

2nd Workshop on Relational Contracts, September 23-24, 2016

Managing Firms through Relational Contracts

Friday, September 23

9.00 am Registration

9.20 am Welcome address: Giorgio Zanarone (CUNEF)

9.30 am Guido Friebel (Goethe University): How Bad are Pay Cuts?

joint with Miriam Krueger (Goethe University and Deutsche Bundesbank)

Discussant: Jaime Ortega (Carlos III University)

10.30 am Coffee break

10.45 am Giorgio Zanarone (CUNEF): The Value of Relational Adaptation in Outsourcing: Evidence from the 2008 shock to the US Airline Industry

joint with Ricard Gil (Johns Hopkins University), and Myongjin Kim (University of Oklahoma)

Discussant: Catherine Thomas (London School of Economics)

11.45 am Coffee break

12.00 pm Ricard Gil (Johns Hopkins University): Relational Adaptation under Reel Authority

joint with Daniel Barron (Northwestern University),

Robert Gibbons (MIT), and Kevin J. Murphy (University of Southern California)

Discussant: Francine Lafontaine (University of Michigan)

1.00 pm Lunch

2.00 pm Juanjo Ganuza (Pompeu Fabra University): Formal Contracts without Courts. Scoring Suppliers for Building Trust

joint with Fernando Gómez (Pompeu Fabra University)

Discussant: Matthias Fahn (University of Munich)

3.00 pm Coffee break

3.15 pm Akifumi Ishihara (National Graduate Institute for Policy Studies): On Multitasking and Job Design in Relational Contracts

Discussant: Alessandro Bonatti (MIT)

4.15 pm Coffee break

4.30 pm Keynote Lecture

Robert Gibbons (MIT): Organizational Culture and Performance: Theory, Evidence, and Opportunities

5.30 pm Adjourn

Saturday, September 24

9.15 am Registration

9.30 am **Ameet Morjaria** (Northwestern University): Competition and Relational Contracts: Evidence from Rwanda's Coffee Mills
joint with Rocco Macchiavello (University of Warwick)
Discussant: **William Fuchs** (University of California at Berkeley)

10.30 am Coffee break

10.45 am **Giacomo Calzolari** (University of Bologna): Relational Contracts, Procurement Competition, and Supplier Collusion
joint with Giancarlo Spagnolo (Stockholm School of Economics)
Discussant: **Luis Vasconcelos** (University of Essex)

11.45 am Coffee break

12.00 pm **Arijit Mukherjee** (Michigan State University): Learning-by-Shirking in Relational Contracts
joint with Jin Li (Northwestern University), and Luis Vasconcelos (University of Essex)
Discussant: **Ricardo Alonso** (London School of Economics)

1.00 pm Lunch

2.00 pm **Ferenc Szucs** (University of California at Berkeley): Favor Exchange between Politicians and the Media: Evidence from Hungary
joint with Adam Szeidl (Central European University)
Discussant: **Agustín Casas** (CUNEF)

3.00 pm Coffee break

3.15 pm **Oscar Contreras** (CUNEF): Relational Contracts and Social Comparison Costs in Organizations
joint with Giorgio Zanarone (CUNEF)
Discussant: **Maija Halonen** (University of Bristol)

4.15 pm Coffee break

4.30 pm Keynote Lecture
Bentley MacLeod (Columbia University): Opportunism and Conflict

5.30 pm Adjourn