

Workshop on Relational Contracts

June 12 – June 14, 2015

at the BVS Holzhausen/Ammerssee

Sponsored by: SFB/TR 15

Friday- June 12, 2015

12:30 – 13:30 **Lunch**

13:30 – 14:50 **Session 1**

Giorgio Zanarone (CUNEF)

“Relational Contracting in the Airline Industry” (with Ricard Gil and Myongjin Kim)

Marta Troya-Martinez (New Economic School)

[“Delegating Relational Contracts to Corruptible Intermediaries”](#) (with Liam Wren-Lewis)

14:50 – 15.20 **Coffee Break**

15.20 – 16.40 **Session 2**

Dan Barron (Kellogg – Northwestern University)

[“Policy Commitments in Relational Contracts”](#) (with Michael Powell)

David Huffman (University of Oxford)

“The complementarity of trust and market institutions” (with Bjorn Bartling and Ernst Fehr)

16.40 – 17.00 **Coffee Break**

17.00 – 17.40 **Session 3**

Trond Olsen (NHH Norwegian School of Economics)

[“Teams and Relational Contracts”](#) (with Ola Kvaløy)

19.00 **Dinner**

Saturday- June 13, 2015

09:00 – 10:20 Session 4

Holger Herz (University of Zurich)

“Asymmetric Information in Relational Contracts” (with Armin Schmutzler and Andre Volk)

Daniel Herbold (Goethe University Frankfurt)

“The Agency Costs of On-the-Job Search”

10:20 – 10:40 Coffee Break

10:40 – 12:00 Session 5

Sebastian Kranz (Universität Ulm)

“Relational Contracting, Repeated Negotiations and Hold-Up” (with Susanne Goldlücke)

Johannes Koenen (CESifo)

“Trust, Competition and Innovation: Theory and Evidence from German Car Manufacturers” (with Giacomo Calzolari, Leonardo Felli, Giancarlo Spagnolo and Konrad Stahl)

12:00 – 13:00 Lunch

13:00 – 14:00 Keynote Speaker

James Malcomson (University of Oxford)

“Relational Incentive Contracts with Productivity Shocks”

14:00 – 14:20 Coffee Break

14:20 – 15:00 Session 6

Mike Powell (Kellogg- Northwestern University)

“Managing Careers in Organizations”

15.30 Hike to Utting

Boat from Utting to Herrsching

17:00 – 18:00 Hike from Her...

20:00 Dinner at Kloster Andechs

22:00 Bus from Andechs to BVS Holzhausen

Upon Return to BVS: Bowling

Sunday- June 14, 2015

09:00 – 10:20 Session 7

William Fuchs (Haas School of Business - Berkeley)

“Optimal Arrangements for Distribution in Developing Markets” (with Brett Green and David I. Levine)

Oscar Contreras (CUNEF)

“Relational Contracts, Financing Constraints and Social Welfare”

10:20 – 10:40 Coffee Break

10:40 – 12:00 Session 8

Nick Vikander (University of Copenhagen)

[“Pay-for-Persistent-Luck: CEO bonuses under relational and formal contracting”](#) (with Jin-Hyuk Kim and Jed DeVaro)

Matthias Fahn (LMU - Munich)

“The Upside of Implicit Downsizing Costs” (with Nicolas Klein)

12:00 – 13:00 Lunch

13.30 Bus to Munich (expected time of arrival 15.00)

List of participants:

Dan Barron (Kellogg – Northwestern University)

Emily Barron (Northwestern University)

Else Christensen (LMU Munich)

Oscar Contreras (CUNEF)

Mikhail Drugov (New Economic School)

William Fuchs (Haas School of Business - Berkeley)

Susanne Goldlücke (Universität Konstanz)

Daniel Herbold (Goethe University Frankfurt)

Holger Herz (University of Zurich)

David Huffman (University of Oxford)

Nicolas Klein (University of Montreal)

Johannes Koenen (CESifo)

Sebastian Kranz (Universität Ulm)

Matthias Lang (Humboldt University Berlin)

James Malcomson (University of Oxford)

Colin von Negenborn (Humboldt University Berlin)

Trond Olsen (NHH Norwegian School of Economics)

Mike Powell (Kellogg- Northwestern University)

Claudia Salim (Freie Universität Berlin)

Marco Schwarz (LMU Munich)

Luis Vasconcelos (University of Essex)

Nick Vikander (University of Copenhagen)

Giorgio Zanarone (CUNEF)

Organizers:

Matthias Fahn (LMU Munich): +491796684490

Hendrik Hakenes (University of Bonn): +4917662005983

Marta Troya-Martinez (New Economic School): +79161902353, +34636771801

Anne Niedermaier (LMU Munich)