

# 6th Workshop on Relational Contracts

June 23 – June 24, 2020

Register before June 16 here:

<https://nes.timepad.ru/event/1331055/>

This workshop is organized by New Economic School and will take place online. “Local” time is Moscow time (one hour ahead of Central Europe). Eastern US time (EST) is indicated in parentheses.

**Tuesday - June 23, 2020**

**Session 1– Chair: Sylvain Chassang (New York University)**

**15.00 (8:00 EST) – 16.20 (9:20 EST)**

Rocco Macchiavello (London School of Economics)

*“The Value of Relational Collusive Arrangements in the Colombia Electricity Market”* (with Miguel Espinosa and Carlos Suarez)

Christian Zehnder (HEC, Université de Lausanne)

*“Organizational Culture as Equilibrium? Rules versus Principles in Building Relational Contracts”* (with Bob Gibbons, Manuel Grieder and Holger Herz)

**16.20 (9:20 EST) – 16.30 (9:30 EST)    Coffee Break**

**Session 2 – Chair: Klaus Schmidt (LMU Munich)**

**16.30 (9:30 EST) – 17.50 (10:50 EST)**

Giorgio Zanarone (Washington University in St. Louis)

*“Governance in the Wild: A Theory of State vs. Private Firms under Weak Institutions”* (with Gani Aldashev)

Marco Schwarz (University of Innsbruck)

*“A Dynamic Theory of Regulatory Capture”* (with Alessandro De Chiara)

**17.50 (10:50 EST) – 18.30 (11:30 EST) Break & Breakout rooms<sup>1</sup>**

**Session 3 – Chair: Ricard Gil (Queen's University)**

**18.30 (11:30 EST) – 19.50 (12:50 EST)**

Pepita Miquel-Florensa (Toulouse School of Economics)

*“Buyer-Driven Upgrading in GVCs: The Sustainable Quality Program in Colombia”* (with Rocco Macchiavello)

Christian Fischer (University of Bayreuth)

*“Optimal Payment Contracts in Trade Relationships”*

**19.50 (12:50 EST) – 20.00 (13:00 EST) Coffee Break**

**Keynote Lecture – Chair: Ruben Enikolopov (NES)**

**20.00 (13:00 EST) – 21.00 (14:00 EST)**

Pol Antras (Harvard University)

**21.00 (14:00 EST) – open end Breakout rooms**

**Wednesday - June 24, 2020**

**Session 4 – Chair: Volker Nocke (University of Mannheim)**

**15.00 (8:00 EST) – 16.20 (9:20 EST)**

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<sup>1</sup> Access to breakout rooms is by invitation only.

Anna Sanktjohanser (Yale University)

*“Too Much of a Good Thing? The Dynamics of Trust and Loyalty”* (with Johannes Horner)

James Malcomson (University of Oxford)

*“Grouping Agents with Persistent Types”*

**16.20 (9:20 EST) – 16.30 (9:30 EST)    Coffee Break**

**Session 5 – Chair: Robert Gibbons (MIT Sloan)**

**16.30 (9:30 EST) – 17.50 (10:50 EST)**

Bentley Macleod (Columbia University)

*“On Building a Conflict Culture in Organizations”* (with Victoria Valle Lara and Christian Zehnder)

Jonathan Glover (Columbia Business School)

*“Optimal Team Composition: Diversity to Foster Implicit Team Incentives”* (with Eunhee Kim)

**17.50 (10:50 EST) – 18.30 (11:30 EST)                    Break & Breakout rooms**

**Session 6 – Chair: Joel Watson (UC San Diego)**

**18.30 (11:30 EST) – 21.00 (14:00 EST)**

Arijit Mukherjee (Michigan State University)

*“Rulebooks in Relational Contracts”* (with Jin Li and Luis Vasconcelos)

Ameet Morjaria (Kellogg School of Management)

*“Product Conflation and Marketplace Design: Evidence from Ethiopia’s Commodity Exchange”*

Matthias Fahn (University of Linz)

*“Reciprocity in Dynamic Employment Relationships”*

**21.00 (14:00 EST) – open end                    Breakout rooms**

**Organizers:**

Daniel Barron, Matthias Fahn, Marta Troya-Martinez and Giorgio Zanarone

This workshop is supported by:

