55	12
Denmark	37	47
France	95	82
Germany	61	39
Greece	9	13
Ireland	19	-10
Netherlands	-10	-1
Norway	[92 lives saved spread across both genders]	
Spain	2	-3
Sweden	44	16
Switzerland	20	2

*Lives saved' represents the decline in deaths during years when the national team plays in a tournament, compared to the average year

The future of family

• EMMANUEL TODD • BEYOND THE NUCLEAR PATH

Historian, sociologist, demographer and political scientist, Emmanuel Todd is a prolific intellectual. Contrary to his public image as the turbulent priest of the French left, he is much more at home sifting statistics and patiently mapping family structures. So when invited to give the final talk in the IAST's 2015 Distinguished Lecture series, he was happy to focus on his true passion: research.



"I've always considered myself a sort of mad scientist," says Todd. "I'm extremely proud that in my books I reached conclusions that I strongly disliked as a citizen. But I always have to deal with people who think I'm producing ideology. I'm not. I'm just interested in discovering things."

It's this questing spirit that underpins Todd's prophetic gift. In 1976, aged 25, he predicted the fall of the Soviet Union. Now at the prestigious Institut National d'Etudes Démographiques (INED), Todd's skill is to tirelessly correlate simple indicators, building maps from data found in archives and anthropological monographs. "I feel at home at INED because it's the world of statistics. I enjoy looking for odd figures that lead to discoveries. If you make a map, you can't lie in choosing what suits you, you have to cover all the space."

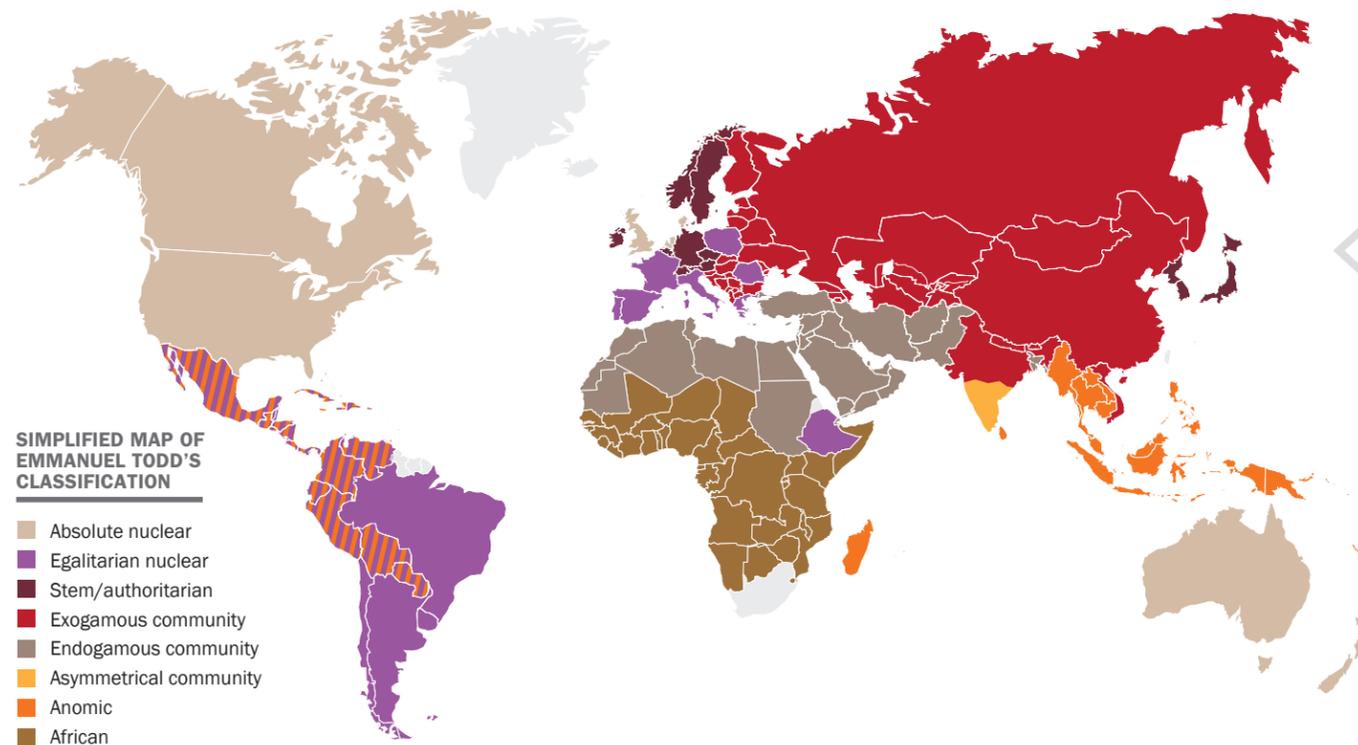
Todd has spent decades developing a global classification of traditional family types. Cousin marriage, co-residence and inheritance are key variables. For instance, parent-child relations are labelled 'authoritarian' if adult children live with their parents, while sibling relations are 'equal' or 'unequal' depending on the division of inheritance. Using these strict categories, Todd has been able to link family organization to modern

