

Applied Microeconomics

Munich, 9 – 10 March 2018

Programme

Friday, 9 March 2018

09:10 – 09:25 **Welcome & Introduction**
CHRISTIAN GOLLIER (Toulouse School of Economics)

Plenary Session 1 - Ludwig Erhard Room **CESifo Distinguished Affiliate Prize Lecture I**

Chair: Christian Gollier

09:25 – 10:25 **Optimally Stubborn**
ANNA SANKTJOHANSER (Toulouse of Economics)

10:25 – 10:55 Coffee Break

Parallel Session 2a – Ludwig Erhard Room **Communication and Salience**

Chair: Maximilian Breu

10:55 – 11:40 **Public Communication Policies in an International Economy: What Should Policymakers Reveal?**
HUBERT KEMPF (ENS Paris-Saclay) and Olga Kuznetsova

11:40 – 12:25 **Full-cost Pricing**
Philippe Choné and LAURENT LINNEMER (ENSAE)

12:25 – 13:10 **Salience and Online Sales: The Role of Brand Image Concerns**
MARKUS DERTWINKEL-KALT (University of Cologne) and Mats Köster

Parallel Session 2b – Richard Musgrave Room **Adverse Selection**

Chair: Peter Schwardmann

10:55 – 11:40 **Splitting Risks in Insurance Markets with Adverse Selection**
PIERRE PICARD (Ecole Polytechnique)

11:40 – 12:25 **Entry-Proofness and Market Breakdown under Adverse Selection**
ANDREA ATTAR (Università degli Studi di Roma and TSE), Thomas Mariotti and Francois Salanie

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12:25 – 13:10 **Community Rating in the Market for Lemons**
ANDRE VEIGA (Imperial College London)

13:10 – 14:10 Lunch Break

Plenary Session 3 – Ludwig Erhard Room
CESifo Distinguished Affiliate Prize Lecture II
Chair: Christian Gollier

14:10 – 15:10 **Corrective Tax Design in Imperfectly Competitive Markets**
MARTIN O'CONNELL (Institute for Fiscal Studies) and Kate Smith

15:10 – 15:40 Coffee Break

Parallel Session 4a - Ludwig Erhard Room
Experimentation and Entrepreneurship
Chair: Taisuke Imai

15:40 – 16:25 **Learning from Failures: Optimal Contract for Experimentation and Production**
FAHAD KHALIL (University of Washington), Jacques Lawarrée and Alexander Rodivilov

16:25 – 17:10 **How Do Entrepreneurial Portfolios Respond to Income Taxation?**
Frank M. Fossen, RAY REES (LMU Munich), Davud Rostam-Afschar, Viktor Steiner

Parallel Session 4b – Richard Musgrave Room
Contract Theory
Chair: Florian Englmaier

15:40 – 16:25 **Mission Drift in Microcredit: A Contract Theory Approach**
SARA BIANCINI (CREM, Université de Caen Normandie), David Ettinger and Baptiste Venet

16:25 – 17:10 **Relational Contracts with Private Information on the Future Value of the Relationship: The Upside of Implicit Downsizing Costs**
MATTHIAS FAHN (JKU Linz) and Nicolas Klein

19:30 Conference Dinner

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Saturday, 10 March 2018

Parallel Session 5a – Ludwig Erhard Room

Information and Firms

Chair: Charles Mason

- 9:45 – 10:30 **Information and Price Dispersion: Theory and Evidence**
Dieter Pennerstorfer, PHILIPP SCHMIDT-DENGLER (University of Vienna), Nicolas Schutz, Christoph Weiss and Biliana Yontcheva
- 10:30 – 11:15 **An Experimental Analysis of the Complications in Colluding when Firms are Asymmetric**
CHARLES MASON (University of Wyoming)

Parallel Session 5b – Richard Musgrave Room

Education and Career Choice

Chair: Matthias Lang

- 9:00 – 9:45 **Does Revealing Personality Data Affect Prosocial Behaviour?**
MICHALIS DROUVELIS (University of Birmingham) and Nikolaos Georgantzis
- 9:45 – 10:30 **Grade-Compensating Differentials in the Competition between College Majors**
MICHAEL KAGANOVICH (Indiana University) and Xuejuan Su
- 10:30 – 11:15 **Signaling versus Costly Information Acquisition**
Helmut Bester, MATTHIAS LANG (University of Bonn) and Jianpei Li
- 11:15 – 11:45 Coffee Break

Plenary Session 6– Ludwig Erhard Room

Keynote Lecture

Chair: Christian Gollier

- 11:45 – 13:15 **Can There Be a Market for Cheap-talk Information? Theoretical Results and Some Experimental Evidence**
ANTONIO CABRALÈS (University College London)
- 13:15 – 14:15 Lunch Break

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Parallel Session 7a – Ludwig Erhard Room

Regulation

Chair: Matti Liski

- 14:15 – 15:00 **Regulatory Distortion: Evidence from Uber's Entry Decisions in the US**
Haldun Anil and SARAH FISHER ELLISON (MIT)
- 15:00 – 15:45 **One Markup to Rule Them All: Taxation by Liquor Pricing Regulation**
EUGENIO MIRAVETE (University of Texas at Austin), Katja Seim and Jeff Thurk
- 15:45 – 16:30 **Carbon Leakage: A Mechanism Design Approach**
Lassi Ahlvik and MATTI LISKI (Aalto University)

Parallel Session 7b – Richard Musgrave Room

Auctions

Chair: Marco Sahn

- 14:15 – 15:00 **Selling "Money" on eBay: A Field Study of Surplus Division**
ALIA GIZATULINA (University of St. Gallen) and Olga Gorelkina
- 15:00 – 15:45 **Dynamic Procurement under Uncertainty: Competition and Auctions**
MALIN ARVE (NHH Norwegian School of Economics) and David Martimort
- 15:45 – 16:30 **Sequential Round-Robin Tournaments with Multiple Prizes**
Christoph Laica, Arne Lauber and MARCO SAHM (University of Bamberg)

Plenary Session – Ludwig Erhard Room

- 16:30 **Parting Comments**
CHRISTIAN GOLLIER

End of Conference