

Berkeley Paris Organizational Economics Workshop
April 7-April 8, 2017



Program

Friday, April 7

9:00 AM-9:30 AM

Registration & Breakfast

Welcome Remarks

9:30 AM-9:45 AM

Stephane Saussier, Sorbonne Graduate Business School
Pablo T. Spiller, UC Berkeley
Dean Richard Lyons (UC Berkeley)

Session I

9:45 AM-11:00 AM

"What Motivates Effort? Evidence and Expert Forecasts"
(Joint with Devin Pope)

Speaker: Stefano DellaVigna, University of California, Berkeley
Discussant: Nicholas Bloom, Stanford University

11:00 AM-11:30 AM

Coffee Break

Session II

11:30 AM-12:45 PM

"The Limits of Meritocracy: Screening Bureaucrats Under Imperfect Verifiability"
(Joint with Juan Carlos Suárez Serrato, Shuang Zhang)

Speaker: Xiao Yu Wang, Duke University
Discussant: Rui de Figueiredo, UC Berkeley

12:45 PM-2:00 PM

Lunch

Session III

2:00 PM-3:15 PM

"Collusion in Auctions with Constrained Bids:
Theory and Evidence from Public Procurement"
Speaker: Sylvain Chassang, New York University
Discussant: Steve Tadelis, UC Berkeley

3:15 PM-3:45 PM

Coffee Break

Session IV

3:45 PM-5:00 PM

"Why do Employees (Not) Make Referrals?"
(Joint with Guido Friebel, Matthias Heinz, and Nick Zubanov)

Speaker: Mitchell Hoffman, University of Toronto
**Discussant: Stephane Saussier, University of Paris,
Sorbonne Graduate Business School**

5:00 PM-7:00 PM

Adjourn

7:00 PM

Reception at the home of Pablo Spiller
(Transport provided from Durant Hotel, 6:30pm departure)

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Program

Saturday, April 8

9:30 AM-10:00 AM

Continental Breakfast

10:00 AM-11:15 AM

Session V

Topic Forthcoming

Speaker: **Brian Silverman, University of Toronto**

Discussant: **Pablo T. Spiller, UC Berkeley**

11:15 AM-11:45 AM

Coffee Break

11:45 AM-1:00 PM

Session VI

"Past Performance and Procurement Outcomes"

(Joint with Giancarlo Spagnolo, Riccardo Pacini)

Speaker: **Francesco Decarolis, Boston University**

Discussant: **Marian Moszoro, George Mason University**

1:00 PM-2:15 PM

Lunch

2:15 PM-3:30 PM

Session VII

"The Value of Relational Adaptation in Outsourcing:
Evidence from the 2008 shock to the US Airline Industry"

(Joint with Myongjin Kim and Giorgio Zanarone)

Speaker: **Ricard Gil, Johns Hopkins University**

Discussant: **Patrick Warren, Clemson University**

3:30 PM-4:00 PM

Coffee Break

4:00 PM-5:15 PM

Session VIII

"All Together Now: Integration, Delegation, and Management"
(Joint with Alfaro Laura, Nicholas Bloom, Harald Fadinger, Patrick Legros, Paola Conconi, Raffaella Sadun, and John Van Reenen)

Speaker: **Andrew Newman, Boston University**

Discussant: **Robert Gibbons, MIT**

5:15 PM

Final Remarks