



**Conference on “Auctions, competition, regulation, and public policy”
May 25 & 26, 2017**

Local Organizers: Dakshina G. De Silva, David Rietzke, and Aurelie Slechten

Scientific Committee: Klenio Barbosa (Insper Institute of Education and Research), Dakshina G. De Silva, Timothy Hubbard (Colby College), Georgia Kosmopoulou (University of Oklahoma), David Rietzke, and Aurelie Slechten

All sessions will be in LT-4

May 24:

Informal group discussions on the issue of auctions, competition, regulation, and public policy

May 25:

Welcome

08.30—08.45: **Angus Laing** (Dean, Lancaster University Management School)

Session 1: Chair — Dakshina De Silva

08.45—09.30: **Francesco Decarolis** (Boston University & EIEF), Leonardo Giuffrida (University of Rome Tor Vergata), Elisabetta Iossa (University of Rome Tor Vergata), Vincenzo Mollisi (University of Rome Tor Vergata, CEPR, IEFE-Bocconi and EIEF), and Giancarlo Spagnolo (University of Rome Tor Vergata)
“Buyer Quality and Procurement Outcomes: Explorative Evidence From the US”
Discussant: Andras Niedermayer

09.30—10:15: Abhimanyu Khan (Cambridge-INET) and **Ronald Peeters** (Maastricht University)
“Imitation and price competition in a differentiated market”
Discussant: Elisabetta Iossa

10.15—10:30: Coffee break

Session 2: Chair — Rachel Pownall

10.30—11:15: **Matthew Gentry** (London School of Economics), Tong Li (Vanderbilt University), and Jingfeng Lu (National University of Singapore)
“Identification and Estimation in First-Price Auctions with Risk-Averse Bidders and Selective Entry”

11:15—12.00: Yeon-Koo Che (Columbia University), **Elisabetta Iossa** (University of Rome Tor Vergata), and Patrick Rey (Toulouse School of Economics)
“Prices versus Contracts as Incentives for Innovation”
Discussant: Georgia Kosmopoulou

12.00—13.00: Conference Lunch – LUMS Hub

Session 3: Chair — Ronald Peeters

13:00—13.45: Giacomo Calzolari (University of Bologna), **Vincenzo Denicolo** (University of Bologna & University of Leicester), and Piercarlo Zanchettin (University of Leicester)
“Exclusive dealing with costly rent extraction”
Discussant: Hisayuki Yoshimoto

13.45—14:30: Margaret Kyle and **Dandan Niu** (Mines-Paristech)
“Strategic responses to cultural quotas: evidence from French radio”

14.30—15.15: Takashi Hayashiy (University of Glasgow) and **Hisayuki Yoshimoto** (University of Glasgow)
“Risk- & Regret-Averse Bidders in Sealed-Bid Auctions”
Discussant: Ronald Peeters

15.15—15:30: Coffee break

Session 4: Chair — Aurelie Slechten

15.30—16.15: **Chara Papioti** (Universitat Autònoma de Barcelona)
“Corruption in All-Pay Auctions”
Discussant: Klênio Barbosa



16.15—17.00: Isis Durrmeyer, **Andras Niedermayer** (University of Mannheim), and Artyom Shneyerov
“Competitive Non-linear Pricing: Evidence from the French Automobile Market”
Discussant: Stanley S. Reynolds

19:00: Conference dinner at the LHH

May 26:

Session 1: Chair — Georgia Kosmopoulou

08.45—09.30: **Klênio Barbosa** (Insper Institute of Education and Research)
“Free-Riding and Spillover in Procurement Design”
Discussant: Dandan Niu

09.30—10:15: **George Deltas** (University of Illinois at Urbana-Champaign and Lancaster University) and Eleftherios Zacharias (Athens University)
“Product Proliferation and Pricing in a Market with Positional Effects”
Discussant: Vincenzo Denicolo

10.15—10:30: Coffee break

Session 2: Chair — Robert McComb

10.30—11:15: **Matthew Mitchell** (University of Toronto)
“Free (Ad)vice”
Discussant: Hanming Fang

11:15—12.00: **Xiaogang Che** (Durham University), Tong Li (Vanderbilt University), Jingfeng Lu (National University of Singapore), and Xiaoyong Zheng (North Carolina State University)
“Deposit Requirements in Auctions: Theory and Empirical Evidence”
Discussant: Chara Papioti

12.00—13.00: Conference Lunch – LUMS Hub

Session 3: Chair — David Rietzke

13:00—13.45: **Hanming Fang** (University of Pennsylvania) and Zenan Wu (Peking University)
“Life Insurance and Life Settlement Markets with Overconfident Policyholders”
Discussant: Matthew Mitchell

13.45—14:30: Joseph A. Cullen (Washington University) and **Stanley S. Reynolds** (University of Arizona)
“Market Dynamics and Investment in the Electricity Sector”
Discussant: George Deltas

14.30—15.15: Adriana Gama (Centro de Estudios Economicos at El Colegio de Mexico) and **David Rietzke**
“Robust Comparative Statics in Contests”

15.15—15:30: Coffee break

Session 4: Chair — Dakshina De Silva

15.30—16.15: Dakshina G. De Silva (Lancaster University), Marina Gertsberg (Maastricht University), **Georgia Kosmopoulou** (University of Oklahoma), and Rachel A. J. Pownall (Maastricht University)
“Dealer Networks in the World of Art”
Discussant: Francesco Decarolis

16.15—17.00: **Keynote & closing remarks** – **Robert Porter** (William R. Kenan, Jr Professor of Economics, Northwestern University)

Presenters' names are in bold letters and linked to their websites.

We would like to thank the **Lancaster University Department of Economics**, and the **Lancaster University Management School** for their financial support.



Presenters' information

Name	Institution
Andras Niedermayer	University of Mannheim
Chara Papioti	Universitat Autònoma de Barcelona
Christian Bontemps	Toulouse School of Economics
Dandan Niu	Mines-Paristech
Elisabetta Iossa	University of Rome Tor Vergata
Francesco Decarolis	Boston University & The Einaudi Institute
George Deltas	U. of Illinois at Urbana-Champaign and Lancaster U.
Georgia Kosmopoulou - Edith Kinney Gaylord Presidential Professor of Economics	University of Oklahoma
Hanming Fang - Class of 1965 Term Professor of Economics	University of Pennsylvania
Hisayuki Yoshimoto	University of Glasgow
Klênio Barbosa	Inspere Institute of Education and Research
Matthew Gentry	London School of Economics
Matthew Mitchell	University of Toronto
Robert Porter - William R. Kenan, Jr Professor of Economics	Northwestern University
Ronald Peeters	Maastricht University
Stanley S. Reynolds - Eller Professor of Economics	University of Arizona
Vincenzo Denicolo	University of Bologna & University of Leicester
Xiaogang Che	Durham University