developments such as the education and rights of women, industrialisation and the spread of ideologies.

The Western family has always been nuclear, says Todd, and male-dominated family systems developed later. "Found on the periphery of Eurasia, the nuclear family is the original type for Homo sapiens: it's based on the couple and girls are not excluded from inheritance, so it's relatively egalitarian. In Germany and Japan, you find the stem family: the eldest son inherits, there's the basic principle of inequality and a much stronger authority pattern. In Russia, China and northern India, you find the exogamous community family consisting of the father, his married sons and equal inheritance. The endogamous community family of the Arabs is the most patrilineal because women are trapped inside the family system."

With the advent of globalization, there are signs that the more anti-individualistic systems are converging on the Western model. Todd notes the fall of fertility rates, even in Africa, and the spread of birth control. But patrilineal values resist, he says, pointing to the selective abortion of females in China: "The natural rate of male births to every hundred females is 106 to 107 at most. China now has sex ratios as high as 120. This is massive and it will pose spectacular difficulties. The fall of Communism has not been good for the status of women."

Even more troubling, says Todd, are reproduction problems among advanced nations. "In the Anglo-American world, France, Belgium, parts of Scandinavia, fertility is around 2 children per woman. With a few immigrants, that's a balanced system. But in Germany and Japan, fertility is around 1.4 children per woman. Korea has fallen even lower."



SIMPLIFIED MAP OF EMMANUEL TODD'S CLASSIFICATION

- Absolute nuclear
- Egalitarian nuclear
- Stem/authoritarian
- Exogamous community
- Endogamous community
- Asymmetrical community
- Anomic
- African

These differences are shocking, says Todd, and are due to the male bias of stem family systems. "Demography tells us that a measure of equality between men and women is good for the health of societies. The countries that maintain their fertility are those that make it compatible for women to study, have a career and family."

Divergent fertility rates will have massive implications for the way we live. "In France we don't have a great need to accommodate Syrian refugees, but Germany is obsessed with renewing its population. I don't disapprove of the opening of borders by Angela Merkel, but there is a demographical logic behind this. Japan has the same problem but it prefers to see its population decline rather than lose its cultural homogeneity."

Promoting the emancipation of women beyond the West will be like turning round an oil tanker. "The heavy tendency of human history, until very recently, was the accentuation of patrilineal principles. The dynamic of Japan since the 16th century has been the decline in the status of women. I'm convinced

something similar has taken place in Germany. So when we say to the highly patrilineal populations of China, northern India, the Arab world, 'You need to liberate women and follow us,' in fact we're saying, 'You need to go backwards.' That's why it's so difficult."

