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)
Discussant: 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
Discussant: 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)
Discussant: Michael Powell

12:30 – 2:00 p.m. Lunch

2:00 – 3:00 p.m. Relational Contracts and Multitasking
Ola Kvaløy (with Trond Olsen)
Discussant: 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)
Discussant: 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
Saturday, September 16

9:15 – 10:15 a.m.  Breakfast

10:15 – 11:15 a.m.  Contract Manufacturing Relationships  
Can Urgun  
*Discussant: 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  
*Discussant: 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  
*Discussant: 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)  
*Discussant: 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)  
*Discussant: Bentley MacLeod*

5:30 p.m.  Adjourn

7:00 p.m.  Informal Dinner  
Location: Farmhouse, 703 Church Street, Evanston