

INDUSTRIAL ORGANIZATION: THEORY, EMPIRICS AND EXPERIMENTS

26-28 June 2014, Congress Centre 'La Chiesa di Chieti', Alberobello, Italy

Program Overview

Thursday, JUNE 26

14:00 - Opening registration

16:00 - 16:15 Welcome Session

16:15 - 18:15 Contributed Session 1

EXPERIMENTS I
REGULATION
THE ECONOMICS OF R&D
ENVIRONMENTAL ISSUES

Friday, JUNE 27

9:00 - 11:00 Contributed Session 2

AUCTIONS
CONTRACTS AND INCENTIVES
ADVERTISING
KNOWLEDGE AND TECHNOLOGY TRANSFER
MEDIA ECONOMICS

11:00 - 11:30 Coffee Break

11:30 - 13:00 Plenary Session I

13:00 - 14:30 Lunch

14:30 -16:00 Contributed Session 3

BEHAVIORAL IO
MARKET EXCLUSION
TRADE I
QUALITY AND DIFFERENTIATION
TRANSPORTS

16:30 -18:30 Contributed Session 4

VERTICALLY RELATED MARKETS
PROCUREMENT
EXPERIMENTS II
SEARCH AND RETAILING
TWO-SIDED MARKETS

Saturday, JUNE 28

9:00 - 11:00 Contributed Session 5

COMPETITION POLICY
GAME THEORY
EXPERIMENTS III
EMPIRICAL IO

11:00 - 11:30 Coffee Break

11:30 - 13:00 Plenary Session II

13:00 - 14:00 Lunch

14:00 -16:00 Contributed Session 6

NETWORKS AND TELECOMMUNICATIONS
RESEARCH, INNOVATION AND SPILLOVERS
FINANCIAL STRUCTURE AND OPTIMAL BEHAVIOR
TRADE II

Full Preliminary Program

Thursday, JUNE 26

14:00 - Opening registration

16:00 - 16:15 Welcome Session (*Mimosa room*)

16:15 - 18:15 Contributed Session 1

EXPERIMENTS I (*Glicine room*)

Chair: Abdolkarim Sadrieh (Universität Magdeburg)

Alexia Gaudeul (Universität Jena), Paolo Crosetto: *Do Common Standards Promote Competition? A Market Experiment*

Iván Barreda-Tarrazona (Universitat Jaume I de Castellón), Aurora Garcia-Gallego, Nikolaos Georgantzis, Nicholas Ziros: *Strategic Behavior in Exchange Economies with No-trade Nash Equilibrium*

Maria Bigoni (Università di Bologna), Marco Casari, Andrzej Skrzypacz, Giancarlo Spagnolo: *Time Horizon and Cooperation in Continuous Time*

Simon Weidenholzer (University of Essex), Daniel Friedman, Steffen Huck, Ryan Opread: *From Imitation to Collusion: Long-Run Learning in a Low-Information Environment*

REGULATION (*Ortensia room*)

Chair: Laura Rondi (Politecnico di Torino),

Carlo Cambini (Politecnico di Torino), Francisca Bremberger, Klaus Gugler, Laura Rondi: *Dividend Smoothing and Payout in Regulated Network Industries: Evidence from EU*

Luciano Greco (Università di Padova), Fabio M. Manenti: *Bottleneck Structural Regulation with Endogenous Downstream Competition*

Nicola Doni (Università di Firenze), Pier Angelo Mori: *Pricing and Price Regulation in a Customer-Owned Monopoly*

Annalisa Vinella (Università degli Studi di Bari), Daniel Danau: *From Fixed to State-Dependent Duration in Public-Private Contracts*

THE ECONOMICS OF R&D (*Magnolia room*)

Chair: Marco Di Cintio (Università del Salento)

Maria Luisa Mancusi (Università Cattolica, Milano), Andrea Vezzulli: *R&D and Credit Rationing over the Credit Cycle*

Emmanuel Petrakis (University of Crete), Christos Cabolis, Constantine Manasakis, Diego Moreno: *Horizontal Mergers and Acquisitions with Endogenous Efficiency Gains*

Stefano Comino (University of Udine & CESifo), Clara Graziano: *How Many Patents Does It Take to Signal Innovation Quality?*