While Germany and Japan face uncertain futures, Todd is fascinated by the possibility of a new family system evolving. "It's extraordinary that in the midst of the Ukraine conflict, what really upsets the Anglo-American press about Putin's Russia is its homophobia - this question of sexuality is at the heart of a geopolitical divide. In the West, there's an inverted imbalance of the sexes when more women go on to higher education than men. If you add the preoccupation with homosexuality, I'm trying to imagine the possibility of the West moving beyond the original type."

In Toulouse, a new intellectual climate is evolving and Todd clearly finds it invigorating. "It's been wonderful. I've very much enjoyed the people I've met, they're very open-minded. I'm not completely lucid because every time I come to Toulouse I enter a natural state of euphoria, of happiness, so I can't tell things apart. Perhaps it's the people here, the IAST, or perhaps it's Toulouse - I'll never know!"



FAMILY VALUES KEY TYPES IN TODD'S CLASSIFICATION

■ Absolute nuclear

- Characteristics: Unequal inheritance; children leave the household early; no cousin marriage; hyper-individualist
- Found in: Anglo-Saxon countries, Netherlands, Denmark
- Ideologies: Christianity, capitalism, 'libertarian' liberalism, feminism

■ Egalitarian nuclear

- Characteristics: Equal inheritance; children leave the household early; no cousin marriage; individualist
- Found in: Northern France, northern Italy, central and southern Spain, central Portugal, Greece, Romania, Poland, Latin America, Ethiopia
- Ideologies: Catholicism; the 'liberté, égalité, fraternité' form of liberalism

■ Stem/authoritarian

- Characteristics: Unequal inheritance; married heir lives with father; little or no cousin marriage
- Found in: Germany, Austria, Sweden, Norway, Belgium, bohemia, Scotland, Ireland, peripheral regions of France, northern Spain, northern Portugal, Japan, Korea, Jews, Romany gypsies
- Ideologies: Socialism or social democracy, Catholicism, Fascism

■ Exogamous community

- Characteristics: Equal inheritance; sons live with father; no cousin marriage
- Found in: Russia, Yugoslavia, Slovakia, Bulgaria, Hungary, Finland, Albania, central Italy, China, Vietnam, Cuba, north India
- Ideologies: Communism

■ Endogamous community

- Characteristics: Equal inheritance; sons live with father; frequent cousin marriage
- Found in: Arab world, Turkey, Iran, Afghanistan, Pakistan, Azerbaijan, Turkmenistan, Uzbekistan, Tadjikistan
- Ideologies: Islam

■ Asymmetrical community

- Characteristics: Equal inheritance; sons live with father; restricted cousin marriage
- Found in: Southern India
- Ideologies: Hinduism; Communism

■ Anomic

- Characteristics: Nuclear family but cohabitation accepted in practice; cousin marriage accepted
- Found in: Burma, Cambodia, Laos, Thailand, Malaysia, Indonesia, Philippines, Madagascar, South-American Indian cultures

■ African

- Characteristics: Exogamous polygamy, unstable household

2020 Visions

WHAT TO WATCH FOR IN A WORLD OF CHANGE



The IAST takes an innovative and interdisciplinary approach to answering the big questions of the 21st century, inviting some of academia's biggest names and brightest prospects to work together to produce fresh perspectives. Here, IAST members and visitors extrapolate from their research areas to highlight some of the major issues that will change the way we look at the world in 2020 and beyond.



REFUGEES' RIGHTS

SREEMATI MITTER



We need a comprehensive and just solution, not only for today's crisis in Syria, but also for refugees from the 1948 Palestinian exodus, the Iraqi wars, and conflicts in Libya and Yemen. I hope that, by 2020, the thousands who have been displaced all over the Middle East will have been able to return to their homes or to rebuild their lives in host countries. We need an international legal regime to ensure refugees and stateless people are treated as individuals, guaranteed the same rights to life and dignity as the rest of us.



