EIEF-UniBo 2nd Workshop in Industrial Organization

Rome, 17-18 December 2012

Hosted by
EIEF - Einaudi Institute for Economics and Finance
Via Sallustiana, 62 - 00187 Rome

PRELIMINARY PROGRAM

Monday, 17 December 2012

13:30 - 13:45  Registration

13:45 - 14:00  Welcoming remarks

14:00 - 14:40  Either or Both Competition: A "Two-sided" Theory of Advertising with Overlapping Viewerships

Emilio Calvano (Università Bocconi)
Attila Ambrus (Duke University)
Markus Reisinger (WHU - Otto Beisheim School of Management)

14:40 - 15:20  Unbundling the Incumbent: Evidence from UK Broadband

Tommaso Valletti (Imperial College and Università di Roma “Tor Vergata”)
Mattia Nardotto (University of Cologne)
Frank Verboven (KU Leuven)

15:20 - 16:00  Geographic Access Rules and Investments

Carlo Cambini (Politecnico di Torino and EUI-FSR)
Marc Bourreau (Telecom ParisTech)
Steffen Hoernig (Universidade Nova de Lisboa)

16:00 - 16:40  Coffee break

16:40 - 17:20  Publicity Requirements in Public Procurement: Evidence from a Regression Discontinuity Design

Decio Coviello (HEC Montreal)
Mario Marinello (European Commission)

17:20 - 18:00  Multi-Object Auctions with Resale: An Experimental Analysis

Marco Pagnozzi (Università di Napoli “Federico II”)
Krista Jabs Saral (Webster University)

20:00 - 22:00  Conference dinner
Tuesday, 18 December 2012

09:00 - 09:40  *Combined Effects of Load Factors and Booking Time on Fares: Insights from the Yield Management of a Low-Cost Airline*

  **Claudio Piga** (Loughborough University)
  Marco Alderighi (Università della Valle d’Aosta and Università Bocconi)
  Marcella Nicolini (Università di Pavia and FEM)

09:40 -10:20  *The Logic of Vertical Restraints, Revisited*

  **Massimo Motta** (Universitat Pompeu Fabra and Barcelona GSE)
  Stephen Hansen (Universitat Pompeu Fabra and Barcelona GSE)

10:20 – 11:00  *A Quantitative Analysis of the Used-Car Market*

  **Alessandro Gavazza** (New York University, Stern School of Business)
  Alessandro Lizzeri (New York University, Stern School of Business)
  Nikita Roketskiy (University College of London)

11:00 - 11:40  *Coffee break*

11:40 - 12:20  *Vertical bargaining and countervailing power*

  **Alberto Iozzi** (Università di Roma "Tor Vergata")
  Tommaso Valletti (Imperial College and Università di Roma "Tor Vergata")

12:20 - 13:00  *The Demand for Adoption*

  **Mario Pagliero** (Collegio Carlo Alberto)
  Aleksey Tetenov (Collegio Carlo Alberto)

13:00 - 14:00  *Box lunch on EIEF premises*

Half of the papers will be on theoretical and half on empirical IO. Thus each presenter should make an effort and let the “other side of the world” understand their presentation and take part in the discussion.

**Organized by:** Giacomo Calzolari (UniBo), Andrea Pozzi (EIEF) and Fabiano Schivardi (LUISS, EIEF)