1st Workshop on Advances in 
Industrial Organization
Università degli Studi di Bergamo
Aula 3, via Salvecchio 19
Bergamo, October 5-6 2017

Local organizers: S. Piccolo and M.R. Battaggion

Thursday, October 5

9:30           Welcome address

1st Session

10:00         Yossi Spiegel, Tel Aviv University,
              “Minority Share Acquisitions and Collusion: Evidence from the Introduction of
              National Leniency Programs” (with Sven Heimy, Kai Hüschelrathz, Ulrich
              Laitenberger,)

10:45         Rossella Argenziano, University of Essex
              “Precedents, Reputation, and Higher-Order Induction” (with Itzhak Gilboa)

11:30        Coffe break

12:00        Maria Rosa Battaggion, University of Bergamo
              “Quality Competition among Platforms: a Media Market Case ” (with S.
              Drufuca)

12:45        Salvatore Piccolo, University of Bergamo
              “The Value of Transparency in Dynamic Contracting with Entry” (with G.
              Karakoc and M. Pagnozzi)

13:30        Lunch
2nd Session

14:30  **Maarten Janssen**, *University of Vienna*  
“Regulating False Disclosure” (with Santanu Roy)

15:15  **Elisabetta Iossa**, *University of Roma Tor Vergata*  
“Prizes versus Contracts as Incentives for Innovation” (with Yeon-Koo Che and Patrick Rey)

16:00  **Coffe break**

16:30  **Nenad Kos**, *Bocconi University*  
“Competing for Surplus in a Trade Environment” (with Sarah Auster and Salvatore Piccolo)

17:15  **Giovanni Ursino**, *Catholic University Milan*  
"Credence goods, professional ethics and public campaigns” (with F. Colombo)

20:30  **Social dinner**

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**Friday, October 6**

3rd Session

9:30  **Marco Ottaviani**, *Bocconi University*  
“Strategic Sample Selection” (with Alfredo Di Tillio and Peter Norman Sorensen)

10:15  **Giacomo Calzolari**, *University of Bologna*  
“Relational Contracts, Procurement Competition, and SupplierCollusion”  
(with Giancarlo Spagnolo)

11:00  **Coffe break**
11:30  Emanuele Tarantino, University of Mannheim
“The Effect of Horizontal Mergers, When Firms Compete in Prices and Investments” (with Massimo Motta)

12:15  Karle Heiko, Frankfurt School of Management
“Segmentation versus Agglomeration: Competition between Platforms with Competitive Sellers” (with Martin Peitz and Markus Reisinger)

13:00  Lunch

4th Session

14:00  Vincenzo Denicolò, University of Bologna
“Raising rivals’ prices”

14:45  Markus Reisenger, Frankfurt School of Management
“Sequencing bilateral negotiations with externalities” (with Johannes Munster)

15:30  Coffee break

16:00  Antonio Rosato, University of Technology Sydney
Walking the Customer: Salesforce Incentives and Consumer Naiveté (with Fabian Herweg)

16:45  Alessio Piccolo, University of Oxford
“Credit Ratings and Market Information” (with Joel Shapiro)