THE DANGERS OF SCIENCE

DOMINIK DUELL



We will be able to structure political, economic and social interactions in a way that fits better with how we feel and think, and how our bodies work. The ever-advancing integration of social sciences, biology, neurology and medicine is helping us to understand how the human body, heart and mind respond to and shape social systems. But do we want to live with the moral consequences of governments that subconsciously nudge us to pay our taxes on time, billboards that scan our eyes to run personally targeted ads based on our shopping history, and workplace design that primes one emotional state over others?

THE RISE OF BIOSOCIAL SCIENCE

BORIS VAN LEEUWEN



Biosocial science will be a very interesting area. In the next few years there will be a shift towards more high-powered studies, using more advanced analysis. More and more techniques are emerging from different fields. It's going to be very exciting. Eventually, it will be accepted that not only do economists do experiments, they also look at genetic data, hormones, neuroimaging and facial expressions.



PATHOGENS WILL SAVE LIVES

MICHAEL GURVEN



There will be increasing appreciation that the diverse micro-ecology of the human body is important for human health - not just for allergies and autoimmune disease, but for other chronic diseases affecting hygienic environments. These include type 2 diabetes and heart disease. Future research will likely pursue pharmacological interventions that mimic the positive immune priming effects of pathogens, but without the morbidity.

OUTDATED NORMS

PAULINE GROSJEAN



Anthropology, history and biology can help economists understand differences between men and women. Today, research is still too often based on the behavior of WEIRD people (Western, educated, industrialized, rich and democratic). But variation in gender roles across societies, ecological niches and time will force economists to think again about how gender norms emerge and interact with economic development. In parallel, evolutionary biologists bring tools to understand how gender differences can co-evolve with the environment.



THE FUTURE OF MORALITY

CHARLOTTE CAVAILLÉ



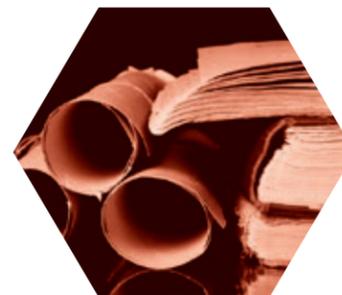
What is the nature of moral outrage? Why do we differ in what we get outraged about? This topic has been taken on by philosophers and moral, evolutionary and cognitive psychologists with limited success. We have some understanding of the hardware underlying these behavioral traits, we can measure how they manifest themselves in everyday life and in politics, but the theory is still a little weak. Hopefully, this effervescence will produce some ground-breaking contribution.

COLLAPSING DEMOGRAPHY

HEIDI COLLERAN



Demographers predict that, by the end of this century, family sizes will have globally converged at or below replacement levels. This would represent an unprecedented new age of low fertility, with massive ramifications for wage-labor structuring, pension systems, family dynamics, socio-economic stratification, inequality and wellbeing. Interdisciplinary contributions are needed now to understand how and why people make reproductive decisions, and how these produce macro-level patterns.



Homeward bound

• **BORIS VAN LEEUWEN** •
WHAT'S IN A FACE?

The IAST has an exceptional ability to energise the work of outstanding young researchers. Just ask Boris van Leeuwen. Even as he prepares for a prestigious new role at Tilburg University, he plans to stay closely involved with the IAST project. He'll miss the Toulouse sunshine and hiking in the Pyrenees, he tells IAST Connect, and an intellectual environment which has inspired him to branch out in original and ambitious ways.

This summer **Van Leeuwen** will be heading home. "I'm an experimental economist, and Tilburg has a very nice group in this field. My whole family lives in Amsterdam, I grew up there, so that's great too. My wife is originally from Spain but we both wanted to move back to the Netherlands at some point. At Tilburg I will have a tenure-track position so this was a good opportunity."

Van Leeuwen derives great satisfaction from his work and the exciting new directions it has taken at the IAST. "I study faces a lot. I'm looking at you and unconsciously trying to read your face and you are doing the same with me. It's fascinating to study how this works and how it affects outcomes. I'm now very tempted to look at things that biologists or psychologists might find more interesting. For instance, we want to look at the role that physical strength might play in solving conflicts, even when we don't actually fight."

