

Northwestern | Kellogg

3rd Annual Workshop on Relational Contracts

Friday, September 15

8:00 – 9:00 a.m.	Registration & Breakfast
9:00 – 10:00 a.m.	Gift-Exchange vs. Repeated Interaction as a Source of Reciprocal Behavior Matthias Fahn (with Anne Schade and Katharina Schüßler) <i>Discussant:</i> Giorgio Zanarone
10:00 – 10:15 a.m.	Coffee Break
10:15 – 11:15 a.m.	Revisiting the Maghribi Traders (Again): A Social Network and Relational Contracting Perspective Lisa Bernstein <i>Discussant:</i> Emily Kadens
11:15 – 11:30 a.m.	Coffee Break
11:30 – 12:30 p.m.	Relational Communication with Transfers Anton Kolotilin (with Hongyi Li) <i>Discussant:</i> Michael Powell
12:30 – 2:00 p.m.	Lunch
2:00 – 3:00 p.m.	Relational Contracts and Multitasking Ola Kvaløy (with Trond Olsen) <i>Discussant:</i> Marta Troya-Martinez
3:00 – 3:15 p.m.	Coffee Break
3:15 – 4:15 p.m.	The Effects of Governance on Relational and Formal Contracts Jeffrey Michler (with Steven Wu) <i>Discussant:</i> Ameet Morjaria
4:15 – 4:30 p.m.	Coffee Break
4:30 – 5:30 p.m.	Keynote: Relational Contracting with External Enforcement Joel Watson (with David Miller and Trond Olsen)
5:30 p.m.	Adjourn
7:00 p.m.	Conference Dinner Location: Terra & Vine, 1701 Maple Avenue, Evanston

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Saturday, September 16

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| 9:15 – 10:15 a.m. | Breakfast |
| 10:15 – 11:15 a.m. | Contract Manufacturing Relationships
Can Urgan
<i>Discussant:</i> Elliot Lipnowski |
| 11:15 – 11:30 a.m. | Coffee Break |
| 11:30 – 12:30 p.m. | Renegotiation-Proof Relational Contracts with Private Information
Jim Malcomson
<i>Discussant:</i> David Miller |
| 12:30 – 2:00 p.m. | Lunch |
| 2:00 – 3:00 p.m. | Dynamic Compensation under Uncertainty Shocks and Limited Commitment
Felix Feng
<i>Discussant:</i> George Georgiadis |
| 3:00 – 3:15 p.m. | Coffee Break |
| 3:15 – 4:15 p.m. | Of Restarts and Shutdowns: Dynamic Contracting with Unequal Discounting
Rohit Lamba (with Illia Krasikov and Thomas Schacherer)
<i>Discussant:</i> Daniel Barron |
| 4:15 – 4:30 p.m. | Coffee Break |
| 4:30 – 5:30 p.m. | Relational Incentive Contracts with Hidden Action and Unequal Discounting
Hideshi Itoh (with Eric S. Chou and Chien-Lung Chen)
<i>Discussant:</i> Bentley MacLeod |
| 5:30 p.m. | Adjourn |
| 7:00 p.m. | Informal Dinner
Location: Farmhouse, 703 Church Street, Evanston |