Workshop Program


Friday, November 5, 2004
11.00 – 01.00 p.m. Group discussions
01.00 – 02.00 p.m. Lunch break
02.00 – 02.45 p.m. Approximate Truth of Economic Models
Werner Güth and Hartmut Kliemt
02.45 – 03.30 p.m. Learning to Bid and Loss Aversion
Dennis A. V. Dittrich
03.30 – 04.00 p.m. Coffee break
04.00 – 04.45 p.m. Bribing in Procurement Contracts
Luis Gonzalez
04.45 – 05.30 p.m. On the Evolvement of Institutions in Social Dilemmas
Bettina Rockenbach
05.30 – 06.15 p.m. (Un)Reliable Concessions in Static and Dynamic Bargaining
Experiments
Sven Fischer

Saturday, November 6, 2004
09.00 – 09.45 a.m. Public and Private Choices in Organ Donation
Marlies Ahlert
09.45 – 10.30 a.m. Experiments on Network Formation in Continuous Time
Siegfried Berninghaus
10.30 – 11.00 a.m. Coffee break
11.00 – 11.45 a.m. Imitation – Theory and Experimental Evidence
Jose Apesteguia
11.45 – 12.30 p.m. Behavior in Combined Mechanisms: Auctions with a Pre-
Negotiation Stage - An Experimental Investigation
Radosveta Ivanova-Stenzel
12.30 – 02.00 p.m. Lunch break
02.00 – 02.45 p.m. The Framing of Games and the Psychology of Strategic Choice
Simon Gächter
02.45 – 03.30 p.m. It’s What You Say Not What You Pay. An Experimental Study of
Manager-Employee Relationships in Overcoming Coordination
Failure
Jordi Brandts
03.30 – 04.00 p.m. Coffee break
04.00 – 04.45 p.m. Communication, cooperation and collusion in team-based
tournaments – An experimental study
Matthias Sutter
04.45 – 05.30 p.m. Externalities and the Allocation of Decision Rights in the Theory
of the Firm
Helmut Bester
07.00 p.m. Reception (on separate invitation)
Sunday, November 7, 2004
09.00 – 09.45 a.m. Competition in Innovation
Torsten Weiland
09.45 – 10.30 a.m. Experiments on Dynamic Coordination Games
Peter Ockenfels
10.30 – 11.00 a.m. Coffee break
11.00 – 11.45 a.m. Effects of Eliminating Exchange Rate Uncertainty: Experimental Evidence
Robin Pope
11.45 – 12.30 p.m. Relatives Versus Neighbors – An Experiment Studying Spontaneous Social Exchange
Georg von Wangenheim
12.30 – 02.00 p.m. Lunch break
02.00 – 02.45 p.m. Entrepreneurial Thinking
Ylva Søvik
02.45 – 03.30 p.m. On Efficient Compromising
Tilman Börgers
03.30 – 04.00 p.m. Coffee break
04.00 – 04.45 p.m. Saving Pr. Newcomb
Menachem Yaari

Monday, November 8, 2004
Departure

The program allocates 45 minutes to each speaker which includes 30 minutes for presentation and 15 minutes for general discussion.