One of the most attractive qualities of the IAST is that even as researchers leave, their dialogue with this uniquely interdisciplinary project continues. "This last year I've really started to develop new research with economists, psychologists and biologists from the IAST. **Astrid Hopfensitz** (see page 12) and I will run experiments together after the summer, so I definitely want to stay in touch with her. I am also organizing an IAST workshop called *The Human Face in Economics* [May 19-20] with **Jean-François Bonnefon**, and afterwards we want to continue working together. I've also been talking to **Ingela Alger** and **Jörgen Weibull** about testing one of the theoretical models in the lab. These projects should develop in the next year, so I'll be coming back for sure."

"It was very nice coming here because there are already quite a few people working on facial cues. There's a lot of people I can talk to, like **Jeanne Bovet** who is a biologist studying female attractiveness. **Arnau Tognetti** has looked at whether you can use facial cues to predict if somebody will cooperate. In my PhD, I studied facial cues to see if you can predict whether someone will be a tough bargainer. He's a biologist and I'm an economist but we're essentially looking at the same things."

Free thinking, fresh air and French cuisine are a mouth-watering recipe, admits **Van Leeuwen**. "I will miss the interdisciplinarity at the IAST. It's been great to experience the weather, the food and getting out to the countryside where it's quiet and so exciting. I do so many different things every day. I like the need for creativity in designing experiments. You interact with a lot of people at



the IAST but sometimes you're just quietly writing behind your desk or doing theory and math. And you can decide more or less completely what you want to study - that's really a gift."

Van Leeuwen is keen for others to follow in his footsteps and get the most out of the IAST experience. "It's very easy to get overwhelmed by all the different perspectives. It's nice if you can find some people whose work has some overlap with yours, and then try to collaborate. It takes some time to get to know people, their literature and their approach. Then it can move quickly. From the beginning, I've met so many nice people. The most important thing is to talk to them, to seize this opportunity to find out what they are doing."



DATES FOR THE DIARY

June 16, 2016

Digital Forum - Paris "Changing Organisations in the Digital Age"

June 20-21, 2016

Norm, Actions and Games Conference

June 27, 2016

Networks, Information and Business: Innovation, Finance and Law Conference

DISTINGUISHED LECTURES

September 22, 2016

Robert Shiller (Yale University)
"The influence of narrative on financial decision making"

November 3, 2016

Rebecca Stott (East Anglia University)
"Cross-pollinations: Narrative in science and literature"

December 1, 2016

Brian Boyd (Auckland University)
"The evolution of storytelling"

César Mantilla
to an assistant professorship at the Universidad del Rosario in Bogotá, Colombia



Sreemati Mitter
to an assistant professorship (tenure track) at the history department and the Watson Institute at Brown University, from September 2016



Charlotte Cavallé
to an assistant professorship (tenure track) at the Georgetown School of Foreign Service, from January 2017



MOVING ON



Dominik Duell
to a lecturer position (tenure track) at the University of Essex, in the fall of 2016



Heidi Colleran
to a senior scientist position at the Max Planck Institute for the Science of Human History in Jena, from May 2016



Patrick Le Bihan
to an assistant professorship at the Paris Institute of Political Studies





THEME FOR 2016:

NARRATIVE



SEPTEMBER 22



Robert Shiller

Yale University,
2013 Nobel Prize in Economics

*The influence of
narrative on financial
decision making*



NOVEMBER 3



Rebecca Stott

University of East Anglia

*Cross-pollinations:
Narrative in science
and literature*



DECEMBER 1



Brian Boyd

University of Auckland

*The evolution
of storytelling*

LECTURES IN ENGLISH

TIME: 18:00 TO 20:00

PUBLIC LECTURES OPEN TO ALL

Amphitheatre CUJAS

Université Toulouse 1 Capitole

2 rue des Puits-Creusés - 31000 Toulouse

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