



## Program

### Conference on “Auctions, competition, regulation, and public policy”

June 12 & 13, 2014

Department of Economics

Lancaster University Management School

#### June 12:

08.30 —08.45: Welcome – **Sue Cox** (Dean, Lancaster University Management School)

08.45—09.30: Keynote 1 – “Switching costs, network effects and their friends: dynamic competition between platforms” **Jacques Crémer** (Toulouse School of Economic – TSE)  
Session Chair: Klênio Barbosa

09.30—10:15: Session 2 – “Cultural Biases in Government Make-or-Buy Decisions: Evidence from a Regression Discontinuity” **Laure Athias** and **Pascal Wicht** (University of Lausanne)  
Discussant: Andras Niedermayer  
Session Chair: Stéphane Saussier

10.15—10:30: Coffee break

10.30—11:15: Session 3 – “Political Contestability and Contract Rigidity” **Jean Beuve** (CES-University of Paris 1 Panthéon Sorbonne) **Marian Moszoro** (Berkeley-Haas and Kozminski University) and **Stéphane Saussier** (IAE-Sorbonne Business School)  
Discussant: Klênio Barbosa  
Session Chair: Brent Hickman

11:15—12:00: Session 4 – “Political Firms, Public Procurement, and the Democratization Process” **Stéphane Straub** (TSE)  
Discussant: Brian Baisa  
Session Chair: Ron Harstad

12.00—13.00: Conference Lunch – LUMS Hub

13:00—13.45: Session 5 – “Efficacy of a Bidder Training Program: Lessons from LINC” **Dakshina G. De Silva** (Lancaster U) **Georgia Kosmopoulou** (NSF and U of Oklahoma) **Timothy Hubbard** (Colby College)  
Discussant: Jimmy Roberts  
Session Chair: Stéphane Straub

13.45—14:30: Session 6 – “Identification and Estimation of Auction Models with Affiliated Values and Unobserved Heterogeneity” **Jorge Balat** (Johns Hopkins University)  
Discussant: Matt Gentry  
Session Chair: Philippe Gagnepain

14.30—15.15: Session 7 – “Auctions with Resale Opportunities: An Experimental Study” **Chintamani Jog** (University of Central Oklahoma) and **Georgia Kosmopoulou** (NSF and U of Oklahoma)  
Discussant: Laure Athias  
Session Chair: Jun Nakabayashi

15.15—15:30: Coffee break

15.30—16.15: Session 8 – “An Empirical Model of Dynamic Limit Pricing: The Airline Industry” **Jimmy Roberts** (Duke University)  
Discussant: Stéphane Saussier  
Session Chair: Laure Athias

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16.15—17.00: Session 9 – “**Optimal Design of Two-Sided Market Platforms: An Empirical Study of eBay**”  
*Aaron Bodo-Creed* (Haas School of Business) *Jörn Boehnke*, and ***Brent Hickman*** (U of Chicago)  
Discussant: Jun Nakabayashi  
Session Chair: Jacques Crémer

19:00: Conference dinner at the Lancaster House Hotel

### June 13:

08.45—09.30: Session 1 – “Generic-Branded Drug Competition and the Price for Pharmaceuticals in Procurement Auctions” *Paulo Arvate* (School of Business – FGV), ***Klênio Barbosa*** (Sao Paulo School of Economics – FGV), and *Dante Gambardella* (Samaritano Hospital – Brazil)  
Discussant: Anissa Boulemia  
Session Chair: Timothy Hubbard

09.30—10:15: Session 2 – “Knowledge Spillovers in Cost-Reduction Incentives” *Luis Aguiar* (IPTS and Universidad Carlos III de Madrid) and ***Philippe Gagnepain*** (Paris School of Economics & Université Paris 1)  
Discussant: Stéphane Straub  
Session Chair: Matt Gentry

10.15—10:30: Coffee break

10.30—11:15: Session 3 – “Detecting Large-Scale Collusion in Procurement Auctions” *Kei Kawai* (NYU) and ***Jun Nakabayashi*** (Tohoku University)  
Discussant: Philippe Gagnepain  
Session Chair: Anissa Boulemia

11:15—12:00: Session 4 – “Simultaneous First-Price Auctions with Combinatoric Preferences” ***Matt Gentry*** (London School of Economics)  
Discussant: Jorge Balat  
Session Chair: Malin Arve

12.00—13:00: Conference Lunch – LUMS Hub

13:00—13:45: Session 5 – “Long-Term Procurement under Uncertainty: Optimal Design and Implications for Renegotiation and Tender Procedures” ***Malin Arve*** (University of Mannheim) and *David Martimort* (Paris School of Economics-EHESS)  
Discussant: Georgia Kosmopoulou  
Session Chair: Brian Baisa

13.45—14:30: Session 6 – “Foreclosure Auctions, Two-Sided Private Information, and Securitization” ***Andras Niedermayer*** (University of Mannheim), *Artyom Shneyerov* (Concordia University), *Pai Xu* (University of Hong Kong)  
Discussant: Brent Hickman  
Session Chair: Jimmy Roberts

14.30—15:15: Session 7 – “Procedural Rules, Access of SMEs and Efficiency: Evidence from French Public Procurement” ***Anissa Boulemia*** and *John Moore* (Sorbonne Business School)  
Discussant: Timothy Hubbard  
Session Chair: Jorge Balat

15.15—15:30: Coffee break



15.30—16.15: Session 8 – “Auction Design without Quasilinear Preferences” **Brian Baisa** (U of Michigan)  
Discussant: Malin Arve  
Session Chair: Andras Niedermayer

16.15—17.00: Keynote 2 & closing remarks – “Behavioral Efficiency: Definition, Methodology, Demonstrations”  
**Ron Harstad** (U of Missouri), Coffee and Farewell  
Session Chair: Georgia Kosmopoulou

**Presenters are in bold letters.**

**Local Organizer:** Dakshina G. De Silva (Lancaster University)

**Scientific Committee:** Klenio Barbosa (Fundação Getulio Vargas-Sao Paulo School of Economics),  
George Deltas (UIUC), Dakshina G. De Silva, and Timothy Hubbard (Colby College)

**Presenters’ information**

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