María Engracia Rochina-Barrachina (Universitat de València), Pilar Beneito, Amparo Sanchis: *Ownership and the Cyclicalities of Firms' R&D Investment*

ENVIRONMENTAL ISSUES (*Aula 2*)

Chair: Michele Giuranno (Università del Salento)

Maria José Gil-Moltó (University of Sheffield), Bouwe R. Dijkstra: *Is Emission Intensity or Output U-shaped in the Strictness of Environmental Policy?*

Dimitrios Varvarigos (University of Leicester), Eleni Stathopoulou: *Corruption, Entry and Pollution*

Federico Boffa (Università di Macerata & IEB Barcelona), Amedeo Piolatto, Giacomo A. M. Ponzetto: *Centralization and Accountability: Theory and Evidence from the Clean Air Act*

Luca Di Corato (Swedish University of Agricultural Sciences), Cesare Dosi, Michele Moretto: *Bidding for Conservation Contracts*

Friday, JUNE 27

9:00 - 11:00 Contributed Session 2

AUCTIONS (*Mimosa room*)

Chair: Marco Pagnozzi (Università di Napoli Federico II & CSEF)

Antonio Rosato (University of Technology, Sidney), Marco Pagnozzi: *Entry by Takeover: Auctions vs. Bilateral Negotiations*

Hisayuki Yoshimoto (University of Glasgow), Kirill Chernomaz: *Are Structural Estimates of Asymmetric First-Price Auction Models Credible? Semi- & Nonparametric Scrutinizations*

Daniel García (University of Vienna), Joaquin Coleff: *Information Provision in Procurement Auctions*

Mario Blázquez de Paz (Università di Bologna): *Effect of Transmission Constraints on a Nodal Price Electricity Market*

CONTRACTS AND INCENTIVES (*Glicine room*)

Chair: Alessandra Chirco (Università del Salento)

Ester Manna (ECARES - Université Libre de Bruxelles): *Customer-Oriented Employees: Blessing or Curse for Firms?*

Radoslaw Nikolowa (Queen Mary University of London): *Motivate and Select: Relational Contracts with Persistent Types*

Laura Rondi (Politecnico di Torino), Carlo Cambini, Sara De Masi: *Incentive Compensation and Incentive Regulation: Empirical Evidence*

Rainer Andergassen (Università di Bologna): *Stock-based and stock option-based compensation, product market competition and fraud*

ADVERTISING (*Ortensia room*)

Chair: Emmanuel Petrakis (University of Crete)

Maria Alipranti (Universität Düsseldorf), Emmanuel Petrakis: *Comparative Advertising in Markets with Network Externalities*

Claudio Panico (Università Bocconi), Sebastiano Alessio Delre: *Investigating Business Strategies for New Product Introduction*

Sandro Shelegia (University of Vienna), Chris M. Wilson: *A Generalized (Clearinghouse) Model of Sales with New Insights and Applications*

Giovanni Ursino (Università Cattolica, Milano), Salvatore Piccolo, Piero Tedeschi: *Deceptive Advertising with Rational Buyers*

KNOWLEDGE AND TECHNOLOGY TRANSFER (*Aula 2*)

Chair: Joel Sandonis (Universidad de Alicante)

Hodaka Morita (University of New South Wales), Arghya Ghosh: *Knowledge Transfer and Partial Equity Ownership*

Roberta Dessí (Toulouse School of Economics), NinYin: *Venture Capital and Knowledge Transfer*

Elpiniki Bakaouka (Athens University of Economics & Business), Chrysovalantou Milliou: *Vertical Technology Transfer, Input Specificity and Price Discrimination*

Eva-Maria Scholz (CORE, Université Catholique de Louvain): *Licensing to Vertically Related Markets*

MEDIA ECONOMICS (*Magnolia room*)

Chair: Lapo Filistrucchi (Università di Firenze & Tilburg University)

Elena Argentesi (Università di Bologna), Luca Aguzzoni, Lorenzo Ciari, Tomaso Duso, Massimo Tognoni: *Ex-post Merger Evaluation in the UK Retail Market for Books*

Germain Gaudin (Universität Düsseldorf), Alexander White: *On the Antitrust Economics of the Electronic Books Industry*

Maria Rosa Battaglion (Università di Bergamo & CRIOS Bocconi), Alessandro Vaglio: *Newspapers and Public Grants: a Matter of Quality*

