



Affiliated with the Universidad Complutense de Madrid

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



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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