

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)
Aleksy 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)