Matthew Ellman (Institut d'Anàlisi Econòmica & GSE, Barcelona): *How to Subsidise the News*

11:00 - 11:30 Coffee Break

11:30 - 13:00 Plenary Session I (*Mimosa room*)

David Martimort (Paris School of Economics)
Vertical Contracting with Bilateral Opportunism

Chair: Carlo Cambini (Politecnico di Torino)

13:00 – 14:30 Lunch

14:30 -16:00 Contributed Session 3

BEHAVIORAL IO (*Mimosa room*)

Chair: Bradley Ruffle (Wilfrid Laurier University)

Sofronis Clerides (University of Cyprus & CEPR), Pascal Courty: *Sales, Quantity Surcharge, and Consumer Inattention*

Ennio Bilancini (Università di Modena e Reggio Emilia), Leonardo Boncinelli: *Persuasion with Reference Cues and Elaboration Costs*

Anastasia Shchepetova (Toulouse School of Economics & CREST): *Confusopoly: Price vs. Product Features*

MARKET EXCLUSION (*Glicine room*)

Chair: Emanuele Tarantino (Università di Bologna)

Jeanine Miklós-Thal (University of Rochester), Greg Shaffer: *Naked Exclusion with Private Offers*

Enrique Ide (Pontificia Universidad Católica de Chile), Nicolás Figueroa, Juan-Pablo Montero: *Discounts as a Barrier to Entry*

Liliane Giardino-Karlinger (Università LUISS, Roma), Claudio A. Calcagno: *Collective Exclusion*

TRADE I (*Ortensia room*)

Chair: Antonio Minniti (University di Bologna)

Swati Dhingra (London School of Economics), Andrew Bernard: *The Divisive Effects of Importing*

Nigar Hashimzade (Durham University & Institute for Fiscal Studies), Hassan Khodavaisi, Gareth D. Myles: *Does MFN Status Encourage Quality Convergence*

Gaetano Alfredo Minerva (Università di Bologna): *FDI and Endogenous Market Shares with Multiproduct Multinational Firms*

QUALITY AND DIFFERENTIATION (*Aula 2*)

Chair: Caterina Colombo (Università di Ferrara)

Pim Heijnen (University of Groningen), Adriaan R. Soetevent: *Price Competition on Graphs*

Matteo Alvisi (Università di Bologna), Emanuela Carbonara: *Entry in Complementary-Good Markets: Selling the Whole Package May Be Pro-Competitive*

Emanuele Bacchiega (Università di Bologna), Olivier Bonroy: *On the Benefits of Contractual Inefficiency in Quality-Differentiated Markets*

TRANSPORTATION (*Magnolia room*)

Chair: Claudio Piga (Keele University)

Lorenzo Zirulia (Università di Bologna), Marco Savioli: *Add-on Pricing: Theory and Evidence from the Cruise Industry*

Marco Alderighi (Università della Val d'Aosta), Angela S. Bergantino: *Open Regulatory Issues in the European Railway Sector: Allocation and Financing of the Minimum Service*

Claudia Capozza (Università degli Studi di Bari), Angela S. Bergantino: *One price for all? The Role of Market Captivity as a Price Discrimination Device: Evidence from the Italian City-Pair Markets*

16:00 - 16:30 Coffee Break

16:30 -18:30 Contributed Session 4

VERTICALLY RELATED MARKETS (*Glicine room*)

Chair: Jeanine Miklós-Thal (University of Rochester)

Joel Sandonis (Universidad de Alicante), Chrysovalantou Milliou: *Manufacturers Mergers and Product Variety in Vertically Related Markets*

Emanuele Tarantino (Università di Bologna), Markus Reisinger: *Vertical Integration, Foreclosure and Productive Efficiency*

Simen Aardal Ulsaker (Norwegian School of Economics); *Multi-Input Downstream Firms and Vertical Contracting*

PROCUREMENT (*Mimosa room*)

Chair: Corrado Benassi (Università di Bologna)

Giancarlo Spagnolo (Università Tor Vergata & SITE), Giacomo Calzolari: *Relational Contracts and Competitive Screening*

Igor Letina (University of Zürich), Armin Schmutzler: *Procuring Variety*

Francesco Decarolis (Boston University), Riccardo Pacini, Giancarlo Spagnolo: *The Role of Reputation when Awarding Contracts: Empirical Evidence from a Vendor Rating System*

