

SUMMER SCHOOL IN BEHAVIORAL ECONOMICS

MAINZ, AUGUST 2012

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The five lectures cover five broad themes on which I am and have been working. In each lecture I will give a general introduction to the theme and then discuss some more specific research. For each lecture, I list the papers in the order in which they will be referred to.

1. MARKET AND IO ISSUES.

Smith, V. (1962): "An Experimental Study of Competitive Market Behavior," *Journal of Political Economy* 70, 111-137.

Huck, S., Normann, H.T., Oechssler, J. (2004): "Two are few and four are many: Number effects in experimental oligopolies," *Journal of Economic Behavior and Organization* 53, 435-446.

Dufwenberg, M., Gneezy, U. (2000): "Price competition and market concentration: an experimental study," *International Journal of Industrial Organization* 18, 7-22.

Abbink, K., Brandts, J. (2009): "Collusion in Growing and Shrinking Markets: Empirical Evidence from Experimental Duopolies," in *Experiments for Antitrust Policies*, (Hinlopen / Normann, eds.), Cambridge University Press, 2009.

Brandts, J., Giritligil, A. (2008): "Entry and Market Selection of Firms: A Laboratory Study," *Journal of Economic Behavior and Organization* 68, 593-612.

Abbink, K., Brandts, J. (2008): "24. Pricing in Bertrand competition with increasing marginal costs," *Games and Economic Behavior* 63, 1-31.

Brandts, J., Pezani-Christou, P., Schram, A. (2008): "Competition with Forward Contracts: A Laboratory Analysis Motivated by Electricity Market Design," *Economic Journal* 118, 192-214.

Brandts, J., Guillen, P. (2007): "Collusion and Fights in an Experiment with Price-Setting Firms and Production in Advance," *Journal of Industrial Economics* 55, 453-473.

Brandts, J., Reynolds, S., Schram, A. (2011): "Pivotal Suppliers and Market Power in Experimental Supply Function Competition," working paper.

2. COMPETITION AND SOCIALITY.

Fourcade, M., Healy, K. (2007): "Moral Views of Market Society," *Annual Review of Sociology* 33, 285-311.

Fligstein, N., Dauter, L. (2007): "The Sociology of Markets," *Annual Review of Sociology* 33, 105-128.

Bowles, S. (1998): "Endogenous Preferences: The Cultural Consequences of Markets and other Economic Institutions," *Journal of Economic Literature* 36, 75-111.

Brandts, J., Charness, G. (2004): "Do Market Conditions Affect Gift-Exchange? Some Experimental Evidence," *Economic Journal* 114, 684-708.

Brown, M., Falk, A., Fehr, E. (forthcoming): "Competition and Relational Contracts: The Role of Unemployment as a Disciplinary Device," *Journal of the European Economic Association*.

Schram, A., Brandts, J., Gërkhani, K. (2010): "Information Networks and Worker Recruitment", *European Economic Review* 54, 1035-1058.

Brandts, J., Riedl, A., van Winden, F. (2009): "Competitive Rivalry, Social Disposition and Subjective Well-being: An Experiment," *Journal of Public Economics* 93, 1158-1167.

3. CONFLICT.

Abbink, K. (2010): "Laboratory Experiments on Conflict," *The Oxford Handbook of the Economics of Peace and Conflict*.

De Dreu, C. (2009?): "Social Conflict. The Emergence and Consequences of Struggle and Negotiation," *Handbook of Social Psychology*.

Abbink, K., Brandts, J., Herrmann, B., Orzen, H. (2010): "Inter-group Competition and Intra-group Punishment in an Experimental Contest Game," *American Economic Review* 100, 420-447.

Abbink, K., Brandts, J., Herrmann, B., Orzen, H. (2012): "Parochial Altruism in Inter-group Conflicts," *Economics Letters* 117, 45-48.

Abbink, K., Brandts, J. (2009): "Political Autonomy and Independence: Theory and Experimental Evidence," working paper.

4. COMMUNICATION.

Smith, E. (2010): "Communication and collective action: language and the evolution of human cooperation," *Communication and Collective Action: Language and the Evolution of Human Cooperation*, *Evolution and Human Behavior* 31, 231-245.

Isaac, M., Walker, J. (1988): "Communication and Free Riding Behavior: The Voluntary Contribution Mechanism," *Economic Inquiry* 26, 585-608.

Valley, K., Thompson, L., Gibbons, R., Bazerman, M. (2002): "How Communication Improves Efficiency in Bargaining Games," *Games and Economic Behavior* 38, 127-155.

Charness, G., Dufwenberg, M. (2006): "Promises and Partnerships," *Econometrica* 74, 1579-1601.

Brandts, J., Charness, G., Ellman, M. (2012): "Let's Talk: How Communication Affects Contract Design," working paper.

Cooper, D., Kühn, K. (2012): "Communication, Renegotiation and the Scope for Collusion," working paper.

Brandts, J., Cooper, D. (2007): "It's What You Say Not What You Pay: An Experimental Study of Manager-Employee Relationships in Overcoming Coordination Failure," *Journal of the European Economic Association* 5, 1223-1268.

5. COORDINATION FAILURE IN ORGANIZATIONS.

Van Huyck, J., Battalio, R., Beil, R. (1990): "Tacit Coordination Games, Strategic Uncertainty, and Coordination Failure," *American Economic Review* 80, 234-248.

Kriss and Weber (2012): "Organizational Formation and Change: Lessons from Economic Laboratory Experiments."

Camerer, C., Weber, R. (forthcoming): "Experimental organizational economics." In *Handbook of Organizational Economics*.

Camerer, C., Malmendier, U. (2007): " Behavioral economics of organizations." In P. Diamond & H. Vartiainen (Eds.), *Behavioral economics and its applications*. Princeton University Press.

Brandts, J., Cooper, D. (2006): "A Change Would Do You Good: An Experimental Study of How to Overcome Coordination Failure in Organizations," *American Economic Review* 96, 669-693.

Brandts, J., Cooper, D., Weber, R. (2012): "Legitimacy, Social Distance and Leadership in the Turnaround Game," working paper.