Alberto Iozzi (Università Tor Vergata & SOAS University of London), Gian Luigi Albano, Bernardino Cesi: *Public Procurement Contracts with Unverifiable Quality: The Case for Discretionary Competitive Procedures*

EXPERIMENTS II (*Ortensia room*)

Chair: Bradley Ruffle (Wilfrid Laurier University)

Marco Pagnozzi (Università di Napoli Federico II & CSEF), Krista Jabs Saral: *Multi-Object Auctions with Resale: An Experimental Analysis*

Alexander Rasch (Universität Düsseldorf & Universität Köln): Wanda Mimra, Christian Waibel: *Second Opinions in Markets for Expert Services: Experimental Evidence*

Natalia Montinari (Lund University), Valeria Maggian, Antonio Nicolò: *Inefficient Back Scratching in Hierarchical Organizations: a Dark Side of Reciprocity*

Marco Faravelli (University of Queensland), Lana Friesen, Lata Gangadharn: *Selection, Tournaments, and Dishonesty*

SEARCH AND RETAILING (*Aula 2*)

Chair: Sandro Shelegia (University of Vienna)

Helena Perrone (Universitat Pompeu Fabra & GSE Barcelona), Pierre Dubois: *Price Dispersion and Search Costs: The Roles of Imperfect Information and Product Differentiation*

Stefano Colombo (Università Cattolica, Milano), Noriaki Matsushima: *Lowering Customer Costs in a Competition between Physical and Internet Retailers: Does it Always Pay?*

Fabrizio Colonna (Banca d'Italia), Emanuela Ciapanna: *One for All, All for One: Buying Groups in the Retail Sector*

Joshua Sherman (University of Vienna), Avi Weiss: *An Empirical Analysis of Search Costs and Price Dispersion*

TWO-SIDED MARKETS (*Magnolia room*)

Chair: Maria Rosa Battaggion (Università di Bergamo)

Thomas Gall (University of Southampton): *Sorting Across Markets*

Stefan Behringer (Universität Heidelberg): *Price Competition between Platforms: Equilibrium Coexistence on Competing Online Auction Sites revisited*

Ming Gao (Tsinghua University): *Platform Pricing in Mixed Two-Sided Markets*

Lapo Filistrucchi (Università di Firenze & Tilburg University), Tobias J. Klein: *Price Competition in Two-Sided Markets with Heterogeneous Consumers and Network Effects*

Saturday, JUNE 28

9:00 - 11:00 Contributed Session 5

COMPETITION POLICY (*Mimosa room*)

Chair: Giancarlo Spagnolo (Università Tor Vergata & SITE)

Dennis L. Gärtner (University of Bonn): *Corporate Leniency in a Dynamic World: the Preemptive Push of an Uncertain Future*

Andrea Günster (ETH Zürich), Gerard Hertig, Mathijs A. van Dijk: *Cartels and Ownership Concentration*

Barbara Chizzolini (Università Bocconi): *Mergers in Banking from an Antitrust Perspective*

Pierluigi Sabbatini (Italian Competition Authority): *The Coordinated Effect of a Merger with Tacit and Egalitarian Collusion*

GAME THEORY (*Glicine room*)

Chair: Roberto Cellini (Università di Catania)

Sergio Currarini (University of Leicester & Università di Venezia), Francesco Feri: *Information Sharing Networks in Linear Quadratic Games*

Catherine Bobtcheff (Toulouse School of Economics), Jerome Bolte, Thomas Mariotti: *Researcher's Dilemma*

Alberto Vesperoni (University of Siegen): *A Contest Success Function for Rankings*

Federico Quartieri (IULM, Milano), Ryusuke Shinohara: *Coalition-Proofness, Welfare Properties and Structure of Nash Equilibria in a Class of Games with Strategic Substitutes*

EXPERIMENTS III (*Ortensia room*)

Chair: Alexia Gaudeul (Universität Jena)

Abdolkarim Sadrieh (Universität Magdeburg), Daniel Cracau: *Dropping by or Here to Stay? The Effect of Entry Investments on Entry in Multimarket Competition*

Jos Jansen (Aarhus University & Max Planck Institute), Andreas Pollak: *Strategic Disclosure of Demand Information by Duopolists: Theory and Experiment*

Kenan Kalayci (University of Queensland), Kian Nam Loke: *An Experimental Study of Competition in Two-Sided Markets*

Jeroen Hinloopen (University of Amsterdam), Adriaan R. Soetevent: *Insurance, Risk Aversion, and Loss Manipulation: an Experiment*

EMPIRICAL IO (*Magnolia room*)

Chair: Camilla Mastromarco (Università del Salento)

Fabio Pieri (Universitat de València), Chiara Franco, Francesco Venturini: *Product Market Regulation and Innovation Efficiency*

Antonio Della Malva (Katholieke Universiteit Leuven), Enrico Santarelli: *Intellectual Property Rights, Distance to the Frontier and R&D*

Federico Tamagni (Scuola Superiore Sant'Anna, Pisa), Stefano Bianchini, Giulio Bottazzi: *What Does (or Does not) Determine Persistent Corporate High Growth?*

Gianpiero Meloni (Università di Sassari), Dimitri Paolini, Juan de Dios Tena: *American Beauty: an Analysis of U.S. Movies Revenues in the Global Markets*

11:00 - 11:30 Coffee Break

11:30 - 13:00 Plenary Session II (*Mimosa room*)

Mark Armstrong (University of Oxford):
Market performance when only some consumers are savvy

Chair: Giancarlo Spagnolo (Università Tor Vergata & SITE)

13:00 – 14:00 Lunch

14:00 -16:00 Contributed Session 6

NETWORKS AND TELECOMMUNICATIONS (*Mimosa room*)

Chair: Carlo Cambini (Politecnico di Torino)

Sjaak Hurkens (Institut d'Anàlisi Econòmica, Barcelona), Angel L. Lopez: *Who Should Pay for Two-Way Interconnection?*

Lukasz Grzybowski (Telecom ParisTech), Frank Verboven, Bruno Lovat: *Substitution and Complementarity between Fixed-line and Mobile Access*

Bipasa Datta (University of York), Yu-Shan Lo: *To Block or not to Block? Network Competition when Skype Enters the Mobile Market*

Elias Carroni (Université de Namur), Simone Righi: *Pricing in Social Networks under Limited Information*

RESEARCH, INNOVATION AND SPILLOVERS (*Glicine room*)

Chair: Marcella Scrimitore (Università del Salento)

Marco Marinucci (Banca d'Italia): *Cooperative R&D Networks among Firms and Public Research Institutions*

Dolores Añón Higon (Universitat de València): *Corporate Basic Research and First-movers*

Daniela Tellone (Università di Pescara 'G. D'Annunzio'), Xavier Wauthy: *Spillovers Effects on Competition between Higher Education Institution*

Samuli Leppälä (Cardiff University): *Theoretical Perspectives on Localised Knowledge Spillovers and Agglomeration*

FINANCIAL STRUCTURE AND OPTIMAL BEHAVIOR (*Ortensia room*)

Chair: Sofronis Clerides (University of Cyprus & CEPR)

Luciano Greco (Università di Padova), Marco Buso: *Public and Private Finance of PPPs*

Luis Vasconcelos (University of Essex), Salvatore Piccolo, Giovanni W. Puopolo: *Non-Exclusive Financial Advice*

Maria Luisa Mancusi (Università Cattolica, Milano), Serena Frazzoni, Maria Luisa Mancusi, Zeno Rotondi, Maurizio Sobrero, Andrea Vezzulli: *Innovation and Export in SMEs: the Role of Relationship Banking*

Bert Willems (Tilburg University), Pär Holmberg: *Relaxing Competition through Speculation: Committing to a Negative Supply Slope*

TRADE II (*Magnolia room*)

Chair: Swati Dhingra (London School of Economics)

Pavel Chakraborty (University of Oxford): *Environmental Standards and Trade: Evidence from a Natural Experiment*

Alireza Naghavi (Università di Bologna), Shin-Kun Peng, Yingyi Tsai: *Relationship-Specific Investments and Contract Enforcement with Heterogeneous Suppliers*

Maria Teresa Trentinaglia (Università di Milano): *Country-specific Rigidities and Investment Decisions: Quantity Competition and Demand Uncertainty*

Pierpaolo Giannoccolo (Università di Bologna), Cecilia Vergari: *Do I vertically integrate? When Glocal Policies and International Openness Matter*